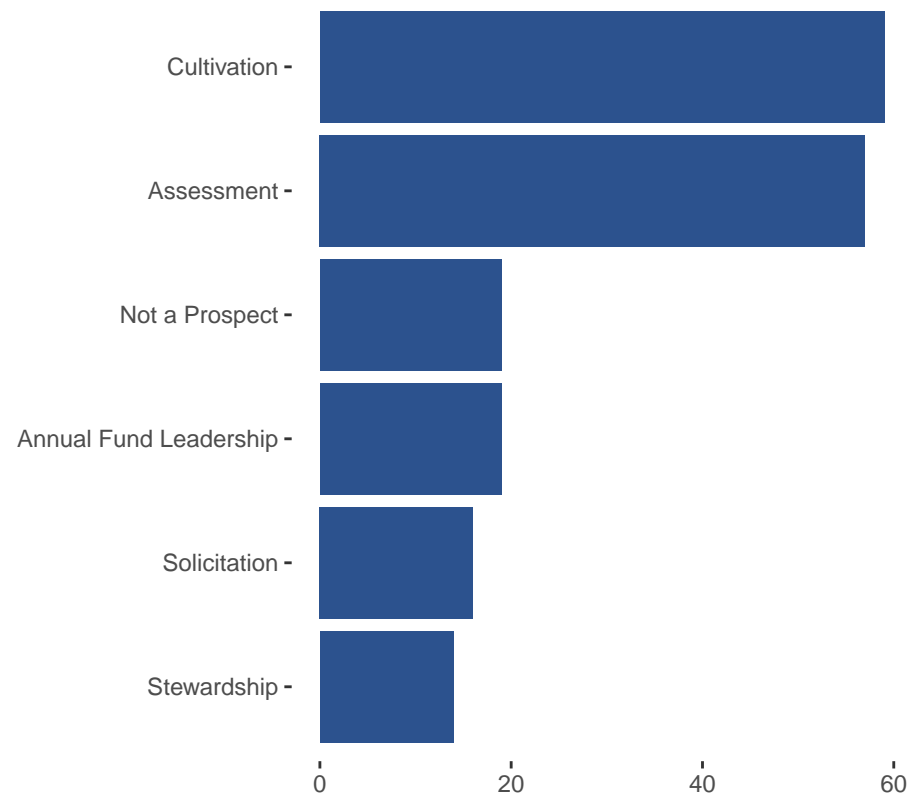
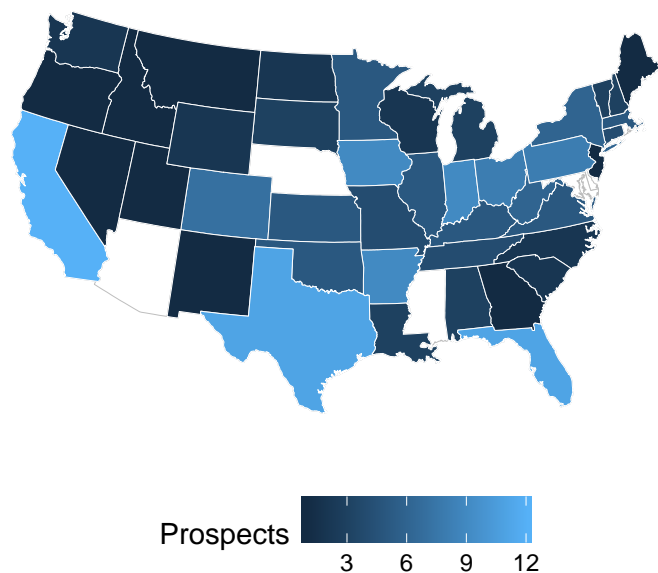


Gift Officer Report: Pham, Vanessa

2018-04-16



State	Prospects	Percent
California	12	6.52%
Florida	11	5.98%
Texas	11	5.98%
Arkansas	9	4.89%
Indiana	9	4.89%
Iowa	9	4.89%
Ohio	8	4.35%

Status	Prospects	Percent
Annual Fund Leadership	19	10.3%
Assessment	57	31%
Cultivation	59	32.1%
Not a Prospect	19	10.3%
Solicitation	16	8.7%
Stewardship	14	7.61%