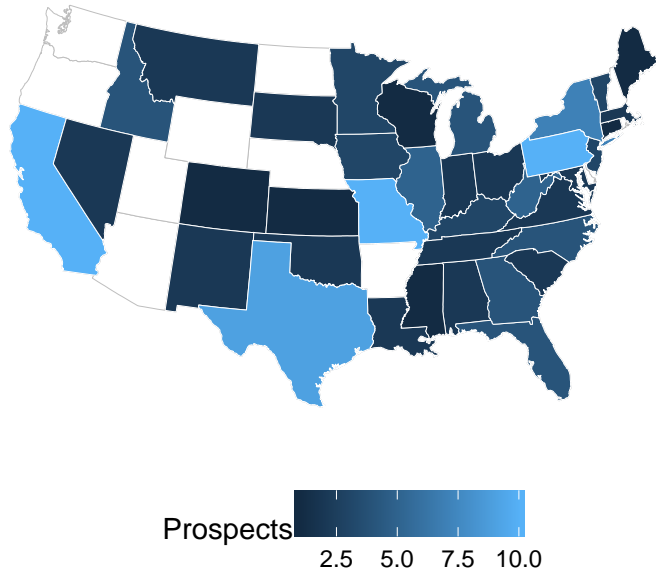
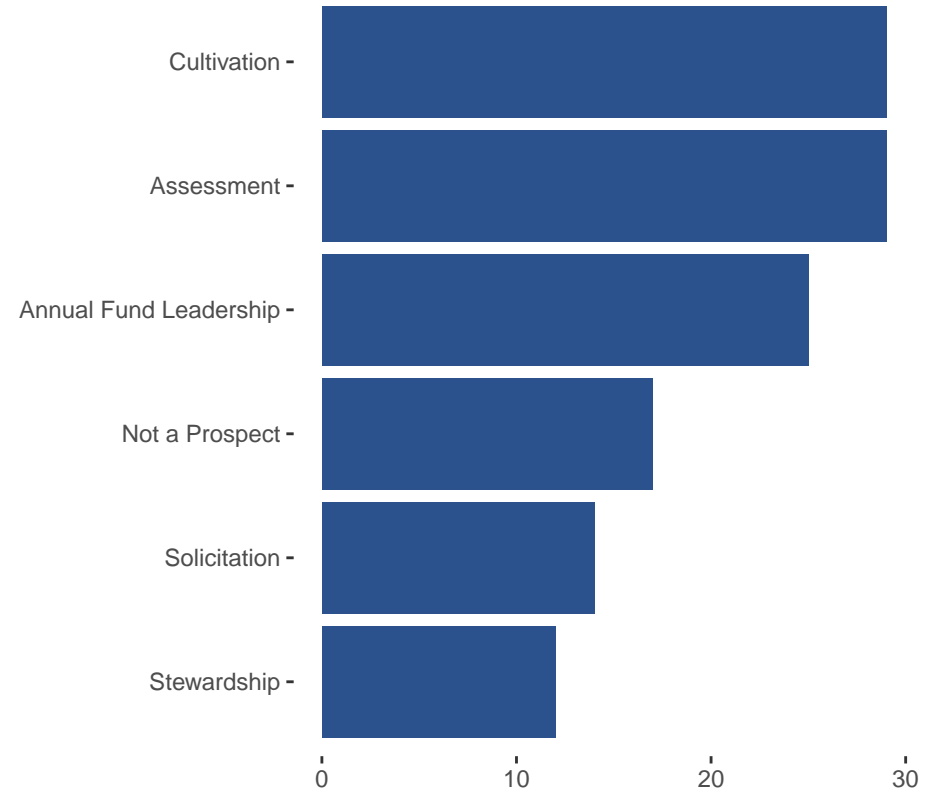


Gift Officer Report: Borenstein-Will, Alan

2018-04-12



| State | Prospects | Percent |
|---------------|-----------|---------|
| California | 10 | 7.94% |
| Missouri | 10 | 7.94% |
| Pennsylvania | 10 | 7.94% |
| Texas | 9 | 7.14% |
| New York | 7 | 5.56% |
| Illinois | 5 | 3.97% |
| West Virginia | 5 | 3.97% |



| Status | Prospects | Percent |
|------------------------|-----------|---------|
| Annual Fund Leadership | 25 | 19.8% |
| Assessment | 29 | 23% |
| Cultivation | 29 | 23% |
| Not a Prospect | 17 | 13.5% |
| Solicitation | 14 | 11.1% |
| Stewardship | 12 | 9.52% |