

Business Analytics for Management & More

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Static

Static And Visual

Interactive And Visual

ACE Report
 Emory Confidential

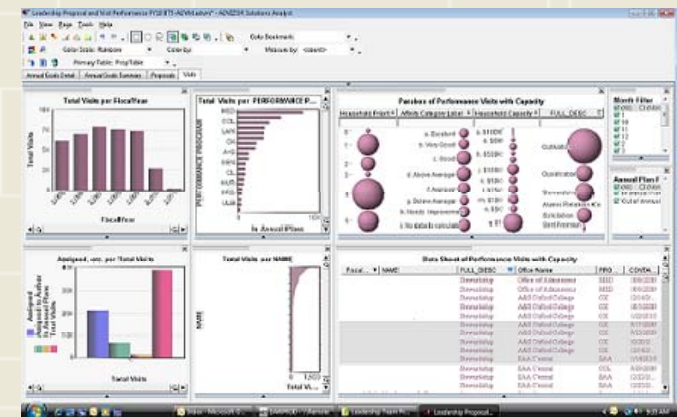
DAR Development Activity Management
 Program Use Report as of 1/31/2015
 103 Rollins School of Public Health

Report Date: 03/20/15
 Page 1 of 1

CONTACT INFORMATION		ACTUAL VISITS		POPULATION ACTIVITY		VISITS BY PURPOSE		OTHER CONTACTS		TOTALS	
TYPE	AMOUNT	DATE	PERCENT	DATE	PERCENT	DATE	PERCENT	DATE	PERCENT	DATE	PERCENT
103	15	4	1.0%	1	1.0%	5	3.0%	80%	80%	25	17

PROPOSAL INFORMATION		PROPOSAL AMOUNTS (Number)		PROPOSAL AMOUNTS (Percent Total)		FY (Number)	
NO. OF PROPOSALS	AMOUNT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT
158	\$1,000,000	\$2,000,000	40%	\$0	0%	\$0	0%

PROPOSALS BY LEVEL		PROPOSALS BY STATE	
LEVEL	AMOUNT	STATE	AMOUNT
State	\$1,000,000	GA	\$1,000,000



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Many Questions....

Who are our best prospects?

How did we compare to last year?

How can we measure our performance?

Are we on track with our annual plan?

Where will we end up this year?

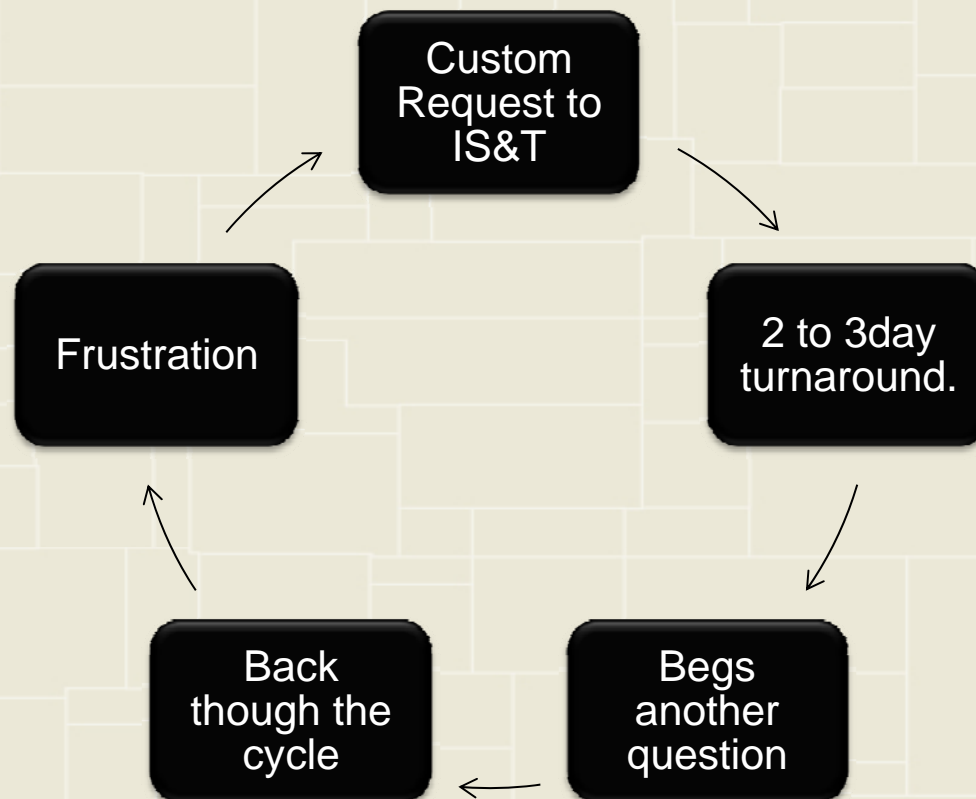
Were those proposals in the annual plan?

Who made that large gift in....?



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Never Ending "Cycle of Pain"



Static Reporting

AWA Report
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DAR Development Activity Management
Quarterly Review and Strategic Planner as of 1/31/2010
HS ROLLINS SCHOOL OF PUBLIC HEALTH

Report Date: 2/8/2010
Page 1 of 9

0000205144

Development Officer Summary

	Goals & Expectations		Actuals				Totals	
	Annual Goal AMT CNT		First Quarter AMT CNT	Second Quarter AMT CNT	Third Quarter AMT CNT	Fourth Quarter AMT CNT	Percentage of Goal	Year-to-Date Totals AMT CNT
Gift & Pledge Expectations	\$3,053,500		\$2,005,747	\$14,624	\$0	\$0	66.2%	\$2,020,371
Annual Proposal Activity		24	\$5,000,000	3	\$0	0	12.5%	\$5,000,000 3
Personal Visits		144		41	17	0	40.3%	58

Details

	Annual Gift/Pledge Expectations	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Percentage of Goal	Year-to-Date Totals
Current FY New Gifts		\$0	\$14,624	\$0	\$0		\$14,624
Current FY New Pledges		\$2,005,747	\$0	\$0	\$0		\$2,005,747
	\$3,053,500	\$2,005,747	\$14,624	\$0	\$0	66.2%	\$2,020,371

Proposal Activity	Expected Solicitations Goal Counts	First Quarter AMT CNT	Second Quarter AMT CNT	Third Quarter AMT CNT	Fourth Quarter AMT CNT	Percentage of Goal	Year-to-Date Totals AMT CNT
\$5,000,000 +	1	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$1,000,000-4,999,999	0	\$5,000,000 3	\$0 0	\$0 0	\$0 0	0.0%	\$5,000,000 3
\$500,000-999,999	0	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$250,000-499,999	0	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$100,000-249,999	3	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$50,000-99,999	1	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$25,000-49,999	1	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$10,000-24,999	18	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$5,000-9,999	0	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$1,000-4,999	0	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
\$1-999	0	\$0 0	\$0 0	\$0 0	\$0 0	0.0%	\$0 0
		\$5,000,000 3	\$0 0	\$0 0	\$0 0	12.5%	\$5,000,000 3



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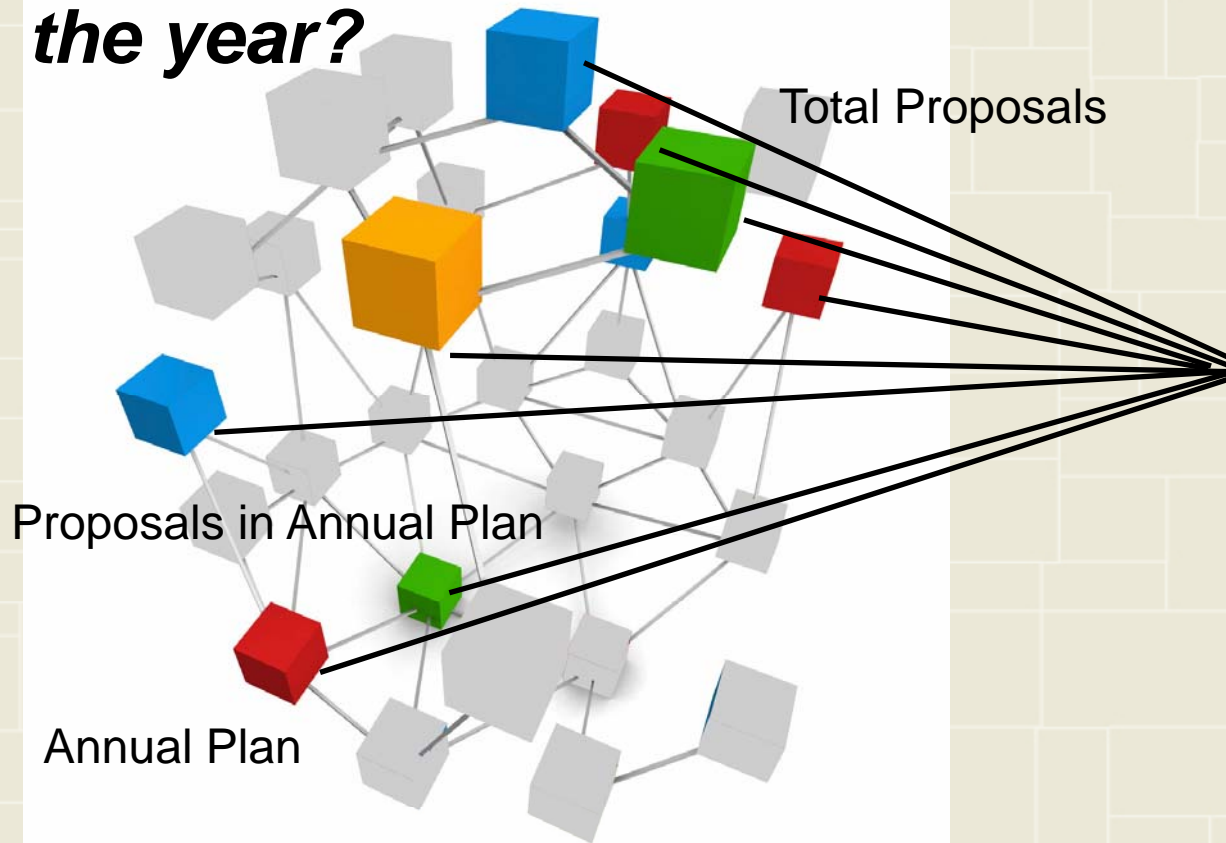
Visual & Static Reporting



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. . . Enabling Easy Answers to Key Questions.

Q: Where do we stand in our annual plan and for the year?



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Questions



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Demo:

Campaign Dashboard

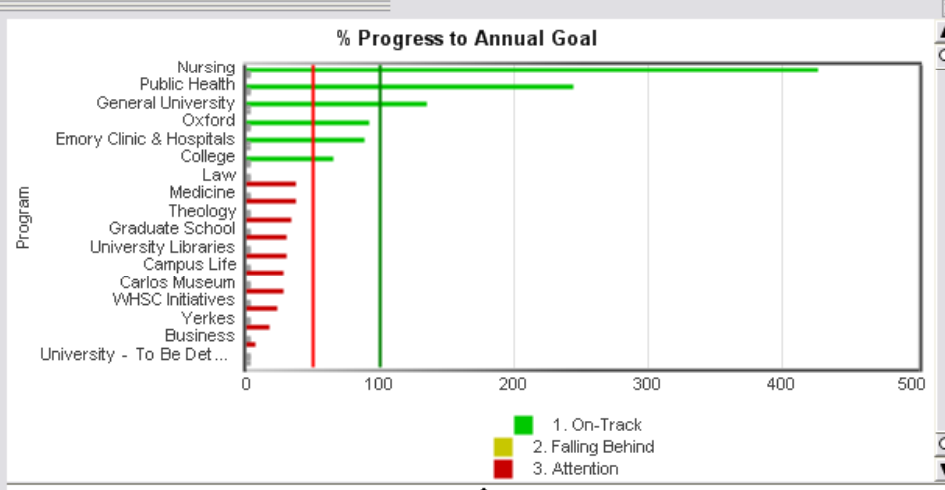
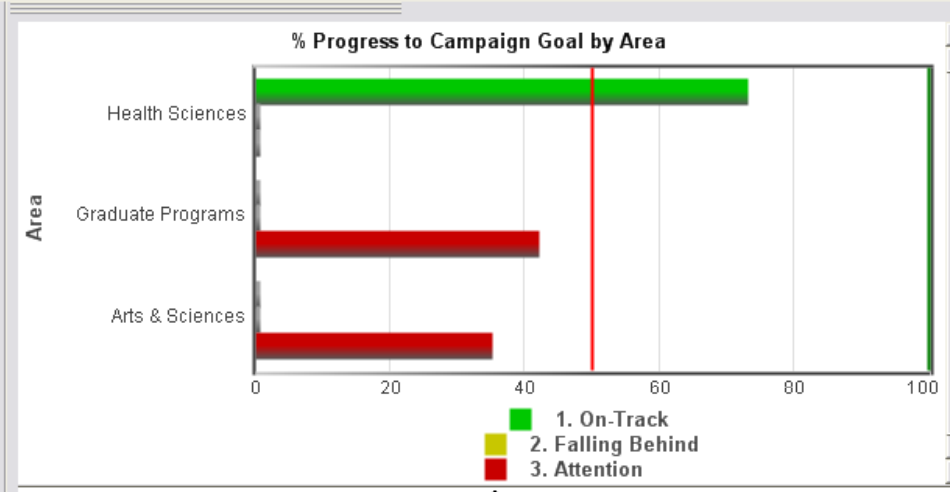
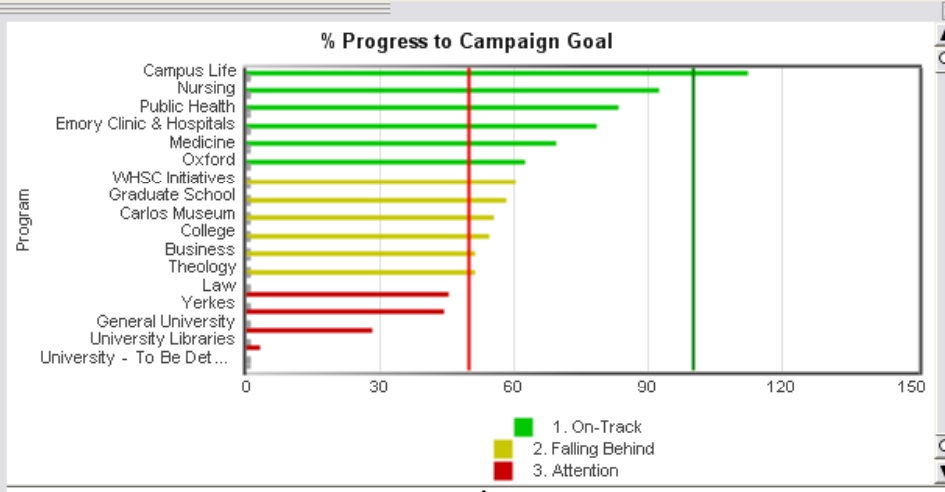
(disguised data)



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Top level view to highlight progress within Campaign.

Exec Summary **Details**



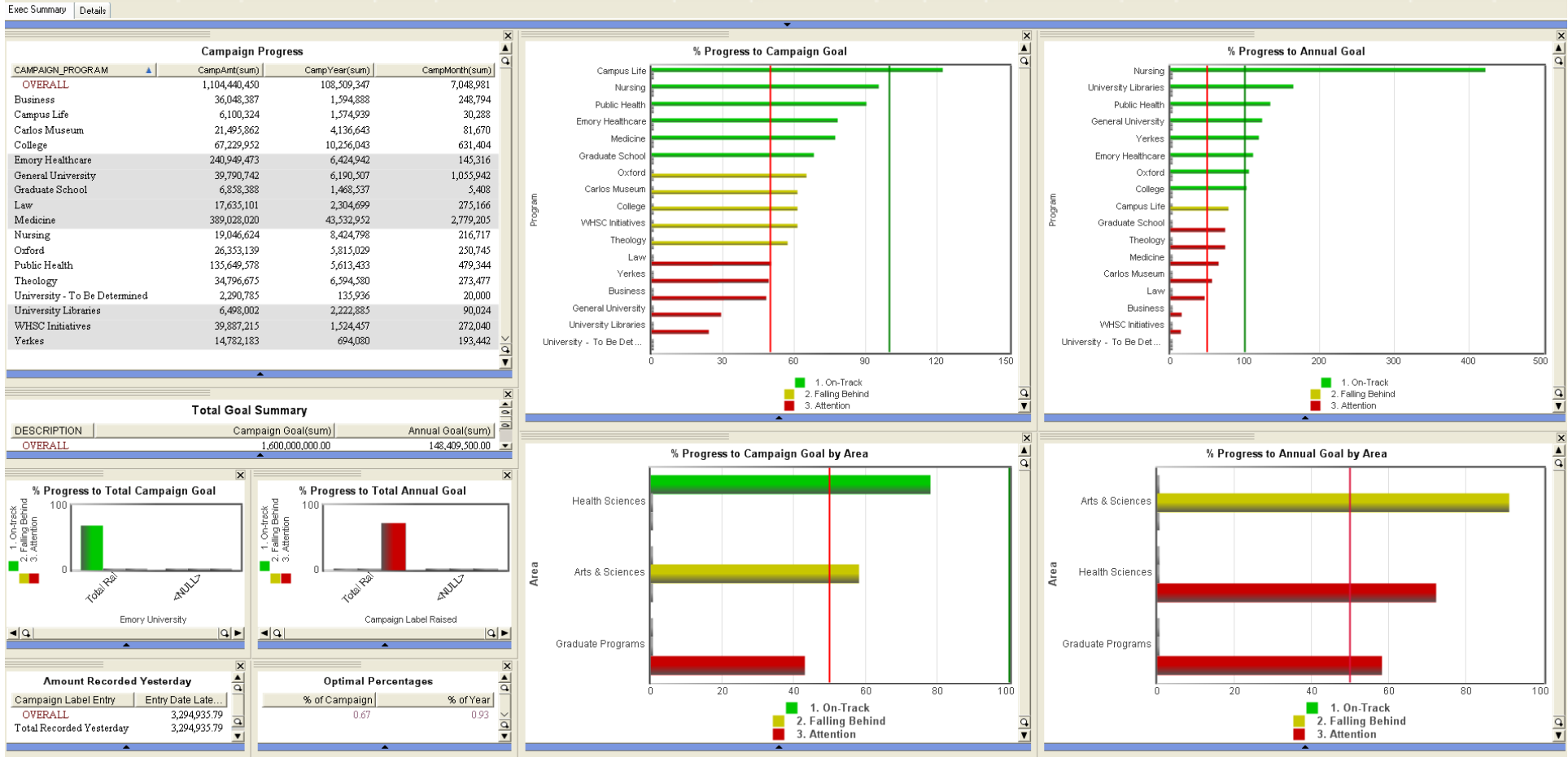
Campaign Label Entry	Entry Date Latest Amount(sum)
Total Recorded Yesterday	38,522.91

CAMPAIGN_PROGRAM	CampAmt(sum)	CampYear(sum)	CampMonth(sum)
OVERALL	1,028,919,921	78,912,945	1,357,800
Business	38,460,283	680,339	49,733
Campus Life	5,614,937	540,685	13,419
Carlos Museum	19,274,615	2,067,312	35,621
College	60,121,586	6,461,896	421,832
Emory Clinic & Hospitals	239,122,546	5,157,278	4,533
General University	37,534,089	6,716,769	28,496
Graduate School	5,879,469	606,797	13,744



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Next level detail.

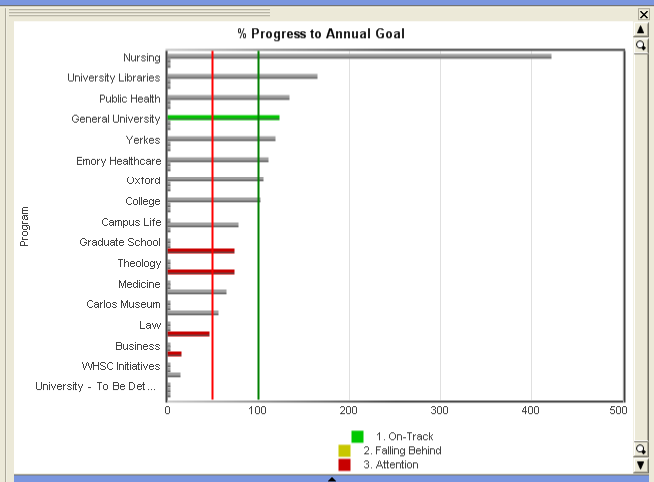
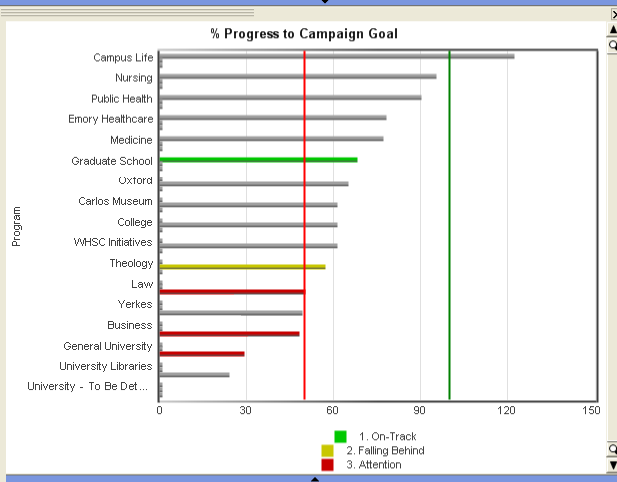


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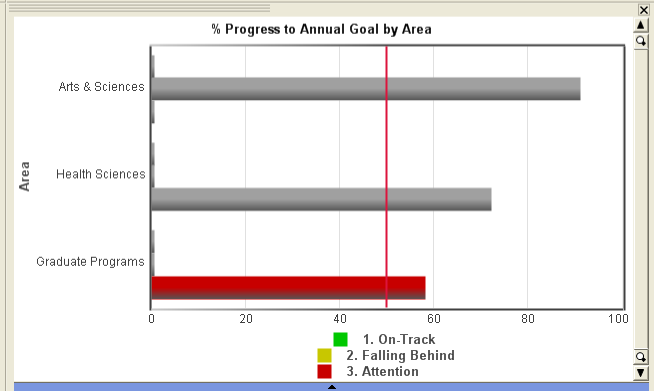
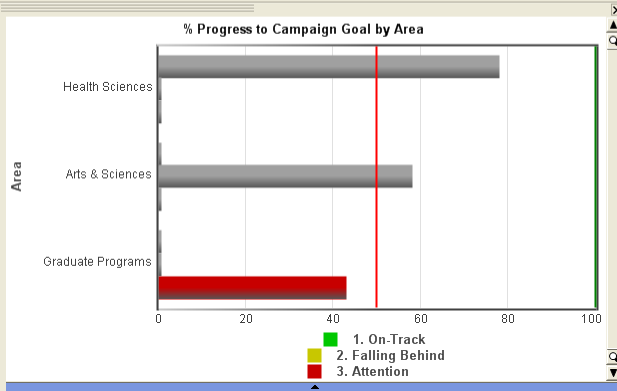
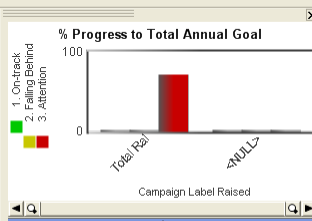
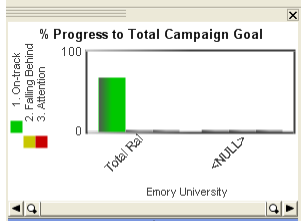
Graduate Programs are generally behind.

Exec Summary | Details

Campaign Progress			
CAMPAIGN_PROGRAM	CampAmt(sum)	CampYear(sum)	CampMonth(sum)
OVERALL	137,420,078	18,289,147	1,878,786
Business	36,048,387	1,594,888	248,794
Campus Life	0	0	0
Carlos Museum	0	0	0
College	0	0	0
Emory Healthcare	0	0	0
General University	39,790,742	6,190,507	1,055,942
Graduate School	6,838,388	1,468,537	5,408
Law	17,635,101	2,304,699	275,166
Medicine	0	0	0
Nursing	0	0	0
Oxford	0	0	0
Public Health	0	0	0
Theology	34,796,675	6,594,580	273,477
University - To Be Determined	2,290,785	135,936	20,000
University Libraries	0	0	0
WHSC Initiatives	0	0	0
Yerkes	0	0	0



Total Goal Summary		
DESCRIPTION	Campaign Goal(sum)	Annual Goal(sum)
OVERALL	313,000,000.00	31,000,000.00



Amount Recorded Yesterday	
Campaign Label Entry	Entry Date Late...
OVERALL	294,346.44
Total Recorded Yesterday	294,346.44

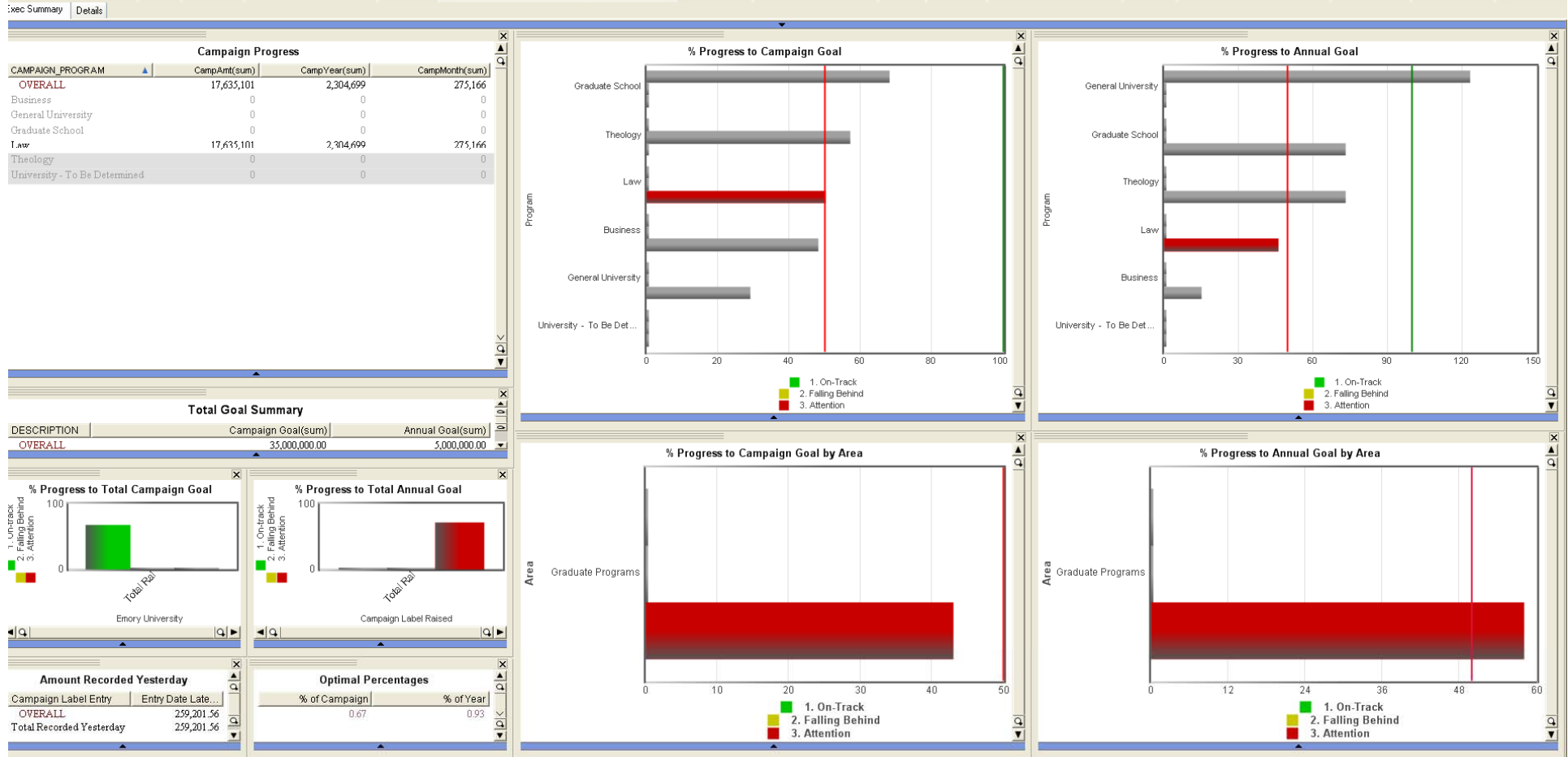
Optimal Percentages	
% of Campaign	% of Year
0.67	0.93

The project has been loaded.



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Law School is way off.



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Next pages shows details for Law School . . . FY 2010 way off.



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Select July – Jan YTD, and compare with other years.

Exec Summary
Details

Raised by Use

CAMPAIGN_USE	CampAmt(sum)
OVERALL	10,489,078
Capital	800
Endowment	2,567,575
Expendable	7,920,703

... by Fiscal Year

Transactions by Date of Record

DATE_OF...	PREF_MAIL_NAME	CampAmt	TRAN...
11/24/2009	Patricia Dwinne...	\$1,000,000	BQ
3/31/2006	John Templeton...	\$750,000	OA
12/6/2006	Lilly Endowmen...	\$399,958	OI
10/25/2006	Mr. Philip Syng...	\$339,250	BE
12/31/2008	Mr. Brent Jamies...	\$300,000	PL
1/7/2007	Mr. Philip Syng...	\$215,000	CR
12/29/2006	King & Spalding...	\$200,000	GF
1/29/2007	The Henry Luce...	\$200,000	OI
10/4/2005	Institute for Rese...	\$192,402	GF

... by Purpose

CAMPAIGN_PURPOSE	CampAmt(sum)
OVERALL	10,489,078
Unrestricted	1,985,101
Program Support	5,943,359
Student Support	2,550,543
Capital Support	800

... by Fiscal Month

Allocation

ALLOC_LONG_NAME	CampAmt(sum)
OVERALL	10,489,078
Emory Law School Fund	1,619,658
Patricia C. Dwinne...	1,000,000
Gifts Pending Designation - Law School	930,457
Templeton Foundation Fund: Witte	750,000
Turner Environmental Law Clinic	515,675
Emory Public Interest Fund	434,574
Protestant Foundations of Law, Politics...	399,958
Center for the Interdisciplinary Study o...	399,748
Atlanta Law School Fellows Program	363,600
Barton Child Law and Policy Clinic	345,359

... by Source

CAMPAIGN_SOURCE	CampAmt(sum)
OVERALL	10,489,078
Alumni	4,015,822
Corporations	565,326
Faculty & Staff	2,999,128
Foundations	2,455,520

... by Day of Month

Pland Gvng Flg

PL	CampAmt(sum)
OVERALL	10,489,078
N	8,217,693
Y	2,271,385

Person or Org

PE	CampAmt(sum)
OVERALL	10,489,078
P	4,600,447
O	5,888,631



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Law School Alumni in trouble in FY 2010.

Exec Summary Details

Raised by Use

CAMPAIGN_USE	CampAmt(sum)
OVERALL	4,015,822
Endowment	1,373,059
Expendable	2,642,764

... by Fiscal Year

Fiscal Year	Amount
2004	~100,000
2005	~100,000
2006	~400,000
2007	~900,000
2008	~600,000
2009	~1,100,000
2010	~400,000

Transactions by Date of Record

DATE_OF...	PREF_MAIL_NAME	CampAmt	TRAN...
10/25/2006	Mr. Philip Syng...	\$339,250	BE
12/31/2008	Mr. Brent Jamies...	\$300,000	PL
1/7/2007	Mr. Philip Syng...	\$215,000	CR
1/24/2006	Ms. Susan Hoy	\$151,255	BE
12/23/2008	Mrs. Suzanne M...	\$100,000	PA
12/7/2005	Mr. Brent Jamies...	\$64,000	GF
12/21/2009	Mr. Richard O. S...	\$63,000	BE
1/14/2009	Mr. David S. Co...	\$62,500	BE
12/12/2008	Mr. David S. Co...	\$60,000	PL

... by Purpose

CAMPAIGN_PURPOSE	CampAmt(sum)
OVERALL	4,015,822
Unrestricted	1,599,164
Program Support	1,470,413
Student Support	943,720
Faculty Support	2,525

... by Source

CAMPAIGN_SOURCE	CampAmt(sum)
OVERALL	4,015,822
Alumni	4,015,822

Allocation

ALLOC_LONG_NAME	CampAmt(sum)
OVERALL	4,015,822
Emory Law School Fund	1,234,421
Gifts Pending Designation - Law School	605,760
Interdisciplinary Studies: Business and...	339,250
Linda L. Savage and Mary Lee Lebey...	300,000
Emory Public Interest Fund	168,197
Law School Dean's Discretionary Fund	155,129
Paul and Ruth McLarty Law School Sc...	100,000
Christian Foundations of Religious Fre...	100,000
Alonzo L. McDonald Family Project o...	100,000
David S. Cohen Scholarship In Law	100,000

... by Fiscal Month

MonthFiscal	2008 Amt	2009 Amt	2010 Amt
01-Jul	~100,000	~100,000	~100,000
02-Aug	~100,000	~100,000	~100,000
03-Sep	~100,000	~100,000	~100,000
04-Oct	~100,000	~500,000	~100,000
05-Nov	~100,000	~100,000	~100,000
06-Dec	~100,000	~100,000	~100,000
07-Jan	~100,000	~100,000	~100,000

... by Day of Month

Day	Amount
1	~100,000
5	~100,000
9	~100,000
13	~100,000
17	~100,000
21	~100,000
25	~400,000
29	~100,000
31	~400,000

Pland Gvng Flg

PL	CampAmt(sum)
O	4,015,822
N	2,795,834
Y	1,219,989

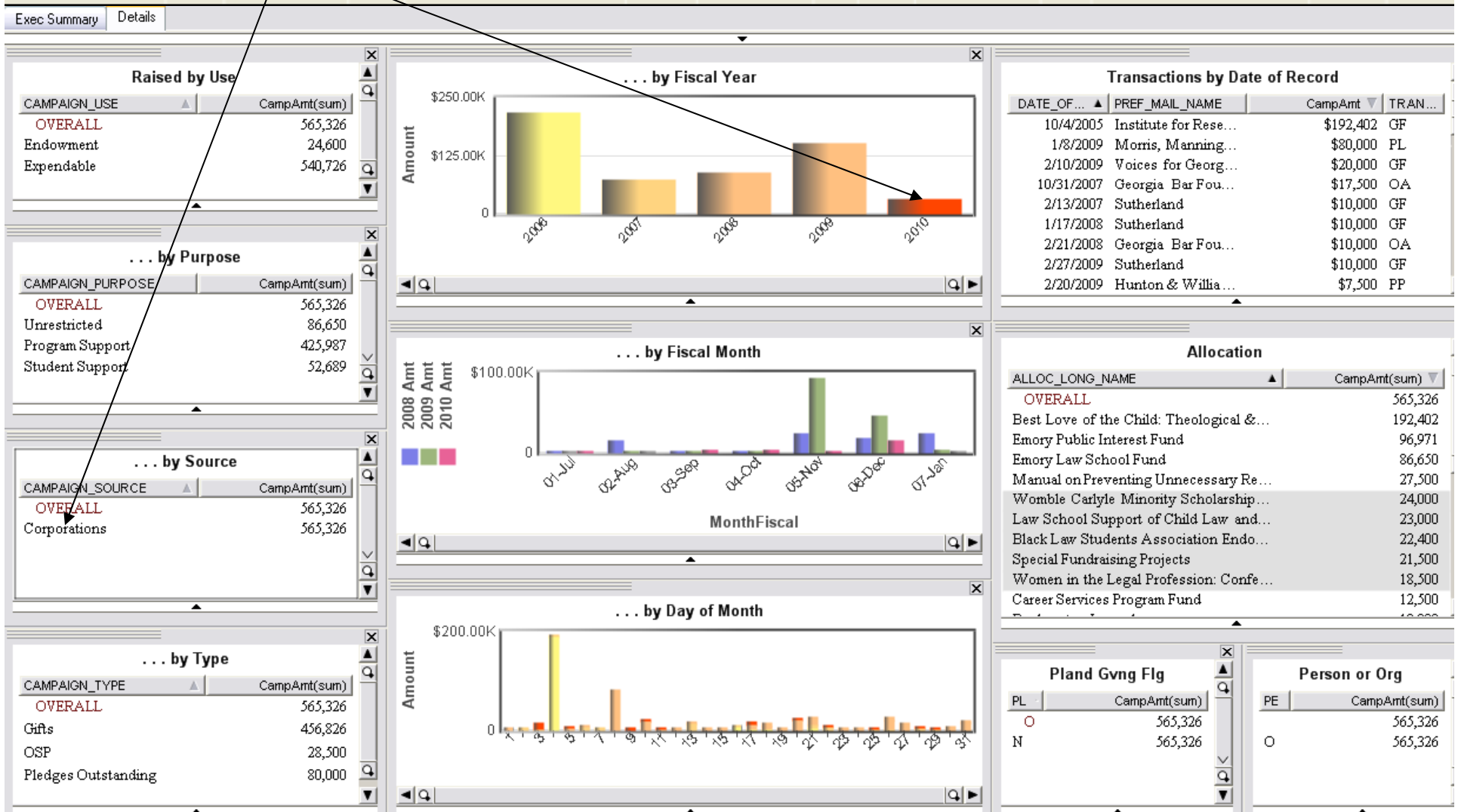
Person or Org

PE	CampAmt(sum)
	4,015,822
P	4,015,822



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Corporations also in trouble in FY 2010.



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Law School Faculty & Staff OK.



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Let's Drill in on Annual Plans for the Law School



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Filter to just FY 2010.

Note: a lot of small solicitations outside of plan

Annual Goals Detail | Annual Goals Summary | Proposals -- Active | Proposals Portfolio View - Active | Visits - In Annual Plan | Proposals -- All | Visits - All

Solicitation Status (\$)

Solicitations List // right click to export

EXPECTED...	PROSPECT...	Staff	Ttl Expected	Ttl Solic In...	Act Solicit	Prog	In...
8/31/2010	0000100966	Ms. Marger...	\$5,000,000	\$5,000,000	\$30,000,000	HS	0
11/30/2009	0000126345	Mrs. Gail...	\$5,000,000	\$5,000,000	\$12,000,000	CAR	<N
2/28/2010	0000220904	Mrs. Vicki...	\$2,750,000	\$2,750,000	<NULL>	MED	<N
11/30/2009	0000493928	Mr. Bany...	\$2,500,000	\$5,000,000	<NULL>	MED	<N
8/31/2010	0000410427	Ms. Marger...	\$2,000,000	\$5,000,000	<NULL>	HS	<N
8/31/2010	0000320450	Ms. Jennife...	\$2,000,000	\$2,000,000	<NULL>	MED	<N
2/28/2010	0000102225	Mrs. Vicki...	\$2,000,000	\$2,000,000	<NULL>	MED	1
5/31/2010	0000121065	Mr. Jeffrey...	\$2,000,000	\$2,000,000	<NULL>	BUS	<N
8/31/2010	0000435276	Mr. Mathe...	\$1,500,000	\$1,500,000	<NULL>	THE	0
11/30/2009	0000100897	Ms. Ellen S...	\$1,100,000	\$1,100,000	\$1,100,000	HOS	<N
5/31/2010	0000005185	Ms. Eileen...	\$1,000,000	\$10,000,000	<NULL>	MED	0
8/31/2010	0000182457	Ms. Marger...	\$1,000,000	\$5,000,000	<NULL>	HS	<N
8/31/2010	0000006268	Ms. Kathry...	\$1,000,000	\$2,500,000	<NULL>	MED	<N
8/31/2010	0000189975	Ms. Kathry...	\$1,000,000	\$2,500,000	<NULL>	MED	0
8/31/2010	0000115438	Ms. Kathry...	\$1,000,000	\$2,200,000	<NULL>	MED	<N
8/31/2010	0000000782	Ms. Marger...	\$1,000,000	\$2,000,000	<NULL>	HS	<N
11/30/2009	0000221054	Mrs. Vicki...	\$1,000,000	\$2,000,000	<NULL>	MED	0
11/30/2009	0000005047	Ms. Lindsa...	\$1,000,000	\$2,000,000	<NULL>	MED	<N
5/31/2010	0000100859	Mr. Barry...	\$1,000,000	\$2,000,000	<NULL>	MED	<N
5/31/2010	0000325401	Ms. Ellen S...	\$1,000,000	\$2,000,000	<NULL>	HOS	<N

Solicitation Status

Solicited in Annual Plan this...	count...
OVERALL	1,268
In Annual Plan and Not Soli...	742
In Annual Plan and Solicited	117
Solicited and Not in Annual...	409

Solicitation Status (#)

Fiscal Year Stats

FISCAL_YEAR	# Pspcts(sum)	Total Followed Up in FY(su...	Ttl Solic InFY(sum)	Act Solicit(sum)
OVERALL	859	117	205,000,437	116,732,019
2010	859	117	205,000,437	116,732,019

Solicitation Level

Solicitation Level	count(...)
OVERALL	1,268
<NULL>	10
1. \$500K+	104
2. \$100K - \$499K	192
3. \$25K - \$99K	236
4. <\$25K	726

FY Filter

(All) (None)

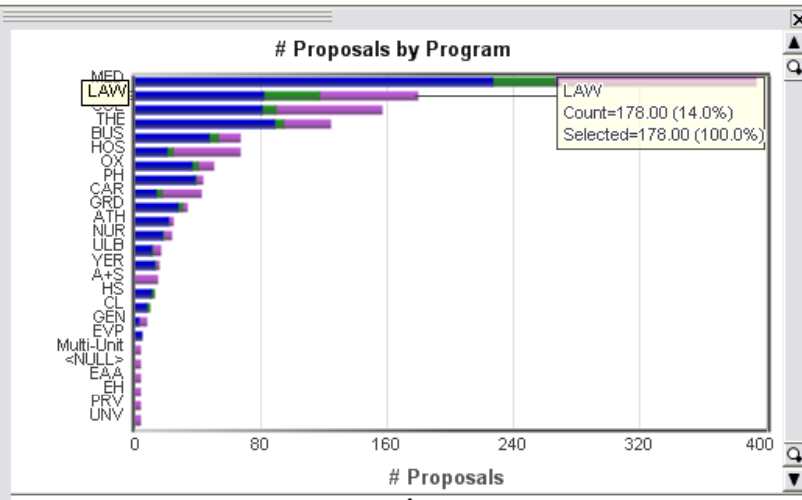
- 2006
- 2007
- 2008
- 2009
- 2010
- 2011
- 2012



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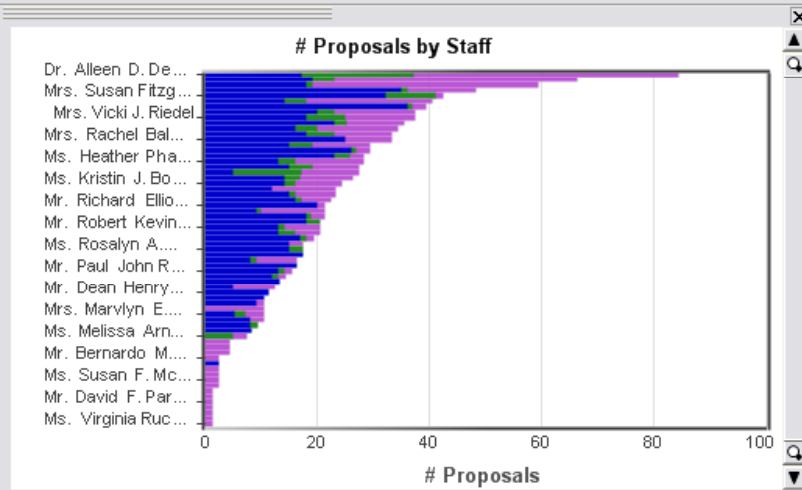
Law School has a lot of proposals out . . .

Annual Goals Detail | Annual Goals Summary | **Proposals -- Active** | Proposals Portfolio View - Active | Visits - In Annual Plan | Proposals -- All | Visits - All



Stats by Program // right click to export

Prog	# Pspcts(...)	In-Prog...	Ttl Expected(sum)	Ttl Solicit InFY(sum)	Act Solicit(sum)	Total Followe...
OVERALL	859	33	105,338,637	205,000,437	116,732,019	117
ULB	11	0	1,554,187	1,604,187	1,503,500	1
THE	95	7	4,767,500	5,072,500	1,761,866	6
MED	267	15	54,071,000	113,280,500	26,037,235	40
OX	40	0	3,381,000	5,114,500	5,505,500	4
PH	39	1	1,558,500	2,408,000	5,015,000	1
LAW	117	0	3,055,500	5,136,000	3,979,301	35
CAR	17	0	6,599,050	9,932,500	12,658,200	4
A+S	0	0	0	0	1,401,694	0
COL	90	4	6,210,000	12,145,250	12,846,773	9
HS	11	0	11,150,000	32,600,000	30,000,000	1
NUR	18	0	455,400	558,000	8,336,644	1
HOS	24	1	4,845,000	7,275,000	2,105,000	4
CL	8	0	146,000	226,000	2,500	1
GRN	2	1	75,000	75,000	268,000	0



Stats by Staff // right click to export

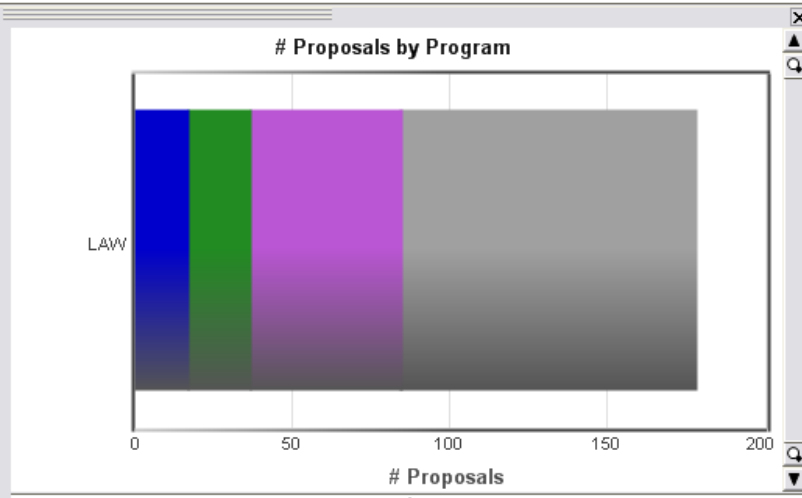
Staff	# Pspcts(s...)	In-Progr...	Ttl Expected(sum)	Ttl Solicit InFY(sum)	Act Solicit(sum)	Total Followe...
OVERALL	859	33	105,338,637	205,000,437	116,732,019	117
Ms. Marcia Jan...	10	0	1,529,187	1,579,187	1,096,500	1
Ms. Mary Lou...	36	0	1,986,200	2,236,200	521,773	1
Mrs. Susan M....	23	0	1,758,000	3,818,000	211,150	3
Mr. David R. W...	17	0	4,110,000	6,860,000	4,888,701	3
Mrs. Marvlyn E...	7	0	138,500	240,500	40,500	2
Mrs. Kathryn H...	37	1	558,500	1,398,000	5,000,000	1
Mrs. Susan Fitz...	41	0	2,220,500	3,373,000	3,182,500	9
Mrs. Tammy M...	18	0	55,500	72,000	35,000	1
Ms. Heather Ph...	16	1	2,525,000	4,400,000	6,500,000	3
Mr. Jeff Prince	25	0	1,670,000	3,290,000	1,152,000	2
Miss Meaghan...	0	0	0	0	1,000,000	0
Ms. Jennifer T...	17	0	3,995,000	3,995,000	1,303,625	12
Ms. Marzerv R...	16	0	12,600,000	34,075,000	31,085,000	1



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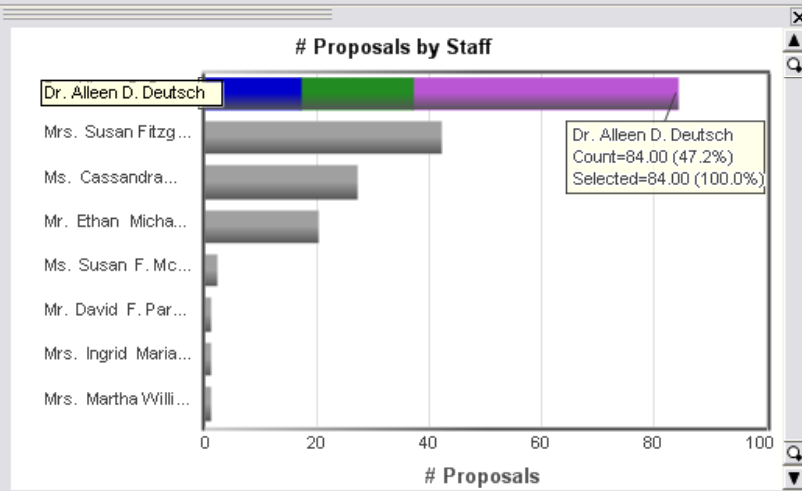
One development officer looks particularly strong.

Annual Goals Detail | Annual Goals Summary | **Proposals -- Active** | Proposals Portfolio View - Active | Visits - In Annual Plan | Proposals -- All | Visits - All



Stats by Program // right click to export

Prog	# Pspcts(...)	In-Prog...	Ttl Expected(sum)	Ttl Solic InFY(sum)	Act Solicit(sum)	Total Followe...
OVERALL	37	0	720,500	1,643,500	663,600	20
LAW	37	0	720,500	1,643,500	663,600	20



Stats by Staff // right click to export

Staff	# Pspcts(s...)	In-Progr ...	Ttl Expected(sum)	Ttl Solic InFY(sum)	Act Solicit(sum)	Total Followe...
OVERALL	37	0	720,500	1,643,500	663,600	20
Dr. Aileen D. D...	37	0	720,500	1,643,500	663,600	20



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However, only 3 large proposals, and 67 small ones – looks more like an annual fund plan!!

Annual Goals Detail | Annual Goals Summary | Proposals -- Active | Proposals Portfolio View - Active | Visits - In Annual Plan | Proposals -- All | Visits - All

\$ by FY -->

Solicited Amt (\$)

Year Text

\$ by Program

Solicited Amt (\$)

Proposal Totals

	Totals
# Prspcts	62
# Prpcls	70
Ask Amt	713,600
Grant Amt	56,300

\$ by Consistency

Organization

Individual

\$ by Status Legend

Under Development

Pending by Prospect

by Prospect

Under Consider

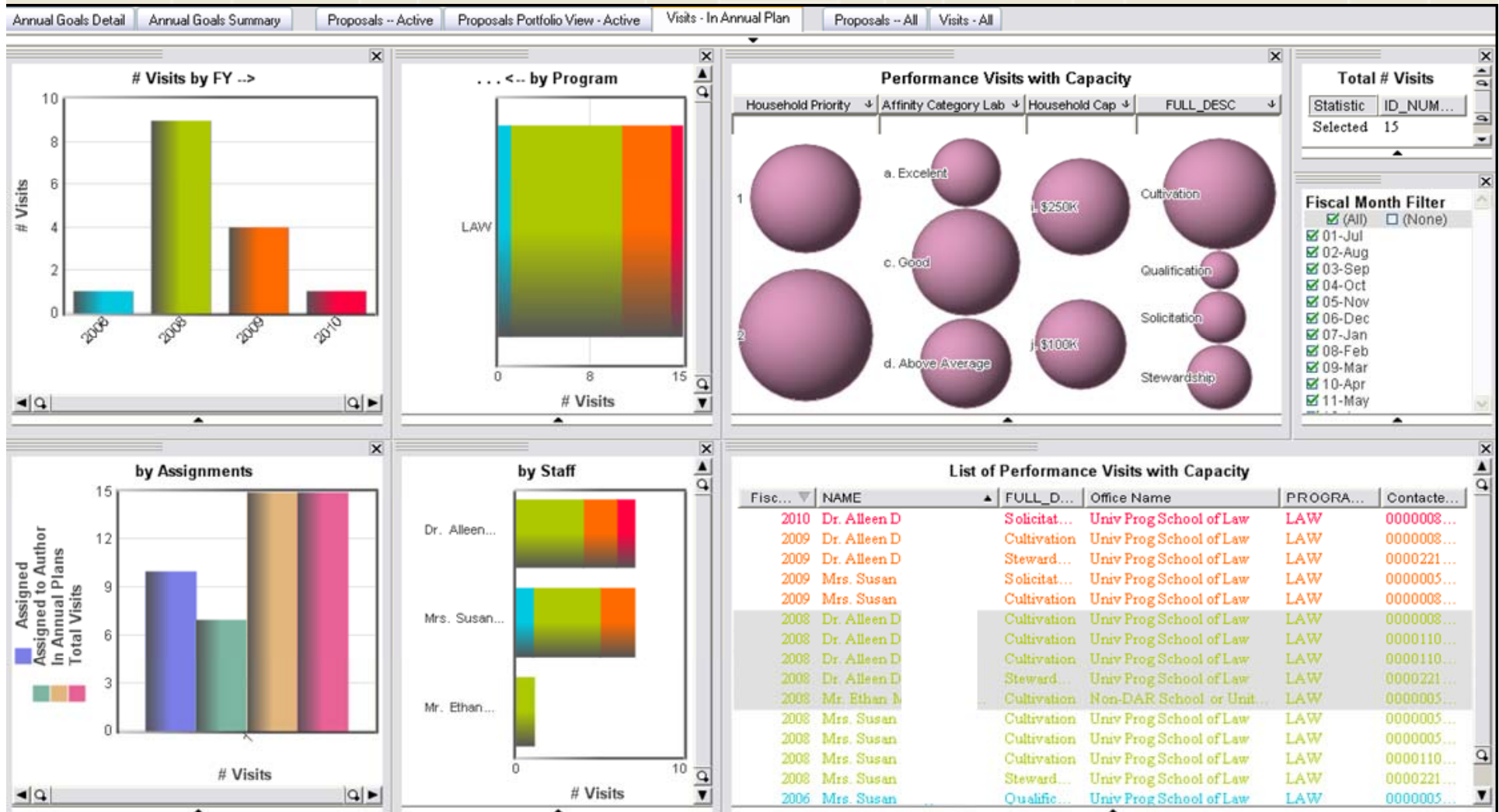
Proposal List // right click to export

Year Text	PREF_MAIL_NAME	PROPOSAL_TITLE	Program	PRO...	AskAmt	GrantedAmt
2010	Mr. Frederic M....	Krieger Scholarship for Emory Law	LAW	C	250,000	\$0
2010	Mr. William H....	named scholarship; may be designated to TI-GER student	LAW	C	100,000	\$0
2010	Mr. Charles T. L...	Lester Family Scholarship endowment	LAW	C	100,000	\$0
2010	Mrs. Amy Levin...	current scholarship dollars	LAW	D	80,000	\$0
2010	The Honorable E...	\$50k endowment for bankruptcy journal/symposium	LAW	U	50,000	\$0
2010	Mr. John C. Ethr...	current scholarship dollars	LAW	A	25,000	\$15,000
2010	Sutherland	continued EPIC support for 2010	LAW	C	10,000	\$0
2010	McKenna, Long...	Emory Law Partners sponsorships	LAW	C	9,000	\$0
2010	Ms. Karen L. W...	2% of salary for faculty campaign gift	LAW	A	7,200	\$7,200
2010	Hunton & Willia...	support for a full EPIC summer grant	LAW	A	5,000	\$1,000
2010	Bondurant, Mixs...	Emory Law Partners sponsorship	LAW	A	5,000	\$1,000
2010	Alston & Bird, L...	full EPIC grant in honor of Terry Walsh	LAW	A	5,000	\$2,500
2010	Ms. Kimberly L...	full EPIC summer grant	LAW	A	5,000	\$5,000
2010	Norman & Betti...	full EPIC summer grant	LAW	A	5,000	\$5,000
2010	Mr. Richard H...	renewal of EBDJ banquet/symposium sponsorship	LAW	C	4,500	\$0
2010	Smith, Gambrell...	Emory Law Partners sponsorships	LAW	C	3,500	\$0
2010	Mr. Robert S. De...	renewal of \$3,500 annual gift	LAW	C	3,500	\$0
2010	Paul, Hastings, Jo...	career services professionalism program sponsorship	LAW	C	2,500	\$0
2010	Kaufman, Miller...	Emory Law Partners sponsorship	LAW	A	2,000	\$2,000



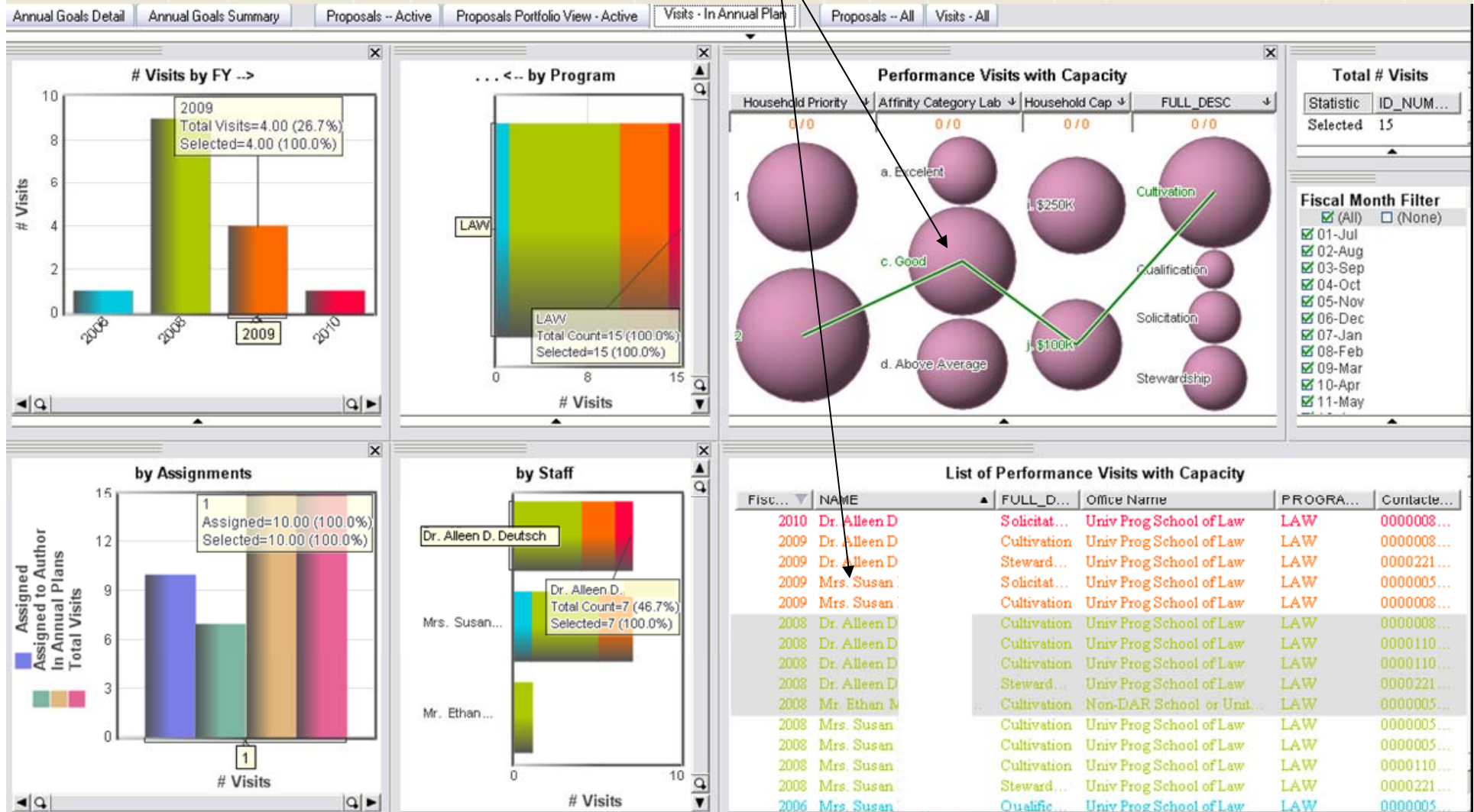
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As of February, only made 15 in person visits in past 4 years, and not with top targets.



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Example of recent visit with moderate target.



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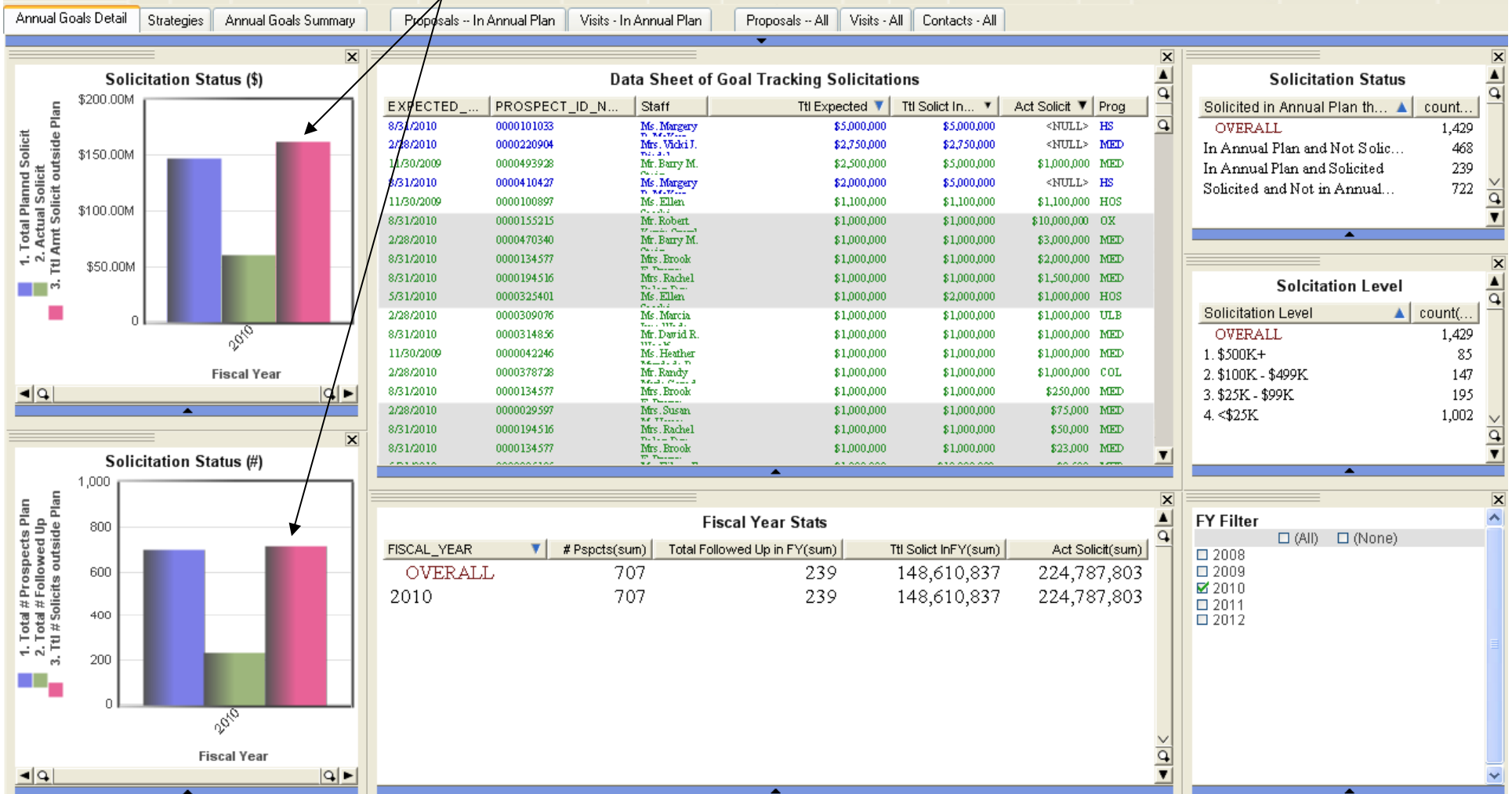
Excellent discussion emanated from using this information in team review meeting.



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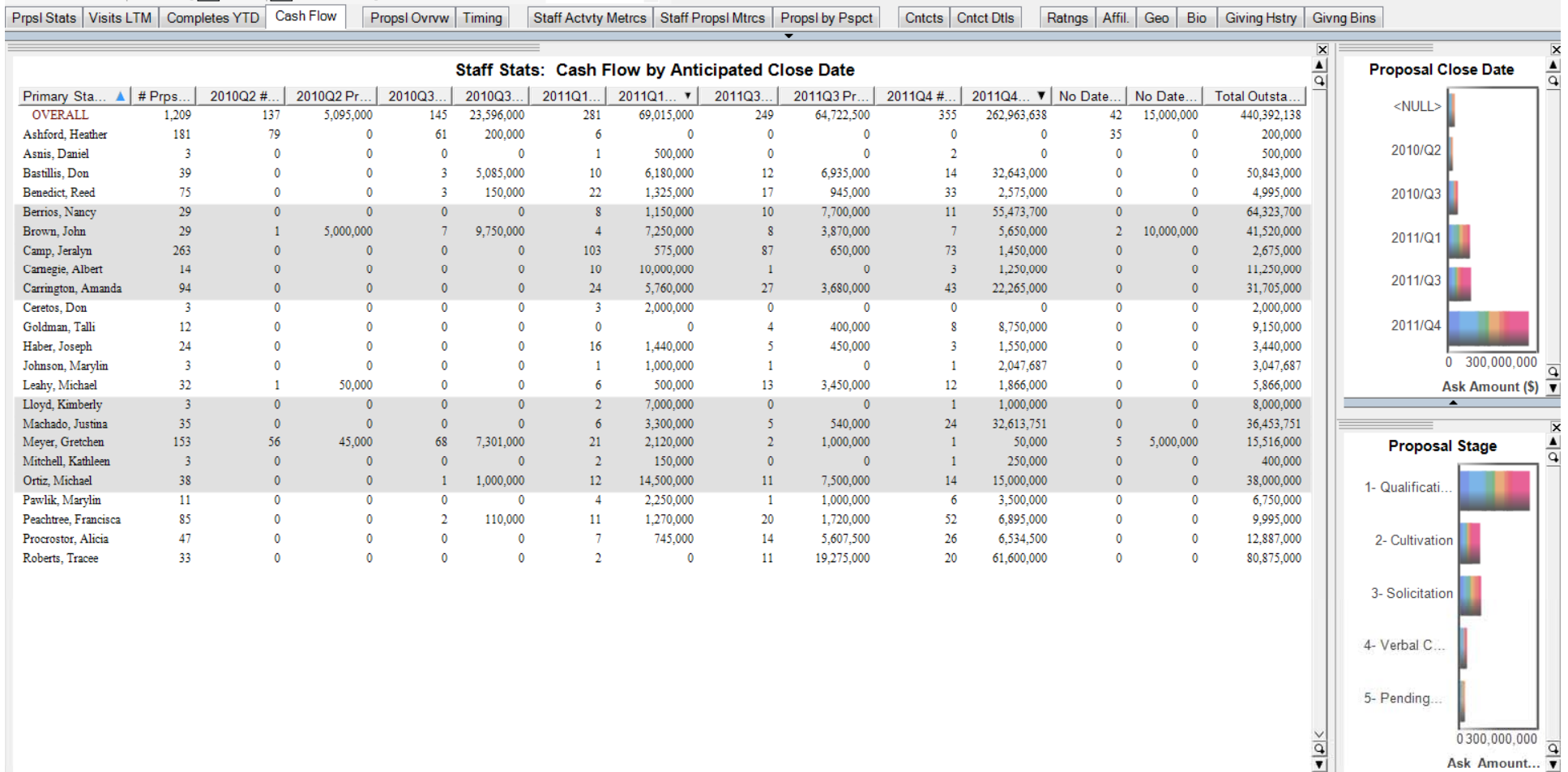
By the end of FY 2010.

Note: Solicitation Goals were met, mainly because of solicitations outside of annual plans. Our Annual Planning process needed to be revised.



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Example of Campaign Cash Flow Summary shared at User Group by Dartmouth (disguised data)



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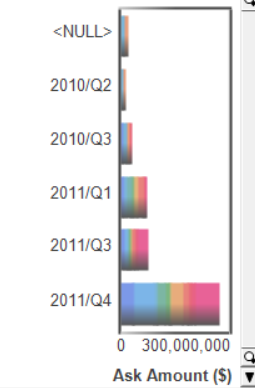
... by Proposal Stage (disguised data)

Prpals Stats | Visits LTM | Completes YTD | Cash Flow | Propsl Ovrvw | Timing | Staff Actvty Mtrcs | Staff Propsl Mtrcs | Propsl by Pspct | Cntcts | Cntct Dtls | Ratngs | Affil. | Geo | Bio | Giving Hstry | Giving Bins

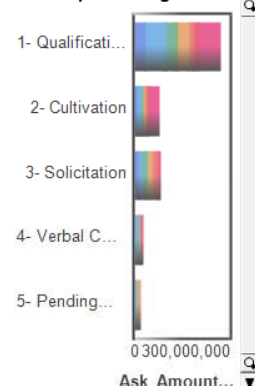
Staff Stats: Cash Flow by Proposal Stage

Primary Staff N...	# Prpals...	1- Qualification...	Stage 1 \$...	2- Cultivati...	Stage 2...	3- Solicitation...	Stage 3...	4- Verbal Commit...	Stage 4 \$...	5- Pending...	Stage 5 \$...	Total Ask Outs...
OVERALL	1,209	361	263,313,638	256	66,022,500	287	75,911,000	161	20,095,000	144	15,050,000	440,392,138
Ashford, Heather	181	0	0	0	0	9	0	77	200,000	95	0	200,000
Asnis, Daniel	3	2	0	0	0	1	500,000	0	0	0	0	500,000
Bastillis, Don	39	14	32,643,000	12	6,935,000	13	11,265,000	0	0	0	0	50,843,000
Benedict, Reed	75	33	2,575,000	18	995,000	24	1,425,000	0	0	0	0	4,995,000
Berrios, Nancy	29	11	55,473,700	11	7,725,000	7	1,125,000	0	0	0	0	64,323,700
Brown, John	29	8	5,900,000	7	3,620,000	4	7,250,000	8	14,750,000	2	10,000,000	41,520,000
Camp, Jeralyn	263	77	1,450,000	90	675,000	96	550,000	0	0	0	0	2,675,000
Carnegie, Albert	14	3	1,250,000	1	0	10	10,000,000	0	0	0	0	11,250,000
Carrington, Amanda	94	43	22,265,000	28	5,180,000	23	4,260,000	0	0	0	0	31,705,000
Ceretos, Don	3	0	0	0	0	3	2,000,000	0	0	0	0	2,000,000
Goldman, Tali	12	8	8,750,000	4	400,000	0	0	0	0	0	0	9,150,000
Haber, Joseph	24	3	1,550,000	5	450,000	16	1,440,000	0	0	0	0	3,440,000
Johnson, Marylin	3	1	2,047,687	1	0	1	1,000,000	0	0	0	0	3,047,687
Leahy, Michael	32	13	1,966,000	12	3,350,000	6	500,000	0	0	1	50,000	5,866,000
Lloyd, Kimberly	3	1	1,000,000	0	0	2	7,000,000	0	0	0	0	8,000,000
Machado, Justina	35	24	32,613,751	5	540,000	6	3,300,000	0	0	0	0	36,453,751
Meyer, Gretchen	153	1	50,000	2	1,000,000	30	4,431,000	74	5,035,000	46	5,000,000	15,516,000
Mitchell, Kathleen	3	1	250,000	0	0	2	150,000	0	0	0	0	400,000
Ortiz, Michael	38	14	15,000,000	12	7,500,000	12	15,500,000	0	0	0	0	38,000,000
Pawlik, Marylin	11	6	3,500,000	1	1,000,000	4	2,250,000	0	0	0	0	6,750,000
Peachtree, Francisca	85	52	6,895,000	21	1,720,000	10	1,270,000	2	110,000	0	0	9,995,000
Proctorstor, Alicia	47	26	6,534,500	15	5,657,500	6	695,000	0	0	0	0	12,887,000
Roberts, Tracee	33	20	61,600,000	11	19,275,000	2	0	0	0	0	0	80,875,000

Proposal Close Date



Proposal Stage



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