

All Cap. Contributions, but no legacy donations

120 donors, \$6.3M

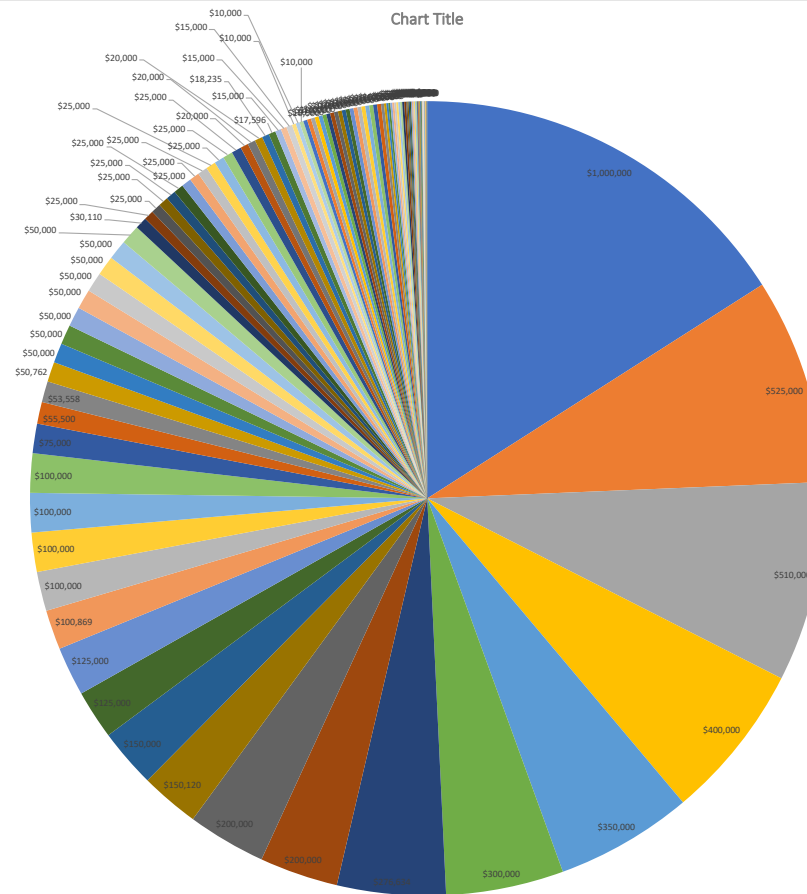
Median - \$10K

Average - \$52K

Mean = \$43K

Donors for more than 10 years
=55% of donors but 70% of
value.

Donations of \$100k and above
= 77% of total value

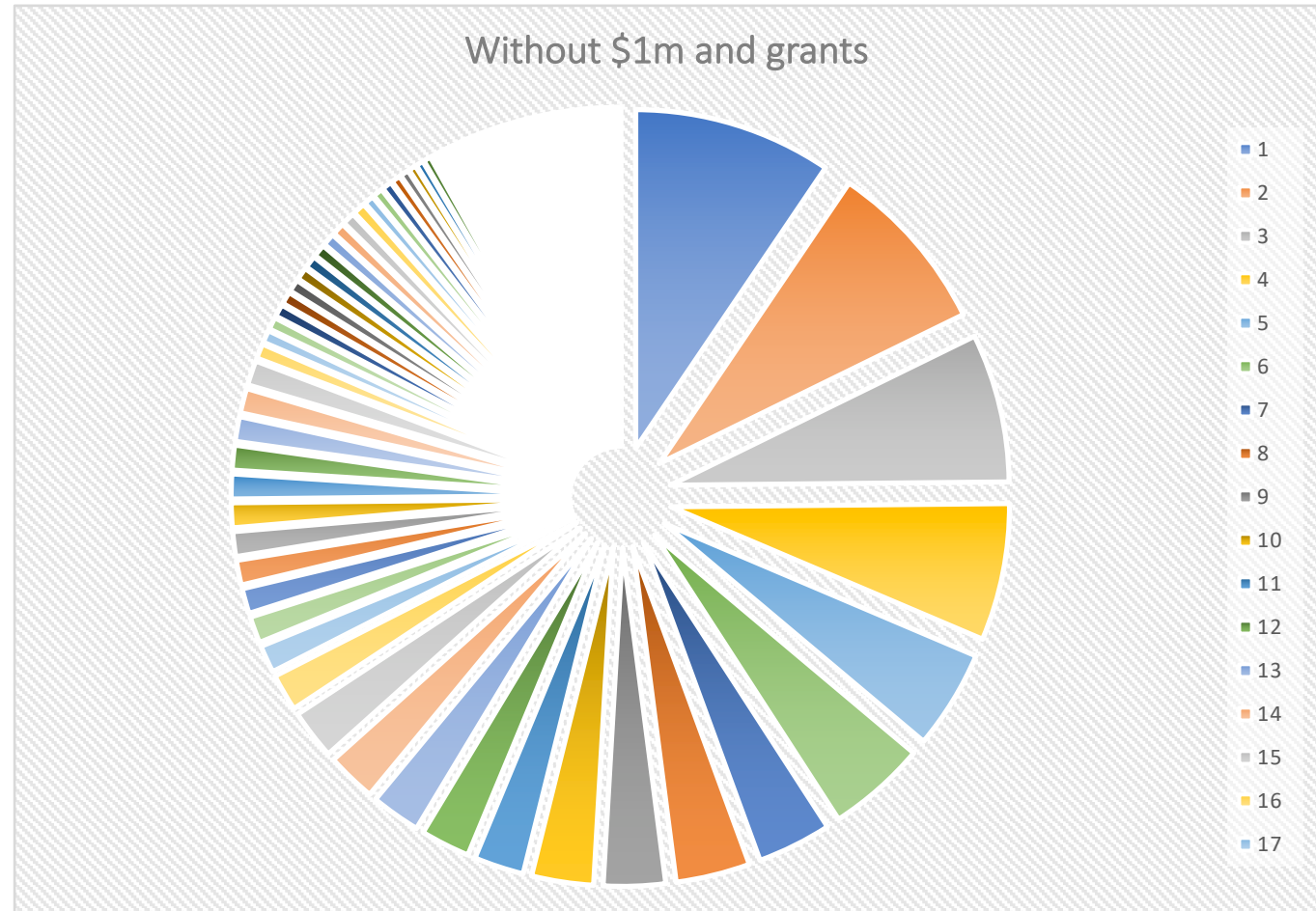


All Cap. Contributions, but no legacy and top 3 (one grant and two major gift removed)

Median = \$10K (same in all cases studied)

50% of value is from the top 10 contributions (over \$100K)

27 contributions over \$50K = abt. 70% of the total value



Longtime contributors (more than 10 years)

"Old Friends" Contributors

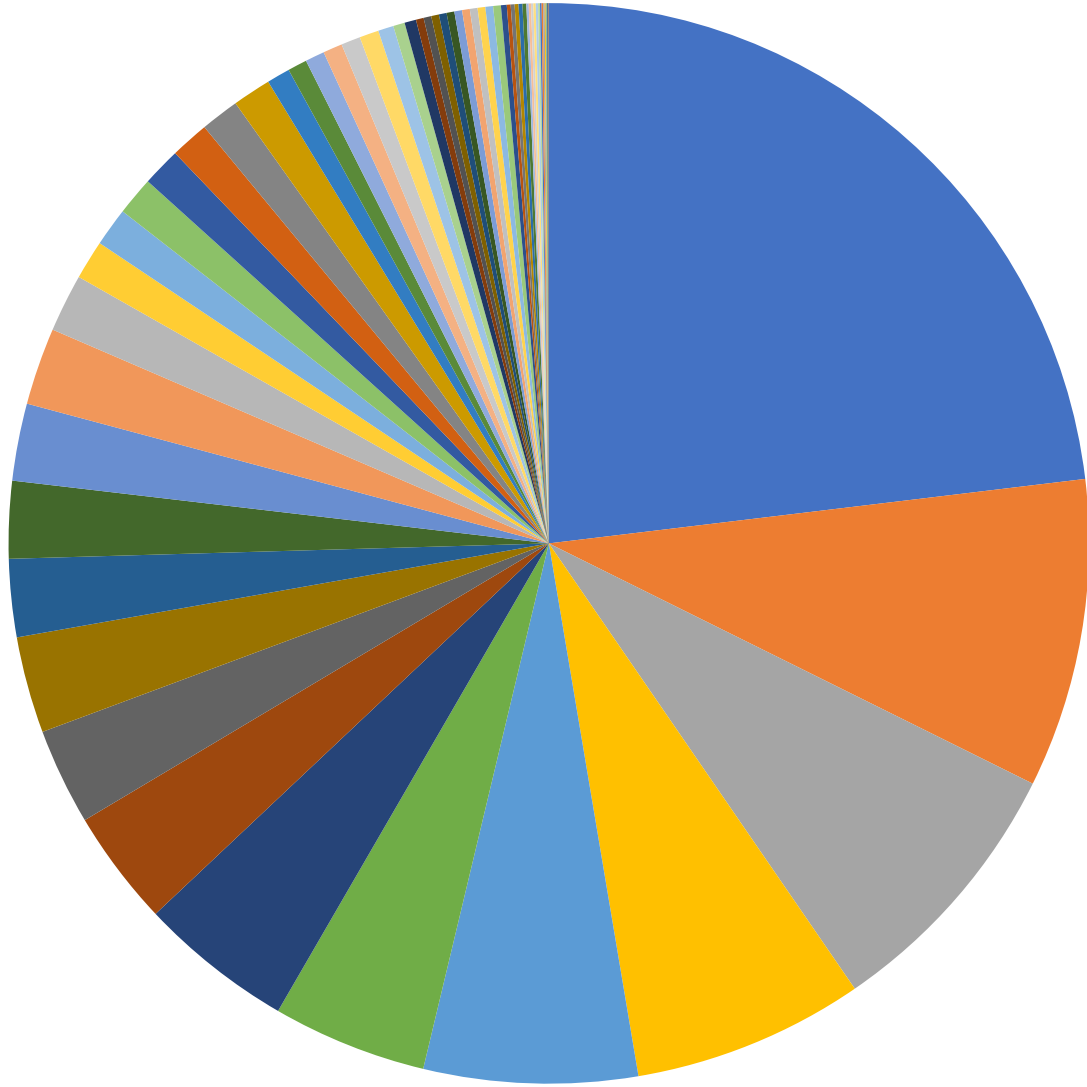
55% of contributors, 70% Of Total value,

Top 5 = 50% of total value (top 11 w/o \$1M)

Median = \$10K (same in all case)

Average = \$68K (\$53k w/o \$1M)

75% of total is in contributions of \$50K or more



“New” contributors (Less than 10 year)
 excluding the two \$500K+ contributions.

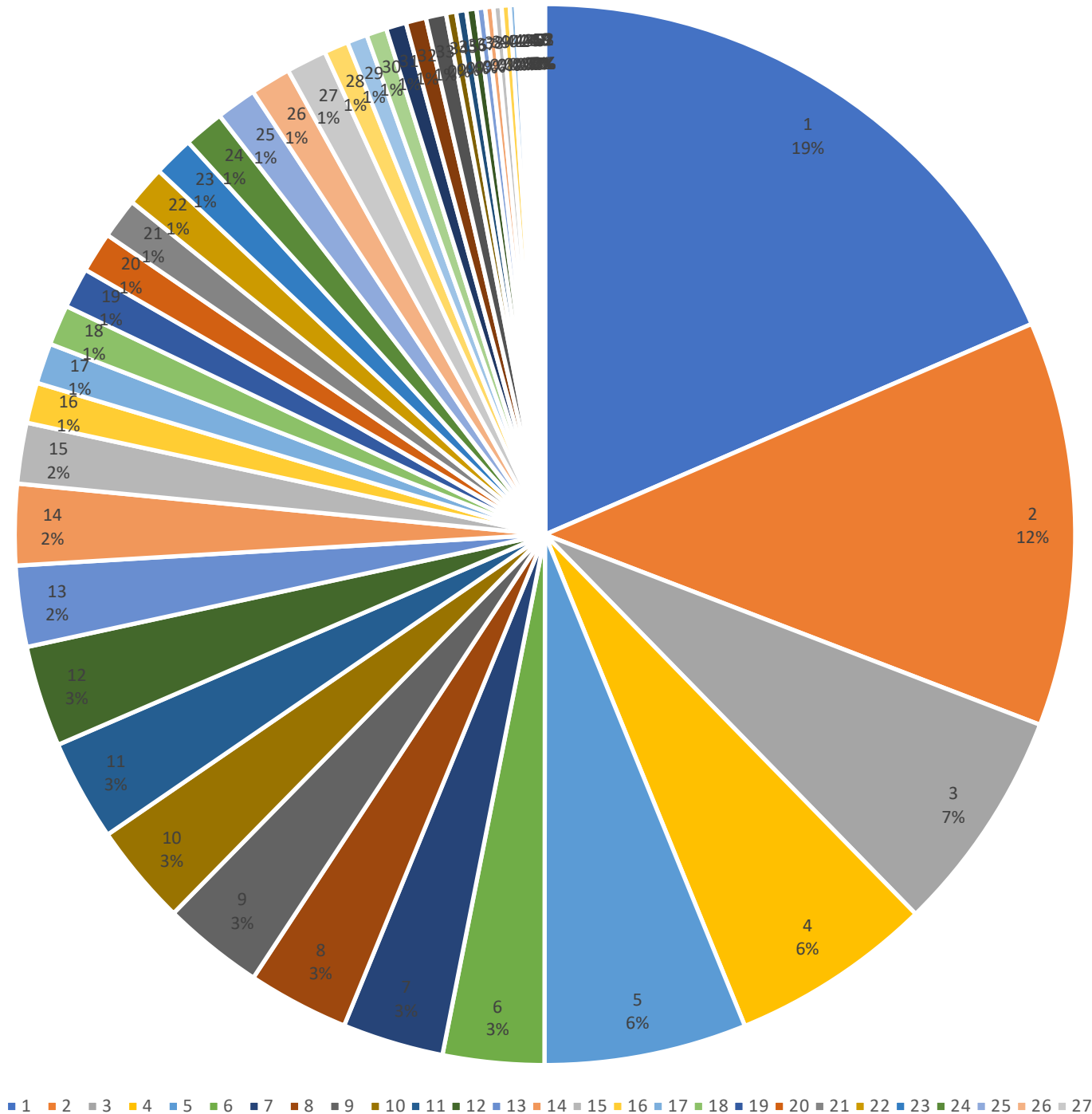
45% of contributors, 30% Of Total value,

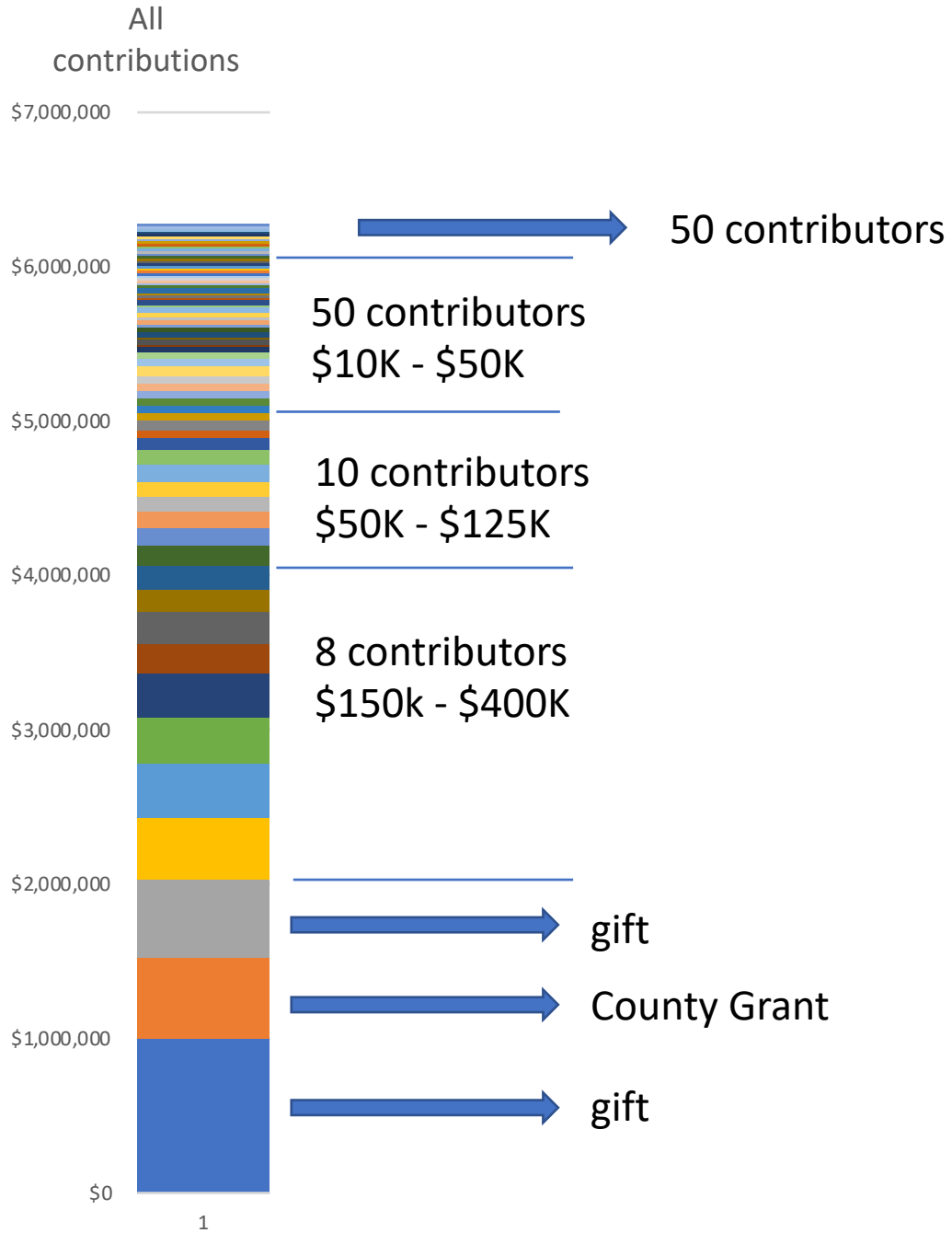
Top 7 contributions = 50% of total

Median = \$10K (same in all case)

Average = \$15K

75% of total is in contributions of 20k
 or more





Half of the cap. Contributions are \$10K or more.

Top half of long term contributors give significantly larger amounts than top half of "new" contributors.

New contributors become "long term contributors" over time.

Top 3 contributions = 30% of total; 1 keystone gift, 2 grants.

Next 30% 8 contributors