



Development Report

FY 2013 Progress Report	1/22/13	1/22/12	% change
▪ New Commitments	\$149,466,648	\$ 162,482,792	-8%
▪ Gifts Received	\$138,880,290	\$146,921,316	-5%
▪ Pipeline	\$241,915,792 proposals in the pipeline		

Fundraising Fluctuations

Fiscal Year	Commitments (Millions)	% Change
1999	\$205.16	Baseline
2000	\$227.20	10.7%
2001	\$316.80	39.4%
2002	\$278.09	-12.2%
2003	\$216.11	-22.3%
2004	\$234.86	8.7%
2005	\$244.85	4.3%
2006	\$287.23	17.3%
2007	\$363.59	26.6%
2008	\$342.80	-5.7%
2009	\$290.40	-15.3%
2010	\$292.01	0.6%
2011	\$304.76	4.4%
2012	\$331.39	8.7%
2013YTD	\$134.85	-12.0%
Average	\$271.34	5.0%

Being down at the end of the fundraising year is not unprecedented.

As of 1/14/13

Also, when we are down in January, we often rally by year's end.