



Development Report

| FY 2012 Progress Report | 5/21/12 | 5/21/11 | % change |
|-------------------------|---|----------------|----------|
| ▪ New Commitments | \$271,091,907* | \$ 248,983,999 | 9% |
| | *Averaging \$25.8 M per month | | |
| ▪ Gifts Received | \$221,410,561 | \$228,258,310 | -3% |
| ▪ Donors | 67,731 | 69,605 | -3% |
| ▪ Pipeline | \$191,416,791 proposals in the pipeline | | |