

# FY18 ANNUAL GOALS

Category	2018 Actuals	2019 Goals	FY 18 Act thru 1/31/18	FY 19 Act thru 1/31/19
<ul style="list-style-type: none"> <li>• Cash (no pledge pay)</li> <li>• Stock (no pledge pay)</li> <li>• New pledges*</li> </ul>	<p>\$3.94M</p> <p>\$1.35M</p> <p><u>\$3.02M</u></p>		<p>\$2.54M</p> <p>\$1.33M</p> <p><u>\$2.81M</u></p>	<p>\$3.35M</p> <p>\$1.80M</p> <p><u>\$0.68M</u></p>
<b>SUBTOTAL</b>	<b>\$8.31M</b>	<b>\$8.00M</b>	<b>\$6.68M</b>	<b>\$5.83M</b>
<ul style="list-style-type: none"> <li>• Gifts In Kind</li> <li>• Est. Amount of HS Gifts</li> </ul>	<p>\$0.05M</p> <p><u>\$3.88M</u></p>		<p>\$0.02M</p> <p><u>\$2.53M</u></p>	<p>\$64.44M</p> <p><u>\$6.51M</u></p>
<b>TOTAL NEW MONEY</b>	<b>\$12.24M</b>		<b>\$9.23M</b>	<b>\$76.78M</b>

\* not included in Breakdown of All Gifts (slide 6)

<b>Note: All Pledge Payments</b>	<b>\$2.32M</b>		<b>\$1.90M</b>	<b>\$1.83M</b>
--------------------------------------	----------------	--	----------------	----------------