

FY18 ANNUAL GOALS

Category	2018 Actuals	2019 Goals	FY 18 Act thru 12/31/17	FY 19 Act thru 12/31/18
• Cash (no pledge pay)	\$3.94M		\$2.15M	\$2.57M
• Stock (no pledge pay)	\$1.35M		\$1.28M	\$1.80M
• New pledges*	<u>\$3.02M</u>		<u>\$2.77M</u>	<u>\$0.57M</u>
SUBTOTAL	\$8.31M	\$8.00M	\$6.20M	\$4.94M
• Gifts In Kind	\$0.05M		\$0.00M	\$64.44M
• Est. Amount of HS Gifts	<u>\$3.88M</u>		<u>\$2.53M</u>	<u>\$7.05M</u>
TOTAL NEW MONEY	\$12.24M		\$8.73M	\$76.43M

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

Note: All Pledge Payments	\$2.32M		\$1.78M	\$1.56M
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