



## Fundraising Strategy Planning Worksheets

Financials				
Annual Operating Budget				
	Revenue	Expenses	Net Assets	Comments
Current	\$ -	\$ -	\$ -	
Year 1	\$ -	\$ -	\$ -	
Year 2	\$ -	\$ -	\$ -	
Year 3	\$ -	\$ -	\$ -	
Year 4	\$ -	\$ -	\$ -	
Year 5	\$ -	\$ -	\$ -	
Capital Projects				
Project Name	Project Budget	Target Year	Progress	
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
Potential Issues				
Area	Description			

## Fundraising Strategy Planning Worksheets

SWOT ANALYSIS			
Internal			
Priority	Strengths	Priority	Weaknesses
External			
Priority	Opportunities	Priority	Threats

## Fundraising Strategy Planning Worksheets

<b>Priorities</b>			
<b>Focus Area</b>	<b>SWOT Items</b>		
<b>Key Performance Indicators</b>			
<b>Indicator</b>	<b>Current</b>	<b>Target</b>	<b>Delta</b>

## Fundraising Strategy Planning Worksheets

Strategic Objectives			
Priority	Action	Detail	Outcome
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
12			
13			
14			
15			
16			
Executive Summary			

# Creating Guiding Principles for Strategic Planning

Vision Statement	
Steps to Create A Vision Statement	
<b>What is the main issue we want to address?</b>	
<b>How should this issue change?</b>	
<b>What will be the impact in the community or world?</b>	
<b>The organization's vision statement is:</b>	
Principles of a Vision Statement	
Qualities	Meets the Criteria?
Idealistic	
High Impact	
Future-oriented	
Inspiring	
Specific	
Focused	
Easy to Communicate (No Jargon)	

# Creating Guiding Principles for Strategic Planning

Mission Statement	
Steps to Create A Mission Statement	
<b>Why does your organization exist?</b>	
<b>Who do you serve?</b>	
<b>How do you serve the clients?</b>	
<b>What is the outcome of your services?</b>	
<b>The organization's mission statement is:</b>	
Principles of a Mission Statement	
Qualities	Meets the Criteria?
Identifies the issue being addressed	
Identifies those being served	
Clearly outlines the services provided	
Present-oriented	
Achievable	
Easy to understand in simple terms - one or two sentences	
Motivating	

# Creating Guiding Principles for Strategic Planning

Values Statement					
Value Words					
Abundance	Communication	Equality	Humor	Originality	Sincerity
Acceptance	Community	Ethical	Imagination	Passion	Skillfulness
Accomplishment	Compassion	Excellence	Impact	Patience	Speed
Accountability	Competence	Excitement	Independence	Patriotism	Spirituality
Accuracy	Confidence	Experience	Individuality	Peace	Stability
Achievement	Consistency	Expertise	Inner Harmony	Playfulness	Stewardship
Adaptability	Contentment	Exploration	Innovation	Poise	Strength
Adventure	Contribution	Fairness	Insightful	Positivity	Structure
Affection	Control	Faith	Inspiring	Power	Success
Alertness	Cooperation	Family	Integrity	Productivity	Support
Ambition	Courage	Fearless	Intelligence	Professionalism	Surprise
Assertiveness	Courtesy	Fidelity	Intuitive	Prosperity	Sustainability
Attentive	Creativity	Fitness	Joy	Purpose	Teamwork
Authenticity	Credibility	Focus	Justice	Quality	Temperance
Awareness	Curiosity	Foresight	Kindness	Recognition	Thankful
Balance	Decisiveness	Forgiveness	Knowledge	Respect	Thorough
Beauty	Dedication	Freedom	Lawful	Responsibility	Thoughtful
Boldness	Dependability	Friendship	Leadership	Restraint	Timeliness
Bravery	Determination	Fun	Learning	Results-oriented	Tolerance
Brilliance	Devotion	Generosity	Logic	Rigor	Toughness
Calmness	Dignity	Giving	Love	Security	Traditional
Capable	Discipline	Goodness	Loyalty	Self-actualization	Tranquility
Careful	Diversity	Grace	Mastery	Self-development	Transparency
Caring	Drive	Gratitude	Maturity	Self-reliance	Trustworthy
Certainty	Education	Growth	Meaning	Self-respect	Understanding
Challenge	Efficiency	Happiness	Moderation	Selfless	Uniqueness
Charity	Empathy	Hard Work	Motivation	Sensitivity	Unity
Cleanliness	Endurance	Harmony	Obedience	Serenity	Vision
Clear	Energy	Health	Openness	Service	Vitality
Clever	Enjoyment	Honesty	Optimism	Sharing	Welcoming
Comfort	Enthusiasm	Honor	Order	Silence	Winning
Commitment	Environment	Humility	Organization	Simplicity	Wisdom



# Creating Guiding Principles for Strategic Planning

Values Statement	
Steps to Create a Values Statement	
What values do you need to successfully reach your vision?	
What values do you need to implement your mission?	
What culture do you wish your organization to exemplify?	
What values are important to your clients, donors, and staff?	
The organization's value statement is:	
Principles of a Values Statement	
Qualities	Meets the Criteria?
Values are easily identified and exemplified by leadership	
Values are relevant to day to day operations	
Values impact client experiences	
Values resonate with donors	
Values are easy to understand and support vision & mission	

# SWOT ANALYSIS WORKSHEETS

## INTERNAL SWOT ANALYSIS

### STRENGTHS

<b>First</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 1st</b>	

Ideas to leverage this strength:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Second</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 2nd</b>	

Ideas to leverage this strength:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Third</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 3rd</b>	

Ideas to leverage this strength:

Ease	Cost	Impact	Alignment	Total/Priority
				0

# SWOT ANALYSIS WORKSHEETS

## INTERNAL SWOT ANALYSIS

### STRENGTHS

<b>Fourth</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 4th</b>	

Ideas to leverage this strength:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Fifth</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 5th</b>	

Ideas to leverage this strength:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Sixth</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 6th</b>	

Ideas to leverage this strength:

Ease	Cost	Impact	Alignment	Total/Priority
				0

# SWOT ANALYSIS WORKSHEETS

## INTERNAL SWOT ANALYSIS

### WEAKNESSES

<b>First</b>	
Why?	
Why?	
Why?	
Why?	
Why?	
<b>Final 1st</b>	

Ideas to address this weakness:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Second</b>	
Why?	
Why?	
Why?	
Why?	
Why?	
<b>Final 2nd</b>	

Ideas to address this weakness:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Third</b>	
Why?	
Why?	
Why?	
Why?	
Why?	
<b>Final 3rd</b>	

Ideas to address this weakness:

Ease	Cost	Impact	Alignment	Total/Priority
				0

# SWOT ANALYSIS WORKSHEETS

## INTERNAL SWOT ANALYSIS

### WEAKNESSES

<b>Fourth</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Final 4th</b>					
<b>Ideas to address this weakness:</b>					
	<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
					0
<b>Fifth</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Final 5th</b>					
<b>Ideas to address this weakness:</b>					
	<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
					0
<b>Sixth</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Final 6th</b>					
<b>Ideas to address this weakness:</b>					
	<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
					0

# SWOT ANALYSIS WORKSHEETS

## EXTERNAL SWOT ANALYSIS

### OPPORTUNITIES

<b>First</b>	
Why?	
Why?	
Why?	
Why?	
Why?	
<b>Final 1st</b>	

Ideas to take advantage of this opportunity:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Second</b>	
Why?	
Why?	
Why?	
Why?	
Why?	
<b>Final 2nd</b>	

Ideas to take advantage of this opportunity:

Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Third</b>	
Why?	
Why?	
Why?	
Why?	
Why?	
<b>Final 3rd</b>	

Ideas to take advantage of this opportunity:

Ease	Cost	Impact	Alignment	Total/Priority
				0

# SWOT ANALYSIS WORKSHEETS

## EXTERNAL SWOT ANALYSIS

### OPPORTUNITIES

<b>Fourth</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Final 4th</b>					
<b>Ideas to take advantage of this opportunity:</b>					
	<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
					0
<b>Fifth</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Final 5th</b>					
<b>Ideas to take advantage of this opportunity:</b>					
	<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
					0
<b>Sixth</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Why?</b>					
<b>Final 6th</b>					
<b>Ideas to take advantage of this opportunity:</b>					
	<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
					0

# SWOT ANALYSIS WORKSHEETS

EXTERNAL SWOT ANALYSIS				
THREATS				
<b>First</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Final 1st</b>				
<b>Ideas to mitigate this threat:</b>				
<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
				0
<b>Second</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Final 2nd</b>				
<b>Ideas to mitigate this threat:</b>				
<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
				0
<b>Third</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Why?</b>				
<b>Final 3rd</b>				
<b>Ideas to mitigate this threat:</b>				
<b>Ease</b>	<b>Cost</b>	<b>Impact</b>	<b>Alignment</b>	<b>Total/Priority</b>
				0



# SWOT ANALYSIS WORKSHEETS

## EXTERNAL SWOT ANALYSIS

### THREATS

<b>Fourth</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 4th</b>	

**Ideas to mitigate this threat:**


Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Fifth</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 5th</b>	

**Ideas to mitigate this threat:**


Ease	Cost	Impact	Alignment	Total/Priority
				0

<b>Sixth</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Why?</b>	
<b>Final 6th</b>	

**Ideas to mitigate this threat:**


Ease	Cost	Impact	Alignment	Total/Priority
				0

# Strategic Objectives Worksheet

STRATEGIC OBJECTIVES						
<b>Financial Impact:</b> Revenue generation or cost reduction/avoidance						
<b>Operations Impact:</b> More efficient activities or better delivery of service						
<b>Personnel Impact:</b> Improves culture, communication, leadership, or education of staff						
<b>Social Impact:</b> Improves ability to serve clients - directly moving towards vision						
<b>Risk Factor:</b> Level of effort, scope, criticality of activities affected, or potential for unexpected outcome						
OBJECTIVE 1						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
<b>Revenue Impact</b>	\$ -	<b>Expenses Impact</b>	\$ -	<b>Net Budget Change</b>	\$ -	
OBJECTIVE 2						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
<b>Revenue Impact</b>	\$ -	<b>Expenses Impact</b>	\$ -	<b>Net Budget Change</b>	\$ -	
OBJECTIVE 3						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
<b>Revenue Impact</b>	\$ -	<b>Expenses Impact</b>	\$ -	<b>Net Budget Change</b>	\$ -	

# Strategic Objectives Worksheet

STRATEGIC OBJECTIVES						
OBJECTIVE 4						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 5						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 6						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 7						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	

# Strategic Objectives Worksheet

STRATEGIC OBJECTIVES						
OBJECTIVE 8						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 9						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 10						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 11						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	

# Strategic Objectives Worksheet

STRATEGIC OBJECTIVES						
OBJECTIVE 12						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 13						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 14						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	
OBJECTIVE 15						
ACTION	DETAIL			OUTCOME		
Financial	Operations	Personnel	Social	Total	Risk	Strategic Priority
				0		0
Revenue Impact	\$ -	Expenses Impact	\$ -	Net Budget Change	\$ -	

# Annual Fundraising Plan

Fundraising Plan				
YEAR GOALS				
Impact Goal				
Overall Fundraising Goals				
Operating	\$	-	Capital	\$ -
Annual KPI Targets				
Implementation of Objectives				
Objective				
Month	Method	Activity	Responsible	Date
Objective				
Month	Method	Activity	Responsible	Date
Objective				
Month	Method	Activity	Responsible	Date

# Annual Fundraising Plan

Objective				
Month	Method	Activity	Responsible	Date
Objective				
Month	Method	Activity	Responsible	Date
Objective				
Month	Method	Activity	Responsible	Date
Objective				
Month	Method	Activity	Responsible	Date
Objective				
Month	Method	Activity	Responsible	Date

# Annual Fundraising Plan

Revenue Sources						
Operating						
Source	Constituents	Current Revenue	Percent	New Revenue	New Percent	New Expenses
Annual Gifts	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Special Appeals	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Major Gifts	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Online Giving	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
P2P Campaigns	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Membership Dues	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Planned Giving	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Corporate Sponsorship	Corporate	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Event Sponsorships	Corporate	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Event Sales	Individuals	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Grants	Foundations	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Service Fees	Clients	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
Other	Other	\$ -	#DIV/0!	\$ -	#DIV/0!	\$ -
	<b>TOTAL</b>	<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>
Capital						
<b>Project Name</b>				<b>Project Budget</b>	<b>Amount Raised</b>	<b>Amount Needed</b>
				\$ -	\$ -	\$ -
<b>Funding Source</b>		<b>Projected Amount</b>		<b>Target Date</b>		
		\$ -				
		\$ -				
		\$ -				
		\$ -				
		\$ -				
<b>Project Name</b>				<b>Project Budget</b>	<b>Amount Raised</b>	<b>Amount Needed</b>
				\$ -	\$ -	\$ -
<b>Funding Source</b>		<b>Projected Amount</b>		<b>Target Date</b>		
		\$ -				
		\$ -				
		\$ -				
		\$ -				
		\$ -				



# Annual Fundraising Plan

Capital				
<b>Project Name</b>		<b>Project Budget</b>	<b>Amount Raised</b>	<b>Amount Needed</b>
		\$ -	\$ -	\$ -
<b>Funding Source</b>	<b>Projected Amount</b>	<b>Target Date</b>		
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
<b>Project Name</b>		<b>Project Budget</b>	<b>Amount Raised</b>	<b>Amount Needed</b>
		\$ -	\$ -	\$ -
<b>Funding Source</b>	<b>Projected Amount</b>	<b>Target Date</b>		
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
<b>Project Name</b>		<b>Project Budget</b>	<b>Amount Raised</b>	<b>Amount Needed</b>
		\$ -	\$ -	\$ -
<b>Funding Source</b>	<b>Projected Amount</b>	<b>Target Date</b>		
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
<b>Project Name</b>		<b>Project Budget</b>	<b>Amount Raised</b>	<b>Amount Needed</b>
		\$ -	\$ -	\$ -
<b>Funding Source</b>	<b>Projected Amount</b>	<b>Target Date</b>		
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			

# Annual Fundraising Plan

Action Plan					
Annual Gifts					
Month	Method	Activity		Responsible	Date
Special Appeals					
Number Sent		Target Response Rate		Average Gift	
Month	Method	Activity		Responsible	Date
Online Giving					
# of Campaigns		Impressions		Average Gift	
Clicks		Cost per Click			
Month	Method	Activity		Responsible	Date
Peer to Peer Campaigns					
Number of Teams		Number of Fundraisers		Average Gift	
Number of Donors		Target			
Month	Method	Activity		Responsible	Date

# Annual Fundraising Plan

Planned Giving				
Number of Committed Planned Gifts		Asks		Response Rate
Month	Method	Activity		Responsible
				Date

  

Memberships				
Total # Members		New Members		Renewal Rate
Month	Method	Activity		Responsible
				Date

  

Corporate Sponsorships				
Total # Sponsors		New Sponsors		Renewal Rate
Month	Method	Activity		Responsible
				Date

  

Corporate Sponsors				
Company Name	Target Ask	Responsible	Project	Target Date
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			
	\$ -			

# Annual Fundraising Plan

Grants				
Month	Method	Activity	Responsible	Date
Grant Applications				
Foundation	Project	Ask	Due Date	
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
		\$ -		
Events				
Attendees		Return Attendees	Revenue	
Donor Conversion		Sponsorships	Expenses	
Month	Method	Activity	Responsible	Date

## Annual Fundraising Plan

Major Gifts					
Month	Method	Activity		Responsible	Date

  

Giving Pyramid			
	Gift Amount	Number of Gifts	Sub-total
			\$ -
			\$ -
			\$ -
			\$ -
			\$ -
			\$ -
			\$ -
			\$ -
			\$ -
			\$ -
		<b>Grand Total</b>	<b>\$ -</b>

  

Major Donors					
Donor Name	Target Ask	Responsible	Project	Stage	Date
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				
	\$ -				



