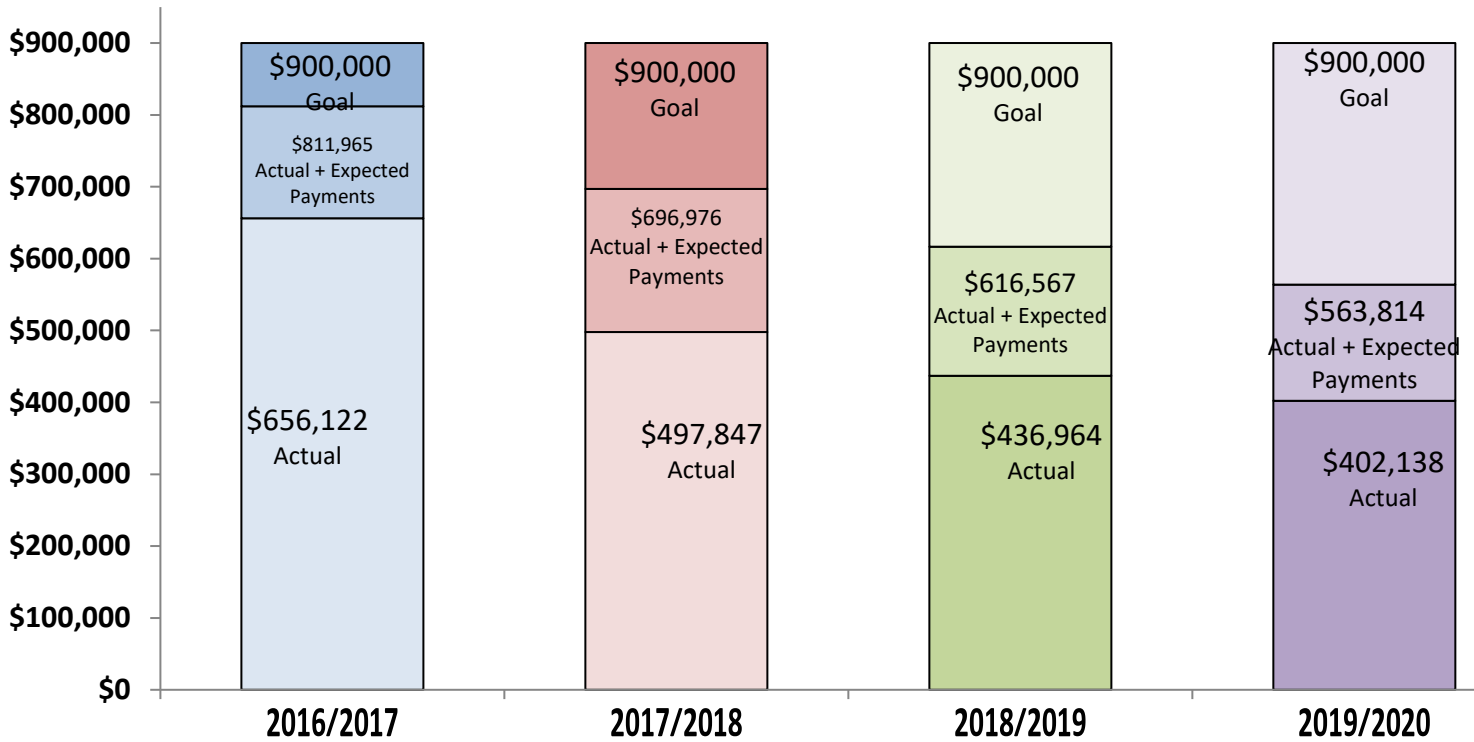


Fiscal Year to Date Comparison as of March 31st – Annual Fund



Fiscal Year	Actual	Pledge Payments Expected Through End of FY	Total	Goal	Variance	% of Goal
2016/2017	\$656,122	\$155,843	\$811,965	\$900,000	\$88,035	90%
2017/2018	\$497,847	\$199,129	\$696,976	\$900,000	\$203,024	77%
2018/2019	\$436,964	\$179,603	\$616,567	\$900,000	\$283,433	69%
2019/2020	\$402,138	\$161,676	\$563,814	\$900,000	\$336,186	63%

* 2016/2017 – Gala IHO President Brodhead

* 2017/2018 – Spectacle in lieu of gala / Carlo Dolci on view increased membership revenue (AF dollars)

* 2018/2019 – No gala / many additional donations IMO Blake Byrne

* 2019/2020 – Gala postponed due to COVID-19 pandemic /all dollars now designated to new, gala specific discretionary fund

Fiscal Year to Date Comparison as of March 31st – Annual Fund

Total Giving	2016/2017		2017/2018		2018/2019		2019/2020	
	# of Donors	Amount	# of Donors	Amount	# of Donors	Amount	# of Donors	Amount
under \$50	258	\$7,009	105	\$2,463	98	\$1,877	109	\$2,059
\$50 – \$99	577	\$33,423	772	\$48,965	690	\$43,854	589	\$37,491
\$100 - \$249	355	\$40,004	366	\$45,295	307	\$38,557	287	\$37,132
\$250- \$499	142	\$39,811	125	\$32,727	106	\$27,946	116	\$29,803
\$500 - \$999	85	\$55,792	55	\$29,206	42	\$22,647	59	\$29,750
\$1,000 - \$2,499	70	\$99,469	71	\$88,850	58	\$74,348	60	\$78,854
\$2,500 – \$4,999	19	\$49,333	19	\$52,071	25	\$66,647	18	\$47,723
\$5,000 and above	30	\$331,281	24	\$198,270	19	\$161,088	18	\$139,326
Total	1,536	\$656,122	1,537	\$497,847	1,345	\$436,964	1,256	\$402,138

* 2016/2017 – Gala IHO President Brodhead

* 2017/2018 – Spectacle in lieu of gala / Carlo Dolci on view increased membership revenue (AF dollars)

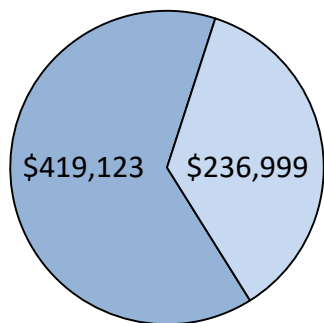
* 2018/2019 – No gala / many additional donations IMO Blake Byrne

* 2019/2020 – Gala postponed due to COVID-19 pandemic /all dollars now designated to new, gala specific discretionary fund

Fiscal Year to Date Comparison as of March 31st – Annual Fund

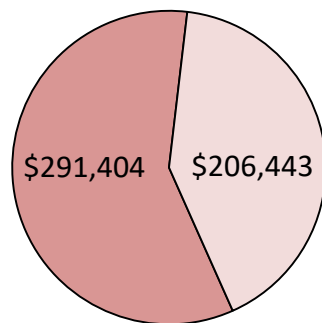
Alumni

2016/2017



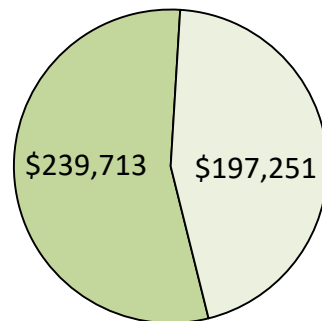
- 580 Alumni Donors
- 956 Other Donors
- 1,536 Total Donors

2017/2018



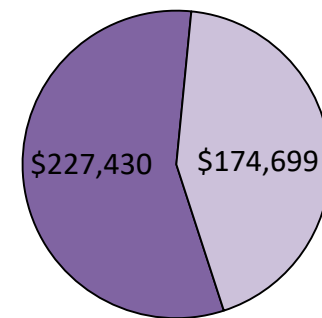
- 541 Alumni Donors
- 996 Other Donors
- 1,537 Total Donors

2018/2019



- 469 Alumni Donors
- 876 Other Donors
- 1,345 Total Donors

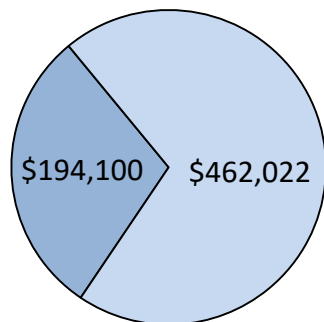
2019/2020



- 477 Alumni Donors
- 779 Other Donors
- 1,256 Total Donors

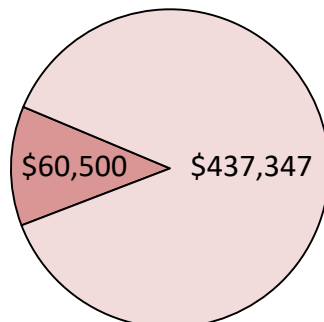
Board of Advisors

2016/2017



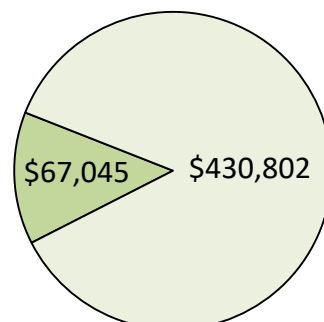
- 16 BOA Donors
- 1,520 Other Donors
- 1,536 Total Donors

2017/2018



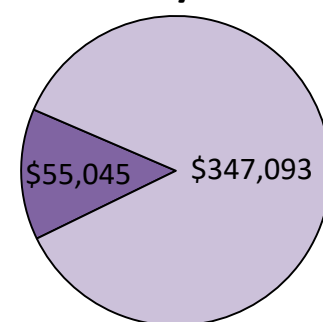
- 11 BOA Donors
- 1,526 Other Donors
- 1,537 Total Donors

2018/2019



- 8 BOA Donors
- 1,337 Other Donors
- 1,345 Total Donors

2019/2020



- 8 BOA Donors
- 1,248 Other Donors
- 1,256 Total Donors