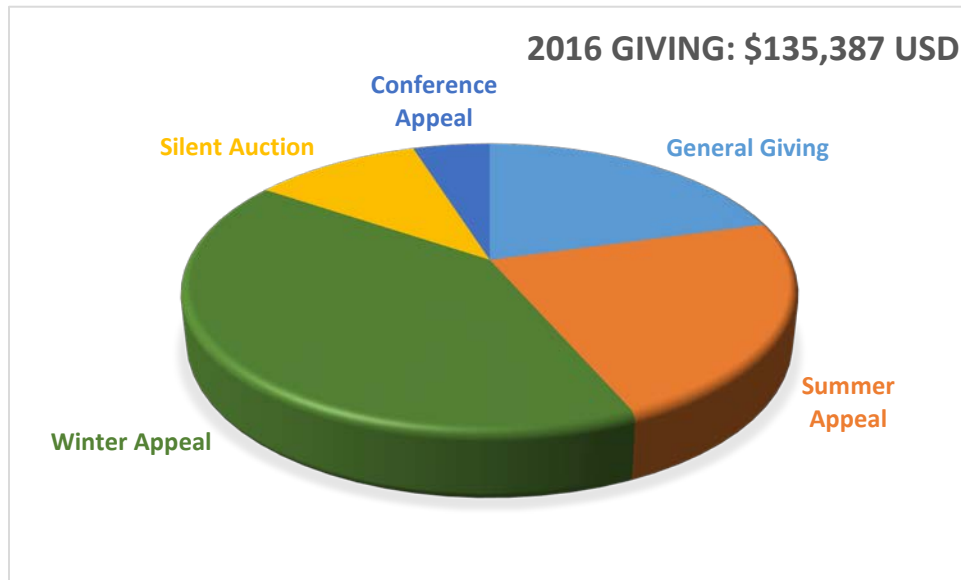




January 30, 2017

Fundraising Report – Prepared by Michelle Glass & Toufic Hakim



| DISTRIBUTION (*) | 2016 Total | # of Donors | Minimum | Maximum | Median Mean |
|-------------------|------------|-------------|---------|---------|---------------|
| General Giving | \$27,912 | 14 | \$25 | \$1,000 | \$100 \$218 |
| Summer Appeal | \$30,806 | 22 | \$50 | \$5,000 | \$250 \$515 |
| Winter Appeal | \$55,700 | 25 | \$10 | \$2,500 | \$250 \$416 |
| Silent Auction | \$14,381 | 60 | \$13 | \$2,975 | \$100 \$240 |
| Conference Appeal | \$6,589 | 11 | \$1 | \$5,000 | \$100 \$599 |

(*) Last two columns do not include major anonymous donations

General Observations – 2016 Giving

Total of \$135,387 (11% increase from the 2015 total of \$121,580.
 From CSL: \$40,000 + \$2,824 in IFS workshop royalties + \$5,719 in *Silent Auction* values
 Large Gift: \$25,088 (in equity stocks)
 Plus a Challenge Gift: \$25K (June 16-December 15) – Matched at \$32,702
 From the Foundation’s Board: \$5,000
 Amazon Smile: \$296.01 (representing \$59,202 in purchases benefiting the Foundation)