

# Prospect Pool Management Analysis - FY10

Wednesday, February 3, 2010

caLARTS

DOD

## Pool Composition

Prospect Status	# Prospects	% of Pool	with Active Proposal	Prospect Status Changes	
				Current Month	FY to Date
Qualification	5	3%			
Cultivation	52	36%	21		1
Solicitation	34	24%	15		3
Stewardship	51	35%	14		
Not Classified	2	1%	1		
<b>Total</b>	<b>144</b>		<b>51</b>		<b>4</b>

## Contact History

All Contact (DOD)	Within Assigned Pool and Others)		Outside Pool FY to Date	
	Current Month	Last 90 Days	Assigned to Other	Not Assigned

## Meetings

PMAT: Qualification				
PMAT: Cultivation	7	17		1
PMAT: Solicitation	5	6	2	2
PMAT: Stewardship	1	8	1	1
<b>Total PMAT</b>	<b>13</b>	<b>31</b>	<b>3</b>	<b>4</b>
Other		3	1	1

## Phone Calls

PMAT: Qualification				
PMAT: Cultivation		2	1	1
PMAT: Solicitation	2	3	2	2
PMAT: Stewardship		2		
<b>Total PMAT</b>	<b>2</b>	<b>7</b>	<b>3</b>	<b>3</b>
Other	3	7	2	2

## E-mail

PMAT: Qualification				
PMAT: Cultivation	1	16		
PMAT: Solicitation	3	6	2	
PMAT: Stewardship	1	10		
<b>Total PMAT</b>	<b>5</b>	<b>32</b>	<b>4</b>	
Other	8	13	2	2

## Mailings

PMAT: Qualification				
PMAT: Cultivation		269		
PMAT: Solicitation	4	8		
PMAT: Stewardship		12	2	5
<b>Total PMAT</b>	<b>4</b>	<b>289</b>	<b>2</b>	<b>5</b>
Other	88	241		

## Proposal Activity

	Within Pool		Outside Pool		Total	
	Current Month	FY to Date	Current Month	FY to Date	Ttl FY to Date	Ttl Ask Amt - FY to Date
New Proposals	61	9	5		9	\$11,250,000

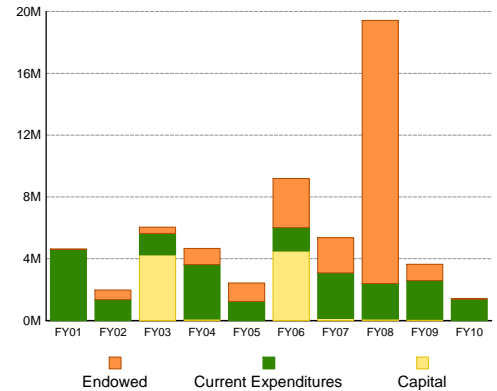
### Current Status of Submitted Proposals (in and out of pool)

		This FY	Prev FY	Total
		Active	Identified	7
	In Progress	1	21	22
	Pending		1	1
	<b>Total</b>	<b>8</b>	<b>28</b>	<b>36</b>
Response Rcvd	Commitment		105	105
	Rejected		11	11
	<b>Total</b>		<b>116</b>	<b>116</b>
Dropped	---	1	50	51
	<b>Total</b>	<b>1</b>	<b>50</b>	<b>51</b>
<b>Total</b>		<b>9</b>	<b>194</b>	<b>203</b>

## Historical Giving from Pool

### Total Gifts and Commitments by Campaign FY

Fiscal Year	Total
FY10	\$1,407,000
FY09	\$3,642,830
FY08	\$19,426,815
FY07	\$5,360,865
FY06	\$9,193,148
FY05	\$2,428,279
FY04	\$4,669,844
FY03	\$6,044,162
FY02	\$1,974,438
FY01	\$4,637,429
Prior to FY01	\$57,489,772
<b>Total</b>	<b>\$116,274,582</b>



## Gifts and Commitments Received from Pool

Gift Range	Current Month	Last 90 Days	FY to Date	FY \$ to Date
under \$500		2	8	\$2,375
\$500 to \$999		1	2	\$1,000
\$1,000 to \$4,999		7	14	\$16,456
\$5,000 to \$24,999		10	13	\$64,000
\$25,000 to \$49,999		5	6	\$165,000
\$50,000 to \$99,999			1	\$50,000
\$100,000 to \$249,999			1	\$110,119
\$250,000 to \$500,000				
\$500,000 to \$999,999				
\$1,000,000+			1	\$1,000,000

## Total <sup>DOD</sup> Gift Credit - All Sources

	From Pool	Outside of Pool	Total
FY10	\$2,408,355	\$940,550	\$3,348,905
FY09	\$7,750,645	\$5,640,483	\$13,391,128
FY08	\$10,679,327	\$2,273,078	\$12,952,405
FY07	\$1,984,867	\$1,089,725	\$3,074,592
FY05	\$125,000		\$125,000
FY03	\$4,000,000		\$4,000,000

