**Development Goals**

**Q2/20xx – Q4/20xx**

|  |  |  |  |
| --- | --- | --- | --- |
| Goal | PKI 2012 | KPI 2013 | Support |
| 1. **Created an integrated Major Gifts cultivation program** | * MG database will included 15 qualified leads in various stages of active cultivation * Development committee secures 2 MGs over $10K | * MG database will include 30 qualified leads * 10 leads are in active maturation for 2014 gift * 15 leads are in various stages of active cultivation * Development committee secures 5 gifts over $10K | * Creation of MG database by Bob * Submission of qualified lead prospects from Development Committee and BOD * Hire assistant for Bob so he can move his primary efforts into managing the MG function and cultivation |
| **2.** |  |  |  |
| **3.** |  |  |  |
| **4.** |  |  |  |
| **5.** |  |  |  |

**Share-A-Thon Forecast**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| DIMENSION OF GROWTH/YEAR | Total # of donors | Total # of new donors | Goal for Share-A-Thon | Total amount raised | Total amount raised from new donors |
| Spring 2012 |  |  |  |  |  |
| Fall 2012 |  |  |  |  |  |
| Spring 2013 |  |  |  |  |  |
| Fall 2013 |  |  |  |  |  |

**Parish Presentations Forecast**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| DIMENSION OF GROWTH/YEAR | # of parishes | # of donors/parish | # of new donors | Average amount raised/parish | Total amount raised from parish |
| Station X 20xx |  |  |  |  |  |
| Station Y20xx |  |  |  |  |  |
| Station X 20yy |  |  |  |  |  |
| Station Y 20yy |  |  |  |  |  |

**Major Gifts Forecast**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| DIMENSION OF GROWTH/YEAR | # of qualified leads | MG Goal | # of MG | Total MG | Reconciliation |
| Q2-Q3 20xx |  |  |  |  |  |
| Q4 20xx |  |  |  |  |  |
| Q1-Q2 20yy |  |  |  |  |  |
| Q3-Q4 20yy |  |  |  |  |  |