

**Table 8.2. Annual Fund Gift Range Chart: \$500,000 Goal.**

Gift Range (\$)	Number of Gifts	Cumulative Number of Gifts	Number of Prospects	Cumulative Number of Prospects	Total Per Range	Cumulative Total
25,000+	2	2	10 (5:1)	10	50,000	50,000
10,000	4	6	20 (5:1)	30	40,000	90,000
2,500	18	24	72 (4:1)	102	45,000	135,000
1,000	30	54	120 (4:1)	222	30,000	165,000
500	110	164	330 (3:1)	552	55,000	220,000
250	320	484	960 (3:1)	1,512	80,000	300,000
	<i>10% of gifts</i>				<i>60% of goal</i>	
100	1,000	1,484	3,000 (3:1)	4,512	100,000	400,000
	<i>20% of gifts</i>				<i>20% of goal</i>	
Under 100	3,334	4,818	6,668 (2:1)	11,180	100,020	500,020
	<i>70% of gifts</i>				<i>20% of goal</i>	

Source: The Fund Raising School, 2002.

**Table 8.3. Annual Fund Gift Range Chart: \$60,000 Goal.**

Gift Range (\$)	Number of Gifts	Cumulative Number of Gifts	Number of Prospects	Cumulative Number of Prospects	Total Per Range	Cumulative Total
3,000	2	2	10 (5:1)	10	6,000	6,000
1,500	4	6	20 (5:1)	30	6,000	12,000
750	12	18	48 (4:1)	78	9,000	21,000
500	18	36	72 (4:1)	150	9,000	30,000
250	24	60	72 (3:1)	222	6,000	36,000
	<i>10% of gifts</i>				<i>60% of goal</i>	
100	120	180	360 (3:1)	582	12,000	48,000
	<i>20% of gifts</i>				<i>20% of goal</i>	
Less than 100*	400	580	800 (2:1)	1,382	12,000	60,000
	<i>70% of gifts</i>				<i>20% of goal</i>	

\* Average Gift: \$30.

Source: The Fund Raising School, 2002.