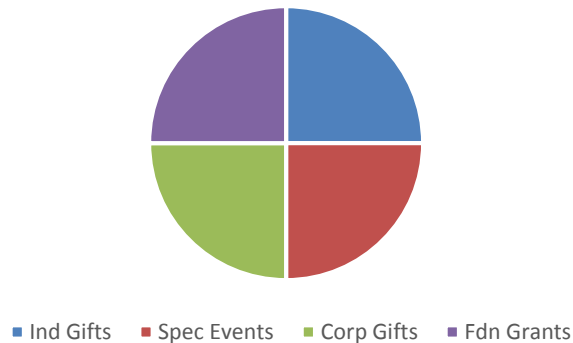


MEMBER AGENCY STRATEGIC TRANSITION PLANNING SERIES

Small Group Exercise #1

Your Agency's Charitable Giving Breakdown
CURRENT PERCENTAGES



Your Agency's Charitable Giving Breakdown
OPTIMAL PERCENTAGES



Some things to consider:

- Do you make a considerable effort to get and retain major gift donors?
 - What % of Individual Gifts is/should be major gifts?
- How much time does staff spend on special events?
- Are there natural opportunities for you attract corporate funding?
 - Due to the agency's mission?
 - Due to a personal relationship with a corporate person of influence?
 - Due to the agency's popularity?
- Have you invested in grant writing?
- Which giving area takes the most time and effort?
- Which giving area is the Board and staff best at?