

Development Program Activities

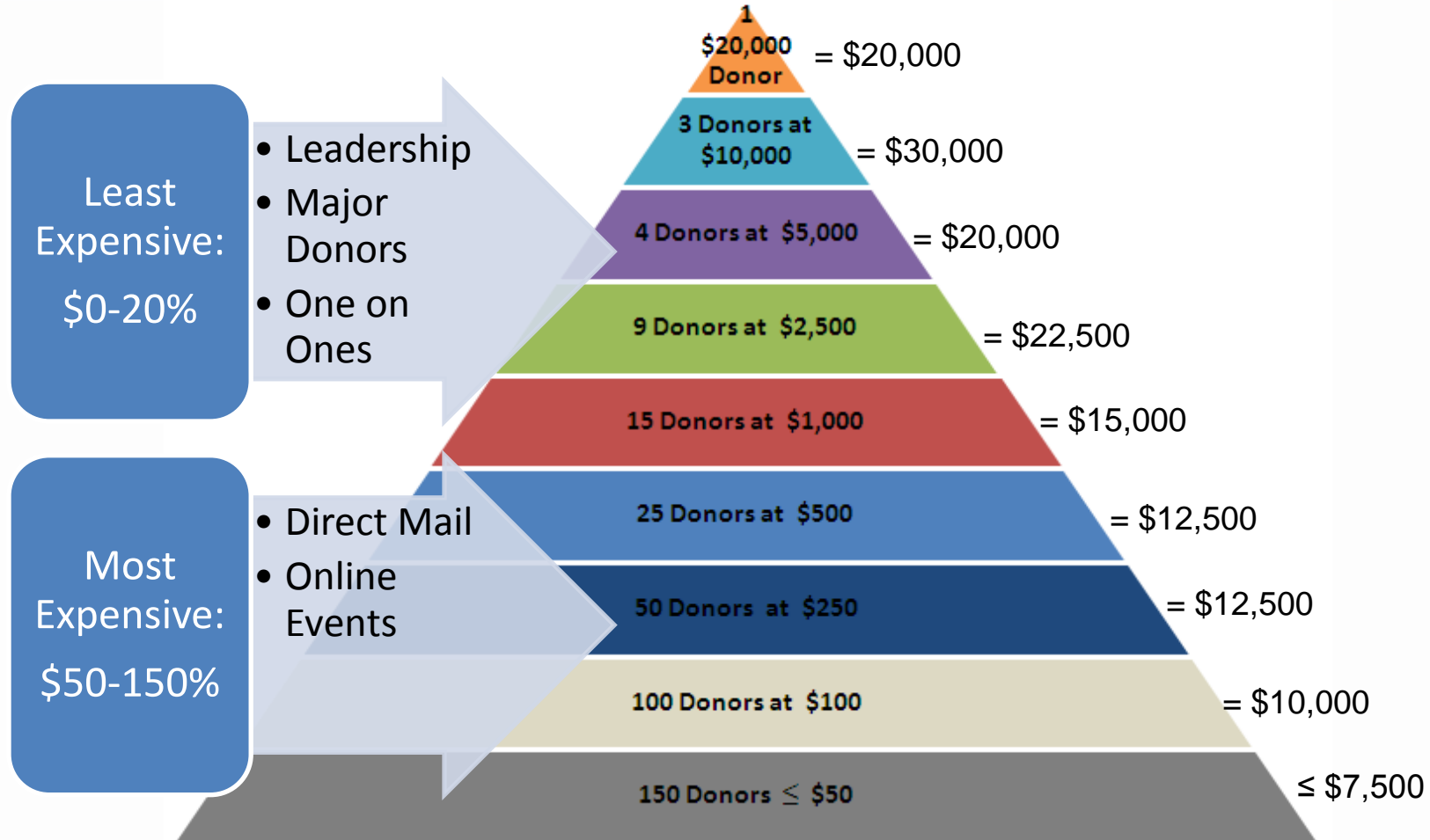


Industry Standard Fundraising Costs:

Direct Mail –Acquisition	100-150%
Special Events	50%
Direct Mail –Renewal	20-50%
Corp/Fdn grants	20-30%
Major Gifts	5-10%
Planned Gifts	0-20%



Development Program Activities



Adding Up to \$150,000