Vice President’s Update
<table>
<thead>
<tr>
<th><strong>Dollars Raised</strong></th>
<th><strong>$20,349,011</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Pending/Processing Asks</strong></td>
<td><strong>$7,172,719</strong></td>
</tr>
<tr>
<td><strong>Planned Asks</strong></td>
<td><strong>$5,037,500</strong></td>
</tr>
<tr>
<td><strong>Visits</strong></td>
<td><strong>1,050</strong></td>
</tr>
<tr>
<td><strong>New Visits</strong></td>
<td><strong>455</strong></td>
</tr>
</tbody>
</table>
Visits by Month
(Cumulative)

- July
- August
- September
- October
- November
- December
- January

FYTD 2016
FYTD 2017
Visit Frequency

- New Relationships: 455
- Developing Relationships: 302
- Existing Relationships: 243
First Time Major Donors

Data points represent commitments from 7/1-6/30 of each year and 7/1/16-1/31/17.
Konneker Alumni Center Update

J. Bryan Benchoff
Advancing OHIO Update

- Communication and Collaboration
- Process Integration
- Engagement Strategy