

UPDATE FOR THE CLASS COUNCIL ON ALUMNI FUND PROGRESS IN 2021

CLASS OF 1964

Feb. 19, 2022

Year to Data (Approx. Feb. 10)

| | <u># Agents</u> | <u># To Agents</u> | <u>Sel. Classmates</u> | <u>\$ Rec./Goal</u> | <u># Donors YTD</u> | <u>% \$ / Goal</u> | <u>% Part / Goal</u> |
|-----------|-----------------|--------------------|------------------------|---------------------|---------------------|--------------------|----------------------|
| Feb-22 | 21 | 260 | 758 | 292/300 | 200/200 | 97.3% | 100.0% |
| Feb-21 | 21 | 255 | 712 | \$275.5/\$300 | 207/250 | 91.8% | 82.8% |
| Feb. 2020 | 25 | 305 | 730 | \$275.9/\$325 | 221/269 | 84.9% | 82.2% |

Full Alumni Fund Year (ending approx. June 30)

| | <u># Agents</u> | <u># To Agents</u> | <u>Tot. # Solic.</u> | <u>\$ Rec.</u> | <u># Donors</u> | <u>% \$ Goal</u> | <u>% Part / Goal</u> |
|-------------------------|-----------------|--------------------|----------------------|----------------|-----------------|------------------|----------------------|
| Previous (AF 2020): | 25 | 305 | 727 | \$ 298,219 | 263 | 91.8% | 97.8% |
| 55th Reunion (AF 2019): | 25 | N/A | 736 | \$ 519,458 | 287 | 159.8% | 77.4% |

Notes:

1. Number of assignments per Agent were changed in 2020 to balance the amounts per agent.
2. \$ Goal for 2021 is \$300,000; it was \$325,000 in 2020. New policy was not to count unrealized pledges in the goal or \$ raised.
3. There are still 6 agents who have not registered on GiveCampus. This is typical for classes like our vintage.
Yale has now stopped providing written reports to everyone but will provide printed copies to agents on request.