

# Capital Campaign Update

## July 12, 2010

### Tier Two Donor Cultivation

- Generate Target List (**complete**)
- Send Cultivation Letter with Annual Report (**complete**)
- Conduct Prospect Research to Prioritize List (**in process**)
- Set Goals for each Prospect – (**in process**)
- Schedule Visits and Guided Tours (**in process**)
- Develop Proposals (**in process**)
- Follow Up with Donors (**ongoing**)

