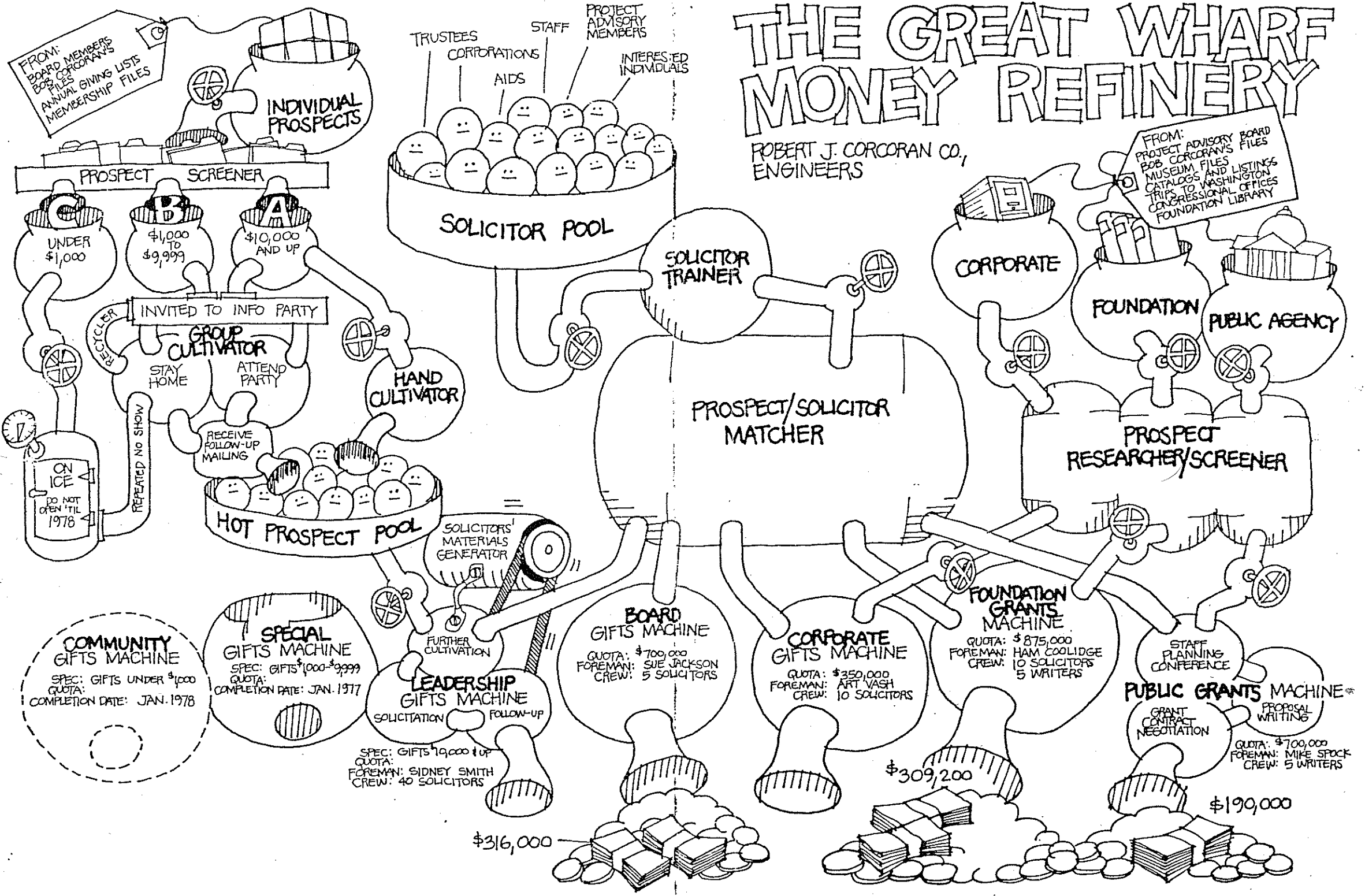


THE GREAT WHARF MONEY REFINERY

ROBERT J. CORCORAN CO., ENGINEERS



FROM: BOARD MEMBERS
BOB CORCORAN'S
ANNUAL GIVING LISTS
MEMBERSHIP FILES

INDIVIDUAL PROSPECTS

TRUSTEES CORPORATIONS
STAFF
PROJECT ADVISORY MEMBERS
AIDS
INTERESTED INDIVIDUALS

SOLICITOR POOL

PROSPECT SCREENER

UNDER \$1,000
\$1,000 TO \$9,999
\$10,000 AND UP

INVITED TO INFO PARTY

GROUP CULTIVATOR
STAY HOME
ATTEND PARTY

HAND CULTIVATOR

RECEIVE FOLLOW-UP MAILING

HOT PROSPECT POOL

SOLICITORS' MATERIALS GENERATOR

SOLICITOR TRAINER

PROSPECT/SOLICITOR MATCHER

CORPORATE

FOUNDATION

PUBLIC AGENCY

PROSPECT RESEARCHER/SCREENER

FOUNDATION GIFTS MACHINE

QUOTA: \$875,000
FOREMAN: HAM COOLIDGE
CREW: 10 SOLICITORS
5 WRITERS

STAFF PLANNING CONFERENCE

PUBLIC GIFTS MACHINE

GRANT CONTRACT NEGOTIATION

PROPOSAL WRITING

QUOTA: \$700,000
FOREMAN: MIKE SPOCK
CREW: 5 WRITERS

COMMUNITY GIFTS MACHINE

SPEC: GIFTS UNDER \$1,000
QUOTA:
COMPLETION DATE: JAN. 1978

SPECIAL GIFTS MACHINE

SPEC: GIFTS \$1,000-\$9,999
QUOTA:
COMPLETION DATE: JAN. 1977

LEADERSHIP GIFTS MACHINE

SOLICITATION FOLLOW-UP

SPEC: GIFTS \$10,000 & UP
QUOTA:
FOREMAN: SIDNEY SMITH
CREW: 40 SOLICITORS

BOARD GIFTS MACHINE

QUOTA: \$700,000
FOREMAN: SUE JACKSON
CREW: 5 SOLICITORS

CORPORATE GIFTS MACHINE

QUOTA: \$350,000
FOREMAN: ART VASH
CREW: 10 SOLICITORS

\$316,000

\$309,200

\$190,000