# **CRM Report Cookbook**

CRM has two flexible, custom reports that can generate a variety of reports for fundraising management:

- Revenue>Reports>BSA Appeal Constituent Report (OLTP)
- Revenue>Reports>BSA Appeal Progress (OLTP)

The types of reports and the information contained in the reports can be tailored by selecting different combinations of report parameters. This "cookbook" shows several graphical "recipes" that show how to select various combinations of report parameters to generate several different types of reports. The examples shown here are not exhaustive and users are encouraged to experiment with the reports and become familiar with the range of reporting information that can be generated by these reports by selecting different combinations of report parameters.

Additionally, there is an export version of each report that has the same name but with 'Export' in the title instead of 'Report'. These versions are handy when you want to generate the data for further slicing/dicing in Excel.

In each recipe, the key report parameters that must be selected/adjusted are highlighted. All remaining report parameters can remain in their default state.

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### List of Donors for Annual Appeal (Default Parameters)

Description: This example shows how to generate a report listing donors for a selected annual appeal. In this example, all of the default options are selected for the "tabbed" parameters (Include, Exclude, Breakdown, Filter).

Site:       Aloha Council       Report Code:       2020         Annual Appeal(s):       All       Interpretation of the second of the seco
(102) F20 - 2020 Friends of Scouting   (104) ADM20 - Maui Annual Recognition Dinne   (104) BEL20 - Big Island Eagle Luncheon     (102) CCMV     (103) CCMV     (104) BEL20 - Big Island Eagle Luncheon     (105) CCMV     (106) CCMV     (107) CCMV     (108) CCMV     (109) CCMV     (109) CCMV     (109) CCMV     (109) CCMV     (101) CCMV     (102) CCMV     (102) CCMV     (103) CCMV     (104) BEL20 - Big Island Eagle Luncheon     (105) CCMV     (106) CCMV     (107) CCMV     (108) CCMV     (109) CCMV     (109) CCMV     (109) CCMV     (101) CCMV     (102) CCMV     (102) CCMV     (102) CCMV     (104) BEL20 - Big Island Eagle Luncheon     (105) CCMV     (104) BEL20 - Big Island Eagle Luncheon     (107) CCMV     (108) CCMV     (109) CCMV     (109) CCMV     (101) Includ
(102) F20 - 2020 Friends of Scouting   (104) ADM20 - Maui Annual Recognition Dinne   (104) BEL20 - Big Island Eagle Luncheon
(104) BEL20 - Big Island Eagle Luncheon         Include         Exclude       Breakdown         Filter         Include All         Include Prior Year 1 Giving       Include Current Year Constituent Appeal/Response (Worked) Info         Include Prior Year 2 Giving       Include Current Year \$0 Pledge (Worked) Info
Include Exclude Breakdown Filter Include All Include Prior Year 1 Giving Include Current Year Constituent Appeal/Response (Worked) Info Include Prior Year 2 Giving Include Current Year \$0 Pledge (Worked) Info
Include       Exclude       Breakdown       Filter         Include All       Include Prior Year 1 Giving       Include Current Year Constituent Appeal/Response (Worked) Info         Include Prior Year 2 Giving       Include Current Year \$0 Pledge (Worked) Info
<ul> <li>Include All</li> <li>Include Prior Year 1 Giving</li> <li>Include Current Year Constituent Appeal/Response (Worked) Info</li> <li>Include Prior Year 2 Giving</li> <li>Include Current Year \$0 Pledge (Worked) Info</li> </ul>
<ul> <li>Include All</li> <li>Include Prior Year 1 Giving</li> <li>Include Current Year Constituent Appeal/Response (Worked) Info</li> <li>Include Prior Year 2 Giving</li> <li>Include Current Year \$0 Pledge (Worked) Info</li> </ul>
<ul> <li>Include Prior Year 1 Giving</li> <li>Include Current Year Constituent Appeal/Response (Worked) Info</li> <li>Include Prior Year 2 Giving</li> <li>Include Current Year \$0 Pledge (Worked) Info</li> </ul>
Include Prior Year 2 Giving Include Current Year \$0 Pledge (Worked) Info
Include Prior Year 3 Giving Include Donor Status Stats
Include Exclude Breakdown Filter
Exclude Current Year Donors       Exclude Current Year Solicitees       Image: Constituents Marked as Do Not Solicit         Exclude Current Year Non-Donors       Exclude Current Year Non-Solicitees       Image: Constituents Marked as Deceased
Exclude Current Year Worked Constituents (via an Appeal Response)     Exclude Current Year Non-Donor, Non-Solicitees     Exclude Constituents Marked as Deceased     Exclude Current Year Non-Solicitees     Exclude Constituents Marked as Inactive
Exclude Current Year Worked Constituents (via a \$0 Pledge)
Include Exclude Breakdown Filter
Breakdown by All
Break Down by BSA Structure Anchor to Latest Revenue or Constituent Appeal
Break Down by Giving Category Sort by Name (Last/First) Only
Break Down by Solicitor
Break Down by Revenue BSAFR Group
Include Exclude Breakdown Filter
As of Date: Filter on BSA Structure:
Current Year Minimum Giving: Filter on Giving Category:
Prior Year(s) Minimum Giving: Filter on Solicitor:

## List of \$500+ Donors for Annual Appeal by BSA Structure

Description: This example shows how to generate a report listing \$500+ donors for a selected annual appeal and broken down by BSA Structure.

BSA Appeal C	onstituen	t Report	(OLTP)					
Site:	Aloha Council		*		Report Code:	2020	*	
Annual Appeal(s):	All				Multi-year Appeal(s):	All		<b></b>
	(102) F20 - 202	0 Friends of Scou	uting			(102) CC11 -	Capital Campaign 2010	
	(104) ADM20 -	Maui Annual Re	cognition Dinne			(102) CCMY ·	- Capital Campaign	
	(104) BEL20 - B	ig Island Eagle L	uncheon	<b>—</b>		(102) CCMY ·	- Capital Campaign Multi Year	-
						Only inclu	ide multi-year appeal revenue for	2020
Include Exclude E	Breakdown Filt	er						
Exclude All								
Exclude Current Yea	r Donors			Exclude Curre	ent Year Solicitees		Exclude Constituents Marked as I	Do Not Solicit
Exclude Current Yea	r Non-Donors			Exclude Curre	ent Year Non-Solicitees		Exclude Constituents Marked as I	Deceased
Exclude Current Yea			-	Exclude Curre	ent Year Non-Donor, No	on-Solicitees 🧧	Exclude Constituents Marked as I	nactive
Exclude Current Yea	r Worked Constitu	ents (via a \$0 Pleo	dge)					
Include Exclud	de Breakde	own Filter						
Breakdown b	v All							
Sreak Down H	by BSA Struct	ure	Anchor to	Latest Re	evenue or Constitu	uent Appeal	I	
Break Down B	by Giving Cate	egory	Sort by N	ame (Last,	/First) Only			
Break Down B	by Solicitor				-			
Break Down		SAER Group						
	by nevenue b.	SAIN GIOUP						
Include Exclud	le Breakdo	wn Filter						
Include Exclud	Dicakao	inter inter						
	As of Date:				Filter on BSA	Structure:		
Current Year Mini	imum Giving:	500			Filter on Giving	Category:		
Prior Year(s) Mini	imum Giving:				Filter or	n Solicitor:		
		Prior Yea	r Minimum is C	Cumulative	2			

## List of Community Donors for Annual Appeal for a Specific Solicitor

Description: This example shows how to generate a report listing Community donors for a selected annual appeal and for a specific solicitor.

BSA Appeal C	onstituent Report (OLTP)				
Site:	Aloha Council	Report Code:	2020	~	
Annual Appeal(s):	All (102) F20 - 2020 Friends of Scouting	Multi-year Appeal(s):	All (102) CC11 -	- Capital Campaign 2010	
	(104) ADM20 - Maui Annual Recognition Dinne		(102) CCMY	- Capital Campaign - Capital Campaign Multi Year	
			Only inclu	ude multi-year appeal revenue for:	2020
Include Exclude	Breakdown Filter				
_		rent Year Solicitees rent Year Non-Solicitees rent Year Non-Donor, N		<ul> <li>Exclude Constituents Marked as D</li> <li>Exclude Constituents Marked as D</li> <li>Exclude Constituents Marked as Ir</li> </ul>	eceased
Include Exclu	de Breakdown Filter				
Breakdown b	by All Dy BSA Structure Dy Anchor to Latest I	avanua ar Cansti		-1	
	by Giving Category Sort by Name (La		luent Appea	31	
🗹 Break Down	by Solicitor				
Break Down	by Revenue BSAFR Group				
Include Exclud	e Breakdown Filter				
	As of Date:	Filter on BSA	Structure:		
Current Year Mini	mum Giving:	Filter on Giving	Category:	Community	
Prior Year(s) Mini	mum Giving:	Filter o	n Solicitor:	John Smith	

Prior Year Minimum is Cumulative

### List of Current Year (2020) Donors for Multi-year Appeal (Default Parameters)

Description: This example shows how to generate a report listing current year (2020) donors for a selected multi-year appeal. In this example, all of the default options are selected for the "tabbed" parameters (Include, Exclude, Breakdown, Filter).

BSA Appeal C	onstituent Repo	rt (OLTP)		
Site:	Aloha Council	×	Report Code:	~
Annual Appeal(s):			Multi-year Appeal(s):	
				(102) CC11 - Capital Campaign 2010
				(102) CCMY - Capital Campaign
				(102) CCMY - Capital Campaign Multi Year
				Only include multi-year appeal revenue for: 2020
Include Exclus	de Breakdown Fi	lter		
Include Prior	Year 1 Giving 📋 Incl	ude Current Year Constit	uent Appeal/Respor	nse (Worked) Info
Include Prior	Year 2 Giving 🗌 Incl	ude Current Year \$0 Plea	lge (Worked) Info	
Include Prior	Year 3 Giving 🗌 Incl	ude Donor Status Stats		
Include Exclude	Breakdown Filter			
Exclude All				
Exclude Current Yea		_	Current Year Solicitees	Exclude Constituents Marked as Do Not Solicit
Exclude Current Yea		_	Current Year Non-Solicitees	_
_	r Worked Constituents (via an r Worked Constituents (via a \$	Appeal Response) 🗌 Exclude (	Current Year Non-Donor, N	Non-Solicitees 🗹 Exclude Constituents Marked as Inactive
Include Exclud		lter		
Breakdown b	y All			
🗌 Break Down I	by BSA Structure	Anchor to Lates	t Revenue or Constit	tuent Appeal
Break Down B	by Giving Category	Sort by Name (L	.ast/First) Only	
Break Down B				
_	by Revenue BSAFR Grou	qu		
Include Exclud	e Breakdown Filt	er		
	As of Date:		Filter on BSA	A Structure:
Current Year Mini	mum Giving:		Filter on Giving	g Category:
Prior Year(s) Mini	mum Giving:		Filter o	on Solicitor:
	Prior	Year Minimum is Cumula	tive	

## Unworked List for Annual Appeal by BSA Structure with 1 Year History

Description: This example shows how to generate a report listing unworked donors for a selected annual appeal by BSA Structure and including one year of giving history.

BSA Appeal C	onstituent Report (OLTP)		
Site:	Aloha Council	Report Code:	2020
Annual Appeal(s):	All (102) F20 - 2020 Friends of Scouting (104) ADM20 - Maui Annual Recognition Din (104) BEL20 - Big Island Eagle Luncheon	ne	All (102) CC11 - Capital Campaign 2010 (102) CCMY - Capital Campaign (102) CCMY - Capital Campai
Include Exclud	de Breakdown Filter		
🗌 Include All			
Include Prior	Year 1 Giving 🗹 Include Current Ye	ar Constituent Appeal/Respon	ise (Worked) Info
Include Prior	Year 2 Giving 🗹 Include Current Ye	ar \$0 Pledge (Worked) Info	
Include Prior	Year 3 Giving 🛛 Include Donor Stat	tus Stats	
Exclude All Exclude Current Yea Exclude Current Yea Exclude Current Yea		Exclude Current Year Solicitees     Exclude Current Year Non-Solicitees     Exclude Current Year Non-Donor, N	
Include Exclud			
Break Down b	by BSA Structure Ancho by Giving Category Sort by	r to Latest Revenue or Constit y Name (Last/First) Only	uent Appeal
Include Exclud	e Breakdown Filter		
	As of Date:	Filter on BSA	Structure:
Current Year Mini	mum Giving:	Filter on Giving	Category:
Prior Year(s) Mini	mum Giving:	Filter o	n Solicitor:
	Prior Year Minimum	is Cumulative	

#### Unworked List for Annual Appeal by BSAFR Group with 3 Year History and Donor Status

Description: This example shows how to generate a report listing unworked donors for a selected annual appeal by BSAFR Group and including three years of giving history and donor status information.

BSA Appeal C	onstituent Report (OLTP)		
Site:	Aloha Council	Report Code	2020
Annual Appeal(s):	All (102) F20 - 2020 Friends of Scouting (104) ADM20 - Maui Annual Recognition Din (104) BEL20 - Big Island Eagle Luncheon	Multi-year Appeal(s)	All (102) CC11 - Capital Campaign 2010 (102) CCMY - Capital Campaign (102) CCMY - Capital Campai
Include Exclu	de Breakdown Filter		
Include All			
_	Year 1 Giving 🗹 Include Current Y		onse (Worked) Info
	Year 2 Giving 🗹 Include Current V	2 · · · · · · · · · · · · · · · · · · ·	
Include Prior	Year 3 Giving 🗹 Include Donor Sta	atus Stats	
Include Exclude I	Breakdown Filter		
Exclude All			
Exclude Current Yea		Exclude Current Year Solicitees     Exclude Current Year Non-Solicite	<ul> <li>Exclude Constituents Marked as Do Not Solicit</li> <li>Exclude Constituents Marked as Deceased</li> </ul>
Exclude Current Yea	r Worked Constituents (via an Appeal Response)	Exclude Current Year Non-Donor,	Non-Solicitees 🗹 Exclude Constituents Marked as Inactive
Exclude Current Yea	r Worked Constituents (via a \$0 Pledge)		
Include Exclu	de Breakdown Filter		
Breakdown b	by All		
Break Down	by BSA Structure 🛛 🗹 Anch	or to Latest Revenue or Cons	tituent Appeal
Break Down	by Giving Category 🛛 🗌 Sort H	by Name (Last/First) Only	
Break Down	•		
Break Down	by Revenue BSAFR Group		
Include Exclud	e Breakdown Filter		
	As of Date:	Filter on BS	A Structure:
Current Year Mini	mum Giving:	Filter on Givin	g Category:
Prior Year(s) Mini	mum Giving:	Filter	on Solicitor:
	Prior Year Minimum	is Cumulative	·

### **Overall Appeal Progress for Annual Appeal (Default Parameters)**

Description: This example shows how to generate a report showing the overall progress for an annual appeal. In this example, all of the default options are selected for the "tabbed" parameters (Include, Breakdown, Other).

BSA Appeal P	rogress Report (OLTP)					
Site:	Atlanta Area Council			Report Code:	2020	
Annual Appeal(s):	(092) OOD20 - Operating Other Direct (092) R20 - 2020 Eagle Scout Recogniti (092) S20 - 2020 Friends of Scouting (092) TM20 - 2020 Tributes & Memoria		•	Multi-year Appeal(s):	All (092) C08 - Tradition Meets Tomorrow Campaign (092) C15 - Keller Carlock Pavillion (092) C19 - Igniting Leaders Capital Campaign	
Include Prior Y	'ear 1 Giving Include BSAFR Group G 'ear 2 Giving Include Year-Over-Year 'ear 3 Giving Include Lapsed Donor (	Comparisons Opportunity Am		ts 🗌 Include Current V	tatus Stats J/Unworked Stats Year Constituent Appeal/Response (Worked) Info Year \$0 Pledge (Worked) Info	
Break Down b	y All by BSA Structure by Giving Category					
As of Date:	down Other					

#### **Overall Appeal Progress for Annual Appeal as of a Specific Date**

Description: This example shows how to generate a report showing the overall progress for an annual appeal. In this example, all of the default options are selected for the "tabbed" parameters (Include, Breakdown, Other).

Note: This report does not "walk back" adjustments when an As of Date is specified. For example, suppose a \$1000 pledge is entered on 3/1/2020 and is then adjusted to \$100 on 4/15/2020. If this report is then run on 5/1/2020 with an As of Date of 3/31/2020, the example pledge would be included in the report with its adjusted value of \$100 even though the adjustment occurred after the As of Date. Therefore, this report is a suitable management report for assessing the progress of an appeal as of a certain date but is not intended to be an accounting tool for GL reconciliation.

#### **BSA Appeal Progress Report (OLTP)**

Site:	Atlanta Area Council			Report Code:	2020	
Annual Appeal(s):	(092) OOD20 - Operating Other Direct		٠	Multi-year Appeal(s):	All	
	(092) R20 - 2020 Eagle Scout Recognitio	n 🗖			(092) C08 - Tradition Meets Tomorrow Campaign	
	(092) S20 - 2020 Friends of Scouting	<b>V</b>			(092) C15 - Keller Carlock Pavillion	
	(092) TM20 - 2020 Tributes & Memorial)		-		(092) C19 - Igniting Leaders Capital Campaign	<b>—</b>
					Only include multi-year appeal revenue for:	2020
Include Breakd	own Other					
Include All						
Include Prior Y	ear 1 Giving 🛛 Include BSAFR Group Go	oals		Include Donor St	tatus Stats	
Include Prior Y	ear 2 Giving 🛛 Include Year-Over-Year (	Comparisons		Included Worked	d/Unworked Stats	
Include Prior Y	ear 3 Giving 🛛 Include Lapsed Donor O	pportunity Amo	ount	ts 🗌 Include Current '	Year Constituent Appeal/Response (Worked) Info	
Include Basic (	Giving Stats Lapsed Donor Recapture Ra	te Goal %: 50		Include Current '	Year \$0 Pledge (Worked) Info	
Include Break						
Breakdown by	y BSA Structure					
	y Giving Category					
Break Down b						
_	y Revenue BSAFR Group					
Include Break	down Other					
As of Date: 6/3	0/2020					
	Adjust As of Date for Prior Years					

### Current Year Appeal Progress by BSA Structure Compared to Last Year at the Same Time

Description: This example shows how to generate a report showing the current year progress for an annual appeal compared to last year at the same time broken down by BSA Structure.

BSA Appeal F	Progress Report (OLTP)				
Site:	Atlanta Area Council			Report Code:	2020
Annual Appeal(s):	(092) OOD20 - Operating Other Direct		▲ Mult	i-year Appeal(s):	All 🗖 📥
	(092) R20 - 2020 Eagle Scout Recognition				(092) C08 - Tradition Meets Tomorrow Campaign
	(092) S20 - 2020 Friends of Scouting	1			(092) C15 - Keller Carlock Pavillion
	(092) TM20 - 2020 Tributes & Memorial)		-		(092) C19 - Igniting Leaders Capital Campaign
					Only include multi-year appeal revenue for: 2020
Include Break	down Other				
Include All					
Include Prior	Year 1 Giving			Include Donor S	tatus Stats
Include Prior	Year 2 Giving 🗹 Include Year-Over-Year Comparis	sons		Included Worke	d/Unworked Stats
Include Prior	Year 3 Giving 🗌 Include Lapsed Donor Opportuni	ity Amo	unts 🗆	Include Current	Year Constituent Appeal/Response (Worked) Info
Include Basic	Giving Stats Lapsed Donor Recapture Rate Goal 9	%: 50		Include Current	Year \$0 Pledge (Worked) Info
Include Breakdow	vn Other				
Breakdown by Al	I				
🗹 Break Down by B	SA Structure				
Break Down by G	iving Category				
Break Down by S	olicitor				
Break Down by R	evenue BSAFR Group				
Include Breakdow	n Other				
As of Date:					
	st As of Date for Prior Years				
Adju	sension bace for Phot reals				

## **Overall Fundraising Progress for Current Year (All Appeals)**

Description: This example shows how to generate a report showing the overall fundraising progress for the current year for all appeals.

Note: The report can handle of a maximum of 27 appeals. If you have more than 27 appeals, you will need to run the report in "chunks." For example, if you have 26 annual appeals and 3 active multi-year appeals, you could run the annual appeals and the multi-year appeals separately and combine the results (in this scenario, it is recommended that you run the BSA Appeal Progress <u>Export</u> (OLTP) report so that you can export the results to Excel to facilitate combining the results from multiple report runs).

Note: The report header includes the name(s) of the selected appeals. When one appeal is selected, the entire appeal name is displayed. When multiple appeals are selected, a comma-separated list of the appeal short names is displayed. An appeal's short name is the second word of the appeal name. For example, the short name of "(092) S20 – 2020 Friends of Scouting" is "S20" (for this reason, it is recommended that councils follow the traditional appeal naming convention where the first word of the appeal name is the council number in parentheses and the second word is the appeal's short name followed by the appeal's description).

#### BSA Appeal Progress Report (OLTP)

each of an Athlete ital Other Direct ndowment clude BSAFR Group Goals clude Year-Over-Year Comparison clude Lapsed Donor Opportunity	Amount	_	<ul> <li>(092) C08 - Tradition Meets Tomorrow Campaign</li> <li>(092) C15 - Keller Carlock Pavillion</li> <li>(092) C19 - Igniting Leaders Capital Campaign</li> <li>Only include multi-year appeal revenue for: 20.</li> </ul>	<ul> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> <li>✓</li> </ul>
tal Other Direct ndowment clude BSAFR Group Goals clude Year-Over-Year Comparison clude Lapsed Donor Opportunity	ns Amount	Included Worke	(092) C15 - Keller Carlock Pavillion (092) C19 - Igniting Leaders Capital Campaign Only include multi-year appeal revenue for: 20.	<ul> <li>✓</li> <li>✓</li> </ul>
ndowment Iude BSAFR Group Goals Iude Year-Over-Year Comparison Iude Lapsed Donor Opportunity	ns Amount	Included Worke	(092) C19 - Igniting Leaders Capital Campaign Only include multi-year appeal revenue for: 20. tatus Stats d/Unworked Stats	
lude BSAFR Group Goals lude Year-Over-Year Comparison lude Lapsed Donor Opportunity	ns 7 Amount	Included Worke	Only include multi-year appeal revenue for: 20.  itatus Stats d/Unworked Stats	_
lude Year-Over-Year Comparison	Amount	Included Worke	itatus Stats d/Unworked Stats	20
lude Year-Over-Year Comparison	Amount	Included Worke	d/Unworked Stats	
lude Year-Over-Year Comparison	Amount	Included Worke	d/Unworked Stats	
lude Year-Over-Year Comparison	Amount	Included Worke	d/Unworked Stats	
lude Lapsed Donor Opportunity	Amount	_		
		ts 🗌 Include Current	Year Constituent Appeal/Response (Worked) Info	
d Donor Recapture Rate Goal %:	50			
		Include Current	Year \$0 Pledge (Worked) Info	
oup				
1	oup	oup	oup	oup

#### The Kitchen Sink – Year-Over-Year Appeal Progress Analysis

Description: This example shows how to generate a complete year-over-year analysis of a specific appeal. The analysis period covers 4 years (current year plus 3 prior years) and includes the following year-over-year comparatives:

- Contributions, Payments, Write-offs and Balances Totals for each year and year-over-year comparisons by dollars and percentages
- BSAFR Group Goals Goals status for each year and year-over-year comparisons by dollars and percentages
- Donor Counts, Gift Counts, Average Gifts Amounts for each year and year-over-year comparisons by dollars and percentages
- Donor Status Stats Donor Status counts and dollars for each year. Donor statuses are:
  - o New: A donor that has given in the current year but has not given in the prior reporting years
  - o Renewed: A donor that has given the same amount in the current year as last year
  - Upgraded: A donor that has given more in the current year than last year
  - o Downgraded: A donor that has given less in the current year than last year
  - Recovered: A donor that has given in the current year, did not give last year but gave prior to that in the reporting period
  - Lapsed: A donor that has not given in the current year but gave in a prior reporting year
  - Note: These statuses are calculated for the selected reporting period. For example, a donor that gave 10 years ago and has now given in the current year will show as a New donor because the donor's prior gift is outside of the reporting period (4 years in this example).

#### BSA Appeal Progress Report (OLTP)

Site:	Atlanta Area Council 💙		Report Code:	2020
Annual Appeal(s):	(092) OOD20 - Operating Other Direct		Multi-year Appeal(s):	All 🗖
	(092) R20 - 2020 Eagle Scout Recognition			(092) C08 - Tradition Meets Tomorrow Campaign 🔲
	(092) S20 - 2020 Friends of Scouting			(092) C15 - Keller Carlock Pavillion
	(092) TM20 - 2020 Tributes & Memorial)	<b>—</b>		(092) C19 - Igniting Leaders Capital Campaign 🛛 📃
Include Breakd	lown Other			
	ear 1 Giving 🔽 Include BSAFR Group Goals		Include Donor S	tatus State
🔰 include Prior Y				
_	ear 2 Giving 🗹 Include Year-Over-Year Compari	isons	Included Worked	
Include Prior Y	- · ·			

Include Breakdown Other
Breakdown by All
Break Down by BSA Structure
Break Down by Giving Category
Break Down by Solicitor
Break Down by Revenue BSAFR Group
Include Breakdown Other
As of Date:
Adjust As of Date for Prior Years