

ANNUAL DEVELOPMENT CALENDAR

Month	Written Communication	Special Events	Phone	Web/Media	Personal Solicitation	Acquisition	Comments
August							
September							
October							
November							
December							

ANNUAL DEVELOPMENT CALENDAR

Month	Written Communication	Special Events	Phone	Web/Media	Personal Solicitation	Acquisition	Comments
January							
February							
March							
April							
May							
June							

(KEY) MD=MAJOR DONOR, ML = MID-LEVEL DONOR, GEN= GENERAL DONOR