



## Major Donor Program: What counts toward cumulative giving

### INCLUDED:

- Cash donations (minus fair market value of any items received), including gifts made by check or credit card
- Life Member payments
- Annual Sponsor Member payment
- Pledge payments
- Workplace giving
- Matching gifts secured by donor (e.g., a workplace giving match)
- Memorial/honorary gifts
- Table/gun/team sponsors at banquets
- Planned Gifts (at the time funds are received)
- Underwriting
- Unpaid pledge balance
- Stock transfers
- Land donation (for appraised value)
- An in-kind donation worth \$500 or more
- Corporate giving (minus the value of services or merchandise received)
- Private grants

### EXCLUDED:

- Regular membership payments
- Event tickets
- Raffle tickets and auction items