



**Development Report  
September 2021**

**Budget**

Source	2020 Final	2021 Goal	2021 YTD	2021 YTD w/ Pledges
Corporations	\$ 506,500	\$ 538,771	\$ 364,640	\$ 364,640
Special Events	\$ 130,123	\$ 150,000	\$ 168,021	\$ 178,021
Foundations	\$ 619,815	\$ 595,000	\$ 402,830	\$ 402,830
Appeals (Direct Mail and Online)	\$ 167,364	\$ 140,000	\$ 54,149	\$ 54,349
Donations	\$ 5,281	\$ 3,440	\$ 817	\$ 817
Personal Ind. Solicitations	\$ 258,025	\$ 461,560	\$ 184,110	\$ 210,318
Faith and Community	\$ 483,480	\$ 460,200	\$ 347,220	\$ 347,220
Government	\$ 166,902	\$ 6,750	\$ 4,500	\$ 4,500
	<b>\$ 2,337,490</b>	<b>\$ 2,355,721</b>	<b>\$ 1,526,287</b>	<b>\$ 1,562,695</b>

**Fall Appeal**

- FSP will send out 1,500 – 2,000 solicitations with a goal of \$102,000.
- Drop date will be 10/25/2021
- Asking board to write 5-10 notes per person to major donors in lead up to appeal.

**Individual Cultivation/Donor Stewardship**

- Very successful virtual women’s event with Ann Clark, Glenda Bernhardt, and Laura Solitario as moderator. We will begin to follow-up with attendees to provide more information on FSP.
- Calendar invite sent to Board for Oct. 21<sup>st</sup> Scholar Society Reception. Save the Date to go out the week of 9/20.
- Young Affiliates panel on the topic *“Why social engagement matters for your career”* will be a virtual event held on Wednesday, October 13<sup>th</sup>, 5:00 PM. Look to include networking opportunity and professional development.

**Special Events**

- John Lipe confirmed to be Spring into Summer Chair. Working on pulling together committee and marketing materials. Event date scheduled for April 26<sup>th</sup> at the Palmer Building.
- Aim to have February Scholar Society giving event venue confirmed before next board meeting. Currently working to build host committee and recruit event speaker.

**Corporate/Foundation Giving Update**

- Brandon Zeigler and FSP Team targeting relationship meetings with four potential new foundations.
- Charlotte Merchants confirmed for \$50,000.
- Submitted since last board meeting: United Way, Faison, Lucille P. & Edward C. Giles Foundation, TEGNA
- To be submitted shortly: Atrium Health, Women’s Impact Fund

**Other Business**

- Search continues for new Donor Systems and Volunteer Manager.
- FSP Summer Video complete.
- Currently working to create Impact Report piece for 2021.