



**Development Report  
November 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	\$ 175,621
Foundations	\$ 619,815	\$ 595,000	\$ 590,002	\$ 590,002
Appeals (Direct Mail and Online)	\$ 167,364	\$ 140,000	\$ 53,751	\$ 54,446
Donations	\$ 5,281	\$ 3,440	\$ 817	\$ 817
Personal Ind. Solicitations	\$ 258,025	\$ 461,560	\$ 233,013	\$ 254,608
Faith and Community	\$ 483,480	\$ 460,200	\$ 377,220	\$ 377,220
Government	\$ 166,902	\$ 6,750	\$ 4,500	\$ 4,500
	<b>\$ 2,337,490</b>	<b>\$ 2,355,721</b>	<b>\$ 1,791,964</b>	<b>\$ 1,831,854</b>

**Fall Appeal**

- Appeal hit mailboxes week of November 1<sup>st</sup>. 100% Board participation in outreach with personal notes.
- Reminder e-mail scheduled for November 15<sup>th</sup> with new Impact Report.

**Individual Cultivation/Donor Stewardship**

- End-of-Year giving email campaign scheduled.
- FSP will have a Giving Tuesday campaign goal of \$6,000 (4 scholars). We are interested in finding someone that would support a “Match Challenge” personally or through their business. Please let us know if you have a recommendation.

**Special Events**

- Event for new or past Scholar Society members scheduled for February 24<sup>th</sup> at Morehead Inn.
- Jill Flynn pulling together team of 15-20 current Scholar Society members to help in event recruitment and gift renewal.
- Please reach out to Mark Barrett if you would like to be part of Jill’s team.

**Corporate/Foundation Giving Update**

- FSP staff worked diligently the last two weeks and submitted a proposal to CMS to support out of school tutoring time during the summer.
- Giles Foundation of \$135,000 has been received.
- Brandon Zeigler has reached out to the Kellogg Foundation, Schusterman Family Philanthropies, Michael and Susan Dell Foundation, and Wal-Mart Corporate Foundation to discuss potential partnership with FSP.
- Levine Foundation grant for 2022 will be submitted on November 16<sup>th</sup>.
- FSP has met the criteria for the \$25,000 match challenge from Levine.
- Will here from the Alpha & Omega Foundation before Thanksgiving.

**Other Business**

- New 2021 Freedom School Partners Impact Report is complete.
- Development Team to host strategic retreat on November 17<sup>th</sup> to plan for 2022.