



Development Report: February 2022

On the Horizon

- **March 16** – Young Affiliates volunteer event at Latrobe Warehouse, 4:30 – 6:30
- **March 30** – *Inspiring Educational Equity*, Scholar Society cultivation event, Morehead Inn and Conference Center, 5:30 – 7:30 PM
- **March 31** – Deadline to make Board Campaign commitment
- **April 26** – *Spring into Summer*, Community kickoff for Freedom Schools, Palmer Building, 6:00 – 7:30 PM
- **May** – Spring Appeal

Board Opportunities

- Submit pledge for 2022.
- Follow-up with Jonathan Russell on leads to new business opportunities.
- Prospect new opportunities to invite guest readers to a *Harambee!*. This is a terrific way to develop new development relationships.
- Submit new Scholar Society prospect names to Mark Barrett for attendance at the March event.
- Introduce Development Team to any young professional BRG groups at your company.
- Assist with handwritten notes to donors in preparation for Spring Appeal.

Development Updates

Individual Giving

- 19 confirmed attending individuals/couples with a goal of 30 new Scholar Society members.
- Target date of March 1 to invite guest.
- Planning committee meeting regularly and performed site visit at Morehead.
- Invitation complete and working on new collateral materials for distribution.
- Board campaign to kickoff tonight!

Corporate

- Faison received at \$75,000.
- Bank of America received at \$50,000.
- Current Spring into Summer pledged/confirmed: \$109,000, Save the Date is complete. Invitation to follow.
- Submitted since last board meeting: Novant, Duke Energy, Atrium Health, Coca-Cola, Fifth-Third, Ally, First Horizons, Bank of America.
- Hosted three corporate information meetings on volunteer opportunities.

Foundations

- Submitted Merancas Foundation request.
- Applied for two-year grant through New York Life *Aim High* grant program serving middle school students.
- Held final presentation with Women's Impact Fund.
- Started request process with Sisters of Mercy Foundation

Other Business

- New Marketing and Communication Manager Annalise Padgett started on February 22.
- Beginning work on 2021 Annual Report.