



Development Report: April 2022

On the Horizon

- **May 31 – June 1; Jun 6 -14:** In-town training begins for SLIs (University City UMC and Providence UMC)
- **June 15 – 17:** Site Setup Days (All-sites)
- **June 20 – July 28:** Freedom School
- **July 1:** Level III & IV Movie Day (Covenant Presbyterian Church)
- **July 7 – 8:** Level I & II Field Day at Providence Day School
- **July 15:** Jubilee at the Grady Cole Center
- **July 20:** Great Day of D.E.A.R. (All sites)

Board Opportunities

- Sign-up to be a *Harambee!* reader.
- Complete handwritten notes for Spring Appeal.
- Visit In-town training.
- Prospect connections and friends to introduce to FSP this summer.

Development Updates

Individual Giving

- Approximately \$80,000 ahead in individual giving (cash) the same time last year. With pledges, \$233,000 committed for 2022.
- Spring Appeal
 - 534 total pieces
 - Drop date of 5/13
 - Board committed to 10 handwritten notes per person (THANK YOU!).
- Development team working on a donor communication and engagement plan for the summer that will be shared with the Board to encourage new people connecting with FSP.

Corporate

- Total SIS sponsorship of \$170,500. With individuals contributions, total of \$202,674. About 110 participants.
- Successful kickoff of the Bank of America “Sustain the Gains” Campaign for summer volunteers.
 - E-mail sent to 16,000 local Bank of America employees.
 - Volunteer opportunities are filling up very quickly!
- Development Team working on providing social capital and networking opportunities with local businesses during the summer. Currently exploring partnership with Bank of America and Moore & Van Allen.
- Possibly will learn of grant requests from Ally, CTE, and Centene during the month of May.
- Will submit PNC request during May.
- Development Team constructing a corporate recognition strategy for the summer.

Foundations

- Received \$50,000 grant from the Triad Foundation. This is a \$30,000 increase over 2021.
- Renewed support from Good Friends camp scholarship fund.
- Possibly will learn of grant decisions from Aim High (NY Life Foundation) and Provident Benevolent Foundation in May. Sisters of Mercy and Charlotte-Mecklenburg Community Foundation in June.
- Upcoming summer grant requests include Springsteen (if approved), Charlotte Merchants, Alpha & Omega.