



Development Report: September 2022

On the Horizon

- **October 12:** Scholar Society Reception at home of Greg and Jennie Harper
- **October 24:** Drop date for Fall Appeal
- **November 10:** National Philanthropy Luncheon
- **November 29:** Giving Tuesday

Board Opportunities

- Attend Scholar Society Reception.
- Complete handwritten notes for Fall Appeal.
- Follow-up with business connections from February relationship mapping exercise (Jonathan will reach out)

Development Updates

Individual Giving

- Approximately \$78,500 ahead in individual giving (cash) the same time last year. With pledges, \$365,764 committed for 2022.
- Spring Appeal Report
 - 570 total pieces, 7.19% response rate
 - Total: **\$47,530**
- New donors Jayne and Steve Borman hosting new donor prospect event similar to spring event. Date TBD.
- Fall appeal will reach approximately 1,200 pieces. Please write notes per request of Mark Barrett. More information at October board meeting.
- Encourage Board Member attendance at Scholar Society reception confirmed at Greg and Jennie Harper's house.

Corporate

- Bank of America "Sustain the Gain" campaign engaged 180 employees who provided over 400 hours of service.
- Corporate Grants Received since May: Ally, Novant, Bank of America, First Horizon, Aldi.
- Submitted EnPro over the summer, recently submitted PwC (\$25,000), expect to submit Faison soon.
- Requesting board members to revisit corporate relationship contacts from February exercise.

Foundations

- Submitted \$45,000 request for United Way (addition of two new neighborhood support requests)
- Received since May: Levine Foundation, Charlotte-Mecklenburg Community Foundation, Provident Benevolent Foundation (Return), Sisters of Mercy, Barnhill Family Foundation (Return)
- Invited to submit a capacity building grant from Fidelity Foundation for expanding evaluation efforts (Gives anonymously).
- Invited to submit program support request for the Belk Foundation (\$50,000). Last supported in 2012.
- Not invited to apply for Springsteen Foundation.
- Will submit Giles Foundation at end of September and expect to hear from Alpha & Omega Foundation soon.

Government

- Completed \$50,000 grant partnership with Mecklenburg County Health Department to promote COVID-19 vaccination in children.
- Exploring funding with Mecklenburg County Juvenile Crime Prevention Council and 21st Century Community Learning Center with NC DPI.