



Development Report: December 2022

On the Horizon

- **December:** End-of-Year giving campaign
- **February:** Board Campaign and relationship mapping exercise
- **2022:** FSP 20th Anniversary!

Board Opportunities

- Prospect three new Scholar Society donors for March event.
- Communicate Spring into Summer sponsorship packet with potential corporate supporters.

Development Updates

Individual Giving

- Completed Levine Foundation match challenge.
- Very successful Giving Tuesday campaign: **\$19,404** and **44 donors**. Thank you to Board Members for sharing our social media posts.
- Fall Appeal: Currently **\$25,651** of \$102,000 goal.
- Inspiring Educational Equity event scheduled for March 29 at the Morehead Inn. Currently 8 host committee members with a goal of 15 total, and a stretch goal of 20. Clay Grubb has agreed to be keynote speaker.

Corporate

- Received \$17,000 corporate grant from EnPro.
- Successful relationship meeting with USAA. Thank you Board Member **Anil Matai** for making connection.
- Beginning to have conversations about sponsorship renewal for Spring into Summer. Goal of \$200,000 in sponsorships.
- Submitted \$25,000 grant request to OrthoCarolina Foundation.

Foundations

- FSP awarded \$45,000 for 2023 United Neighborhoods proposals.
- Submitted grant applications for Levine Foundation.
- Approved for \$50,000 grant from the Belk Foundation.
- Submitted application for National Summer Learning Award.

Other Business

- Team is currently working on how we can celebrate FSP's 20th Anniversary and incorporate throughout the year.
- Submitted application for Mecklenburg County funding through American Rescue Plan Act.