



Development Report: April 2023

On the Horizon

- **April 25:** Spring into Summer, The Barrel Room @ Triple C Brewery, 6:00 – 7:30pm
- **April 27:** April Book & Supply Drive
- **May 8:** Spring Appeal target drop date
- **May 30:** Training begins for SLIs
- **June 20:** First day of Freedom School

Board Opportunities

- Attend Spring into Summer.
- Reply to Jonathan Russell regarding new business opportunities and determine next steps if you have not already done so.
- Prospect new opportunities to invite guest readers to a *Harambee!*
- Development Committee has started to think about location for Scholar Society reception in the fall. If you think you would be comfortable hosting, or have an idea, please reach out.
- Assist with handwritten notes to donors in preparation for Spring Appeal.

Development Updates

Individual Giving

- Board Campaign hits 92% participation and \$82,635 as of 4/5/2023
- Inspiring Educational Equity event summary:
 - **51** attendees and approximately **\$50,000** in new and renewed contributions.
- Spring Appeal will drop early May with approximately 450 – 500 pieces. Board members can assist with notes.
- Received an anonymous pledge for \$50K for the Burch S. Mixon Fund which we expect to receive before year end. Currently around \$35,000 received.

Corporate

- Invited to submit new \$25,000 request for support from Truist, thank you **Kimberly Moore-Wright!**
- Current Spring into Summer pledged/confirmed: \$176,000 and 26 total sponsors. Formal invitation to mailed.
- Approximately 100 RSVP's with other event logistics confirmed. Honoring Bank of America with Inaugural Community Partner Award.
- Thank you to **Andy Habenicht** for securing TIAA's continued support of FSP through a Spring into Summer sponsorship as well as being our Field Days sponsor.
- CLT Charity Golf Tournament has confirmed \$156,000 in sponsorships. Very successful event on April 3. FSP has received \$88,000 directly and will collect remainder after the event from management company.
- Confirmed support of \$10,000 from Fifth Third. Thank you **Michelle Harley!**
- Expect to hear from Novant, Ally, Duke Energy, Bank of America, Truist, and Brighthouse in next two months.

Foundations

- Received \$200,000 grant from Merancas Foundation.
- FSP will receive \$113,715 from Summer Learning Collaborative to support new site at Hornet's Nest Elementary.
- Expect to hear from Triad Foundation in the next two months.

Other Business

- 2022 Annual Report to be ready by Spring into Summer.
- Car Packets to be presented at May board meeting.



Spring into Summer – Sponsorship Levels

Level	Amount,	Qty.	2023 Target	Confirmed	2023 Amount	2022 Qty.	2022 Total
Presenting	\$ 25,000	1	\$25,000	2	\$50,000	1	\$25,000
Publisher	\$ 10,000	6	\$60,000	5	\$50,000	4	\$50,000
Author	\$ 7,500	5	\$37,500	3	\$22,500	4	\$30,000
Page-Turner	\$ 5,000	7	\$35,000	5	\$25,000	7	\$35,000
Wordsmith	\$ 2,500	11	\$27,500	11	\$28,500	10	\$25,000
		30	\$185,000	26	\$176,000	26	\$165,000

Company/Sponsor	Status	2023 Level	2023 Ask	2022 Level
Belk	Confirmed/Pledged	\$ 25,000	\$ 25,000	\$ 25,000
Sherrill Charitable Gift Fund	Confirmed/Pledged	\$ 25,000	\$ 20,000	\$ 20,000
Bank of America	Confirmed/Pledged	\$ 10,000	\$ 10,000	\$ 5,000
Coca-Cola	Confirmed/Pledged	\$ 7,500	\$ 10,000	\$ 7,500
Duke Energy/PNG	Confirmed/Pledged	\$ 10,000	\$ 10,000	\$ 10,000
Troutman Pepper	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
Deloitte	Confirmed/Pledged	\$ 5,000	\$ 5,000	\$ 5,000
EY	Confirmed/Pledged	\$ 5,000	\$ 5,000	\$ 5,000
SteelFab	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
Atrium Health	Confirmed/Pledged	\$ 10,000	\$ 10,000	\$ 5,000
Ally	Confirmed/Pledged	\$ 2,500	\$ 10,000	\$ 7,500
Foundation for the Carolinas	Confirmed/Pledged	\$ 5,000	\$ 5,000	\$ 5,000
Brown Brother Harriman	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
Mullinix Mortgage	Pending	\$ -	\$ 2,500	\$ 2,500
Franklin Templeton	Confirmed/Pledged	\$ 5,000	\$ 5,000	\$ 2,500
Town and Reese	Confirmed/Pledged	\$ 3,500	\$ 3,500	\$ 3,500
Truliant Federal Credit Union	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ -
Cadwalader	Pending	\$ -	\$ 5,000	\$ 5,000
Fifth Third	Confirmed/Pledged	\$ 7,500	\$ 7,500	\$ 7,500
Truist	Confirmed/Pledged	\$ 10,000	\$ 10,000	\$ 10,000
Baird Private Wealth Management	Confirmed/Pledged	\$ 5,000	\$ 5,000	\$ 5,000
South State Bank	Confirmed/Pledged	\$ 7,500	\$ 10,000	\$ 7,500
Mayer Brown	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
TIAA	Confirmed/Pledged	\$ 10,000	\$ 10,000	\$ 10,000
Clay Grubb	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
Womble Bond Dickson	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
Childress Klein	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ 2,500
Providence Capital Advisors	Confirmed/Pledged	\$ 2,500	\$ 2,500	\$ -
Wade, Ken and Juanita	Pending	\$ -	\$ 1,500	\$ 1,500
		\$ 176,000	\$ 197,500	\$ 165,500