



Development Report

Aug 19, 2024

	Budget	Revised Target	Received	Committed	Highly Likely	Total
Faith	\$327,000	\$323,852	\$323,852			\$323,852
Corp	\$390,000	\$300,000	\$80,000	\$12,500		\$92,500
Foundations	\$717,000	\$700,000	\$354,446	\$20,833		\$375,279
Individuals	\$500,000	\$500,000	\$255,474	\$35,300		\$290,774
Public	\$128,979	\$62,000			\$62,000	\$62,000
SE	\$200,000	\$117,500	\$111,500	\$6,000		\$117,500
	\$2,262,979	\$2,003,352	\$1,125,272	\$74,633	\$62,000	\$1,261,905

FUNDING CATEGORY	DEVELOPMENT STRATEGY
Corporate Target: \$300,000 Committed: \$92,500	<ul style="list-style-type: none"> • Pending: Coca-Cola \$10K • Pursue ~\$200K in Prospects: Albemarle, EnPro, Fifth Third Bank, Krispy Kreme, Novant, Nucor, PWC, TIAA • Identify ~\$200K in new Prospects
Foundations Target: \$700,000 Committed: \$375,279	<ul style="list-style-type: none"> • Pending: Charlotte Merchants \$50K, Triad \$50K, Alpha & Omega \$15K, Speedway \$10K • Pursue ~\$200K in prospects: Panera Bread Foundation, Norfolk Southern Foundation, Sundt; Standard Charitable • Identify ~200K in new prospects
Individual Giving Target: \$500,000 Committed: \$246,974	<ul style="list-style-type: none"> • Complete Board Campaign • Major Gifts: Secure ~\$50K in \$10K+ gifts by 12/31/24 • Fall Appeal: Target lapsed donors and reoccurring fall donors. Segment groups (former board members, SIS, & lapsed Scholar Society from FY22-24) • Marketing Campaign: Solicit donors via email and social media
Special Events Target: \$116,000 Committed: \$116,000	<ul style="list-style-type: none"> • Secure final pledge payments for SIS 2024 • Identify the 2025 SIS Chair • Secure \$50,000 in 2025 SIS sponsorships in Q4

Top Three Board Opportunities

1. **Complete** 2024 Board pledges—we're 74% of the way to reaching 100% board giving!
2. Bring your personal touch to the Fall appeal with your **handwritten notes**.
3. Help us **secure new corporate sponsors** for SIS 2025 and make a significant impact!