



Development Report

September 16, 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	\$80,833		\$435,279
Individuals	\$500,000	\$500,000	\$273,999	\$16,700		\$290,699
Public	\$128,979	\$62,000			\$62,000	\$62,000
SE	\$200,000	\$117,500	\$114,000	\$3,500		\$117,500
	\$2,262,979	\$2,003,352	\$1,146,298	\$113,533	\$62,000	\$1,321,831

FUNDING CATEGORY	DEVELOPMENT STRATEGY
Corporate Target: \$300,000 Committed: \$92,500 % to Goal: 31%	<ul style="list-style-type: none"> ● Pending: Coca-Cola \$10K ● Pursue ~\$200K in Prospects: EnPro, Fifth Third Bank, Beacon Partners, Novant, Nucor, PWC ● Identify ~\$200K in new Prospects
Foundations Target: \$700,000 Committed: \$435,279 % to Goal: 62%	<ul style="list-style-type: none"> ● Pending: Triad \$50K, Speedway \$10K, Sundt \$25k, Standard Charitable \$25k ● Pursue ~\$125K in prospects: Panera Bread Foundation, Norfolk Southern Foundation ● Identify ~200K in new prospects
Individual Giving Target: \$500,000 Committed: \$290,699 % to Goal: 58%	<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 solicitation with a focused approach on donors 2k+ General reoccurring fall donors. ● Marketing Campaign: Solicit donors via email and social media
Special Events Target: \$117,500 Committed: \$117,500 % to Goal: 100%	<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 79% 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!
4. Connect us to lapsed donors. **Priority:** Albemarle Foundation & Novant Health