



## Development Report

October 21, 2024

	Budget	Revised Target	Received	Committed	Highly Likely	Total
Faith	\$327,000	\$323,852	\$323,852			\$323,852
Corp	\$390,000	\$300,000	\$91,500	\$2,000		\$93,500
Foundations	\$717,000	\$700,000	\$472,780	\$12,500		\$485,280
Individuals	\$500,000	\$500,000	\$345,968	\$16,700		\$362,668
Public	\$128,979	\$62,000			\$62,000	\$62,000
SE	\$200,000	\$117,500	\$116,500	\$1,000		\$117,500
	<b>\$2,262,979</b>	<b>\$2,003,352</b>	<b>\$1,350,600</b>	<b>\$32,200</b>	<b>\$62,000</b>	<b>\$1,444,800</b>

FUNDING CATEGORY	DEVELOPMENT STRATEGY
<b>Corporate</b> Target: \$300,000 Committed: \$93,500 % to <b>Goal</b> : 31%	<ul style="list-style-type: none"> <li>● <b>Pending</b>: EnPro, Fifth Third Bank</li> <li>● <b>Pursue Prospects</b>: Beacon Partners, Novant Health, PWC</li> <li>● <b>Identify ~\$200K in new Prospects</b></li> </ul>
<b>Foundations</b> Target: \$700,000 Committed: \$485,280 % to <b>Goal</b> : 69%	<ul style="list-style-type: none"> <li>● <b>Pending</b>: Speedway \$10K, Sundt \$25k, Standard Charitable \$25k, Women's Impact Fund</li> <li>● <b>Pursue ~\$125K in prospects</b>: Panera Bread Foundation, Norfolk Southern Fdtn.</li> <li>● <b>Identify ~100K in new prospects</b></li> <li>● <b>Secured</b>: Triad \$50K</li> </ul>
<b>Individual Giving</b> Target: \$500,000 Committed: \$317,520 % to <b>Goal</b> : 73%	<ul style="list-style-type: none"> <li>● Complete <b>Board Campaign</b></li> <li>● <b>Major Gifts</b>: Secure ~\$50K in \$10K+ gifts by 12/31/24</li> <li>● <b>Fall Appeal</b>: Target lapsed donors solicitation with a focused approach on donors 2k+ general reoccurring fall donors.</li> <li>● <b>Marketing Campaign</b>: Solicit donors via email and social media</li> </ul>
<b>Special Events</b> Target: \$117,500 Committed: \$117,500 % to <b>Goal</b> : 100%	<ul style="list-style-type: none"> <li>● <b>Identify</b> the 2025 SIS Chair</li> <li>● <b>Secure \$50,000</b> in 2025 SIS sponsorships in Q4</li> </ul>

### Top Four Board Opportunities

1. **Complete** 2024 Board pledges—we're 86% 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.