



**Fund Development Report // March 2019**  
**Prepared by Meeghan Fortson, Fund Development Chair**  
**ANCS Governing Board Meeting // March 19, 2019**

**2018-2019 Gather & Grow Fund (Annual Campaign):**

February donations received: **\$8,719**

Year to date: **\$101,298**

Goal: \$140,000

**Comparison to 2018:**

February donations received: **\$3,692**

Year to date: **\$90,320**

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With the Wonder Ball Auction successfully wrapped up, the Fund Development team will now turn its focus on closing out the year strong with a final push for participation in the Gather & Grow Fund.

Our Gather & Grow Fund is in great shape, tracking more than \$10,000 ahead of where we were last year at this time with **72 percent** of our annual goal raised to date. We have a little over 3 months to meet our goal of \$140,000 by June 30. It is typical to see another surge of annual gifts come in as we near the end of the school year.

Make your gift to the Gather & Grow Fund today [www.atncs.org/donate](http://www.atncs.org/donate).

**Auction Update:**

The **2019 Wonder Ball Auction** was held at **Ambient Studios** on **Saturday, March 9, 2019** at **6pm**. This year's theme was **Jazz Age Speakeasy**. Auction Co-Chairs Rachael Smith and Christine Dyer and Fund Development Coordinator Stephanie Galer led a robust committee of volunteers to pull off this wonderful, sold-out event for ANCS.

While numbers are still being finalized, preliminary reports indicate that the Auction raised approximately \$82,000 net (\$112,000 gross), which is about \$20,000 more than previous years. In addition, this year's event sold out with 501 guests in attendance.

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The silent auction went 'live' the Tuesday prior to the event. Guests purchased drink tickets, raffle tickets, and started to bid on items in the days leading up to the event. Sponsors attended a special pre-auction cocktail party the night of the event.

The evening included live jazz with ANCS parent Evan Hodges, a full bar with specialty cocktails, a live auction of grade-level artwork, a raffle of grade-level packages, a silent auction of professional art, travel packages, unique experiences, and food & drink certificates, and dancing with DJ Yvonne Monet. Food was provided by Endive, décor was provided by Tulip Blooming Creations, and production elements were provided by Active Production & Design.

Auction sponsorships are now part of our new corporate sponsorship model. Of the \$34,750 that has been raised in corporate sponsorships so far, \$25,425 was credited to the Auction and will be directed to the school's operating budget.

The Auction was held in a new location this year (Ambient Studios), and feedback so far has been very positive. In addition to a new venue, this year we switched to a new online bidding and event management software called [One Cause](#), which proved to be a user-friendly system for volunteers, staff, and guests. With this new software, all smoothly with the auction website, ticket sales, online bidding (opened several days before the event), check-out process, and post-auction reporting.

**Other Key Takeaways include:**

- Made more income per guest than recent years, but spent the same per guest
- Net Income was almost \$20k higher than recent years
- Key income elements maintained levels in a new venue
- Lowered ticket price
- Provided low-cost items for families of all economic backgrounds
- Improved VIP/Sponsor experience
- Positive event feedback from guests, faculty/staff, and volunteers
- Reduced cash handling liabilities (only 2.5% of income was cash)

**Many thanks to corporate and in-kind sponsors, donors, volunteers, and staff for making this year's Wonder Ball Auction a huge success!**

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### Recent Fund Development Meetings/Activities:

- **Meeghan Fortson, Sabrina Sexton, and Stephanie Galer** met on **Wednesday, March 6** to review the monthly financials report and discuss upcoming Fund Development activities, including the Wonder Ball Auction. Monthly Fund Development Chair and Coordinator meetings are scheduled for the year.
- The **2019 Wonder Ball Auction** was held on **Saturday, March 9** at Ambient Studios.

### Upcoming Fund Development Meetings/Activities:

- Fund Development and PTCA fundraising teams will meet on **Tuesday, March 26** to review and evaluate the new corporate sponsorship model and discuss plans for the remainder of the year.
- The next Fund Development Committee meeting is scheduled for **Wednesday, March 27 at 8:15 AM** at the **Elementary Campus**. The Committee will debrief from the Auction and plan Gather & Grow Week.
- The spring “**Gather & Grow Week**” will take place the week of **April 22 – 26**, to make a final push for participation in the Gather & Grow Fund before the end of the fiscal year (June 30).

End of Report.

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