



Fund Development Report // September 2019
Prepared by Meeghan Fortson
ANCS Governing Board Meeting // September 17, 2019

2018-2019 Gather & Grow Fund

Final Total (as of 9/11/19): **\$140,541**
Goal: **\$140,000**
Percent of goal reached by June 30: **100 %**
Board Participation: **100 %**

2019-2020 Gather & Grow Fund

July donations received: **\$2,342**
August donations received: **\$4,471**
Year to date: **\$6,813**
Goal: **\$150,000**
Board Participation: **8%**

Comparison to previous years:

2018 July/August (year to date) donations received: **\$5,616**
2017 July/August (year to date) donations received: **\$7,325**

Wrapping up 2018-2019:

A revised final 2018-2019 Fund Development Financial Report was presented at the September Fund Development Committee meeting. The final 2018-2019 Gather & Grow Fund total was **\$140,541**, exceeding our goal of \$140,000.

This total was revised slightly from the number reported at the August board meeting due to gifts that came in at the end of the fiscal year but not processed until after June 30. For fundraising reporting purposes, the committee determined that year-end gifts should be attributed to the campaign for which the donor intended as per the discretion of the Fund Development Coordinator. Note that totals may vary slightly from a Business/Operations report run for accounting purposes.

2019-2020 Gather & Grow Fund:

The **2019-2020 Gather & Grow Fund** kicked off on July 1, although no solicitations were sent in July and August. The funds that were raised during these

first two months are a result of ongoing, recurring donations. The first solicitation letters to new Kindergarten families from Chuck Meadows and Eric Teusink were mailed the week of September 9. Personalized solicitation letters to our major donors (\$1,000 and higher) will go out later this month.

The donor recognition party, honoring donors who gave \$1,000 or more to the Gather and Grow Fund last year as well as school sponsors of \$1,000 or more, took place on September 10 at Mediterranean. With approximately 50 guests in attendance, it was a successful and fun gathering where donors were thanked and the 2019-2020 Gather & Grow Fund goal of \$150,000 was announced.

Brochures/pledge cards are being updated and are scheduled to go in the mail with a solicitation letter, personalized for each grade, in early October.

Corporate Sponsorships:

Sponsorships are off to a very strong start as we enter the 2nd year of our school-wide corporate sponsorships program. As a reminder, the funds raised from sponsorships are shared between the PTCA and the school's operating budget.

A team of volunteers and staff met on **August 20** and kicked off solicitations for 2019-2020 corporate sponsorships. The focus for the past few weeks has been on renewing last year's sponsors. So far, we have raised \$30,000 in renewed sponsorships (including some increases). Last year, \$36,000 was raised in sponsorships, and we expect to exceed that amount this year.

2020 Auction Update:

- The **2020 Wonder Ball Auction** will be held on **Saturday, March 7, 2020** at **Ambient Studios**. Fund Development Staff and volunteers are working to identify Auction Chairs and will have more to report at the next meeting.
 - An "Auction Roles and Responsibilities" document has been updated and shared with the Fund Development Committee, detailing the role of the Fund Development Committee, Fund Development Coordinator, Auction Chairs, and other paid staff. New this year, there will be four co-chairs (volunteers) as well as hourly paid event staff rather than hiring an event consultant, which will save money and be a more efficient use of funds.
-

Recent Meetings/Activities:

- **September 11** - The Fund Development Committee met to review/discuss:
 - Revised, final numbers for the 2018-2019 fiscal year.
 - July/August financial report for 2019-2020.
 - Final draft of donor recognition incentives for our Gather & Grow Fund Gift Club Levels.
 - 2019-2020 corporate sponsorships
 - Board pledge form (*to be shared at the October board meeting*).
 - Wonderball Auction including 2019 final report and 2020 volunteer recruitment
 - Database recommendation to remove gender and title
 - *Minutes from this meeting have been posted on [Board on Track](#).*

Upcoming Activities:

- **Sponsorship Team Meeting:** Stephanie Galer, Meeghan Fortson, Rachel Higgins, Rachel Ezzo, and Jim Paisley will meet on **Tuesday, September 17** to discuss progress on 2019-2020 corporate sponsor solicitations.
- The next **Fund Development Committee** meeting is scheduled for **Wednesday, October 9 at 8:15 AM** at the Elementary Campus.

End of Report.

2019-2020 Fund Development Committee

Susannah Darrow*
Meeghan Fortson, *Chair*
Stephanie Galer*, *Fund Development Coordinator*
Narin Hassan*
Sabrina Sexton
Eric Teusink

**Non-Board Member*
