The GLOBE Academy

Development Committee Report

29 June 2020

Committee Chair: Meghann Adams

Report Type: Update

Updates:

1. **Operational Budget/Fundraising Goals (through 5/31/20)**
   a. 2019-2020 Fundraising Goal: $250,000; 2% of operating budget
   b. Annual Fund: $108,700 received to date
   c. GLOBE Trot: $137,600
   d. GLOBE Rocks: $9,900
   e. Total raised to date: $256,200; 103% of fundraising goal

2. **2019-2020 Annual Fund**
   a. Donor Thank You Letters – July 1 (all donors)
   b. Recognition – donor monitors, website updates, thank you banners
   c. Donor wall being removed
   d. Asking for donor recognition preferences with each gift
   e. 100% board participation
   f. Ongoing recognition – letters to go out in July
      i. **Global Leadership Circle** ($1,000+ for 2+ years) = 7
      ii. **Global Advocate Circle** (Any donation for 3+ years) = 46
   g. New Donor Levels/Benefits
      i. **Global Benefactor** ($5,000+) = 1
      ii. **Global Sustainer** ($2,500 - $4,999) = 1
      iii. **Global Patron** ($1,000 - $2,499) = 24
      iv. **Global Citizen** ($100 - $999) = 98

3. **Fund Development Plan**
   Components of the Total $300,000 Unrestricted Fundraising Goal
   a. **PRIVATE FUNDS - $156,000**
      Major Gifts/Individuals - $26,000
      Board Giving - $3,000
      Online Donations - $48,600
      Recurring Donations - $44,400
      Corporate Giving/Sponsorships - $20,000
      Grants (operating funds) - $8,000
      Third Party Fundraising/Misc. - $6,000
   b. **FUNDRAISING EVENTS - $144,000**
      GLOBE Trot Fun Run Event - $130,000
      GLOBE Rocks Charity Concert - $7,500
      Square 1 Art - $6,500

4. **Database Management**
    a. Ongoing database cleanup (about 1/5 of the way through the list)
    b. Pricing out three vendors

5. **Partnership Opportunities/Sponsorship Packet**
    a. Giving levels and benefits
    b. Student heat map
    c. General overview of school, links to videos

6. **Grants**
    a. CARES Act Formula/Entitlement Grant $334,000
        i. 1:1 devices for students, teachers (iPads, Chromebooks, laptops)
        ii. Subscriptions for remote learning
        iii. Cleaning supplies for school
    b. DEI Grants
    c. Waiting on finalized budget to figure out needs/gaps for next school year

7. **Next Development Committee Meeting via Zoom:** Tuesday, July 21, 2020 @ 7:30 pm

End of Report