**The GLOBE Academy**

**Development Committee Report**

**17 June 2021**

**Committee Chair:** Meghann Adams

**Report Type:** Update

**Updates:**

### A. Fundraising Update

| 2020-2021 Unrestricted Fundraising Goal: $300,000 | | | | |
|---|---|---|---|---|
| As of 5/31/2021 | | Goal | Raised | % |
| Annual Fund | $ | 158,500 | $ 124,024 | 78% |
| Major Gifts/Individuals | $ | 26,000 | $ 43,343 | 167% |
| Board Giving | $ | 3,000 | $ 4,439 | 148% |
| One-Time Donations | $ | 50,000 | $ 32,493 | 65% |
| Recurring Donations | $ | 45,000 | $ 28,633 | 64% |
| Corporate Giving/Sponsorships | $ | 20,000 | $ 12,028 | 60% |
| General Operating Support Grants | $ | 8,500 | $ 750 | 9% |
| Miscellaneous Donations/Income | $ | 6,000 | $ 2,338 | 39% |
| School-led Fundraising Events | $ | 141,500 | $ 107,327 | 76% |
| GLOBE Trot | $ | 130,000 | $ 104,546 | 80% |
| Square 1 Art | $ | 4,000 | $ 2,781 | 70% |
| GLOBE Rocks (CANCELLED) | $ | 6,500 | $ - | 0% |
| OVERALL GROSS | | | $ 231,351 | 77% |
| Fundraising Expenses | | | $ 12,529 | 5% |
| OVERALL NET | As of 5/31/2021 | | $ 218,822 | 73% |

### B. General Updates
1. Approve draft of the 2021-2022 Fund Development Plan
2. Sponsorship packet – awaiting new student data to include before finalizing
3. Bloomerang set up complete – conducting training with staff and committee members

### C. Fundraising Events Subcommittee
1. Lorena Ferro Borges has taken the lead with the subcommittee
2. GLOBE Trot will be on Friday, October 22
3. Moving forward with GiveButter vendor for new fundraising platform – directly integrates with Bloomerang, so we will have all our donor information in one place starting this school year
4. Revised the GLOBE Trot sponsorship packet – Beginning to seek sponsorships

**D. Grants Subcommittee**
   1. Further researching more than 30 grant prospects that have been identified
   2. Update 21-22 Grant Calendar

**E. Annual Fund Subcommittee**
   1. Revising fundraising webpages
   2. Donor recognition tasks – sending out end of school year thank letters, updating website list and donor recognition on monitors at each campus, purchasing recognition banners for each campus
   3. 21-22 Annual Fund Campaign Challenge – working on marketing materials for orientation and start of school

**F. Next Development Committee Meeting**: Thursday, July 15 at 12 pm via Zoom

**End of Report**