**Development Committee Report**

**2018 – 2019 Annual Fund Raised to Date: $804,145**

**Raised Since Last Board Meeting: $ 76,673**

**Left to Goal: $344,855**

**Activity & Progress Highlights:**

* **Board Leadership Giving:** Dave McBride will lead a Board ***extra-giving*** effort to raise an additional $20,000 from Directors by June 30 for a *Matching Challenge* pool. A seed gift has already been received.
* **Individual Gift Solicitations Team:** The Team received coaching from Cat. Bob, Charlie, Lanny, Jeff Matt and Patricia are progressing on their calls to a total of 36 prospects. Debbie is updating and circulating a spread sheet weekly to keep track of progress.
* **Corporate Solicitations Team:** Jimi, Dave and Alan Jordan are developing a corporate prospect list; prioritizing, identifying solicitors, working with RSC on a 2019-2020 season sponsorship piece, and creating a new entry-level program for first time small businesses and companies.
* Merrill Lynch committed $5,000 to co-sponsor the May 17, 2019, Classics Series concert and a pre-concert dinner for 110 Club members.
* Delmarva/Excelon made a $500 for May Explorer Experience concerts.
* **Stewardship Team:** Patricia has selected volunteers to assist with thank you notes or phone calls to donors in response to gifts received each week. Thank you cards are designed and printed for their use.  A tutorial session will be scheduled after April 15 to get this initiative up and running.
* **RSC Consultant’s Report:**
* 60 Day Plan for year-end campaign finalized and in motion
* New value-based message created to provide clarity and consistency to solicitations
* New reporting protocols put in place to track progress and use analytics to drive tactics
* Respectfully submitted: Bob Stoddard, Chair