



Development Committee Report

2018 – 2019 Annual Fund Raised to Date:	\$727,472
Raised Since Last Board Meeting:	\$44,898
Left to Goal:	\$421,528

Activity & Progress Highlights:

- Development Committee Members have been recruited and organized into sub-committees of Individual Solicitors, Corporate Cabinet, and Donor Stewardship.
- Individual Solicitors have met and taken 8 – 10 prospects each with a goal of meeting with prospects face-to-face to renew or increase giving to FY19.
- Debbie Green has agreed to track and report on Individual Solicitor activity with weekly updates.
- A plan has been developed to create a Matching Challenge Pool of \$30,000 to incentivize Major Donor giving and as a tool for Individual Solicitors in their conversations.
- A Thank-a-thon was held on Tuesday and Wednesday, March 12 & 13. Ten volunteer callers reached out to 287 subscribers and personally talked with 44 donors. (see attached)
- Stewardship Committee will meet to organize their work to thank donors every two weeks by personal call or handwritten note.
- RSC has made their first site visit, meeting with staff and Board to develop a 60-Day Plan for immediate impact on FY19. Concurrently, they are developing a Three-Year Fundraising Plan for FY20, 21 & 22 to ensure long-term sustainability of the DSO.