

Date: July 2018
To: Tracey Crawford, Executive Director
From: Nanette Sowa, Superintendent of Development
RE: SLSF Update for July NWSRA Board

SLSF is meeting with potential sponsors, filing grants and reaching out to existing and new donors in an effort to meet its 2018 financial goals. The current status is as follows:

Sponsorships: Sponsorship dollars are part of the SLSF event budgets. The FY 2018 budgeted amount is \$76,350. To date, \$54,550 has been received.

Grants: The FY 2018 budgeted grant total is \$80,350. To date, SLSF has applied for \$96,753.50 in grants. Proposals were sent to a number of new foundations based on information found in the Foundation Directory resource. From the proposals sent, \$72,043 in grant money has been approved and \$48,906.36 has been received. SLSF also has \$221,000 in grant reserves from the grant received from the Wheaton Sisters in 2017 which is to be used to open PURSUIT 3.

Events: The FY 2017 Events budgeted amount is \$306,714. The total amount received in event dollars as of June 30th is \$155,762.20. A portion of those dollars represent event sponsorships as shown in the sponsorship portion of this report.

Grants to NWSRA: The Board approved a grant to NWSRA in the amount of \$334,000 for fiscal year 2018. The first installment of \$82,234.24 was paid in May.

Donations: SLSF was very fortunate to receive a planned gift of over \$71,000 in June. This generous gift was from the parent of one of the NWSRA participants. We are thrilled to have been remembered in this way. The spring appeal was sent in a new, longer format than previously. Although the return has not reached expectations, each gift that has been received is of a larger amount than in 2017 with the smallest being \$20 and the largest \$225. Online donations have also increased slightly with five donors giving on a monthly basis. One donor sends a monthly check of \$25. We also received monthly donations from a number of UPS employees, one from a Deloitte partner and one from an ATT employee.

Kevin's Club was launched in April. Twenty-four people who were personal friends of Kevin Kendrigan were sent information about joining this elite group of donors who will pledge to provide annual gifts of \$500+. Nanette sent reminder postcards at the beginning of June. As of June 30th, SLSF has received one gift of \$1500, one pledge of \$50/month - \$600/year and two promises of pledges. Nanette will be making phone calls in early July. A brunch is planned for August to invite all who received the first mailing to meet and asked for input as to how to make this club a success.

Nanette has sent enquiry letters to two of the ten people who were researched by American Philanthropic. Letters will be sent to two of these potential donors per month, giving Nanette time to properly follow-up with each recipient.

All miscellaneous donations add up to \$102,462.06 as of June 30, 2018.

2018 Goal: SLSF will be following the Development Plan prepared by American Philanthropic. The plan has each SLSF staff member focusing on a different program of the foundation: Nanette on major gifts and growing corporate and individual giving; Cathy on grants; Megan on events. As always, the entire SLSF team will be available to assist the others, but will focus their time on their individual assignments. Work is progressing on the plan.