

Date: July 2019
To: Tracey Crawford, Executive Director
From: Nanette Sowa, Superintendent of Development

SLSF is meeting with potential sponsors, filing grants and reaching out to existing and new donors in an effort to meet its 2019 financial goal of raising \$674,926.12. That goal is \$234,196.62 higher than the 2018 financial goal. The current status is as follows:

Sponsorships: Sponsorship dollars are part of the SLSF event budgets. The FY 2019 budgeted amount is \$76,600. To date, \$34,850 has been received. The SLSF team continues to seek new sponsors for the events. The Hole Sponsor Deal has received one new participant, the Gold Medal Fashion Show had one new sponsor and the Buffalo Grove Outing had a large influx of sponsor dollars adding a \$3000 gold sponsor as well as a \$1500 bronze sponsor and a number of new hole sponsors. The Palatine Hills Golf Outing was cancelled due to flooding of the course, however the dinner portion of the day was held. All sponsors were contacted and all chose to allow us to keep their sponsorship donation although one did choose to move to the next golf outing.

Grants: The FY 2019 budgeted grant total is \$268,000. To date, SLSF has applied for \$232,627 in grants in 2019. \$194,825 has been approved and \$187,824.98 has been received as of the date of this report.

Events: The FY 2017 Events budgeted amount is \$308,429.50. The total amount received in event dollars (including sponsorships) as of June 27th is \$115,859.04. The Palatine Hills Golf Outing was budgeted to gross \$26,000 but due to the cancellation of the golf portion of the day. Because most of those who had donated allowed SLSF to retain their donation, some chose to move their money to another outing and a number requested a refund. \$2,984.36 was refunded or moved. The gross for the outing was \$13,755.

Grants to NWSRA: The Board approved a grant to NWSRA in the amount of \$350,000 for fiscal year 2019. The first of three installments was paid in May: \$41,374.26 to the five funding focuses and \$78,020.98 directly paid for Dream Lab and Snoezelen Room expenses totaling \$119,395.24. The second installment will be paid in October, and the third installment in December.

Outreach: SLSF is using a list of businesses provided by NWSRA board member Christina Ferrara to research area companies to contact about building a relationship with the Foundation. The SLSF staff is also attending numerous networking events to increase the public profile of SLSF.

The Spring Appeal postcard was sent in late April encouraging online giving. The SLSF staff has been tracking donations from this appeal to see if a postcard is a successful way to encourage additional individual donations. So far \$265 has been given as a result of this appeal, all by check.

Judy Houser, mother of participant Allyson Houser and SLSF Board Chair Jim Houser, and a fabulous volunteer for SLSF passed away in April. \$3,378 have been given to SLSF in her memory.

SLSF also received a donation from the family of a young man who worked at Camelot School prior to his passing. Jeff Elko was so impressed by the work of NWSRA and talked about how important programs were to his students, that his family decided to create a fund that will provide an annual gift of \$2500 to SLSF. The first donation was received on June 4th, the first anniversary of Mr. Elko's death.

2019 Goal: Nanette will be retiring on August 30, Cathy will be assuming the Superintendent position. The search for a new Foundation Manager has begun with the posting of the job opening on numerous websites. Cathy will continue to work on grant goals in the position of Superintendent, Megan will continue events goals and the individual giving, sponsorship, planned giving and corporate outreach goals will transition to the new Foundation Manager position.