

2021 WACOSA DEVELOPMENT KPI REPORT

Gift Timeframe: 1/1/2021 - 12/31/2021

2021 Fundraising Goal: \$682,420 Covid Grant built into Goal: \$75,000 Actual Goal: \$607,420

NAME	QTR 1	QTR 2	QTR 3	QTR 4	AMOUNT	COUNT	2020
2021 1-5K		\$28,950	\$4,218	\$3,000	\$36,168	75	
2021 Annual Appeal				\$34,950	\$34,950	118	
2020 Annual Appeal	\$13,005				\$13,005	24	
COVID Special Grants			\$308,165	\$1,485,683	\$1,793,848	4	
Designated	\$32,000			\$1,800	\$33,800	3	
Designated-Bartlett		\$14,550	\$14,150	\$279,057	\$307,757	20	
Designated-General Endowment			\$18,000		\$18,000	2	
Designated-Named Endowment				\$3,300	\$3,300	9	
General	\$7,409	\$4,400	\$8,774	\$15,166	\$35,749	164	
Gift in Kind					\$0	1	
GiveMN		\$30		\$14,095	\$14,125	73	
Grants Awarded	\$9,000	\$11,500		\$26,370	\$46,870	6	
St. Cloud Rox			\$192		\$192	1	
Total	\$61,414	\$59,430	\$353,499	\$1,863,420	\$2,337,764	500	\$3,240,464
Back Out Covid Grants					-\$1,793,848		-\$2,520,076
Special Covid Grant							-\$200,000
2021 Adjusted Total:		Goal: \$607,420			\$543,916		\$520,388
					90% of goal		

2021 GRANTS:

Grants Pending	Date Submitted	Tentative Review Date	Updates		Amount	Money Received
1. MN State Arts Board Grant	11/8/2020	3/15/2021	Received 3.15.21 \$7400 Theatre and Dance	In progress	\$7,400.00	\$7,400.00
4. CMCf Arts Grant	3/22/2021	6/1/2021	Received \$7500 for 2022 Variety Show	In progress	\$7,500.00	\$7,500.00
5. City of WP	11/20/2020	1/20/2021	Received \$4000 for 310 Lighting Project	Completed	\$4,000.00	\$4,000.00
6. CMAB	6/20/2021	10/20/2021	Painting Class w/ 1st Ave and Dan M.	In progress	\$5,000.00	\$5,000.00
7. Benton Telecommunications	8/21/2021	9/21/2021	Trash Compactor	In progress	\$25,000.00	\$25,000.00
8. City of WP	10/13/2021	12/31/2021	Outdoor lighting at 1st Ave and Annex	In progress	\$4,000.00	
9. CLA - (Clifton, Larson, Allan)	10/9/2021	12/31/2021	Operating Expenses	Denied	\$20,000.00	\$0.00
10. CM Special Needs	10/31/2021	12/31/2021	Lifts and Slings	In progress	\$11,155.00	
11. Sauk Centre Art Grant	10/31/2021	12/31/2021	Classes and Passes at 510 Art Lab	In progress	\$4,300.00	\$4,300.00
12. 5310 Proposal/Grant	10/31/2021	12/1/2021	2 Busses (2024.2025)	In progress	\$144,000.00	
Total:			11/12 grants successful: 92%		\$232,355.00	\$53,200.00

2022-Stearns County Electric	1/28/2022	2/25/2022	CPR Equipment/AED Trainers	In progress	\$2,197.00	
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Fun Financial Facts:

Annual Appeal:	2019	2020	2021
Donations in Year	\$19,815	\$15,051	\$34,950
Donations in January		\$13,005	\$5,150
	<u>\$19,815</u>	<u>\$28,056</u>	<u>\$40,100</u>

Other Information:	2019	2020	2021
New Donors:		166	207
Donor Retention:		53.66%	59.14%