

2021 Development Key Performance Indicator's

2021	(Quarter 1)	(Quarter 2)	Quarter 3	Quarter 4	2021 Total	2021 Goal Fundraising	Difference	2020 Year
Goal \$607,420	1/1-3/31	4/1-6/30	7/1-9/30	10/1-12/31				
Gifts Received \$	\$61,414.31	\$59,430.00	\$353,499.00	\$1,863,420.00	\$2,337,763.31			3,240,464.38
Less Covid grants					-\$1,793,848.00	\$607,420.00		-2,520,076.76
Other deductions					\$0.00			-200,000.00
Total vs Goal					\$543,915.31	\$607,420.00	\$63,504.69	\$520,387.62
Gifts Received #	68	160	173	269	670			635
Other Received								
Grants Received	2	See Grant page			2			9
# Grants Applied for				5	5			14
# Grants Pending				5				3-see breakdown
Yearly Grants Received %								64%
# New Donors Yearly					207			166
Donor Retention % Yearly					59.14%			53.66%
Annual Appeal								40,100

Planned Giving Program Key Performance Indicator's

2021	(Quarter 1)	(Quarter 2)	Quarter 3	Quarter 4	2021 Total	Prior Years	Grand Total	Future Expectancies
WLS New Members	0	0	0	0	10	0	10	
WLS-Deceased	0	0	0	0	3	0	3	
WLS-Alive	0	0	0	0	7	0	7	

WLS=WACOSA Legacy Society

Estate Gift Amount:					\$0	\$0	\$0	
General Endowment Amount					\$18,000	\$0	\$18,000	
Named Endowment Amount					\$3,300	\$0	\$3,300	
Grand Total Amount					\$21,300	\$0	\$21,300	

Estate Gifts					0	0	0	
General Endowment Gifts					2	0	2	
Named Endowment Gifts					9	0	9	
Grand Total Gifts					11	0	11	

					2021	\$ Growth	Net Value
Endowment Fund Value*					\$53,714	\$0	\$53,714
Quasi-Endowment Fund Value*					\$0	\$0	\$0
Grand Totals-Endowment Funds*					\$53,714		\$53,714

* Includes Investment Earnings

2021 Grant Update

Grants Pending	Date Submitted	Tentative Review Date	Updates	Amount	Money Received	Money Denied	Money Due
MN State Arts Board Grant	11/8/2020	3/15/2021	Received 3.15.21 \$7400	\$7,400.00	\$7,400.00		
CMCF Arts Grant	3/22/2021	6/1/2021	Received \$7500 for	\$7,500.00	\$7,500.00		
City of WP	11/20/2020	1/20/2021	Received \$4000 for 310	\$4,000.00	\$4,000.00		
CMAB	6/20/2021	10/20/2021	Painting Class w/ 1st Ave and	\$5,000.00	\$4,000.00		\$1,000.00
Benton Telecommunications	8/21/2021	9/21/2021	Trash Compactor	\$25,000.00	\$25,000.00		
City of WP	13-Oct-21	Approved	Outdoor lighting at 1st	\$4,000.00	Coming		\$4,000.00
CLA - (Clifton, Larson, Allan)	10/9/2021	Denied	Operating Expenses	\$20,000.00	\$0.00	\$20,000.00	
CM Special Needs	10/31/2021	Approved	Lifts and Slings	\$11,000.00	Coming		\$11,000.00
Sauk Centre Art Grant	10/31/2021	Approved	Classes and Passes at 510	\$4,300.00	\$4,300.00		
5310 Proposal/Grant	10/31/2021	Approved	2 Busses (2024.2025)	\$115,200.00	*Holding for payment in '22		\$115,200.00
Total:				\$203,400.00	\$52,200.00	\$20,000.00	\$131,200.00