



Fund Development Committee Meeting

Date: April 11, 2023

Time: 10-11am

<https://coborns.webex.com/coborns/j.php?MTID=me75e8631668d10c3b3d8c699b9f70eea>

1. Welcome

- Attendance: Lori Johnson, Pat Flicker, Ed, Jeff Voit, Sandi Westergren, Nancy Betts, Connie Cross, Lindsey Rennie Excused: Peggy B.

2. Planned Giving:

- Ed Update
 - i. We have 12 members that are still alive and have estate gifts. In 2022, the amount of money that was received was \$142,000. Total number of gifts in 2022 was 13. Since the endowments started, we have received 24 gifts. We added \$85,000 to the endowment back in January of 2023.
 - ii. Ed wanted to call attention to a few items. The first year the money was spent on Donor Research, Staff Training, Helping WACOSA put policies in place. Second year was spent on Donor research and cultivation.
 - iii. QCD: Another highlight QCD's. This is a way for a donor over the age of 73 to make a donation from their required minimum distribution. There was a 67% increase in donors for those who use QCD's.
 - iv. On February 27th, there will be a Board Training Session on QCD's. Ed is going to be winding down his time about mid-year. They are transitioning now. Pat flicker and Nancy Bett's will be partnering to maintain and grow donors numbers.
- KPI for Planned Giving Program
 - i. Pat presented updated numbers and explained the different information for new/new members.

3. Development

- KPI's for Quarter: Pat provided updates on the KP's for the
 - i. Donor amounts have dropped. There was a client that passed away the year prior and Pat thinks that is why there may have been the drop.
- Grants Updates
 - i. Give to the Max Goal - \$19,304.
 - ii. Annual Appeal 102 gifts - \$40,000+



- Pat shared that it has been a good year overall. The new LED sign is up and being used. The 1st avenue project is going well and there have been several grants that have covered the cost of lifts and other equipment. The South program is working on an art mural.

4. Fundraising Events

- Back Shed Brewing August 5th event updates
 - i. Food – Jimmy D’s Food Truck – 3 different food options. Will charge WACOSA \$10.00 per person
 - ii. Entertainment – Retro is going to be the band that will be playing for the event.
 - iii. Sponsorships: Letter’s have gone out – Sent by Pat
 - iv. Silent Auction: Will begin process closer to May
 - v. Event Ticket’s will be \$20.00 – Will cover food and 1 beverage free of charge from Back Shed Brewery. Ticket sales will be a peer to peer selling.
 - vi. Back Shed Donation: They will be making a special WACOSA Beer and a soda. The clients will vote on the flavor of soda.
- Pizza Ranch event possibility for April or May – July 10th

5. Other

- 60th Anniversary discussion
 - i. Open House – March 28th from 9:00am-11:00am. At all locations. Not the Admin Building. Cake and water/juice and guided tours of the building.
- Cryptocurrency and our Gift Acceptance policy

6. Marketing and Development Collaborations

- 60th Anniversary stuff – Continue collaboration for event planning.

**TENTATIVE MEETING DATES ARE FEB 14, MAY 16, AUG 15, NOV 14
WE WILL BE PLANNING ONE ADDITIONAL IN-HOUSE MEETING TO PLAN THE BIG
60TH CELEBRATION AT BACK SHED BREWING**