



Fund Development Committee Meeting

Date: August 8th, 2023

Time: 10-11am

<https://coborns.webex.com/coborns/j.php?MTID=md99266af78c21f7b0a331d075f1607dc>

1. Welcome

- Attendance: Peggie Bauer, Nancy Betts, Pat Flicker, Lindsey Rennie, Connie Cross, Ed Strac.
- Unable to Attend: Sandie Westergren, Jeff Voit, Lori Johnson

2. Planned Giving

- Ed Update -KPI Review: Reviewed the total number of gifts
- Performance (Investment Performance): \$272,000 but is still showing a loss due to the bad market last year. It is likely close to breaking even. The report is through the 2nd Quarter (June 2023).
- Ed is ending his time with WACOSA at the end of the year. He is reaching out to Board Members to touch base on planned giving. We have made great progress in the last three years. We are anticipating another \$120,000 in the next 6 months. The goal is \$1,000,000 by 2028. Nancy and Pat will be taking over Planned Giving.

3. Development

- April/May/June are generally low-giving months. The first quarter went great. We are still on target for where we need to be. We are at 50% of our goal. The number of gifts received in the slower months of April/May/June has increased in terms of the number of donations however the amounts are smaller. We overall have more gifts.
- Grants: We have a \$20,000 grant that is pending. We are eligible to apply for the grant due to Jeff Voigt being on the Development Committee. There are not a lot of grants this year, but we are in the process of figuring out what is needed. Review the monthly outlook report and if you have questions, connect with Pat Flicker.

4. Fundraising Events

60th Annual Bash Results and Updates:

- Our overall estimated income was \$62,000.
- We sold over 116 tickets on the day. 91 t-shirts ordered/sold. \$9,000 total.
- Event sponsors \$42,902.83.
- The silent Auction went very well and the grab-and-go went well.
- \$450 to rent the location
- Billboards and bus signs \$1,000 are part of the sponsors.
- Did not send postcards and mailings – stuck to electronic.
- The only thing that the report does not show is the hourly rate for those who worked, not volunteered.

Other:

- WACOSA'S current donor management software was purchased by another software. WACOSA must transfer over to a new company and the transfer starts on 8/8/2023. The current company will be pulling the information over to the new system which will help save time. They don't have a planned giving module, so they are going to create one in the system.
- Give to the Max – November – Prep and get it ready in October
- Fall Social for the Legacy Members: Putting on a social for the Legacy Member as a thank you. We would provide a presentation and snack.
- Monthly Donors will have their accounts in the new donor management software so they can see their details of what they have donated.