

2023 WACOSA Development Key Performance Indicators

	Qtr1	Qtr2	Qtr3	Qtr4	Total	Goal	Difference	2022 Totals	2022 Budget
General Donations	\$19,671	\$21,012	\$13,607	\$65,757	\$120,047	\$115,000	\$5,047	\$127,450	\$100,000
Event	\$16,000	\$29,445	\$18,600	\$750	\$64,796	\$45,000	\$19,796	\$32,459	\$56,000
Grants	\$25,900	\$8,916	\$2,372	\$13,540	\$50,728	\$71,000	-\$20,272	\$50,020	\$134,000
Total General Op.	\$61,571	\$59,373	\$34,580	\$80,047	\$235,571	\$231,000	\$4,571	\$209,928	\$290,000
Designated (APH)	\$127,983	\$25,692	\$13,850	\$50	\$167,575	\$375,000	-\$207,425	\$219,293	\$300,000
Endowment	\$78,941	\$500		\$86,525	\$165,966	\$100,000	\$65,966	\$117,055	\$75,000
TOTAL DONATIONS	\$268,495	\$85,565	\$48,430	\$166,622	\$569,112	\$706,000	-\$136,888	\$546,277	\$665,000
Total # of Donations	110	277	187	273	847			761	
Donor Count					513			503	
New Donors					185			197	
Donor Retention					64%			61%	

Planned Giving Program Key Performance Indicator's

WACOSA LEGACY SOCIETY	Qtr1	Qtr2	Qtr3	Qtr4	Year Total	Prior Years	Grand Total	Average Estate Gift	Future Expectancies
WLS New Members	1	2	1	1	5	15	20		
WLS-Deceased	0	0	0	0	0	4	4		
WLS-Alive	1	2	1	1	5	11	16	\$40,000.00	\$640,000.00

WLS=WACOSA Legacy Society

ENDOWMENT INFORMATION

Estate Gift Amount:					\$0	\$34,510	\$34,510		
General Endow Amt*				\$25,000	\$25,000	\$143,401	\$168,401	*Includes \$25,000 WACOSA donation to Flex Fund	
Named Endow Amt	\$78,941	\$500		\$61,525	\$140,966	\$22,254	\$163,220		
Grand Total Amount	\$78,941	\$500	\$0	\$86,525	\$165,966	\$200,165	\$366,131		

** Amount in Q1 is actually \$86,240 because a deposit of \$7298.61 was made in 2023 from 2022 EOY donation

Estate Gifts						2	2		
General Endow Gifts	0			2	2	7	9		
Named Endow Gifts	2	2	0	11	15	16	31		
Grand Total Gifts	2	2	0	13	17	25	42		

VALUES:					2023 YTD	Prior Year	\$ Growth	Distribution	Net Value
Endowment Fund Value*					\$331,387	\$139,693	\$191,694		\$331,386.54
Flexible-Endowment Fund Value*					\$44,590	\$29,815	\$14,775		\$44,589.50
Grand Totals-Endowment Funds*					\$375,976	\$169,508	\$206,468		\$375,976.04

* Includes Investment Earnings

2024 WACOSA Development Key Performance Indicators

	Qtr1	Qtr2	Qtr3	Qtr4	Total	Budget	Difference	2023 Totals	2023 Budget
General Donations						\$190,000		\$184,843	\$160,000
Grants						\$222,000		\$50,728	\$71,000
Total General Op.	\$0	\$0	\$0	\$0	\$0	\$412,000		\$235,571	\$231,000
Designated (APH)						\$300,000		\$167,575	\$375,000
Endowment						\$115,000		\$165,966	\$100,000
TOTAL DONATIONS	\$0	\$0	\$0	\$0	\$0	\$827,000		\$569,112	
Total # of Donations								847	
Donor Count								513	
New Donors								185	
Donor Retention								64%	

2024 Planned Giving Program Key Performance Indicator's

WACOSA LEGACY SOCIETY	Qtr1	Qtr2	Qtr3	Qtr4	Year Total	Prior Years	Grand Total	Average Estate Gift	Future Expectancies
WLS New Members	1	2	1	1	5	15	20		
WLS-Deceased	0	0	0	0	0	4	4		
WLS-Alive	1	2	1	1	5	11	16	\$40,000.00	\$640,000.00

WLS=WACOSA Legacy Society

ENDOWMENT INFORMATION

Estate Gift Amount:					\$0	\$34,510	\$34,510		
General Endow Amt*				\$25,000	\$25,000	\$143,401	\$168,401	*Includes \$25,000 WACOSA donation to Flex Fund	
Named Endow Amt	\$78,941	\$500		\$61,525	\$140,966	\$22,254	\$163,220		
Grand Total Amount	\$78,941	\$500	\$0	\$86,525	\$165,966	\$200,165	\$366,131		

Estate Gifts						2	2		
General Endow Gifts	0			2	2	7	9		
Named Endow Gifts	2	2	0	11	15	16	31		
Grand Total Gifts	2	2	0	13	17	25	42		

VALUES:					2024 YTD	Prior Year	\$ Growth	Distribution	Net Value
Endowment Fund Value*						\$139,693	-\$139,693		\$0.00
Flexible-Endowment Fund Value*						\$29,815	-\$29,815		\$0.00
Grand Totals-Endowment Funds*						\$169,508	-\$169,508		\$0.00

* Includes Investment Earnings

DONATIONS AND FUNDRAISING COMPARISON FROM 2019 FORWARD

NAME	#	2019	#	2020-COVID	#	2021	#	2022	#	2023	#	2024	2024 Budget
Endowment Distribution													\$8,000.00
Annual Fundraiser (Gross)	274	\$51,104.17	215	\$38,433.06	75	\$36,168.00	223	\$32,458.66	256	\$63,076.44			\$60,000.00
Add Salsa Engage not recorded					170	\$10,575.18							
Less Duplicate Entries		(\$20,900.00)											
Sponsorships for next year							4	\$1,050.00	3	\$750.00			
Spring Appeal							37	\$5,088.00	42	\$12,155.00			
End of Yr Appeal	82	\$17,135.00	101	\$19,776.00	118	\$34,950.00	91	\$34,389.00	116	\$41,234.86			
EOY Annual Appeal-came in Jan					24	\$13,005.00	2	\$5,150.00	11	\$6,285.00			
General	118	\$33,143.13	159	\$58,633.85	178	\$36,431.79	185	\$42,232.83	170	\$41,539.17			\$122,000.00
GiveMN	21	\$2,350.00	20	\$2,655.00	73	\$14,125.00	91	\$19,304.17	99	\$12,455.13			
Facebook									26	\$1,176.18			
Staff Fundraisers/Other FR							6	\$1,640.00	1	\$300.00			
Fundraising Event-Other	1	\$193.08					3	\$121.81					
Designated	9	\$3,181.05	87	\$11,775.00	3	\$3,800.00	31	\$15,595.68	3	\$2,540.00			
Pizza Ranch	4	\$1,562.77		\$0.00		\$0.00	5	\$1,390.50	2	\$632.47			
St. Cloud Rox	1	\$182.00		\$0.00	1	\$192.00	1	\$138.00	1	\$337.00			
Designated-Seniors Program	6	\$1,480.00	2	\$150.00			27	\$1,350.00	51	\$2,380.00			
Subtotal for General Op.		\$89,431.20		\$131,422.91		\$149,246.97		\$159,908.65		\$184,861.25			\$190,000.00
Grants Awarded	4	\$15,537.19	19	\$52,295.71	6	\$82,900.00	10	\$50,020.00	14	\$50,711.88			\$75,000.00
5310 Bus	2	\$128,039.70		\$64,420.00									\$147,000.00
Total Grants		\$143,576.89		\$116,715.71		\$82,900.00		\$50,020.00		\$50,711.88			\$222,000.00
TOTAL GEN OP		\$233,008.09		\$248,138.62		\$232,146.97		\$209,928.65		\$235,573.13			\$412,000.00
Designated-Bartlett	25	\$210,300.00	23	\$271,369.00	20	\$307,757.00	30	\$219,293.00	35	\$167,575.00			
TOTAL CAPITAL		\$210,300.00		\$271,369.00		\$307,757.00		\$219,293.00		\$167,575.00			\$300,000.00
Designated-Endowment	1	\$29,510.18			2	\$18,000.00	5	\$98,101.68	2	\$25,000.00			
Named Endowment					9	\$3,300.00	8	\$18,953.61	17	\$140,966.04			
TOTAL ENDOWMENT		\$29,510.18				\$21,300.00		\$117,055.29		\$165,966.04			\$115,000.00
Cares Grant				\$2,720,076.76		\$1,793,848.31	2	\$846,959.31					
TOTAL DONATIONS	555	\$472,818.27	634	\$519,507.62	679	\$561,203.97	761	\$546,276.94	849	\$569,114.17			
TOTAL IND DONERS	358		374		484		503		513				
NEW DONORS	197		163		191		197		185				
DONOR RET.(AVG 40-45%)		45%		56%		61%		61%		64%			
LYBUNT	105		173		157		231		256				
Budget:		\$572,000.00		\$594,900.00		\$645,540.00		\$665,000.00		\$706,000.00			\$827,000.00
		83%		87%		87%		82%		81%			
APH TOTAL AMT RAISED		\$257,000.00		\$301,000.00		\$305,000.00		\$352,000.00		\$406,000.00			
Total Paid by APH for year pledged		\$210,300.00		\$271,369.00		\$307,757.00		\$336,626.00		\$50,242.00			
APH difference		\$46,700.00		\$29,631.00		\$2,757.00		\$15,374.00		\$355,758.00			