



FUND DEVELOPMENT REPORT

FUND DEVELOPMENT COMMITTEE: Barb Mattison, chair; Beth Hendrix, LWVCO Executive Director; Ann Bryan, LWV Boulder County; Lisa Runkel; Tori Meyers

PAST: LWVCO ended fiscal year 2020 on June 30, 2020 with development figures accounting for 73.3% of actual revenues; development accounted for 42.3% of the FY20 budgeted revenues.

PRESENT: The LWVCO Fund Development Committee created a development plan for fiscal year 2021 that was approved by the Board in March 2020, just ahead of the pandemic; this development plan accounts for 60.1% of LWVCO's budgeted revenues. While things have certainly shifted due to COVID restrictions, we're maintaining our momentum; development currently accounts for 43.9% of year-to-date revenues, with a number of activities, proposals and pledges pending.

<u>Fundraising Activity</u>	<u>Budget</u>	<u>Results as of 4.5.21</u>
Planned Giving Program	\$1,000	\$11,429
Memorials & Honors	\$10,000	\$1,250
Grants	\$50,000	\$15,599
Unrestricted Donations	\$31,000	\$27,484
Restricted Donations	\$20,000	\$30,000
Community Shares	\$0	see note below
Leader of Democracy	\$45,000	\$28,331
Direct Mail Appeals (2)	\$29,000	\$6,530 (1)
Making Democracy Work! Day	\$500	\$930
Colorado Gives Day	\$12,000	\$10,500
Legislative Conference	\$500	\$1,000

FUTURE: Development activities account for 63.1% of the proposed FY22 budget. Barb Mattison is 'retiring' as chair of the Fund Development Committee and deserves major **KUDOS** for her strong and excellent work in structuring LWVCO's development activities!!

COMMUNITY SHARES WORKPLACE GIVING PROGRAM: LWVCO applied to this highly competitive program in May 2019 and were accepted in December 2019; our information was added to nonprofit partner materials in 2020 and promoted as a potential donation site. The Fund Development Committee suggested these incoming funds, potentially coming from workplaces statewide, be shared with Colorado Leagues; it was agreed that division based on member numbers would be most equitable. A proposal requesting that 50% of Community Shares actual revenues be proactively shared with Colorado Leagues twice each year (January & July), divided based upon membership numbers given to LWVUS on 2/1 of that year, was presented to the Board and approved unanimously in April 2021. These funds are to be used as each Colorado League sees fit; no reporting is required. While no funds have been received by LWVCO from Community Shares at the time of Final Call, we've received an initial donor report showing that 12 initial donors have pledged just over \$22,000, and we expect more donors to sign up as time goes on. The LWVCO Board of Directors and Executive Director are very pleased to be able to offer significant funding to Colorado Leagues to support general operations.