

# Fundraising Overview

Bruce L. Davis  
College Board Retreat  
July 14, 2022

	Actual	Actual		Actual YTD	Actual YTD	
	<u>2021</u>	<u>2020</u>	Difference	through 05-31-2022	through 05-31-2021	Difference
Contributions	\$ 1,467,353	\$ 2,367,741	\$ (900,388)	\$ 1,042,772	\$ 540,729	\$ 502,043
	(Includes MJO)	(Includes MJO & AB)		(Includes MJO & Waffle)	(Includes MJO)	
Special Event Revenue	\$ 284,546	\$ 75,258	\$ 209,288	\$ 158,992	\$ 274,076	\$ (115,084)
Investment Revenue	\$ 1,182,721	\$ 1,072,653	\$ 110,068	\$ (1,457,528)	\$ 576,858	\$ (2,034,386)
Total	\$ 2,934,620	\$ 3,515,652	\$ (581,032)	\$ (255,764)	\$ 1,391,663	\$ (1,647,427)
Contributions above w/o Major Gifts	\$ 1,267,353	\$ 1,117,741	\$ 149,612	\$ 292,772	\$ 340,729	\$ (47,957)
Total Assets	\$ 13,173,223	\$ 11,886,062	\$1,287,161	\$ 12,223,570	\$ 12,662,922	\$ (439,352)
Major Gifts	<u>2021</u>	<u>2020</u>		<u>2022</u>	<u>2021</u>	
MJO	\$200,000	\$1,000,000		MJO	\$200,000	
AB	\$0	\$250,000		Waffle	\$0	
			Pending	Dillard	\$250,000	
				Stafford EDA	\$750,000	
				MWHC	\$50,000	

Germanna Fund Raising		Actual YTD	Actual YTD	
		through 5-31-2022	through 5-31-2021	Difference
Contributions		\$ 1,042,772	\$ 540,729	\$ 502,043
Special Event Revenue		\$ 158,992	\$ 274,076	\$ (115,084)
Investment Revenue		\$ (255,764)	\$ 1,391,663	\$ (1,647,427)
<b>Total</b>		<b>\$ 946,000</b>	<b>\$ 2,206,468</b>	<b>\$ (1,260,468)</b>
Contributions above w/o Major Gifts		\$ 750,000	\$ 200,000	\$ 550,000
<b>Total Assets</b>		<b>\$ 12,223,570</b>	<b>\$ 12,662,922</b>	<b>\$ (439,352)</b>

Germanna Cares Activity Report		5/31/2022		
	Food	Emergency	Emergency	
	Pantry	Employee	Student	Totals
<b>Revenue</b>				
Contributions	\$ 5,525	\$ -	\$ 1,060	\$ 6,585
Transfers	\$ -	\$ -	\$ -	\$ -
<b>Total Revenues</b>	<b>\$ 5,525</b>	<b>\$ -</b>	<b>\$ 1,060</b>	<b>\$ 6,585</b>
<b>Expenses</b>				
Rent				\$ -
Food/Gas	\$ 5,163			\$ 5,163
Emergency		\$ 600	\$ 7,643	\$ 8,243
Office Supplies				\$ -
<b>Total Expenses</b>	<b>\$ 5,163</b>	<b>\$ 600</b>	<b>\$ 7,643</b>	<b>\$ 13,406</b>
Beginning Net Assets	\$ 65,448	\$ 12,450	\$ 22,384	\$ 100,282
Net Surplus/Deficit	\$ 362	\$ (600)	\$ (6,583)	\$ (6,821)
<b>Ending Net Assets</b>	<b>\$ 65,810</b>	<b>\$ 11,850</b>	<b>\$ 15,801</b>	<b>\$ 93,461</b>

Total Yearly GGP and Scholarship Expenditures		5/31/2022			
<b>Total 2019-2020</b>	<b>GGP</b>		<b>Scholarships</b>	<b>Grand Totals</b>	
# of Students	774		185	959	
\$ Spent	\$ 559,012		\$ 123,828	\$ 682,840	
Average	\$ 722		\$ 669	\$ 712	
<b>Total 2020-2021</b>	<b>GGP</b>		<b>Scholarships</b>	<b>Grand Totals</b>	<b>Change Over 2019-2020</b>
# of Students	808		207	1015	6%
\$ Spent	\$ 594,085		\$ 144,217	\$ 738,302	8%
Average	\$ 735		\$ 697	\$ 727	2%
<b>Total 2021-2022</b>	<b>GGP</b>		<b>Scholarships</b>	<b>Grand Totals</b>	<b>Change Over 2020-2021</b>
# of Students	667		210	877	-14%
\$ Spent	\$ 551,892		\$ 153,325	\$ 705,217	-4%
Average	\$ 827		\$ 730	\$ 804	11%

## **2021-2022 Germanna Educational Foundation Goals**

### **Gladys P. Todd Academy**

1. Continue Task Force engagement for local and individual donor solicitation.
2. Initiate grant writing program.
3. Work with GCC staff to provide needed information and success metrics for grant writing efforts.
4. Goal for 2021-2 – raise \$800,000, partially through October 5, 2021 Give Day.

**Raised \$200,000 – expansion throughout Spotsy will enlarge donor base significantly**

## **2021-2022 Germanna Educational Foundation Goals**

### **Germanna Guarantee**

1. Goal for 2021-2 – raise \$500,000, partially through October 5, 2021 Give Day.
2. Begin planning for return to live Monte Carlo. Work closely with planning committee on event structure and costs.
3. Continue enrolling Germanna Business Partners (half \$ raised goes to GGP)
4. Continue interaction with Student Services for more effective fund disbursement.

**Completed**

## **2021-2022 Germanna Educational Foundation Goals**

### **Germanna Cares**

1. Goal for 2021-2 – raise \$100,000, partially through October 5, 2021 Give Day.
2. Create quarterly Germanna Cares updates and use in appeals.
3. When possible, meet with donors individually to cultivate, resource and asks.

**Completed**

## **2021–2022 Germanna Educational Foundation Goals**

### **Revised Business Partner Program**

1. Goal for 2021–2 – Generate annual support from ten local businesses.
2. Engage business leaders from partners with faculty and students.
3. Encourage apprenticeships and internships.

**Partially completed. Awaiting Workforce reorganization completion.**

## **2021-2022 Germanna Educational Foundation Goals**

### **Germanna Real Estate Foundation**

1. Goal for 2021-2 - Purchase a facility in Stafford to allow for Nursing/Allied Health expansion and Cyber Security expansion.
2. Solicit major donor.
3. Obtain financing.

**Completed – closing to occur 08/23/2022**