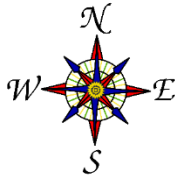


2019 March Interim Meeting Development Report
Annapolis Friends Meeting
March 23, 2018



Development: The purpose of an effective development program is to enable the Organization to realize its full potential and its highest destiny-on behalf of all the people it serves and aspires to serve in the future. Kent Dove

2018 Year-End Fundraising Summary

Fund	2018		2017	
	Donors	Total	Donors	Total
Annual Session	29	\$2,221.25	28	\$3,083.75
Barry Morley Scholarship	23	\$3,806.00	27	\$6,580.00
Camp Property Capital	82	\$66,615.52	125	\$82,055.66
Camp Property Operating	1	\$280.00	3	\$370.00
Camping Program	213	\$71,926.09	165	\$33,686.00
Diversity	97	\$55,711.27	110	\$36,980.50
Educational Grants Fund	0	\$0.00	1	\$1,654.00
General Fund	227	\$249,993.05	232	\$89,367.62
Gifts in Kind	14	\$10,245.26	12	\$21,950.05
Indian Affairs	0	\$00.00	1	\$200.00
Shoemaker Fund	0	\$00.00	1	\$75,000.00
Spiritual Formation	20	\$2,518.00	15	\$710.00
Sue Thomas Turner	2	\$250.00	1	\$600.00
Women's Retreat	64	\$5,025.39	30	\$1,639.59
Youth Programs	30	\$10,725.00	9	\$5,590.00
	598	\$479,316.83	615	\$360,102.17

- Gifts: \$479,316.83 (24.9% increase from 2018)
- Pledge Payments: \$25,980.00 (Not included in 2018 gift total)
- Donors: 598
- Goal: \$710,000.00 (we raised 68%)
- Critical gifts feel short of the goal to support:
 - Camp Property Capital
 - Youth Programs
- Planned Gifts:
 - Received \$52,004.18 in estate gifts in 2018
 - 4 additional planned gift commitments
- Committee \$50,000 Matching Gift Solicitation Update: We met the match!
 - Number of BYM Committee Members: **267**

- Number who made gifts during the match period (November 15, 2018-December 31, 2018): **110**
- Number who made their first gift ever to BYM during the match period: **11**
- Number who made a gift anytime during 2018: **129 (48%)**
- Number who have ever made a gift to BYM: **179**

2019 Contributions expected to meet budget-

- Goal: \$632,000.00

Current Funds Raised

- As of 3/15/2018: \$34,996.49 (5.5% of goal)

POINT TO PONDER:

Fundraising is proclaiming what we believe in such a way that we offer other people an opportunity to participate with us in our vision and mission. Fundraising is precisely the opposite of begging. When we seek to raise funds we are not saying, "Please, could you help us out because lately it's been hard." Rather, we are declaring, "We have a vision that is amazing and exciting. We are inviting you to invest yourself through the resources that God has given you" ... Henri Nouwen

Will the vision for BYM in 2019 be fully funded?

Respectfully submitted, Ann Venable, BYM Development Director