

2020 DEVELOPMENT COMMITTEE ANNUAL REPORT

We are grateful for the efforts and accomplishments of our Director of Development, Mary Braun, who has single-handedly led the BYM development efforts through these trying, unpredictable, unforgettable and unique times.

In June alone, she visited Patapsco Friends and Patuxent Friends, went to Interim Meeting and a Maryland Alliance For Justice Reform event – by Zoom; she lined up members of the Development Committee to call our Sustaining Quakers (donors who make a gift every month). She also participated in an American Fundraising Professionals virtual luncheon presentation on one-person development shops; and webinars on website development, leveraging community foundations and donor-advised funds.

BYM received three grants in response to grant proposal submissions. Four other grant proposals were written but not funded.

There is a lot going on. Mary is challenged to keep up with recording gifts received and sending out acknowledgments. But we are all very grateful for the increased number of gifts we have been receiving, 190 of which came from generous camp families who gave their camp deposit to BYM when camp was cancelled. Wouldn't it be nice if we could keep those camp parents as donors in perpetuity!? In addition, twelve monthly meetings made contributions to help the camp program manage amid the closure of camps. And 27 local meetings made early apportionment payments to help with this Spring's cash flow shortage.

New Initiatives

You can now designate Baltimore Yearly Meeting as the beneficiary of your purchases, when you make an online purchase through Amazon Smile. The same is true for IGive. It is not a lot, but it adds up, so we encourage you to designate Baltimore Yearly Meeting as the beneficiary of your purchases at Amazon Smile and IGive.

In recent years we have been asking for contributions to BYM when people register for Annual Session. We are continuing that initiative for our first virtual Annual Meeting. We hope you all made a contribution to BYM when you registered (but it is not too late to make one).

Catoctin Camp cabin rentals are available. We encourage you to spend some time at Camp Catoctin this summer. It is fun for you and provides funds for the Yearly Meeting.

Looking to the future

In 2022 we have the opportunity to celebrate the 350th anniversary of Baltimore Yearly Meeting and the 100th anniversary of the BYM camping program. If you are led to coordinate these important events or plan them, please step forward. Creativity, organizational skills and energy required!!!!

This Fall we will be launching a small capital campaign to raise budgeted funds for capital projects at the camps. There are capital projects at the camps every year that need to be funded. This has to be an annual effort.

If we work hard and Friends sustain their interest in supporting BYM till year end, the Development Committee is optimistic that we can meet our budgetary goals. But we are all in this together. It is a team effort.

Thank you very much for your support of BYM. Your courage, faith and hope will bring us through these trying times now and in the future.

And if you have not yet put Baltimore Yearly Meeting into your estate plan, please do!!!!

Respectfully submitted,

Marion Ballard and Byron Sandford, co-clerks, Development Committee

Elizabeth Hofmeister, Andrei Israel, Jon Nafziger, Betsy Roush, Harry Scott ("Scotty"), Frances Taylor, Victor Thuronyi, Harry Tunis, Development Committee members

Fundraising Summary						
Fund	Jan 2018 Thru June 2018		Jan 2019 Thru June 2019		Jan 2020 Thru June 2020	
	Donors	Total	Donors	Total	Donors	Total Fundraising Goal
Annual Session	0	\$0	0	\$0	17	\$1,850
Berry Morley Scholarship	9	\$420	8	\$420	30	\$320
Camp Property Capital	13	\$6,145	15	\$20,844	48	\$45,000 \$ 158,000
Camp Property Operating	1	\$130	1	\$150		
Camping Program	80	\$32,016	109	\$30,740	320	\$170,981
Cherity	62	\$33,028	80	\$28,848	44	\$11,900
General Fund	91	\$75,485	87	\$26,034	183	\$84,284 \$ 221,000
Gifts in Kind	1	\$50	3	\$1,510		
Indian Affairs	1	\$500				
Spiritual Formation	4	\$238	4	\$150	3	\$175
Sam T. Turner					1	\$50
Women's Retreat	45	\$3,730	4	\$130	16	\$1,354
Youth Programs	3	\$150	3	\$140	19	\$695
Endowment					1	\$5
TOTAL	265	\$128,304	264	\$289,082	554	\$314,879 \$ 380,000
Comparative Data						
Average Gift Size				\$150		\$250
# Sustaining Quakers	88		93		118	
# New Donors	42		50		201	
Giving Tuesday Nov (May)						\$9,981
Foundation Revenue		\$11,665		\$6,496		\$8,406 (over our actual goal)
Donation of Camp Fees						\$84,419
(130 families, 125 new donors)						
Goal to raise \$1 of revenue - 17 cents						