

## Development Committee Update March 2024

Usually, Q1 has a little bit of down time for us, but not this year! Wow has it ever flown by fast – hard to believe we are mid-March already. I just realized that we have a meeting scheduled for next Wednesday, but I will be on PTO in sunny Florida, soaking up some sun and enjoying some much needed R and R! You will get an hour given back to you for Wednesday, March 20<sup>th</sup> and here is your update as promised.

Here are the updates and some agenda items for the Development Committee Meetings coming up in April and May.

**A Night 4 HOPE is coming along very well! Here is the latest scorecard for the event:**



*\*\*We have 11 silver sponsors and current \$ is actually \$74,50*

One addition to this year's event is that we have added pre-sale gaming packages that ticket holders can purchase. One package is \$50 and includes entries into 3, \$20 games of their choice, and one package is \$100, which includes entries into 6, \$20 games of their choice. This year's games are:

- Heads or Tails \$20 – maximum of 3 necklaces and prize is \$1000
- Plinko \$20 – chance to win 3, 2 or 1 raffle ticket to win 1 of 2, \$500 prizes
- Cheers 4 HOPE \$20– draw a chip to win the liquor/wine/beer of your choice
- Golden Ticket Raffle - \$100 per ticket to win the live auction item of your choice

Live Auction Items to Date:

- Kabeelo Lodge – Canadian Fly-Out Fishing Trip for 2 and it is 4 days/ 3 nights at one of 13 remote outpost lakes in Ontario's Sunset Country
- Tuscany – 7 days and 6 nights in a One Bedroom Apartment for 2, including a wine tasting and a cooking demonstration, and dinner with a local chef
- Mexico – 6 days and 5 nights at your choice of Neuvo Vallarta, Acapulco, Riviera/Maya Cancun at a 4 or 5 star resort for 2
- Napa Valley – 4 days and 3 nights, private winery tour, tastings, and choice of tours
- MN Twins Suite for up to 20 participants – waiting on confirmation of the game
- MN Lynx Suite for up to 12 for the June 2<sup>nd</sup> against Dallas
- MN Wild Jersey signed by Brock Faber

25 of the 34 available tables have been sold for the event via sponsorships, table sales or individual ticket holders! Please forward to me any contacts that you have that you think I can reach out to for a sponsorship or auction item. We are still in need of silent auction items such as experiences, get aways, golf, hotel, etc.

## 2023 Impact Report

I have attached a copy of the 2023 Impact Report. It was just finalized this week and sent to the printer. Hard copies will be available at the Board Meeting on March 25<sup>th</sup>. I have also attached a current one pager for your reference as well.

## Video Shoot

This past weekend, March 9<sup>th</sup>, we spent the entire day with Thirty Story videoing, doing voice overs and youth interviews for our new HOPE 4 Youth Videos. The process was just amazing! Several of our youth chose to share their stories personally on the video, which will be incredibly impactful. One of our youth mom's drove 5 hours with her two little ones, to be part of this video because HOPE 4 Youth has done so much to make a difference in her life. Another youth couple shared with us that they have created a business and the shirts say "GREAM" which stands for God Runs Everything Around Me, and they are donating a portion of the proceeds back to us because of the impact we made in their lives. The stories were absolutely powerful and amazing to witness! We haven't had these kinds of youth stories come forward and I believe it will really allow us to connect with our donor base. The videos also included a look inside HOPE Place and an apartment. The deliverables include:

- Edit and Delivery of a 3 to 5 minute Highlight Video and a catalog of footage
- One additional 2 to 3 minute video
- 2 30 -45 second Social Media shorts with one focusing on being out in the cold

We will have the first version of the video that will be shown at the Gala, by April 5<sup>th</sup>.

## February Financials

	Feb 2024			Total		
	Actual	Budget	over Budget	Actual	Budget	over Budget
<b>Revenue</b>						
<b>DONATIONS, GIFTS, &amp; GRANTS</b>			0	0	0	0
40100 DG&G-Individuals	15,851	22,155	(6,304)	50,993	42,199	8,794
40110 DG&G-Civic & Faith Based Orgns	6,312	1,139	5,173	37,295	15,249	22,046
40120 DG&G-Corporations	15,721	13,585	2,136	27,668	25,802	1,866
40130 DG&G-Foundations		0	0	20,000	40,000	(20,000)
40140 DG&G-Government	31,934	36,469	(4,535)	67,657	72,938	(5,281)
<b>Total DONATIONS, GIFTS, &amp; GRANTS</b>	<b>\$ 69,817</b>	<b>\$ 73,348</b>	<b>\$ (3,531)</b>	<b>\$203,613</b>	<b>\$196,188</b>	<b>\$ 7,425</b>

Financials are looking really well to start out the year. We received another donation from White Castle's Round up Program in the amount of \$11,335! It is amazing what rounding up to the nearest dollar can do for an organization. Over half of this money was raised at the Blaine location, where a few HOPE 4 Youth young adults work, and shared their stories with customers. Another example of the power of telling our stories. We will be the recipient of their round up program for 2 more rounds, one in April/ May and one for October – December.

## Foundations and Grants

Lots of activity in this area as well:

- US Venture sponsorship proposal submitted
- Andersen Final report submitted
- Otto Bremer Trust final report submitted
- Otto Bremer Trust 24-25 submitted
- FHPAP ad on grant revised and submitted
- Carlson Family Foundation prospecting LOI submitted
- Frey Family Foundation prospecting LOI submitted

## Community Impact Update

- We are the Charity of Choice for the Cities 97 Giveback program through April 7<sup>th</sup>, It is a free 6 week radio advertising campaign sharing the mission of HOPE 4 Youth and allowing people to donate directly to us
- BOB FM is sponsoring A Night 4 HOPE through a \$2500 radio package – we are recording for this one on March 26<sup>th</sup>
- The Open House on February 24<sup>th</sup> was well attended by the community. The next one is scheduled for
- On February 29<sup>th</sup>, LaChelle and I attended a Community Mixer at KARE 11 where we had the opportunity to tour the studios and connect with the team over there. KARE 11 is interested in learning more about supporting the local community. It was a great opportunity to share about HOPE 4 Youth.
- We now have regular ongoing tours at our Anoka Location that the community can sign up for and register to come in and see the facility
- A new volunteer position has been created – it is a Volunteer Ambassador. These Ambassadors will help represent us this summer at tabling events and community events to help spread the word about HOPE 4 Youth

## Action Items:

The next 2 Development Committee Meeting dates are April 17<sup>th</sup> at 3pm and May 15<sup>th</sup> at 3pm. Please let me know if you need an updated Zoom link or Calendar invite. We have a new team members, Breanne Patton, who is the Administrative Coordinator, who may be joining us for some of these meetings.

**A Night 4 HOPE** – we still have a few sponsorships available; also are in need of silent auction items; Abby or I are happy to reach out to someone if you have a connection. I have also attached the sponsor asks and deliverables letters for you

**April Meeting** – I would like to focus on an area that I have in our Ops Plan. My goal is to cultivate additional \$1000+ plus donors. We grew by only one in this category last year and I would love to take some time to brainstorm or bring to the meeting, some ideas and suggestions to grow in this area.

This can be in monthly giving or employee giving which adds up to the \$1000 level. We currently have 108 regular monthly giving donors and the goal is to increase by at least 10%

**May Meeting** - Focus for this meeting will be on cultivating our top 40 donors. More to come with action items and questions in this area but wanted to plant a seed for the topics for the next few meetings.

Thank you SO much for all that you do for HOPE 4 Youth and in guiding the Advancement Team! I appreciate your time and your expertise that you bring to these meetings. Please feel free to reach out to me if you have any questions or concerns, or other areas we can focus on during these meetings.