

2018 Philanthropy West Virginia Revenue Generation & Prospect Tracking:

<u>Income Category</u>	<u>Amt. Rcvd/Amt. Budgeted</u>	<u>Prospects</u>	<u>Sub-Total</u>
Interest Earnings			
Annual Membership Dues	\$44,850/\$55,000	5 outstanding = \$3,000 in revenue At least 7 new corporates would bring in the additional \$7,000 to make budget for 2018. Top prospects: American Water – West Virginia, ZMM, Toyota, WesBanco CRA, Elliot Foundation, Brickstreet Foundation, Puskar Foundation, Fenton Foundation, Pugliese Foundation, PNC, and Huntington Bank. (We are sending a direct mail batch to our top 50 prospects this month).	
Philanthropic Partners Program	\$9,400/\$50,000	Direct solicitations will commence in June 2018. Requested amounts are: \$2,500, \$5,000, \$7,500, \$10K, \$15K, \$20K, and \$25K	
Private Fdtn Grants	\$115,000/\$193,500		
<i>a. Conference Support</i>	\$0/\$7,500		
<i>b. Benedum Foundation/ Keep5Local</i>	\$95,000/\$75,000	New proposal pending to Benedum Foundation for \$112,500	
<i>c. Maier Foundation – Ethics Pgm</i>	\$10,000/\$10,000	Grant was partly funded	
<i>d. General Support</i>	\$10,000/\$55,000	Received Foundation Openness Project Grant. Requests planned for McDonough, Steeley, & Dominion Foundations.	
Corporate Gifts			
<i>a. General Corporate Gifts</i>	\$0/\$2,500	Pitch to Nonprofit HR for \$2,500 underway to sponsor e-communication for 2018.	
<i>b. Program Sponsorships</i>	\$0/\$5,000		
<i>c. Annual Conference Sponsors</i>	\$_____/ \$25,000	BB&T CRA, MS Graystone, Mason, First Energy, Foundant, Bromelkamp, eCratchit, JustWorks. etc. Ranges from \$1,000 to \$15,000 opportunities	
<i>d. Miscellaneous</i>	\$0/\$0		
State/Federal Grants			
<i>a. USDA</i>			
<i>b. ARC Flex-E-Grant</i>	\$8,000/\$8,000	Economic Development Philanthropy Training grant was approved.	
Conf/Workshop Fees			
<i>a. Annual Conference Reg.</i>	\$_____/ \$21,000		
<i>b. Workshop Fees</i>	\$_____/ \$10,000		
<i>c. General Reg Fees</i>	\$1,040/\$7,500		
<i>d. Miscellaneous</i>	\$_____		
Nonprofit Association Income	\$3,750/\$3,000	Payment for 1 st Quarterly service before separation.	
Consulting	\$0/\$15,000	Have received at least two possible client referrals.	