

Development Report
Board of Directors Meeting
August 6, 2020

1) Individual Giving/Stewardship

- a. *New Year! New Board Appeal! Let's achieve 100 percent participation by September 30!*
- b. Annual Board Appeal will launch September 1!
- c. Will propose Annual Ambassadors Circle Appeal – discuss with Lauren Anderson + Milby Dunn II

2) Grants Status

- a. July Developments
 1. The Brown Foundation, Inc. – HRC submitted required LOI proposing/requesting \$50,000 for Partners in Recovery program. If LOI approved, HRC will be invited to submit a full proposal. This foundation requires all board members make annual gift to agency. It is a best practice for all board members to support the agency with a meaningful annual contribution. All foundations consider this when granting funds.
 2. Laura and John Arnold/Arnold Ventures – HRC had very positive phone call with Arnold. As a result, HRC was invited to submit a capacity building grant focused on McGowen operations and data licenses and technology upgrades. Final ask amount to be based on HRC need; no less than \$100,000. Target submit date August 31.
 3. Cullen Trust for Health Care – Application/proposal seeking renewal funding for Partners in Recovery with an ask amount of \$50,000. Due September 1.
- b. Late 2020/Early 2021
 1. The Sterling-Turner Foundation \$10,000 Pending / Partners in Recovery – foundation trustee meetings delayed twice due to COVID. Based on ongoing communication, we should know decision soon. Very hopeful!
 2. The Hollyfield Foundation **\$6,000 Approved** / Project Reach
 3. Ruth Jones MacDonald Charitable Trust **\$10,000 Approved** / Partners in Recovery

3) Upcoming/Ongoing/Completed Projects

- a. Partners in Recovery / HRC revenue targets
- b. Rice Capstone Project – Inquiry
- c. HRC Mission Moment Video
- d. Website donor page revisions
- e. Monthly Grants Report + 2021 Grants/Reporting Calendar
- f. Sobering Center Client First Visit Initiative – done!
- g. Gift data entry and correspondence/contact uploads into eTapestry
- h. Donor Receipt and Recognition policies and protocol