

**The Arc Alliance Foundation
Executive Directors Report
For February 2018 Board Meeting**

Greetings, The Foundation has been active on many levels since our last meeting. We completed the December appeal, launched the new website, completed the annual report and met with the Governor as well as legislators in each of the counties we represent. In addition I maintain my work with The Arc Community Trust and am hopeful to have this completed in the next few months. This year has been challenging as we knew it would be coming off such a successful year. The major issue continues to be grant awards and major donations. As we discussed at our last meeting, in the 2016-17 year we received several foundation grants, a planned gift, and promises moved forward. We continue to work to identify and solicit donations to balance last year's significant donations.

Fundraising

The majority of our fundraising effort was focused on the December year end appeal that raised \$14,370 for the agency. In addition to the gifts that came in prior to yearend, we continue to receive gifts based off this appeal even through this month. We are in process of developing our March appeal to coincide with Intellectual Disability Awareness Month (March).

We are working to replace the major gifts and grants we received last year. We continue to work on requests for the transition program, Tiny House on Wheels, and technology improvements. In addition we are planning to produce two more appeals this fiscal year in effort to increase our base of support.

	July 1 Feb 17	July 1 – Feb 18	% Increase
Total Gifts	771	562	(37)
Total # Donors	253	283	11
New Donors	77	77	
Lapsed	71	85	(20)
Total Unrestricted \$ Received	53,393	56,086	
Restricted Gifts	121,726	96,035	

Donor Relations

As we look to increase involvement from donors and prospective donors it's important to be able to communicate our vision, share initiatives, and provide options for engagement. We look to accomplish this through personal meetings and group gatherings. The Foundation is hosting exploratory events where board members are able to invite individuals from their network to attend and discover how they can become more involved. We will host events on the following dates:

- March 29th at The Arc Alliance
- April 26th Location to be determined
- June 7th Location to be determined

Grant Activity

We are waiting to hear the outcome on Citco grant request for \$50,000 focused on technological improvements. Dolfinger-McMahon foundation grant of \$20,000 for support groups was funded for \$10,000. Unfortunately, TD Bank denied our request for Tiny House on Wheels.

In addition to the above grant requests the Foundation is working on submissions for the winter cycle for the music program, special tiny house on wheels, technology, Early Intervention Yoga program, and the Transition program..

Planned Giving

Paul Stengle continues to meet with the individual (Ben) on the Insurance Agency situation where The Arc Alliance Foundation is an 80% non-voting owner. As many of you may know this planned gift has been years in the development and last year at this time we were notified of the potential conclusion. Although this situation continues to be uncertain, in our last meeting with Ben we discussed two possible outcomes. Both of which would benefit The Arc Alliance Foundation and agency and may take place in this calendar or fiscal year. We will keep you informed of any updates.

Communications/Events

As we transitioned to 2018 we launched our new website. The site is streamlined with increased graphics and focus on user friendly engagement. There continues to be tweaks to the site but all indications are that our community has appreciated the update and find the site engaging and easy to navigate. I recommend that you take a few minutes to review the site and become familiar with the content.

In addition to the new site the Foundation was able to complete the 2017 Annual Report. The theme of a New Life promotes our vision of inclusion and community engagement. The Annual Report is accessible through the website as well as in hard copy upon request. This document is a nice piece to use as an opener for prospective donors and supporters. Please let me know if you would like copies.

The Arc Alliance Foundation in concert with The Arc Alliance, The Arc Alliance Children's Services and The Arc Alliance Advocacy Services engaged in, hosted and participated in over 15 events, community awareness programs and fundraising activities this current fiscal year. Below are the events.

Nov. 2 nd	Chat-n-Chew Supports Coordination
Nov 7 th	Photo Shoot for families
Nov 7 th	BCTV – Supports Coordination Overview
Nov. 7 th	Estate Planning – Planning for the future

The Arc Community Trust of PA

As the president of the Trust Board, I continue to work with the management team in effort to solidify the trusts future. The time investment in this effort has been significant (25-30%) and I hope to see it reduce in the coming months. I have seen significant improvement in trust operations and client engagement, which provides me with the sense that my active involvement will significantly be reduced in the next 1-2 months. I will keep the board informed of my activity and the progress being made.

Foundation Strategic Goals

- 1.1 Establish and implement best advancement practices, reflecting the utmost integrity and valued communication
 - Currently tracking and reporting monthly donation and event activity
 - Reviewed existing donation procedures, donor communications tracking detail.
 - Implemented a more defined data entry process to capture higher levels of detail for reporting and donor development activities
- 2.1 Expand Volunteer network to integrate a targeted talent pool into The Arc Alliance providing talent and financial support for organizational capacity
 - Expanded the high school work program to continue through summer months
 - Recruited College Student Intern for Spring Semester to assist with communications and Event activity. Seeking additional interns from local colleges for the Fall and Spring semesters
- 3.1 Expand Membership Initiative to secure 1,500 financially supportive (\$25 or more) members annually
 - Received and distributed membership car magnet to continue branding approach
 - Reached 215 members of the 1951 Legacy of Support Club (goal yr 1- 500 by June, 30)
- 3.2 Expand donor base to 5,000 files, distributing four annual appeal mailings per year
 - Currently have verified mailing list to 5,124
- 3.3 Cultivate and solicit mid-major donors and prospects to raise the needed resources to accomplish stated agency strategic goals
 - Establishing 4 Prospective Donor events for FY 2016-17
 - Established dates for Spring Awards Dinner and Celebration Event (May 26)
 - Working with Paul on strategies for donor development related to Strategic Plan
- 3.4 Establish a planned and estate giving program
 - Joined The Arc of US Estate and Planned Giving program
 - Met with local resources
 - Establishing online resources, mailing program and 4 informational sessions planned for this year. The first session is planned for October
 - Hosted 3 estate planning seminars
- 3.5 Develop foundation and local business network
 - Established expanded foundation network
 - Increasing submission of LOI's and Grants to 1-2 per month – on target
 - Continued development of local business connections – joined Mont. Chamber of Commerce in July – attended networking meeting
- 4.1 Provide the Advancement support to establish The Arc Alliance as an advanced and user friendly technological agency
 - Completed/ongoing website and social media revision
 - Increased postings of Social Media Content
 - Linked The Arc Alliance Website with local community organizations
- 5.1 Proactively communicate and disseminate Agency wide awareness campaign, increasing community recognition of The Arc Alliance

- Investigating grant and financial support to accomplish this goal
- Coordinated and participated in Community Awareness events, Ran community fundraising events
- Hosted the Monthly Building Bridges in the Community Cable TV Program based in Berks County and linked to our website
- Bill board advertisement (6month) on 422 in Douglasville interchange

Respectfully submitted,

B. Scott Camilleri
Executive Director
The Arc Alliance Foundation