

Action Items Review

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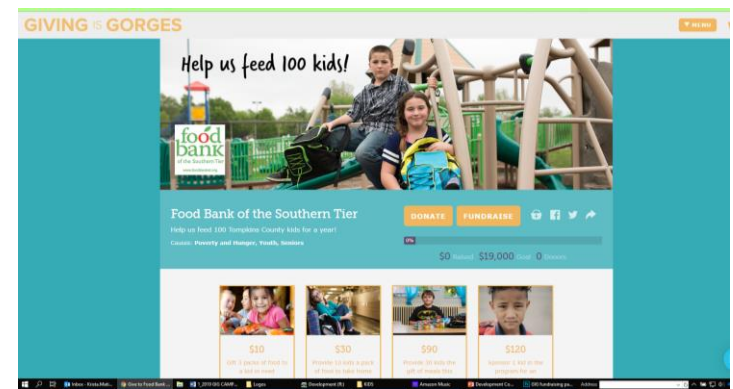
Action Items	Person Responsible	Due Date
Work with CCDOR Finance Dept to reconcile reporting	Meghan Parsons	ASAP
Summary of takeaways on dashboard report charts & send methods of solicitation definitions to committee	Meghan Parsons	ASAP
Send Circle to Feed Hope 2018 list to committee by email	Meghan Parsons	ASAP
All members make a financial pledge by March 31	All Committee Members	March 31
Research whether or not we can identify professional vs. student volunteers in database	Meghan Parsons	ASAP
Develop metrics for success of new position	Meghan Parsons	February 28
Confirm 2019 Development Committee meeting dates	Meghan Parsons	ASAP

Giving is Gorges



Giving is Gorges 2018

- What is GIG? Annual online giving day in Tompkins County where individuals and companies can come together to support local nonprofits
- Last year raised \$21,903 for Tompkins County BackPack Program including \$ prizes:
 - Donor Far, Far Away Prize
 - Most Dollars Overall!
 - Most Donors - 2nd Place
- 3 corporate matches (\$500 ea)
- 2 major gifts given (\$3K ea)
- Many board members gave (Thanks!)

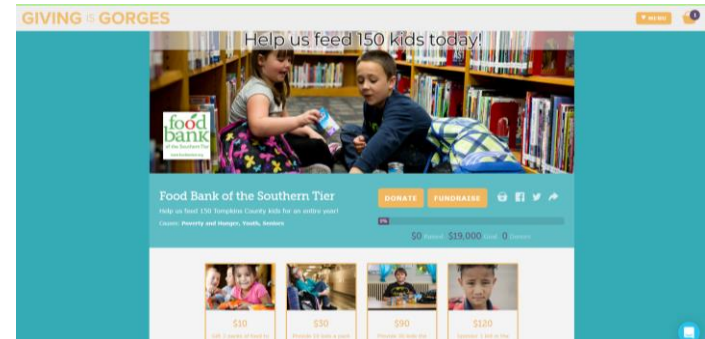




Giving is Gorges 2019

June 12, 2019 midnight – 11:59 pm

- Goals:
 - \$19,000 to feed 150 Kids in Tompkins County Backpack Program for the entire year
 - 3 corporate matches again
 - 2 individual matching donors
 - 4 fundraising champion pages
 - Giveaways during the day to donors
 - Set up satellite office in Ithaca





Giving is Gorges 2019

Ways You Can Help

Last year,
orgs that had
engaged
Boards raised
2x-3x more!

- **Set up a Fundraising Page**, set a goal, and share with network
 - Or allow us to set up a page for you!
- **Share the link** to our fundraising page via email and social
- **Stay tuned to your email** the week of for updates, progress to goal and \$ prizes we need your help to win
- **Ask your company** to set up a fundraising page or match donations
- **Make a Gift on June 12!**
- <https://www.givingisgorges.org/organizations/food-bank-of-the-southern-tier>

Restructure Update

Restructure update

Worked with Maya at West Wind Consulting

Shuffling of duties due to adding new position

New Job descriptions are done

Roll-out to team 5/23

Empty position will be posted 5/24

Donor Stewardship

Donor stewardship

Donor stewardship is the process that occurs once a donor has given to your organization.

Specifically, stewardship refers to the relationship-building and communications that take place after the gift has been received.

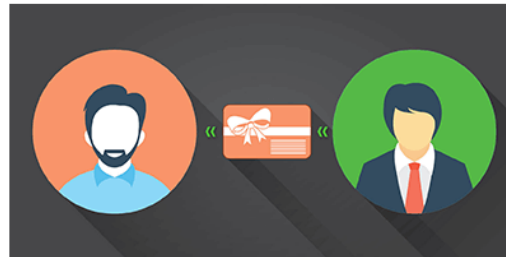
Donors tend to respect the position of board members, so leveraging your board members to show your nonprofit's appreciation is a highly effective means of cultivating long-term donors.

Donor stewardship process

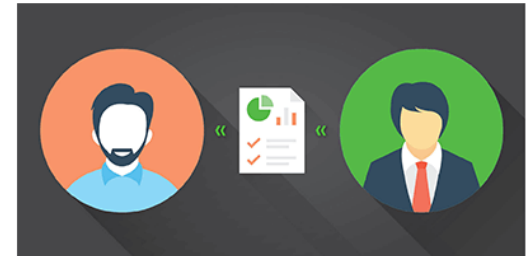
Step 1: The Donor Gives to Your Organization



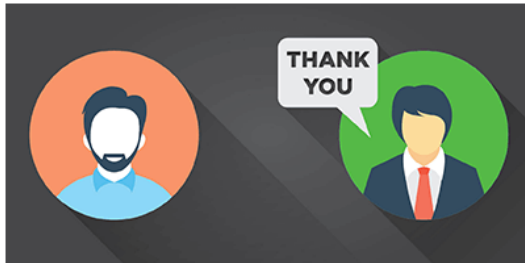
Step 3: Confirm the Donor's Intentions and Expectations



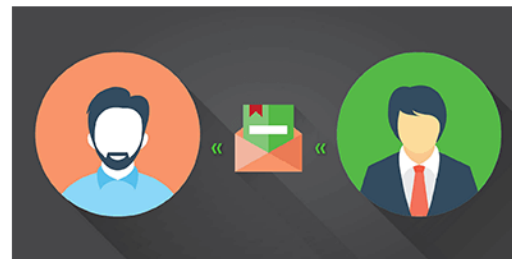
Step 5: Report the Gift's Impact to the Donor



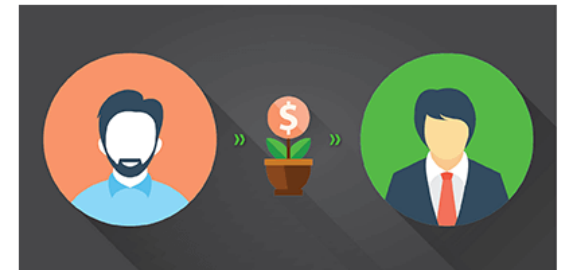
Step 2: Thank the Donor for Their Gift



Step 4: Recognize the Donor Accordingly



Step 6: Begin the Cultivation Process



What are donor stewardship activities?

Discussion



CTFH 2018 Committee TYs

9 gifts totaling \$4,520 received after calls, emails, notes

Donor(s)	Solicitor(s)	Last Gift Date
Eugene and Jeanne Yarussi	Alexander, John	4/24/2019
Mary Berens and Paul Feeny	Alexander, John	4/9/2019
Mr. & Mrs. Richard S. Wodzinski	Alexander, John	5/4/2019
Mark Clark	Bayne, John	4/23/2019
Patricia Davis	Newman, Peter	5/3/2019
Mr. and Mrs. Mark F. Lane	Newman, Peter	5/6/2019
Ken and Deb Hover	Thomas, Joseph	5/9/2019
Liese Bronfenbrenner	Thomas, Joseph	4/8/2019

CTFH 2018 Outstanding TYs

Sort Name	Primary Addressee	County
BINETTI, GLORIA	Gloria Binetti	
BRAUNSCHEIDEL, JOSEPH	Joseph and Jennifer Braunscheidel	Chemung
BRENNAN, PETER T.	Dr. and Mrs. Peter T. Brennan	Tompkins
COLLINS, DANIEL F.	Dan and Sarah Collins	Steuben
CRAIG, CHARLES R.	Mr. and Mrs. Charles R. Craig	Steuben
CURRAN, SUSAN S.	Martin and Susan Curran	Steuben
DAVIS, TIMOTHY J.	Drs. Timothy J. Davis and Carol M. Critchlow	Tompkins
FLAWS, JAMES B.	Mr. James B. Flaws and Ms. Marcia D. Weber	Steuben
GARDEN HOMES FUND	Garden Homes Fund	
GOELZER, MARTHA E.	Mr. Larry D. Felser & Ms. Martha E. Goelzer	
HERBER, GENE A	Mr. Gene A. Herber	Chemung
KELLY, GRACE P.	Grace and Christopher Kelly	Steuben
KENNEDY, BARBARA A.	Mrs. Barbara A. Kennedy	Broome
KREIN, JOSEPH S.	Mr. Joseph S. Krein	Broome
LEVINE, JOHN R.	Dr. John Levine and Ms. Antonia Saxon	Tompkins
LOEWEN, SUZI	Suzi and Greg Loewen	Chemung
MACHAK, EDWARD G.	Mr. Edward G. Machak, Jr.	Broome
MATTHEWS, CAROLINE C.	Caroline and Jim Matthews	
MILLER, NANCY	Ms. Nancy Miller	Broome
NUZZO, VICTORIA	Ms. Victoria Nuzzo	Tioga
PITZER, RAHN G.	Rahn and Vickie Pitzer	Tompkins
POPE, STEPHEN B.	Stephen and Linda Pope	Tompkins
POTTER, JOHN F.	John and Trudy Potter	Chemung
PUTNEY, PAULINE	Pauline Putney	Broome
RADIN, DAVID	David and Claudia Radin	Chemung
RAGHUNATHAN, KRISTEN	Kristen Raghunathan	
ROWE, LAWRENCE A.	Lawrence and Judith Rowe	Broome
SCHAUFFLER, DOROTHY J	Dorothy J. Schauffler	Chemung
SCHENONE, CATHY A.	Dr. and Mrs. Roger G. Schenone	Chemung
SCHUPPERT, JAMES L.	Dr. and Mrs. James Schuppert	Steuben
SEMENTILLI, VINCENT J.	Vincent J. and Eleanor G. Sementilli	Steuben
SENECA BEVERAGE CORPORATION	Seneca Beverage Corporation	Chemung
SHEEHY, WILLIAM A.	William and Monet Sheehy	Steuben
SNOW, THOMAS G.	Mr. Thomas G. Snow and Ms. Karen B. Meriwether	Steuben
SYRETT, MATTHEW	Matthew and Rebecca Syrett	Steuben
TABRIZI, SUSAN	Ms. Susan Tabrizi and Mr. David Helmer	Tompkins
THE LUCILLE F. PETERSON REVOCABLE TRUST FUND	The Lucille F. Peterson Revocable Trust Fund	Chemung
VILENO, ELIZABETH M.	Dr. Elizabeth M. Vileo	Steuben
WEBB, JAMES E.	James E. Webb and Diane I. Legendre	Steuben
WESTBROOK, NANCY K.	Nancy K. Westbrook	Broome
WONDERLING, H. JAMES	Mr. and Mrs. H. James Wonderling	Chemung
YANCHIS, ROBERT T	Robert and Mary Yanchis	Chemung
YAW AUTOMATION, INC.	YAW Automation, Inc.	Steuben
ZUR, MICHAEL	Dr. Michael Zur	Broome