



**Development Committee Meeting**  
Northwest Florida State College Foundation  
Room 308 SSC, Niceville Campus  
Jan 18, 2023 8:00 AM - 9:00 AM CST

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**A. April 19,2023 8:00am Room 301 SSC, Niceville Campus**

NWFSC Development Committee Meeting  
October 19, 2022, 8:00 a.m.  
Room 308, SSC, Niceville Campus

**Members Present:**

Alan Wood	Tyler Jarvis
Don Litke	Ken Wampler
Cecil Williams	Stan Siefke
Hu Ross	

**Staff Present:**

Chris Stowers	Connor Rogers
Jennifer Bernich	Wendy McAdams Dorr
A'isha Cristobal	

**Absent:**

Gordon King	Bernard Johnson
Teresa Halverson	Michelle Freeman

**Call to Order:**

Dr. Wood called the meeting to order at 8:00 AM

**Approval of Committee Meeting Minutes:**

The minutes from the July 20, 2022 Development meeting were approved as presented. **Motion to approve minutes as presented by Alan Wood; Second, Stan Siefke. Motion carried unanimously.**

**Year-to-Date Fundraising Report:**

Mr. Stowers gave a brief overview of the Foundation's fundraising goal. The Foundations Continuous Improvement Plan is to increase annual support by 5% based on a rolling three-year average. FY23's goal is to raise \$1,357,795 by June 30, 2023. The foundation is currently at 24% of our goal. The 2023 Faculty and Staff Campaign collected (currently) 50% of its goal with fewer more generous donors this year. Dr. Wood questioned that the hard economy was affecting giving.

**Annual Solicitations Report:**

Mr. Stowers reviewed the Foundation's Annual Solicitation report. The State of Florida has earmarked an allocation of \$22,954 to support Northwest Florida State College first generation students. The state-to-private match is 2:1 which could potentially provide \$34,431 in scholarship funds for NWFSC first-generation in college students. The amount required to receive the full allocation is \$11,477.

Certification is due on or before December 1, 2022. Mr. Stowers also provided an update regarding gift and pledge payments received from the Foundation Board and Board of Trustees.

**Raider Champion Endowment Scholarship**

Mr. Stowers reviewed the Raider Champion Scholarship with the committee. The committee members discussed a possible change to the name of the scholarship as it sounded sports related and not as if it would be geared towards no-cost degree for local high school students. Discussions also surrounded the stipulations for how funds were to be applied and qualifications for the scholarship.

A list was passed out to the committee members to rate potential donors.

**Other Business:**

Mr. Stowers introduced the idea of the Foundation Board to move to a software program called OnBoard, to help with continuity between meetings as well as all the committees.

The next Development Committee meeting is January 18, 2023 at 8:00 a.m. in Room 308, building 400.

**Adjournment:**

There being no further business, the meeting adjourned at 9:01 AM.

\_\_\_\_\_  
Alan Wood, Development Committee Chair

\_\_\_\_\_  
Date

\_\_\_\_\_  
Chris Stowers, Secretary

\_\_\_\_\_  
Date

**MEMORANDUM**

TO: NWFS Foundation Development Committee

FROM: Chris Stowers, Executive Director

DATE: January 18, 2023

SUBJECT: Year-to-Date Fundraising Report

NWF State College Foundation’s *Continuous Improvement Plan* goal is to increase annual support (gifts, memberships, new pledges, and in-kind donations) to the Foundation, by 5% based on a rolling three-year average, resulting in a minimum of \$1,357,795 raised by June 30, 2023. The chart below shows a year-to-date comparison for December 31, 2022 to December 31, 2021, as well as the total amount raised for the prior three years.

<b>Revenue Type</b>	<b>YTD as of 12.31.22</b>	<b>YTD as of 12.31.21</b>	<b>FYE 2022</b>	<b>FYE 2021</b>	<b>FYE 2020</b>
Gifts and Pledges	271,612	575,134	1,225,312	1,191,253	716,078
Memberships	57,875	55,625	53,775	36,380	67,382
Grants	176,000	15,975	15,975	371,288	65,026
Gifts in Kind	1,213	27,989	50,294	58,737	27,914
<b>TOTAL</b>	<b>506,700</b>	<b>675,723</b>	<b>1,345,356</b>	<b>1,657,657</b>	<b>876,400</b>
<b>FY 2023 Goal</b>	<b>1,357,795</b>				
<b>Percent to Goal as of 12.31.22</b>	<b>37%</b>				

## MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Conner Rogers, Director of Development

DATE: January 18, 2023

SUBJECT: Annual Solicitations Report

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### Board Division

Board participation in the Annual Fund creates and reinforces a culture of giving that is not attainable by volunteering alone.

### Foundation Board and Trustee Gifts and Pledge Payments

	<b>FY 2023</b>	<b>FY 2022</b>	<b>FY 2021</b>
	<b>YTD</b>	<b>TOTAL</b>	<b>TOTAL</b>
Total Board Prospect Base	32	35	37
Division Goal	100%	100%	100%
Number Gifts and Pledges to Date	23	35	32
Percent of goal	50%	100%	86%
Number of Board Members Remaining	9*	0	5

\* 6 Have Spring Gift Renewals

### President's Circle

Funds to the President's Circle are unrestricted and provide the college flexibility to use funds where needed most. All members whose memberships were expired or up for renewal have been mailed letters asking them to renew. Faculty and Staff are always encouraged to join as well.

### President's Circle Membership

Current Members: 61

Total Giving: \$41,700

### **First Generation Matching Grant**

The First Generation Matching Grant (FGMG) is a need-based program providing financial aid to Florida undergraduate residents who demonstrate financial need and whose parents have not earned a baccalaureate degree.

The State of Florida earmarked an allocation of \$22,954 to support Northwest Florida State College first generation students. The state-to-private match is 2:1 which provided \$34,431 in scholarship funds for NWFSC first-generation in college students. The amount required to receive the full allocation is \$11,477.

Thanks to the generosity of our donors, we met the required amount needed to raised and have received the full match from the State.

<b>FY Year</b>	<b>Gifts &amp; Pledges</b>	<b>Total</b>
<b>2023 YTD</b>	<b>9</b>	<b>\$11,477</b>
2022	8	\$11,260
2021	5	\$3,700
2020	6	\$12,000
2019	9	\$12,000
2018	15	\$17,950
2017	13	\$14,450

## MEMORANDUM

TO: NWFSC Foundation Board Development Committee

FROM: Chris Stowers, Executive Director

DATE: January 18, 2022

SUBJECT: Raider Champions Scholarship Endowment

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During the October 19, 2022 Development Committee meeting, the group had a thorough discussion of the Raider Champions Scholarship Endowment. Topics that were covered included messaging, the strengths, weaknesses, and opportunities of the case for support, and the name. In addition, the committee provided insight into the donor prospects that were developed for the Major Gifts Campaign.

Since the last meeting, Foundation staff has done much work moving the initiative forward and addressing the items the committee raised.

- One of the issues the committee talked about was a dislike of the name “Raider Champions Scholarship Endowment.” After discussion with Dr. Stephenson, who is open to a name change, a brainstorming meeting with the Foundation staff and the team from NWFSC Strategic Communications dug deeply into the name. Key elements were identified and a long list of potential new names was generated. A refinement process has narrowed the list to several final options which will be presented for discussion.
- Work continues on the internal structure of the endowment/initiative. While there is an understanding of the current need, more research needs to be done to fully describe and calculate the financial implications. The team in Student Financial Services is doing this work now.
- Internal discussions are also occurring as to what can be done to benefit students before the full endowment goal is reached. Proposals are being considered about reaching certain fundraising thresholds and then using the earnings to reduce students’ costs before we are able to offer “cost-free education” to the qualified students.
- Finally, after the committee provided ratings and evaluations of the Major Gift Campaign donor prospects, staff has accumulated their input and created a list of “top prospects.” This revised list will be shared with the committee for feedback and discussion on moving the relationship with these prospects forward.

## MEMORANDUM

TO: NWFSC Foundation Board Development Committee  
FROM: Ms. Conner Rogers, Director of Development  
DATE: January 18, 2023  
SUBJECT: Alumni Award Program

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Recognizing outstanding alumni is one way the Northwest Florida State College Foundation shows its commitment to showcasing the impact of NWF State College on the personal and professional lives of its graduates and the community in which it serves. Below is the 2023 Alumni Awards Program Timeline for the Alumni Working Group:

**March 27, 2023** – Deadline for nominations

**March 29 - 31, 2023** – Foundation staff verifies eligibility of applicants and prepares applications for distribution

**April 4, 2023** – Applications distributed to Alumni Working Group (allow two weeks to review)

**April 11, 2023** – Alumni Working Group meets to vet applications

**April 12 - 14, 2023** – Foundation Staff prepares executive summaries of finalists, gathers additional information if needed

**April 19, 2023** – Finalist summaries presented to Development Committee for approval.

**May 2, 20223** – Final selections presented to Foundation Board for approval