

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

DEPARTMENT PURPOSE

The purpose of the Annual Fund & Grants Office is to support the College and the College Advancement Division in achieving the goal of financial stability and institutional viability.

OBJECTIVE

The Director of Annual Fund & Grants will support the College in securing financial stability and institutional viability by maximizing resource development.

ACTION PLAN 1

The Director of Annual Fund & Grants will develop and implement an Annual Fund campaign that will raise unrestricted funds in the amount of \$100,000 per year for five years.

- A.** The Director of Annual Fund & Grants will establish a volunteer leadership team to aid in raising unrestricted funds.
 - 1.** The Director of Annual Fund & Grants will contact potential volunteers through phone calls and personal visits in an effort to enlist their support
 - 2.** Meetings will be set up for the volunteers to help them prepare and carry out the campaign objectives.
- B.** The Director of Annual Fund & Grants will work to expand the donor base of the college by seeking donations from prospects not currently supporting the college.

ASSESSMENT

The Director of Annual Fund & Grants will measure funds raised through each year's Annual Fund campaign against records listed in the Annual Fund Donation File from previous years.

- A1.** The Director of Annual Fund & Grants will maintain a continuing research and cultivation diary of volunteers that have been contacted.
- A2.** The Annual Fund Volunteer Meeting file will contain information about meetings held and attendees present.
- B1.** The Director of Annual Fund & Grants will maintain a continuing research and cultivation diary of new donors.

RESPONSIBILITY

Director of Annual Fund & Grants and Vice President for College Advancement

TIME FRAME

Five years, measured in yearly increments

RESOURCES REQUIRED

Time and budgetary resources

RELATED TO

Institutional Goal No. 2

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2002-03

OBJECTIVE

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- B.** The Director of Annual Fund & Grants will work to expand the donor base of the college by seeking donations from prospects not currently supporting the college.

RESULTS

The Director of Annual Fund resigned just prior to beginning to plan the college's first organized annual fund campaign. Due to financial constraints on the budget, it was decided to delay filling this position until the new budget year July 1, 2003. All other personnel were committed to raising funds to secure matching grants on our new Student Activities Center, so this campaign will be delayed until next year. No funds were raised in this designated campaign.

RESPONSE

We have hired a new annual fund director who will begin working September 1, 2003. This campaign is important in that it gets more people involved with the college as volunteers. It also serves to expand the donor base by reaching many new people who have not contributed to the college in the past.

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2003-04

OBJECTIVE

The Director of Annual Fund & Grants will support the College in securing financial stability and institutional viability by maximizing resource development.

ACTION PLAN 1

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- B. The Director of Annual Fund & Grants will work to expand the donor base of the college by seeking donations from prospects not currently supporting the college.

RESULTS

With a Chairman, Colon Sammons, and a committee of 22 members, three from BPC and 19 from Toombs and Montgomery County our Annual Fund exceeded the goal of \$100,000. We received pledges of \$17,680 and gifts of \$103,253.20 for a total of \$120,933.20. Meetings were held throughout the campaign. A kick-off luncheon and a victory celebration luncheon were held to honor the campaign committee. The luncheons were paid for by committee members so there were minimal expenses to the campaign. Annual Fund Booklets were distributed to each member and evaluations were received from the committee members

RESPONSE

The same format will be used next year with the addition of solicitation letters being sent to all contacts when the campaign begins.

A new chairman will be selected by September and committee members will be also chosen. Our department has not received the new donors and amount that was received from that list. We did reach new constituents for Brewton-Parker College.

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2004-05

OBJECTIVE

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RESULTS

With a Chairman Gary Campbell, and a committee of 31 members, eleven from BPC and 20 from Toombs and Montgomery County, our Annual Fund exceeded the goal of \$125,000. We received pledges and contributions totaling \$137,220. 100 percent of our trustees contributed to the campaign in addition to their other gifts. 77 percent of our faculty and staff contributed.

A kick-off luncheon was held in Vidalia and two subsequent follow up meetings were held. A victory celebration luncheon was held at BPC to honor the campaign committee. A packet of information was given to each committee member who contained a brief history of the College, brochure for the campaign, list of entire committee, calendar of events, list of people they were to call for contribution, and a copy of the letter that was sent on their behalf.

RESPONSE

The same format will be used next year with the addition of another county added to the campaign. 12 new people donated to the campaign. A chairman and committee members will be selected and committed to this campaign by October, 2005. Our goal will be increased to \$150,000.00

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2005-2006

OBJECTIVE

The Director of Annual Fund & Grants will support the College in securing financial stability and institutional viability by maximizing resource development.

ACTION PLAN 1

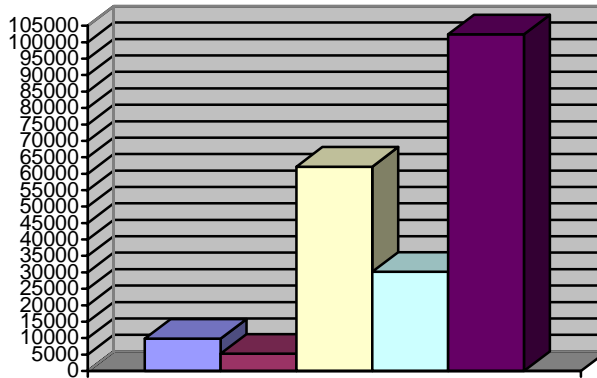
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RESULTS

- The Director of Annual Fund & Grants organized a committee consisting of eleven faculty/staff members and 22 community members to lead the 2005-2006 Annual Fund drive. With an established goal of \$150,000, the committee chairman issued a challenge to the committee to raise \$200,000. With a total of \$209,750.10, the campaign proved to be a success in raising unrestricted funds for the College.
- During this year's drive, 45 new Annual Fund donors were acquired.
- A kick-off luncheon was held on March 09, 2006 at the Vidalia Country Club. A packet of information containing a brief history of the College, brochure for the campaign, list of entire committee, calendar of events, and the list of people to call on for contribution was distributed to each committee member. Additionally, President Smith introduced Pamela Davis, the new Vice President for College Advancement hired earlier that morning.

- A picnic to honor the committee and donors was held on May 30, 2006 to celebrate a successful campaign. Committee members were presented with certificates of appreciation for their hard work during the drive.
- The chart below details the source analysis of funds for this year’s Annual Fund.



■ Staff ■ Faculty ■ Committee ■ Trustees ■ Other Individuals/Businesses

Staff	\$9,834.09
Faculty	\$5,244.00
Committee	\$62,136.00
Trustees	\$30,130.01
Other Individuals/Businesses	\$102,406.00

RESPONSE

- Due to the continued success of the Annual Fund, the same format will be utilized for next year. Two community business leaders have been contacted to co-chair next year’s campaign. The goal will be increased to \$160,000.

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2006-2007

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RESULTS

- The Director of Annual Fund & Grants organized a committee consisting of thirteen faculty/staff members and 19 community members to lead the 2006-2007 Annual Fund drive. Dr. Nancy Stanley, Board of Trustee member, chaired the campaign with a goal of \$200,000. With a total of \$215,679.02, the campaign proved to be a success in raising unrestricted funds for the College.
- A kick-off luncheon was held on March 15, 2006 at the Meadows Regional Wellness Center at no cost to the college. A packet of information containing a brief history of the College, brochure for the campaign, list of entire committee, calendar of events, and the list of people to call on for contribution was distributed to each committee member.
- For the first time ever, the Annual Fund solicited 100% Board of Trustee giving. The campaign also boasted 94% Faculty giving and 96% Staff giving. Below you will find a chart with the break down of the giving.

Staff	\$9,985.72
Faculty	\$5,465.71
Committee	\$78,109.87
Trustees	\$38,150.00
Other Individuals/Businesses	\$83,967.72

RESPONSE

Claire Johnson, the Director of Annual Fund and Grants, retired in May after several years of service to the college. The Advancement staff is currently searching for her replacement. The new person is expected to continue to precedent of success that Mrs. Johnson has set. Mrs. Johnson would like to see the expansion of the campaign to include all areas of our external programs.

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2007-2008

OBJECTIVE

The Director of Annual Fund & Grants will support the College in securing financial stability and institutional viability by maximizing resource development.

ACTION PLAN 1

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RESULTS

- Jessica James, the Director of Annual Fund & Grants, organized a committee consisting of fourteen faculty/staff members and thirteen community members to lead the 2007-2008 Annual Fund drive. Dr. Nancy Stanley, Board of Trustee member, chaired the campaign with a goal of \$150,000. With a total of \$226,000, the campaign proved to be a success in raising unrestricted funds for the College.
- A kick-off luncheon was held on March 13, 2008 at the Meadows Regional Wellness Center at no cost to the college. A packet of information containing a brief history of the College, brochure for the campaign, list of entire committee, calendar of events, and the list of people to call on for contribution was distributed to each committee member.
- The Annual Fund solicited 100% Board of Trustee giving. The campaign also netted approximately 94% Faculty giving and 96% Staff giving. Below you will find a chart with the break down of the giving.

Staff	\$12,798.96
Faculty	\$7,943.22
Committee	\$43,810.00
Trustees	\$38,400.00
Other Individuals/Businesses	\$122,781.29

RESPONSE

- Jessica James, the Director of the Annual Fund and Grants, has continued to work to expand the Annual Fund and other donation opportunities. An ambitious mail-out program was planned for 2009, with the number of recipients at around 25,000.

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

OBJECTIVE

The Director of Annual Fund & Grants will support the College in securing financial stability and institutional viability by maximizing resource development.

ACTION PLAN 2

Grant proposals submitted to foundations and corporations will raise \$500,000 per year for a total of \$2,500,000 over five years.

- A. The Office of Annual Fund & Grants will research 100 new foundations and corporations each year.
- B. The Office of Annual Fund & Grants will submit 52 proposals per year.

ASSESSMENT

The Grant Funding File will contain information concerning each proposal submitted and results of that submission so that the Office of Annual Fund and Grants will be able to measure the amount of funds raised through grants each year.

- A. The Director of Annual Fund & Grants will maintain and track the Foundation and Corporation Research File to verify that the required number of foundations and corporations are being researched.
- B. The Director of Annual Fund & Grants will maintain and track the Grant Funding File to verify the number of proposals submitted each year.

RESPONSIBILITY

The Director of Annual Fund & Grants and the Vice President for College Advancement

TIME FRAME

Five years, measured in yearly increments

RESOURCES REQUIRED

Time and budgetary resources

RELATED TO

Institutional Goal No. 2

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2002-03

OBJECTIVE

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RESULTS

Ten grant proposals have been submitted with total request of \$690,000. To date we have received pledges in the amount of \$275,000 from two positive responses, \$250,000 of that will be received as part of our matching grant when we have raised \$898,379 on our new Student Activities Center. Five have been denied and three are still pending. We have three pending requesting \$341,667, which we are relatively sure of receiving.

RESPONSE

With the leaving of the proposal writer, it fell to the Vice President for College Advancement and the President to complete proposal work. We will continue to operate in this fashion until September 1, 2003. We feel we are on the right track with proposals and will continue in this manner.

BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2003-04

OBJECTIVE

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RESULTS

Fourteen grants were submitted for a total of \$1,635,999.88. Of those, four responded for a total of \$1,330,500. and three are pending. Applications were requested from five additional Foundations but were not received.

J. Bulow Campbell Foundation	\$ 500,000
Goizueta Foundation	500,000
Robert W. Woodruff	250,000
Lettie Pate Whitehead	80,500

RESPONSE

Relationships are most important in working with Foundations. They need to know us better and we need to build relationships which takes time. Our contacts with SunTrust should open new doors for us. Many Foundations have restricted their giving area because of the economy. Training sessions will be held for the faculty this fall to get them involved in program grants.

BREWTON-PARKER COLLEGE**ANNUAL FUND & GRANTS OFFICE
SIX-YEAR STRATEGIC PLAN
2002-03 THROUGH 2007-08****RESULTS & RESPONSES—2004-05****OBJECTIVE**

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RESULTS

The following grants were sent:

Date	Foundation	Purpose	Amount	Response
08/20/04	Stuart & Eulene Murray Found	Fine Arts Building	\$ 2,000,000	Rejected
	NCATE/Kellogg	Consultant, Education	10,000	\$10,000
04/08/04	Watson-Brown	Historic Village	60,405	Rejected
02/14/04	Frances Wood Wilson	Writing Center	30,000	Rejected but funded Scholarships or \$7,000
12/04/04	Langdale Industries	General Support	22,000	Pending
11/11/04	McClellan Foundation	General Support	25,000	Rejected
01/12/05	Rutland Family Foundation	Writing Center	30,000	Pending

Date	Foundation	Purpose	Amount	Response
04/01/04	Alltel	Scholarships	\$ 2,000	Received \$1,000 per semester
01/12/05	Bell South	Annual Fund		
01/26/05	O.C. Hubert Charitable Trust	4 yr Scholars program	500,000 endowment	
Preparing	The Coca Cola Foundation	Scholarship	500,000 endowment	
04/29/05	Georgia Baptist Health Care Ministry	Insurance costs	100,000	
05/10/05	Coca-Cola Foundation	Minority scholarships	500,000	Pending
05/15/05	Tull Charitable Trust	Writing center	35,000	In process
05/20/05	Synovus Foundation	Historic Village	85,000	In process
05/20/05	Alltell Foundation	Scholarships	2,000	Sent 5/24/05

RESPONSE

I meet with the Christianity Dept, Arts and Letters, and the Music Dept. to encourage program grants for their department

BREWTON-PARKER COLLEGE**ANNUAL FUND & GRANTS OFFICE
SIX-YEAR STRATEGIC PLAN
2002-03 THROUGH 2007-08****RESULTS & RESPONSES—2005-2006****OBJECTIVE**

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RESULTS

- The Office of Annual Fund & Grants submitted nine grant applicants for the 2005-2006 year, yielding \$605,000. This amount exceeded the goal of \$500,000 per year by 21%.
- The table below details the grant applications submitted during the 2005-2006 academic year.

Foundation	Purpose	Amount	Response
Arthur Vinings Davis	Ministry degree completion	\$55,000.00 for five students	Mailing 8/9/05 Rejected
SunTrust Bank	Student Leadership	\$10,000.00 annually for five years	Atlanta only Rejected
O. C. Hubert Foundation Student Leadership	Student Leadership	\$500,000	Pending
Mt. Vernon Bank	Writing Fellowship for 5 years	\$5,000	Approved
Georgia Power Foundation	Capital Campaign	\$100,000	\$2,500.00; re-submitting for 2007 Budget of Georgia Power
Anonymous Foundation	Capital Campaign	\$500,000	Approved
Sable Foundation	Capital Campaign	\$15,000	Pending
Tull Foundation	Capital Campaign	\$65,000	Pending
Holland Underwood Foundation	Capital Campaign	\$100,000	Approved

RESPONSE

- The Office of Annual Fund & Grants will continue research efforts of identifying new foundations for grant proposals.

BREWTON-PARKER COLLEGE**ANNUAL FUND & GRANTS OFFICE
SIX-YEAR STRATEGIC PLAN
2002-03 THROUGH 2007-08****RESULTS & RESPONSES—2006-2007****OBJECTIVE**

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- A. The Office of Annual Fund & Grants will research 100 new foundations and corporations each year.
- B. The Office of Annual Fund & Grants will submit 52 proposals per year.
- The Office of Annual Fund & Grants submitted 21 grant applicants for the 2005-2006 year, yielding \$180,000.
- The table below details the grant applications submitted during the 2006-2007 academic year.

Foundation	Purpose	Amount	Response
Lampkin Foundation	Capital Campaign	\$20,000	Rejected
Rayonier Foundation	Information only	Information only	
Bradley Foundation	Annual Fund	\$10,000	Pending
Dunn Foundation	Capital Campaign	\$20,000	Pending
Georgia Power Foundation	Capital Campaign	\$150,000	\$15,000
West Foundation	Capital Campaign	\$20,000	Pending
Ratnier Foundation	General Support	\$20,000	Pending
Wardlaw Foundation	Capital Campaign	\$20,000	Rejected
Howell Foundation	General Support	\$10,000	Rejected
Williams Foundation	Information only	Information only	
John and Mary Franklin Foundation	Capital Campaign	\$40,000	\$50,000
Georgia Baptist Health Care Ministry	Health costs	\$100,000	Rejected

Holland/Underwood Foundation	Capital Campaign	\$100,000	\$100,000
Rutland Foundation		\$30,000	Pending
Georgia Power	Capital Campaign	\$125,000	Pending
Windstream (Alltel)	Scholarship	\$1,000	Pending
Wheeler County State Bank	Capital Campaign	\$18,000	\$15,000
Jones Construction Company	Capital Campaign	\$50,000	Pending
People's Bank of Lyons	Capital Campaign	\$10,000	Pending
Altamaha Bank and Trust	Capital Campaign	\$50,000	Pending
People's State Bank and Trust	Capital Campaign	\$3,000	Pending

RESPONSE

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BREWTON-PARKER COLLEGE

ANNUAL FUND & GRANTS OFFICE SIX-YEAR STRATEGIC PLAN 2002-03 THROUGH 2007-08

RESULTS & RESPONSES—2007-2008

OBJECTIVE

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RESULTS

- According to the 2007-2008 Audited Financial Statements of the College, private gifts and grants brought in \$2,275,992.
- Thanks mainly to the efforts of Administrative Assistant Kim Lajiness, Director of Annual Fund Jessica James and Claire Johnson, The Office of Annual Fund & Grants increased the number of proposals submitted from the previous year and did extensive research on many more. The total number submitted was 33 grant applications through July of 2008.
- The table below details the grant applications submitted during the 2007-2008 academic year.
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<u>Foundation</u>	<u>Status</u>	<u>Total Money Applied</u>	<u>Purpose</u>
A.T.H. Inc	Declined	\$10,000.00	General
Allen Foundation Inc	Declined	\$5,000.00	General
Alumax Inc	Addressee Moved no forward address	\$10,000.00	General
Bradley Foundation, Inc.	Pending	\$10,000.00	Annual Fund
Charles H Jones Family Foundation	Pending	\$25,000.00	McAllister Hall
Community Welfare Assn. Of Colquitt County	Declined	\$10,000.00	General Support

Daniel P Amos Family Foundation	Declined	\$50,000.00	McAllister
Emily Scott Foundation SunTrust	Pending	\$20,000.00	McAllister Hall
Evelyn and Frank Gordy Foundation	Pending	\$10,000.00	General
Evelyn Gordy Simms	Pending	\$10,000.00	General
Harriet Mc Daniel Marshall Trust in Memory of Sanders McDaniel	Pending	\$15,000.00	General
James Starr Moore Memorial Foundation	Pending	\$25,000.00	General
JBS Foundation (ST)	Pending	\$15,000.00	McAllister Hall
Lanier Goodman Foundation (ST)	Pending	\$20,000.00	General
Livingston Foundation Inc	Pending	\$15,000.00	McAllister Hall
Mildred Miller Fort Foundation	Declined	\$10,000.00	General
Milton M. Ratner Foundation	Pending	\$20,000.00	General Support
Nell Warren & William Simpson Elkin Memorial Foundation	Pending	\$10,000.00	McAllister
Oldham Little Church Foundation	Pending	\$10,000.00	General
Oriental Trading	Declined	\$500.00	GIK
Price Gilbert Jr Charitable Fund	Pending	\$25,000.00	General
Ray M & Mary Elizabeth Lee Foundation	APPROVED 10k per 2007 and 2008	\$20,000.00	General
Robert and Polly Dunn Foundation	Declined	\$20,000.00	Capital Campaign
Sapelo Foundation	Pending	\$40,000.00	General
Terwilliger Family Foundation Charitable Trust	Pending	\$20,000.00	General
The Rayonier Foundation	Declined		
Thomas G Woolford Charitable Trust	Declined, but invited to re-submit	\$25,000.00	General
Tull Foundation	Extension granted for current grant award		McAllister

TY Cobb Educational Fund	Declined	\$20,000.00	Scholarship
Walter H Marjory M Rich Memorial (ST)	Pending	\$30,000.00	McAllister Hall
West Foundation	Pending	\$20,000.00	Capital Campaign

RESPONSE

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