



Development Update

Presentation to the
Army War College Foundation
Board of Trustees
September 9, 2021



Yearly Development Revenue

| | FY21 | FY21 Goal | FY20 | FY19 |
|----------------------------------|-------------|-------------|-------------|-------------|
| Total Development Revenue | \$1,348,035 | \$1,215,000 | \$1,647,244 | \$2,517,748 |
| Strategic Leader Events | \$175,855 | * | \$527,890 | \$1,698,900 |
| Other Revenue | \$1,172,180 | * | \$1,119,354 | \$818,848 |
| | | | | |
| | | | | |
| Corporations | \$124,165 | * | \$227,254 | \$96,830 |
| Foundations/Organizations | \$133,500 | * | \$128,100 | \$86,925 |
| Trustee Personal | \$217,704 | * | \$242,774 | \$159,696 |
| Mail/Other | \$696,811 | * | \$521,226 | \$475,397 |
| Total Other Revenue | \$1,172,180 | * | \$1,119,354 | \$818,848 |

| | |
|------------------------|-----------|
| Trustee Revenue | \$257,704 |
| Trustee Personal | \$217,704 |
| Trustee "Gets" | \$40,000 |
| Staff Rides | \$0 |



Corporate Development



Corporate Development

Activity

- **Approach AM General for third year of support (general operating)**
- **PenFed Foundation**
 - Chose to target a gift made during FY21 for the FY22 Army Leader Day
 - Will not ask in FY22
- **Approach G.B. Stuart Foundation for gift renewal (restricted gift to IF Program)**
 - College unable to use entire gift in FY21 due to COVID environment
 - New programs and evolved needs for FY22



Corporate Development

Activity

- **Sarah Scaife Foundation - After a swift decline in the fall; resubmitted a revised and more focused proposal this spring based on their feedback**
 - Request to support the Chair of War Studies
 - Currently awaiting deliberation
- **Members 1st Foundation – Local credit union spinoff that supports Central PA nonprofits**
 - AWCF is a corporate member of Members 1st Credit Union
 - Requested general operating support
 - Currently awaiting deliberation



Corporate Development

Activity

- **BAE Systems – achieved contact via AWC alumnus**
 - Submitting through their “Community Investments” team at BAE HQ
 - BAE York will be our local sponsor
 - Submission process to begin after Labor Day
- **Fibrotex USA – continued interest on their part to learn more about the AWCF**
 - COVID timing has prevented a visit from a new prospective corporate donor
 - TBD – but ultimately want to have their team visit the AWC



Trustee Give / Get Accounting

- Giving
 - Personal donations or gifts-in-kind
 - Donations from a family foundation
 - Donations from a privately held company
 - Staff Rides counted separately
- Gets
 - Matching gifts from any source
 - Corporate or Foundation gifts that result from the Trustee's personal efforts to obtain the gift
 - Staff Rides counted separately
 - Gifts from Trustee-nominated NSS guests in the calendar year they attend



Trustee Give / Get Results

| | <u>31 Jul 21</u> | <u>31 Jul 20</u> | <u>31 Jul 19</u> | <u>31 Jul 18</u> |
|---------------------------------|------------------|------------------|------------------|------------------|
| Voting Trustees as of 31 July | 26 | 24 | 24 | 22 |
| Voting Trustees Personal Giving | 24 | 23 | 23 | 22 |
| Voting Trustee Total Gifts | \$217,704 | \$242,774 | \$159,696 | \$115,950 |
| Average Gift Per Voting Trustee | \$8,373 | \$10,115 | \$6,654 | \$5,270 |
| Voting Trustees With a Get | 3 | 6 | 6 | 7 |
| Voting Trustee Total Gets | \$40,000 | \$17,531 | \$27,000 | \$15,870 |
| TOTAL Give/Get | \$257,704 | \$260,305 | \$186,696 | \$131,820 |
| Trustee Staff Rides | \$0 | \$200,000 | \$201,000 | \$100,000 |
| Non-Trustee Staff Rides | \$147,155 | \$327,890 | \$1,497,900 | \$1,084,350 |



National Security Seminar 2021

- First-ever virtual NSS attended by 137
- Anecdotal feedback to the staff very positive
 - I wanted to let both of you know what a fantastic experience it was. Fascinating observations and discussions over these last few days!
 - I was most impressed by the seminar students. I would work with any of them any time. I would love to visit at some point.



Questions?