

# Committee on Development Annual Report

## November 2010 Board Meeting – Raleigh, NC

<b>Contribution History FY2008 - FY2010</b>			
	<b>FY2008</b>	<b>FY 2009</b>	<b>FY 2010</b>
<b>Unrestricted</b>	<b>\$369,212</b>	<b>\$316,208</b>	<b>\$306,394</b>
Annual Giving	\$368,010	\$315,095	\$303,498
Young Int'l Scientist's dues fund	\$992	\$933	\$1,297
Matching Gifts	-	-	\$1,124
CAD Chapter Activities	\$210	\$180	\$475
Special Appeals/Major Gifts			
<b>Temporarily Restricted</b>	<b>\$156,508</b>	<b>\$8,181</b>	<b>\$100</b>
Emeritus Knowledge Center	\$156,508	\$8,181	\$100
<b>Permanently Restricted</b>	<b>\$498,734</b>	<b>\$33,985</b>	<b>\$114,440</b>
GIAR – U.S. Research	\$34,161	\$30,037	\$28,792
GIAR – Canadian Research	\$1,753	\$1,173	\$1,602
GIAR – Named Funds	\$462,746	\$2,775	\$83,890
Thomas T. Holme	\$74		\$56
<b>Total Contributions</b>	<b>\$1,024,454</b>	<b>\$358,374</b>	<b>\$420,934</b>

(Note: FY 2008 was particularly successful because of the Emeritus Knowledge Center campaign and a large estate gift to GIAR. In FY 2010, Walston Chubb contributed \$70,000 to his named award, and we received the final distribution from the Queneau estate to GIAR.)

### Development News in FY 2010

- The unstable economy continues to make fundraising efforts difficult. In August, GuideStar USA (a leading source of nonprofit information) announced the results of its first economic survey of public charity and private foundations in 2010, which showed that the nonprofit sector was continuing to take a beating in the wake of the current economic downturn. Some of the survey findings included the following responses by more than 7,000 nonprofit organizations:
  - 8% indicated that their organization was in imminent danger of closing
  - 17% reduced program services & 11% laid off employees in order to maintain a balanced budget
  - 67% reported decreased contributions were attributed to a decline in the number of individual donors and 66% to the size of their donations
  - 32% increased their reliance on volunteers, whereas 9% experienced a decline
- FY 2010 was the first year that Sigma Xi filed for a charitable solicitation license in the individual states. The following documentation, depending on each state's provisions, was sent with the initial registration statement:
  - IRS Determination Letter
  - Articles of Incorporation
  - IRS Form 990
  - Bylaws
  - Certificate of Existence
  - Financial Statement
  - Full Audit
  - Registration Fee

Twelve states do not require registration, leaving 39 (including DC) where we needed to file. We filed for and received exemption in four out of the 39 states (DC, MD, MO and SC) based on Sigma Xi soliciting only from its membership. SC requires that we renew our exemption annually, the other three do not.

Registration renewals with the remaining 35 states will need to be carried out on an annual basis with most of them requiring an updated financial statement, IRS Form 990, and the appropriate renewal fee.

In FY2010, only 29 of the states required initial registration fees totaling \$2,775.

## Fundraising Efforts in FY2010

The following appeals were conducted during this fiscal year:

- **The Sigma Xi Fund** (annual giving)
  - Fall mailing: 67,076 letters. The letters were segmented into four groups and brought in \$63,115 with a 0.8% response rate.
  - End of calendar year mailing: 56,272 letters. The letters were segmented into five groups and brought in \$42,211 with a 0.7% response rate.
  - End of calendar year e-blast: 6,040 e-mails. This e-blast was sent to all active members who had donated within the past two-years but not this year. It directed them to an online donation link as well as a reminder of the recent mailing.
  - Spring mailing: 10,429 letters. The letters were segmented into five groups and brought in \$38,579 with a response rate of 4.5%.
  - End of fiscal year e-blast: 1,920 e-mails. This e-blast was sent to all active members who had donated in the past year but not this year. It directed them to an online donation link as well as a reminder of the recent mailing.
  - In addition to the above mailings, the annual giving total includes online donations, independent donations that come in through the mail, and donations that come in via renewal notice remittances.
- **Planned Giving**
  - We were delighted to receive our first three members (all from the Sigma Xi Board of Directors) of the **Record Society**.
  - We were notified that we are the sole beneficiary of the estate of Jon Gosser, a long-time member from Michigan, who passed away on February 19, 2010. The estate has been valued at around \$462,000.
- **Online Efforts**
  - The Sigma Xi website has a "Donate NOW" button on its home page.
  - We have simplified the "Giving" pages of the website to make process easier.
  - We continue to provide the Crescendo Estate Planning Web resources.
  - We began using the Crescendo resources as the base for our monthly, targeted member e-blasts that are being sent to Life and Emeritus members.

## Plans for FY 2011

FY 2011 marks the beginning of our 125<sup>th</sup> anniversary celebration—an excellent opportunity to solicit contributions to the Society. Our assumptions are that the economy will remain uncertain, the membership will decline somewhat, and the staff will remain stable.

We have several appeals planned for FY 2011:

- **Sigma Xi Fund** (annual giving): We plan to do two mailings in the fall and one mailing in the spring in addition to e-blast solicitations
- **Special Appeals**
  - **Planned Giving**—In the summer of 2010, we initiated an ongoing "planned giving" appeal to our Life and Emeritus members who have donated to us in the past.
  - **Past Presidents' Young Investigators Award**—This is an ongoing appeal to the past presidents to contribute to the YIA endowment. This appeal will continue until the endowment reaches its goal.
  - **Emeritus Knowledge Center plaque**—This will be the final appeal to our emeritus members to give \$850 so their name can be included on a plaque. This will appeal will close out with a ceremony at the FY 2011 Annual Meeting at the Sigma Xi Center in celebration of our 125<sup>th</sup> anniversary.
- **125th Anniversary Capital Campaign**—This will be the big appeal for FY 2011 as well as FY 2012. The details will be worked out by Sigma Xi staff working with the Committee on Development, but the initial concept is "Securing the Future" for Sigma Xi. A kick-off event is in the works for the 2010 Annual Meeting.
- **Other contributions**—We will continue to encourage our members to add donations to their dues remittances and members to match their gifts when possible.

Along with the above appeals, we also look forward to cultivating the high potential donors that were identified through the prospect analysis program. We will need help from the Board of Directors to succeed in this effort.