

Report to the Development Committee FY 2013

Contributions to Sigma Xi* for FY 2010-2013

	FY2011		FY2012		FY2013	
Annual Campaign	\$341,603	70%	\$287,927	43%	\$314,557	47%
The Sigma Xi Fund	\$341,603		\$286,477		\$313,057	
Matching Gifts			\$1,450		\$1,500	
Annual Grants-in-Aid of Research	\$30,897	6%	\$54,459	8%	\$76,764	12%
GIAR	\$30,897		\$44,459		\$51,764	
GIAR-Goldschmidt Fund	\$0		\$10,000		\$20,000	
DC Chapter Named GIAR	\$0		\$0		\$5,000	
Estate Gifts	\$101,921	21%	\$250,000	37%	\$271,503	41%
Gosser Named GIAR Fund	\$51,921		\$250,000		\$0	
Neimark Named GIAR Fund	\$50,000		\$0		\$0	
Timmerhaus (Unrestricted)					\$99,180	
Anthony GIAR Fund					\$132,323	
Passer GIAR Fund					\$40,000	
Canadian Funds	\$738	0%	\$4,065	1%	\$4,053	1%
Canadian Research Fund	\$213		\$3,715		\$460	
Canadian Activities Fund	\$525		\$350		\$3,593	
Other	\$14,615	3%	\$72,641	11%	\$158	0%
Chubb Award	\$0		\$50,000		\$0	
AM-Student Research Conference	\$12,000		\$13,300		\$0	
Due to Endowment	\$1,000					
Young International Scientists Fund	\$1,547		\$8,424		\$158	
Thomas T. Holme	\$68		\$917		\$0	
TOTAL	\$489,774	100%	\$669,092	100%	\$667,035	100%

* Based on "Members Only" database queries. May not match exactly with reports from Finance Department.

FY 2013 Development Activities

- Execute The Sigma Xi Fund (Annual Giving) Campaign
 - Two Fall mailings to several segments
 - One end-of-calendar-year e-mail
 - One Spring mailing
 - One end-of fiscal-year e-mail
 - Receipt mailings
 - Handwritten notes to Companions+
- Send out monthly Donor E-updates through Crescendo software (planned giving program)
- Assist in GIAR 100th Anniversary efforts
- Query "Members Only" database to better understand our donor population

- Continue to look for corporate support for *Ingenuity* Journal (online high school refereed journal)
- Continue working with the Sigma Xi “Executive Alliance” for corporate fundraising opportunities

FY 2013 Highlights

- Overall contributions were flat (-0.3%) compared to FY 2012
- The Sigma Xi Fund increased 9% from FY 2012
- Estate gifts grew in number and value over FY 2012
- GIAR contributions grew 41% over FY 2012
- We received a pledge of \$100,000 from DIRECTV to sponsor the *Ingenuity: The Journal of Student Engineering and Science Research*
- Several characteristics popped up when looking at our member donor base:
 - Promoted members are excellent donors (by member grade)
 - Emeritus members are our largest group of donors (by member type)
 - 56% of our donors in FY 2012 also gave (\$10 or more) in FY 2013

FY 2014 Planned Development Activities

- Continue The Sigma Xi Fund efforts
 - Distribute “Thank-you” coasters to first time donors
 - Distribute “Thank-you” companion coasters to repeat companions. First-time companions will continue to receive the Companions Club pin
- Design mobile giving campaign (Text2Give) for younger members; align with #Giving Tuesday
- Continue sending monthly Donor E–updates through Crescendo (planned giving program)
- Promote the Record Society (Winter 2015)
- Assist with GIAR 100th Anniversary efforts
- Continue fundraising for *Ingenuity* (online high school refereed journal)
- Assist with Board’s Comprehensive Capital Campaign

Contributions - Development

FY2012 v. FY2013

	Quarter 1		Quarter 2		Quarter 3		Quarter 4		Totals*		% Chng
	Jul - Sep 2011	Jul - Sep 2012	Oct - Dec 2011	Oct - Dec 2012	Jan-Mar 2012	Jan-Mar 2013	Apr-Jun 2012	Apr-Jun 2013	FY 2012	FY 2013	
Annual Campaign (unrestricted)											
The Sigma Xi Fund	\$31,361	\$18,153	\$141,550	\$144,744	\$27,651	\$29,667	\$85,915	\$120,493	\$286,477	\$313,057	
Matching Gifts	\$250	\$200	\$350	\$575	\$375	\$500	\$475	\$225	\$1,450	\$1,500	
	\$31,611	\$18,353	\$141,900	\$145,319	\$28,026	\$30,167	\$86,390	\$120,718	\$287,927	\$314,557	9.2%
Annual Grants-in-Aid of Research											
GIAR	\$6,862	\$8,590	\$4,024	\$12,249	\$14,652	\$7,523	\$18,921	\$23,402	\$44,459	\$51,764	
GIAR-Goldschmidt Fund	\$10,000	\$10,000	\$0	\$10,000	\$0	\$0	\$0	\$0	\$10,000	\$20,000	
DC Chapter Named GIAR Fund	\$0	\$0	\$0	\$5,000	\$0	\$0	\$0	\$0	\$0	\$5,000	
	\$16,862	\$18,590	\$4,024	\$27,249	\$14,652	\$7,523	\$18,921	\$23,402	\$54,459	\$76,764	41.0%
Estate Gifts											
Timmerhaus (Unrestricted)	\$0	\$0	\$0	\$99,180	\$0	\$0	\$0	\$0	\$0	\$99,180	
Anthony GIAR Fund	\$0	\$0	\$0	\$125,130	\$0	\$195	\$0	\$6,998	\$0	\$132,323	
Gosser GIAR Fund	\$0	\$0	\$0	\$0	\$250,000	\$0	\$0	\$0	\$250,000	\$0	
Passer GIAR Fund	\$0	\$0	\$0	\$0	\$0	\$40,000	\$0	\$0	\$0	\$40,000	
	\$0	\$0	\$0	\$224,310	\$250,000	\$40,195	\$0	\$6,998	\$250,000	\$271,503	8.6%
Canadian Funds											
Canadian Activities Fund	\$0	\$0	\$25	\$250	\$0	\$150	\$250	\$60	\$275	\$460	
Canadian Research Fund	\$600	\$188	\$2,190	\$2,690	\$0	\$250	\$1,000	\$465	\$3,790	\$3,593	
	\$600	\$188	\$2,215	\$2,940	\$0	\$400	\$1,250	\$525	\$4,065	\$4,053	-0.3%
Other											
AM-Student Research Conference	\$0	\$0	\$13,300	\$0	\$0	\$0	\$0	\$0	\$13,300	\$0	
Chubb Award	\$50,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$50,000	\$0	
Thomas T. Holme	\$25	\$0	\$0	\$0	\$655	\$0	\$237	\$0	\$917	\$0	
Young Internat'l Scientists Fund	\$245	\$133	\$635	\$0	\$4,128	\$0	\$3,416	\$25	\$8,424	\$158	
	\$50,270	\$133	\$13,935	\$0	\$4,783	\$0	\$3,653	\$25	\$72,641	\$158	-99.8%
Total	\$99,343	\$37,264	\$162,074	\$399,818	\$297,461	\$78,285	\$110,214	\$151,668	\$669,092	\$667,035	-0.3%

* Not audited; based on data from Members Only database.

Development Study FY 2013 - #Count

Donation Level		Member Type				Member Grade			Average Age	Non-member Donor *
	Total Member Donor Count*	Emeritus	Life	Member	Student & Transitional	Associate	Promoted	Full		
Companions+	98	39	24	35	0	26	35	37	73	3
		39.8%	24.5%	35.7%	0.0%	26.5%	35.7%	37.8%		
\$100-\$499	1,208	614	139	453	2	287	359	562	74	7
		50.8%	11.5%	37.5%	0.2%	23.8%	29.7%	46.5%		
\$25-\$99	1,837	1,000	155	675	7	397	587	853	73	10
		54.4%	8.4%	36.7%	0.4%	21.6%	32.0%	46.4%		
\$10-\$24	469	188	11	242	28	140	136	193	63	2
		40.1%	2.3%	51.6%	6.0%	29.9%	29.0%	41.2%		
Totals	3,616	1,843	329	1,407	37	851	1,118	1,647		22
% of member donors		51.0%	9.1%	38.9%	1.0%	23.5%	30.9%	45.5%		
% of members		26.0%	11.0%	45.0%	18.0%	34.3%	21.4%	44.3%		

Notes:

17 Students and 20 Transitionals donated

*Total Member Donor Count excluded non member donors.

Development Study FY 2013 - \$Donations

Donation Level		Member Type				Member Grade				Non Member*
	Total Member Donations*	Emeritus	Life	Member	Student & Transitional	Associate	Promoted	Full		
Companions+	\$342,965	\$193,758	\$121,393	\$27,814	\$0	\$23,994	\$183,667	\$135,304		\$43,197
		56.5%	35.4%	8.1%	0.0%	7.0%	53.6%	39.5%		
\$100-\$499	\$176,202	\$88,481	\$20,346	\$67,175	\$200	\$40,722	\$53,216	\$82,264		\$900
		50.2%	11.5%	38.1%	0.1%	23.1%	30.2%	46.7%		
\$25-\$99	\$77,990	\$42,663	\$7,012	\$28,110	\$205	\$16,560	\$24,678	\$36,752		\$475
		54.7%	9.0%	36.0%	0.3%	21.2%	31.6%	47.1%		
\$10-\$24	\$6,766	\$2,914	\$155	\$3,347	\$350	\$1,888	\$2,043	\$2,835		\$22
		43.1%	2.3%	49.5%	5.2%	27.9%	30.2%	41.9%		
Totals	\$603,923	\$327,816	\$148,906	\$126,446	\$755	\$83,164	\$263,604	\$257,155		\$44,594
% of member donations		54.3%	24.7%	20.9%	0.1%	13.8%	43.6%	42.6%		6.9%
% of members		26.0%	11.0%	45.0%	18.0%	34.3%	21.4%	44.3%		

Note:

*Total excludes donations from non-member persons

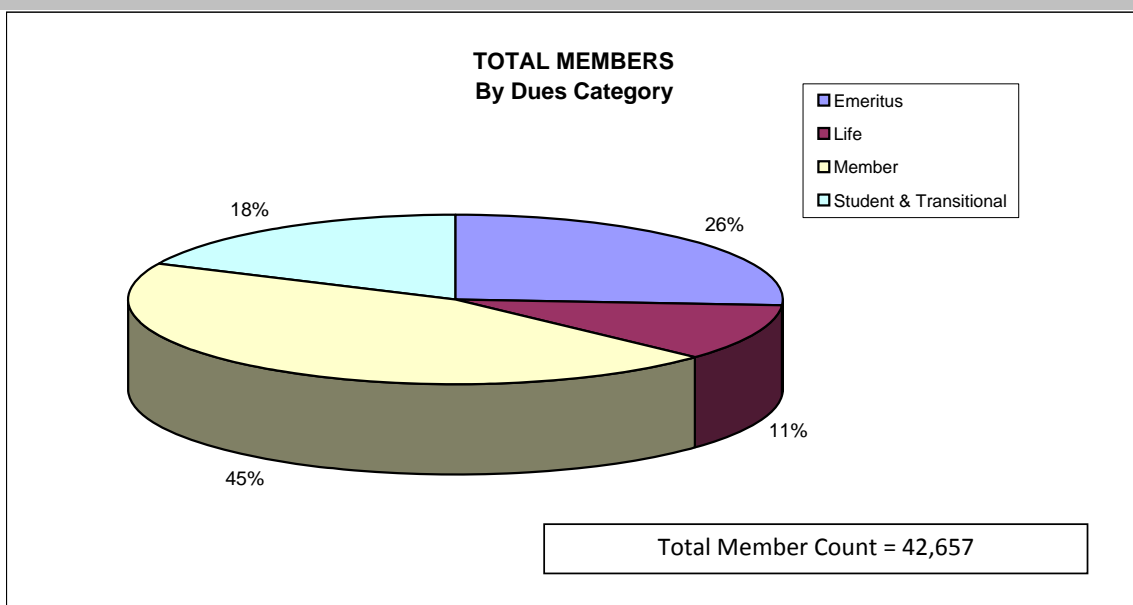
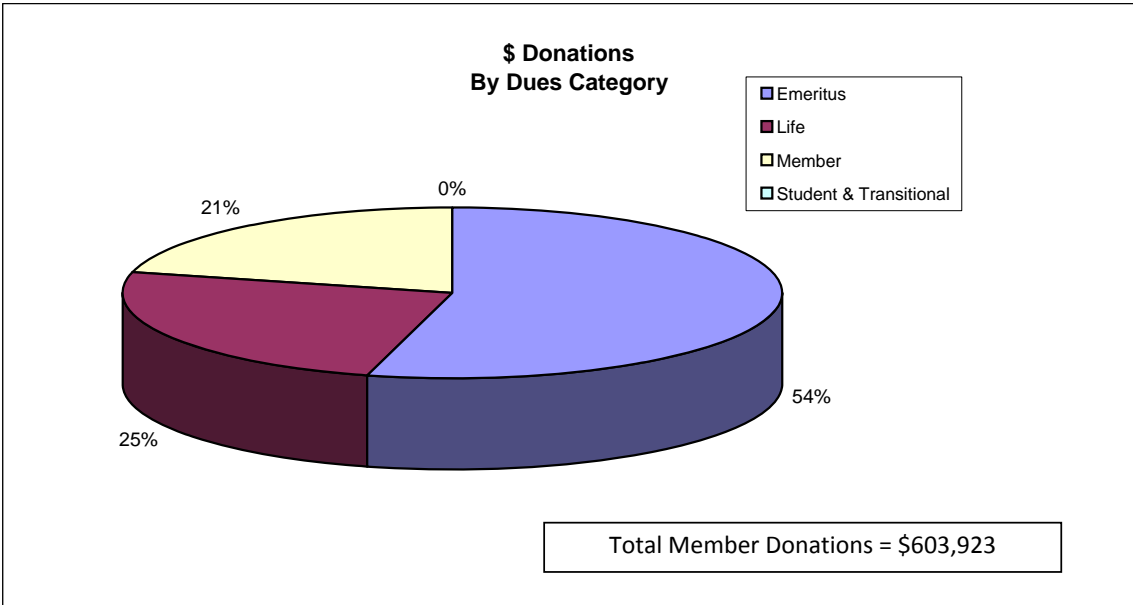
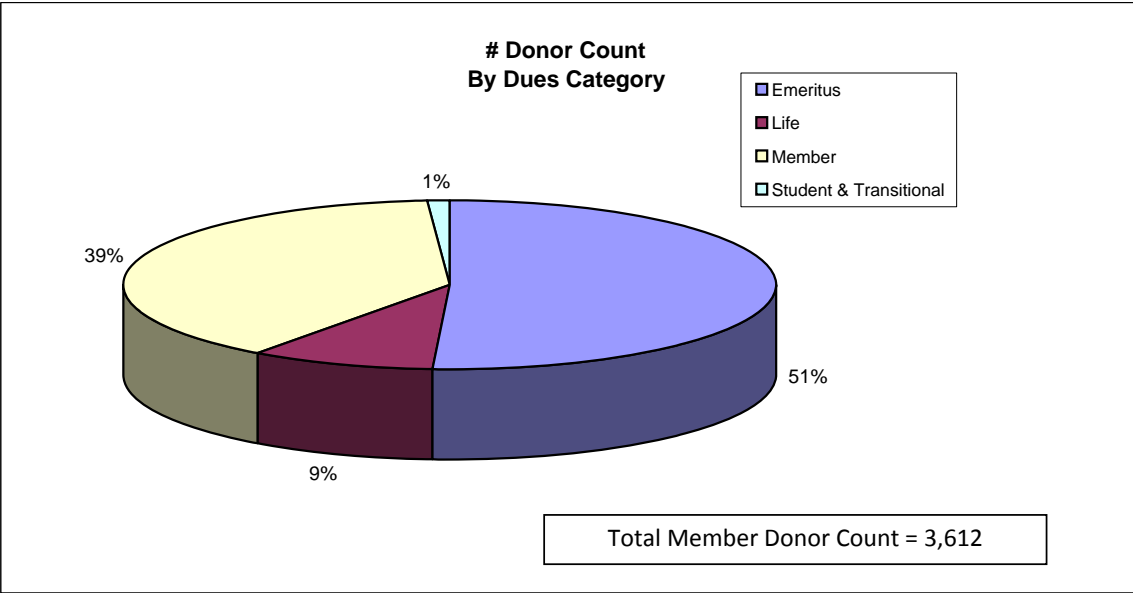
Total excludes donations from organizations (e.g., matching gifts, chapters, and companies)

Development Study FY 2013 - Breakdown by Categories

<u>Dues Category</u>	% Donors	% Donations	% Members
Emeritus	51%	54%	26%
Life	9%	25%	11%
Member	39%	21%	45%
Student & Transitional	<u>1%</u>	<u>0%</u>	<u>18%</u>
	100%	100%	100%
<u>Member Grade</u>			
Associate	24%	14%	34%
Promoted	31%	44%	21%
Full	<u>46%</u>	<u>43%</u>	<u>44%</u>
	100%	100%	100%

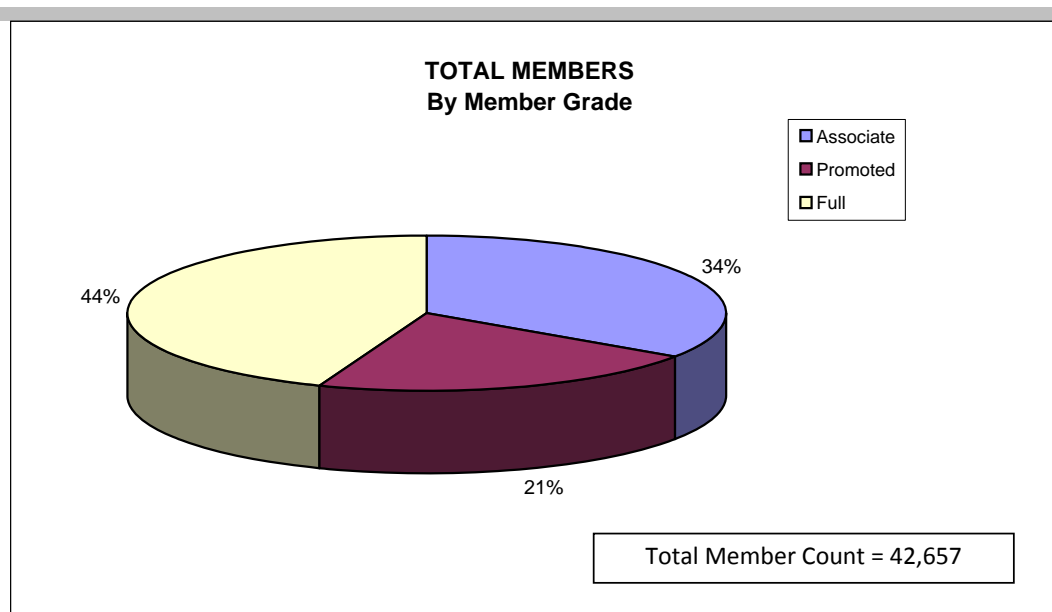
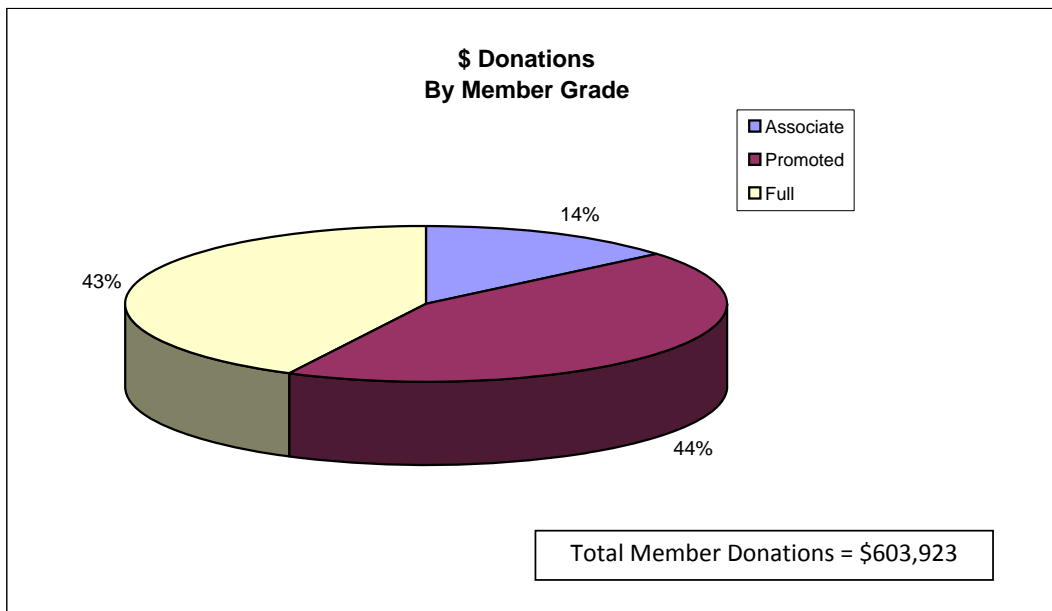
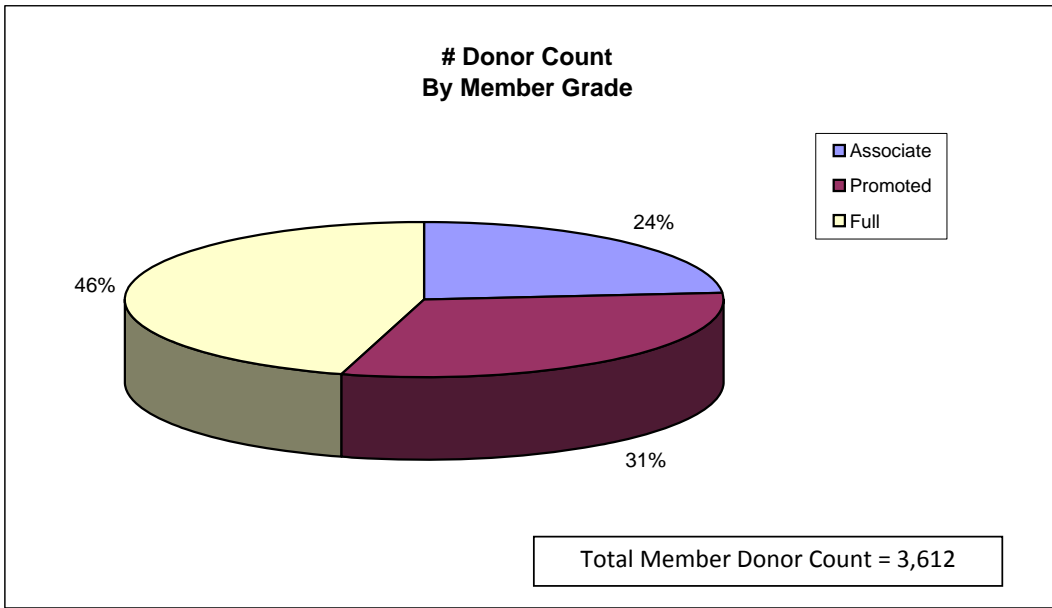
Source: Members Only Database

FY 2013 Contributions by Members - By Dues Category



Source: Members Only Database; includes members who gave \$10+

FY 2013 Contributions by Members - By Member Grade



Source: Members Only Database; includes members who gave \$10+