

FY 2019-20

# NW WORKS

## Fundraising & Development Report

### NETWORK FOR GOOD

- Donor database implemented in July 2019
  - Processed \$107,267 dollars worth of donations and ticket sales
  - Added 929 contacts to database
  - Engaged donors with 45 unique email campaigns; average 45% open rate



### FARM TO TABLE

Fourth Annual Event, September 2019

- 189 guests, 31 sponsorships
- \$35,187 revenue
- Cut expenses and increased revenue by 28%



### GIVING TUESDAY

A total of \$9,393 were donated on December 3rd, NW Work's inaugural day of participating in the international day of giving.

- 18 individual donors
- Facebook donors received a partial match



### GRANTS

- \$10,000 Wells Fargo
- \$37,915 to purchase new van from the Foundation for Children w/ Intellectual Developmental Disabilities
- \$19,600 to install automatic doors in our building from KOVAR



### COVID-19 IMPACT

The Pandemic has forced us to move, cancel, and redesign our fundraising events and how we communicate with our donors. But we remain committed to serving our clients; we are creatively planning ways to interact with our stakeholders and continue raising funds and awareness about the work we do.



### SAVE THE DATE

September 13th, 2020- Farm to Table

November 6th, 2020- 50 Year Anniversary Fundraising Dinner

December 1st, 2020- Giving Tuesday

# YOU MADE THIS YEAR GREAT.

A VERY SPECIAL THANK YOU TO THE HUNDREDS OF PEOPLE WHO MADE OUR LAST YEAR GREAT. DONORS, VOLUNTEERS, AND COMMUNITY CHAMPIONS GIVE US OUR IDENTITY. WE ARE GRATEFUL FOR YOU AND YOUR SUPPORT.

## **NW Legacy Donors (\$5,000+)**

*Perry & Dawn Campbell      Karen & Dan Walker      Pat & Ellen Mason\**

## **NW Champion Donors (\$1,000+)**

Steve & Natalie Loudan    Allyson & Phillip Pate    Kelly Kremer    Melody Crossway\*\*

Jim Youngblood\*    Deb & Les Taylor\*\*    Brady Smith\*\*

## **NW Monthly Donors**

Ashley Moslak    Viqui Dill    Andrea & Douglas Koenker\*    Tom & Rosemary Tarrant\*    Joel Stopha\*

## **Friends of NW Works**

- City National Bank
- First Bank Strasburg
- Will Simpkins & Stace Rader
- Marcy Obenchain
- Roberto Quinones
- Miller's Office Supply
- Jim Youngblood\*
- Samir Jhaveri\*
- Rich Kozlow\*
- Cynthia Schneider
- Patrick and Denise Manley
- John & Pia Crandell
- John & Ann Copeland
- Jeffy & Tracy Marlatt
- Jacqueline Dooley
- Gretchen Israel
- Bill & Beth Carl
- James Stafford, III
- Home Depot
- Timeless Wines
- TREX
- Richard Phillips
- Danita Roble
- Valley Health Systems
- Norman Sandstrom
- Lewis McDonald
- Amy Buracker
- Valerie Carney\*\*
- Bank of Clarke County
- Michael Vaughters
- Doug & Rosalie Cornwell
- Betty Nichols
- Chris Rathel
- Clare Dame
- Ellie Williams\*\*
- Norine Dagliano
- Mickey & Linda Coffman\*
- Diane McBride
- Paige Manuel\*
- William Hoemmen
- Shaffers BBQ

\*Board Members 19-20

\*\*Staff Members