**Hillman Foundation Challenge Grant**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  | **Timing** | **3-Yr Stretch Goal** | **Jul-21** | **Aug-21** | **Sep-21** | **$ To Date** | **% (of $500K) To Date** |
| **JA INSPIRE -- Add 50 new JA Inspire booths** | Add 50 in 2021/22; retain for next two years | $150,000 | $0 | $0 | $0 | **$0** | 0% |
| **MORE  Recapture lapsed donors and grow current donors (as compared to Base Year)** | 2021/22 -- $50K 2022/23 -- $75K 2023/24 -- $100K | $225,000 |  |  |  | **$0** | 0% |
|  | Recaptured Lapsed Donors |  | $200 | $8,998 | $460 | **$9,659** | 2% |
|  | Increased Donors |  |  |  |  | **$13,793** | 3% |
| **Receive Tucson Foundations grant** | One-time gift in 2023 | $100,000 |  |  |  |  | 0% |
| **Find New donors ($2500 +) (Corp/Found/Ind)** | $50K/year | $150,000 | $20,000 | $15,000 | $23,250 | **$58,250** | 12% |
| **New donors between $1k - $2,499.00** |  |  | $0 | $3,143 | $0 | **$3,143** | 1% |
| **Broad based campaign (New individuals $1000 and under)** | $5,000/year | $15,000 | $580 | $6,572 | $0 | **$7,152** | 1% |
| **JA HEROES – Board-driven fundraising event to raise donations from individuals** | 21-22: $5,000 22-23: $20,000 34-24: $20,000 | $  45,000 | $0 | $0 | $0 | **$0** | 0% |
| **Other donors who don't fall into above categories** |  |  |  |  |  | **$10,712** | 2% |
| **TOTAL** |  | **$640,000** |  |  |  | **$102,708** | **21%** |

**Status as of 9/30/21**