



St. Francis of Assisi Catholic School

Development Office

2013-2014

Annual Impact Report

Introduction

St. Francis of Assisi Catholic School's Development Office continued to pursue its four primary goals, as defined in the parish's Pastoral Plan, in the 2013-2014 fiscal year. Work centered on defining and strengthening the Development process, expanding donor support, delivering and evaluating the major Development events, and implementing new initiatives to build the Tuition Assistance Fund and a Planned Giving and Major Gifts program.

Tuition Assistance Fund

St. Francis of Assisi Catholic School helps current school families with the cost of tuition through its Tuition Assistance Fund. For families that experience an unexpected financial need, or who would otherwise have to un-enroll their children, resources from the Tuition Assistance Fund enable them to provide a stable educational experience for their children during difficult times.

Through a variety of activities (as noted below) including the 3rd annual "Teeing It Up for Tuition" Golf Outing chaired by **Cokey Huffman** and **Trish Edwards**, St. Francis of Assisi Catholic School raised \$52,865 in total net proceeds for the Tuition Assistance Fund. Through the generosity of many, including Golf Outing sponsors Gene Butman Ford, Tim and Shann Patton, Cathy Pietrasiuk, Jose De La Iglesia, Ron Eppler, the Huffman Family, and St. Francis of Assisi Knights of Columbus, 15 families were able to receive assistance totaling \$45,463.

Tuition Assistance Fund (net):

Summer Appeal:	\$ 9,112
Golf Outing:	\$ 6,425
ETF Benefit Tuition Assistance Appeal:	\$31,320
Tuition Payment Option:	\$ 1,503
Newsletter Remittance Envelopes:	\$ 4,505
Total:	\$52,865

Hopes and Dreams Fund

The Hopes and Dreams Fund is a new challenge gift program which St. Francis of Assisi Catholic School launched in the spring of 2014. An anonymous donor pledged a dollar for dollar match, up to \$40,000 per year, for eight consecutive years, on behalf of tuition assistance for first-time (new) families.

The long-term goals of the Hopes and Dreams Fund are to bring the benefits of a Catholic school education to more people, as well as increase enrollment at our school over time. In its inaugural year, the Hopes and Dreams Fund exceeded its first-year goal, raising \$47,683 in paid gifts through June 30, 2014. That excludes multi-year outstanding pledges totaling \$117,445 (to be paid over time) as well as the matching, challenge gift funds.

Annual School Appeal

Each year, St. Francis of Assisi Catholic School makes a direct mail appeal to thousands of potential supporters in the parish and school community for contributions to its Annual Appeal. In the 2013-2014 fiscal year, after expenses of \$2,183, the Appeal generated \$43,144 in net proceeds for the school's operating budget, to help fund the *Fast Reading* Phonics and Spelling curriculum as well as language arts resources. Some of the proceeds were also used towards teacher salaries.

The Annual Appeal is the cornerstone of the school's efforts to bridge the gap between the cost of educating a student and tuition charged. In the 2013-2014 school year the difference totaled \$2,601 per pupil. Since gifts to the Annual Appeal are fully tax-deductible while tuition payments are not, the Annual Appeal provides the opportunity for means-based support to the school's operating budget, particularly for enrolled families.

In addition to the Annual Appeal, many friends contributed to the school's operating budget via the Mustang Connection newsletter and/or the Annual Impact Report remittance envelope, as well as throughout the year. Those gifts were credited to "Other Development Income" to assist with ongoing school needs.

Annual School Appeal / Other Development Income (net):

Annual School Appeal:	\$43,144
Other Development Income:	\$ 5,269
Total:	\$48,413

Educational Trust Fund (ETF)

The Educational Trust Fund (ETF), founded in 1987, provides operational support to St. Francis of Assisi Catholic School via an annual award. The principal of the ETF is invested to generate interest, and each year a portion of the interest is transferred to the school's operating budget to help meet current needs. As of June 30, 2014, the ETF had a balance of \$1,846,421, excluding the \$70,000 award to the school for the 2014-2015 fiscal year.

The ETF endowment is unique among Catholic schools in the Diocese of Lansing, and helps ensure the fiscal health of St. Francis of Assisi Catholic School, as well as its viability. As the endowment grows, so does the amount of support the ETF can provide to the school annually. The ETF prepares for the future while providing for the present. It is an integral part of St. Francis of Assisi parish's long-term vision for Catholic education in Washtenaw County. As a community, we are truly blessed to have the Educational Trust Fund.

Educational Trust Fund (ETF) (continued)

Two primary initiatives contributed to the ongoing growth of the Educational Trust Fund - the annual Benefit and the Leadership Circle. The 13th Benefit, chaired by **LeeAnn McKeon** and **Shawna Foster**, took place on Saturday, February 22, 2014 and included the theme "Welcome to the Islands." This much anticipated celebration raised \$54,546 in net proceeds for the ETF. Many generous sponsors, as noted below, contributed to the success of the evening.

Silver Sponsor (\$2,500)

The Pietrasiuk Family Foundation

Bronze Sponsors (\$1,500)

Jeff Crause & Ed McClellan at Edward Jones

Archangel Sponsor (\$1,000)

Anonymous

Angel Sponsors (\$500)

Active One Construction Company

Bank of Ann Arbor

Tom & Jill Dieroff

Don & Clare Eaton (School-Tech, Inc.)

Cyril Grum & Cathy Strachan

Krull Construction Company

Steve & Donna Pezda

Print-Tech, Inc.

Talmer Bank & Trust

The Leadership Circle, which brings together families who commit a minimum of \$1,000 per year for five consecutive years, continued to expand its membership on behalf of the ETF. Seven families joined the Leadership Circle in 2014, bringing the total to 49 families. By the end of the fiscal year, the ETF realized \$58,382 in contributions from all (2011 - 2014) Leadership Circle members. Thank you to these generous contributors:

Leadership Circle Membership 2014

David & Monika Barera

Greg & Andi Lobdell

Marty & Karen Lutz

Patrick & LeeAnn McKeon

Thomas Sidlik & Rebecca Boylan

Mark & Michelle Updike

Nancy Wiernik

Leadership Circle Membership 2013

Peter & Jane DeChants

Daniel & Daisy Demlow

Frank & Kim La Marca

Mike & Diane Leoni

Christopher & Karen Ongena

Joe & Deb Purcell

John-Paul & Clare Stando

Kathie & Dave Sullivan

Pitney Bowes Company

(matching gift)

Leadership Circle Membership 2012

James & Ann Marie Borders

Timothy & Jamie Cahill

John & Denise Carethers

Doris Filisko

Tom & Gigi Jetton

Florence Kruzas

John & Bridget McGillicuddy

David & Kathy Swastek

Leadership Circle Membership 2011

William & Mary Claire Anhut

Herbert & Christine Black

Christopher & Traci Coffman

David & Charlotte Decker

Bill & Ehren Dirksen

Jim & Lisa Edwards

Mark & Karen Falahee

Marc & Julianna Feeney

Ted Fosdick

Robert & Angela Geppner

William & Angela Giannobile

Glenn & Amy Gottfried

Steve & Debra Hermann

William & Susan Hermann

Jeff & Stacey Higgins

Richard & Elizabeth Jarzembowski

Steve & Julie Lavender

Mike & Stacey Marsh

Steve & Lisa Morris

Tim & Shann Patton

Greg & Laurie Ruselowski

Michael & Kimm Sarosi

George & Judi Schwartz

Manak & Lucienne Sood

Mark & Jane Vogel

Thomas & Mary Wakefield

Northwestern Mutual Life Insurance Company
(matching gift)

In addition to these two important endeavors, 16 donors contributed \$3,879 in new gifts to the Trust Fund. Several of them were contributions in honor, or in memory of someone, and they ranged in amount from \$5 to \$1,000. All of these efforts help build the ETF, making the long-term goal of \$10 million, achievable.

Fiscal Year 2013 ETF Results

New Gifts:	\$ 3,879
Leadership Circle Gifts:	\$ 58,382
ETF Benefit:	\$ 54,546
ETF Operating Expenses:	\$(881)
Total Net ETF Revenue:	\$ 115,926
Investment Interest Earned:	\$ 29,458
Unrealized Market Gain:	\$ 148,980
Net Investment Results:	\$ 178,438
ETF Beginning Balance, July 1, 2013:	\$1,615,057
Net Increase in ETF Assets after \$63,000 Award:	\$ 231,364
Ending Balance, ETF, 6/30/2014*:	\$1,846,421

*Excludes the \$70,000 award made to St. Francis School for the 2014-2015 fiscal year.

Thank You Donors

July 1, 2013 - June 30, 2014

St. Francis of Assisi Catholic School extends sincere appreciation to the donors listed below. Their support continues a strong tradition of generosity to help meet important educational needs. The list reflects cumulative cash gifts received by the Development Office and School during the 2013-2014 fiscal year. Gift In-Kind donors are listed too, following "Friends."

Servants of God

(\$10,000 & above)

Gene Butman Ford*
Mr. & Mrs. Timothy Patton*

Shepherds

(\$5,000 - \$9,999)

Anonymous (2)
The Jim Harbaugh Foundation
Mr. C. Steve & Dr. Lisa Morris*
Jim & Clare O'Leary*
Cathy Pietrasiak -
Pietrasiak Family Foundation*
Pitney Bowes
Mr. & Mrs. Joseph Purcell
Rebecca Boylan & Thomas Sidlik*
Dr. & Mrs. Manak Sood*
Daniel Sougstad

Guardians

(\$2,500 - \$4,999)

Anonymous (1)
Timothy & Jamie Cahill*
Mr. & Mrs. Robert Geppner
Glenn & Amy Gottfried*
Mr. & Mrs. Jeffrey Higgins*
Mr. & Mrs. Stephen Lavender*
Mr. & Mrs. Mike Marsh*
Mr. & Mrs. Jeffrey Remillard*
Dr. & Mrs. David Swastek*

Brothers & Sisters

(\$1,000 - \$2,499)

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Andrew Kilpatrick

Mrs. Florence Kruzas*

Frank & Kim La Marca*

Elizabeth Lemmer*

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Greg & Andi Loddell

Paul & Rhonda Longworth

Dr. & Mrs. John McGillicuddy*

Patrick & LeeAnn McKeon*

Morning Basketball Group

Neil Mueller*

Northwestern Mutual Foundation*

Christopher & Karen Ongena*

Mr. & Mrs. Lawrence Peck*

Helen Peters*

Mr. & Mrs. George Pomey

Leonard & Katia Prezecki*

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Miss Vicki Serino

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Dr. & Mrs. Philip Stella

Mr. & Mrs. David Sullivan*

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Mr. & Mrs. Randal Visintainer
Mr. & Mrs. Mark Vogel*
Dr. & Mrs. Thomas Wakefield*
Dr. & Mrs. John Walsh*
Mrs. Peter Wiernik*

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(\$500 - \$999)

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(\$100 - \$499)

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Mr. & Mrs. Jack Weidenbach
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Brian & Dorothy Wolcott
Mark Zaleski
Mr. & Mrs. J. Andy Zamora*
Jon-Kar & Yolanda Zubieta

Friends

(Up to \$99)

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Mr. & Mrs. Paul Bass
Mr. & Mrs. Allan Bike*
Patty Blessing
Mr. & Mrs. Lloyd Bozzi*
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Christopher Bunto
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Friends (continued)

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Mr. & Mrs. Mark White*
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Carlos Gonzalez &
Margherita Fontana
Chelsea Foster
Georgetown Country Club
Glenn & Amy Gottfried
Great Lakes Zoological Society
Mr. & Mrs. Ryan Gregg
Grizzly Peak Brewing Company
Kyle & Meghan Gunnerson
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Mr. & Mrs. Robert Hoffman
Mr. & Mrs. Chuck Huffman
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Gifts In-Kind

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Douglas & Joan Armstrong
Austin & Warburton
Ave Maria University
Linda Badri & Rafeed Yousif
Kevin & Marianne Bailey
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St. Francis of Assisi Catholic Parish
2150 Frieze Avenue
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(734) 821-2200
<http://www.stfrancisa2.com/school>

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Car Raffle

The 18th annual Car Raffle, sponsored by **Gene Butman Ford**, generated \$59,116 in net proceeds after expenses of \$22,529. The finish represented a first in the Raffle's history since the school raised more than \$80,000 in gross proceeds for the third year in a row. Since its inception in 1996, the Car Raffle has raised \$1,320,575 for Catholic education at St. Francis of Assisi School.

Much like the Annual Appeal, the Car Raffle is used to address the gap between tuition charged and the cost to educate each pupil. Raffle proceeds support the school's operating budget and help fund outdoor education subsidies (for Storer Camp and Ship Trip) for families with students in fifth and seventh grades. Raffle proceeds also help offset capital improvement costs related to the school.

To achieve a successful outcome, each school family was asked to sell 24 books of tickets, totaling \$480. Families who exceeded their sales goal were entered into an incentive drawing for a single-student tuition and technology fee credit, valued at \$5,030, for the 2014-2015 school year. Fifty-five families exceeded their sales goal, and the Gunnerson family was chosen as the winner.

Tom Butman was the Car Raffle's honorary chairman. The Butman family donated a 2-year lease on a 2014 Ford Fusion with a \$10,000 cash alternative as the grand prize. Three additional cash prizes, namely \$5,000, \$2,500 and \$1,000 were awarded by the school.

Total Net Car Raffle:

\$59,116

Planned Giving

A planned gift is carefully considered by the donor in light of estate and financial plans, to be made at some future date, or at death. It can be funded through cash, equity, property, life insurance, or a retirement plan, and made in any amount for any purpose. It is a present decision to make a future gift. Nine benefactors have notified the Development Office that they have made provisions for the Educational Trust Fund or the school in their estate plans. We are grateful for this extraordinary commitment.

2013-2014 Development Council

Patrice Deutschmann
Patti Dobbs
Julie Fantone Pritzel, Principal & Alumna
Glenn Gottfried, Chairman
Bob Hoffman
Mary Karen McClellan
Eileen Peck
Colleen Pierce, Director of Stewardship & Development
Elizabeth Shurmur, Teacher & Alumna
Amy Smith
Chuck Stankovic
Michelle Updike

Philosophy and Mission Statement

St. Francis of Assisi Catholic School is a family-oriented mission of the St. Francis of Assisi Parish community where each student is valued, respected and nurtured as a unique creation of God. We challenge our students spiritually, academically and physically to learn, care and lead as they work to discover the plan that God intends for them. As followers of Christ, we strive always to instill in our students the words of St. Francis of Assisi ... "Preach the Gospel always, and when necessary, use words."