



St. Francis of Assisi
— CATHOLIC SCHOOL —

Development Office
2011-2012 Annual Report

Introduction

In accordance with the 5-year Pastoral Plan that is currently implemented for St. Francis of Assisi Parish, our school’s Development Office pursues four primary goals:

- Define and strengthen the Development process;
- Expand donor support;
- Deliver the major Development events annually. Following, evaluate their effectiveness and identify opportunities for improvement;
- Implement new initiatives to build the Tuition Assistance Fund as well as a Planned Giving and Major Gifts program.

The work of the Development Office in the 2011-2012 fiscal year focused on those goals.

Tuition Assistance Fund

The second annual Tuition Assistance Golf Outing, chaired by St. Francis alumnus Doug DeFord was held on September 23, 2011 at the Polo Fields Golf and Country Clubs in Ann Arbor. Fifteen foursomes played in the event. The Golf Outing was first introduced in 2010 as a way to build up the Tuition Assistance Fund, which many families rely upon to cover a portion of school tuition during the year.

The outing raised \$10,700 (before expenses of \$5,269) or 71% of its \$15,000 goal. The net proceeds matched approximately the amount raised in 2010-2011.



Team DeFord

The Development Office also conducted two appeals for the Tuition Assistance Fund; one via mail in July 2011, and one in person at the conclusion of the 11th annual Educational Trust Fund Benefit on February 4, 2012. Those efforts raised \$24,075 in net proceeds.

Throughout the year, friends of the school were given the opportunity to contribute to the Tuition Assistance Fund via a remittance envelope in the Mustang Connection newsletter. In addition, the Development Office instituted a new gift option for enrolled families. They can now opt to increase their monthly or annual tuition payment(s) by any amount to help support the Tuition Assistance Fund. This enables families that use an automated deduction to contribute easily and regularly throughout the year.

Through everyone’s combined participation and generosity, \$35,450 in net proceeds were raised for the Tuition Assistance Fund in the 2011-2012 school year. The annual, aggregate need typically exceeds \$50,000.

Tuition Assistance Fund (net):

Golf Outing:	\$ 5,431
Summer Appeal:	\$ 8,830
ETF Benefit Appeal:	\$15,245
Newsletter Remittance Envelopes:	\$ 2,235
Tuition Payment Option	<u>\$ 3,709</u>
Total:	<u>\$35,450</u>

Annual School Appeal

Each year, St. Francis of Assisi Catholic School makes a direct mail appeal to thousands of friends in the parish and school community for cash gifts through its Annual School Appeal. Its proceeds help support school operations, such as teacher salaries and curriculum necessities. Tuition does not fully cover the cost of educating each student at St. Francis of Assisi Catholic School; therefore, the success of the Appeal is critical since it helps bridge the gap between the tuition charged and the school’s actual per-student cost. In the 2011-2012 school year the difference totaled \$2,559 per student.

During the budget planning process each year, the Development Office establishes a target for the Annual School Appeal. In recent years, the target has exceeded the funds raised.

The 2011-2012 Annual School Appeal raised \$54,415 (before expenses of \$4,911) or 78% of its \$70,000 goal. In addition to the Annual School Appeal, many friends contributed to the school's operational costs via the Mustang Connection newsletter remittance envelope or when the time was best for them during the year. Those gifts were credited to "Other Development Income" to assist with ongoing operational costs.

Annual School Appeal / Other Development Income (net):

Annual School Appeal:	\$49,504
Other Development Income:	<u>\$ 5,089</u>
Total:	\$54,593

Educational Trust Fund (ETF)

The 11th annual Educational Trust Fund (ETF) Benefit, chaired by Sergio and Kristin Scarcella and Jeff and Stacey Higgins, took place on February 4, 2012. The event, which was held at Weber's Inn in Ann Arbor, featured a "sweet" theme and included a strolling dinner, charitable games, and a silent and live auction. Two-hundred thirteen guests attended the Benefit, which raised \$39,983 in net proceeds for the Educational Trust Fund. That total included donations from sponsors, as well as friends unable to attend the event.

In the 2011-2012 school year, the Development Office continued to build on the success of the sponsorship initiative which launched the prior year, on behalf of the Benefit. It helped underwrite some of the event costs. These generous sponsors participated:

- Active One Construction Company**
- Ann Arbor Center for Financial Services**
- Bank of Ann Arbor**
- Jeff Crause at Edward Jones**
- Sandra Sorini Elser - Bodman PLC**
- Krull Construction Inc.**
- Pietrasiuk Family Foundation**
- Print-Tech, Inc.**
- Sergio & Kristin Scarcella**
- Dean R. Schueller, M.D., Ann Arbor Orthopaedic Surgery**
- Robert & Michelle Schwartz**
- Thomas Sidlik & Rebecca Boylan**
- Weber's Inn**
- Wiltec Technologies, Inc.**

The Development Office also cultivated the **ETF Leadership Circle** to ensure consistent growth of the Trust Fund over time. That program invited supporters to make a multi-year commitment to the Trust Fund of at least \$1,000 annually, for 5 years; nine families joined the Leadership Circle in 2012. Together they committed a total of \$46,000 to the Trust Fund. By the end of the fiscal year, the ETF realized \$43,320 in contributions from all (2011 and 2012) Leadership Circle members.

In addition to the ETF Benefit and the Leadership Circle, many friends contributed \$2,050 in new gifts to the Trust Fund. Several of them were donations in honor, or in memory of someone, and they ranged in amount from \$50 - \$200.

All of these efforts help build the ETF, whose primary purpose is to provide long-term financial assistance to St. Francis of Assisi Catholic School. The ETF pools gifts of money and invests the permanent fund to generate an income, which is then awarded to the school each year for operations. The award for the 2012-2013 school year (based on a formula set forth in the Trust documents) totaled \$55,000, the highest ever.

Fiscal Year 2012 ETF Results

New Gifts:	\$ 2,050
Leadership Circle Gifts:	\$43,320
ETF Benefit:	\$39,983
ETF Operating Expenses:	<u>\$ (264)</u>
Total Net ETF Revenue:	\$85,089
Investment Interest Earned:	\$ 30,250
Unrealized Market Gain:	<u>\$ 42,764</u>
Net Investment Results:	\$ 73,014
Award to St. Francis of Assisi School:	\$ (55,000)
ETF Beginning Balance, July 1, 2011:	\$1,296,709
Net Increase in ETF Assets:	<u>\$ 103,103</u>
Ending Balance, ETF, 6/30/2012:	\$1,399,812

Car Raffle

The 16th annual Car Raffle, sponsored by Gene Butman Ford and co-chaired by Patrice Deutschmann and Amy Smith, incorporated some exciting changes. The grand prize was a 2-year lease on a 2012 Ford Mustang convertible with a \$10,000 cash alternative. Four additional cash prizes of \$1,000, \$750, \$500 and \$250 were also awarded.

The Development Council sought to raise \$70,000 through the raffle. Ken Butman, President of Gene Butman Ford, challenged the school to raise \$100,000. To meet that goal, each family was asked to sell 24 books of tickets. Families who exceeded their sales goal were entered into a special incentive drawing for a \$4,700 tuition credit for the 2012-2013 school year. Fifty families sold above and beyond their allotment, and at the Ice Cream Social on June 1, 2012, the Bohl family was randomly chosen as the tuition credit winner.

Proceeds from the raffle totaled \$100,431 (before expenses of \$12,630) or 143% of the \$70,000 goal. The challenge goal combined with the tuition credit drawing increased family participation in the 2012 Car Raffle, which enabled the school to raise its second highest gross proceeds in the history of the raffle.

Since its inception, the Car Raffle has raised \$1,151,297 in gross revenue. St. Francis of Assisi Catholic School is grateful to Ken Butman and Gene Butman Ford for their ongoing support.

Total Net Car Raffle:	\$ 87,801
------------------------------	------------------

Thank You Donors

Development Office

July 1, 2011 - June 30, 2012

St. Francis of Assisi Catholic School extends sincere appreciation to the donors listed below, as well as 28 unlisted, anonymous donors. Their financial support helps advance a strong tradition of generosity to meet important school needs. This year we are pleased to include an asterisk () with many names to indicate a continuous, three-year giving history to the Development Office. We are sincerely grateful to these friends for their steadfast commitment to our school. Beginning with the 2012-2013 Annual Report, we will segment our donor list by gift levels. St. Francis of Assisi Catholic School is also grateful to the many unlisted individuals and businesses who contributed merchandise and services throughout the year.*

Mr. & Mrs. David Ablauf*	David Corrin*	Chester Grala	Marcio & Melissa Lima	Mr. & Mrs. Jim Pommerich*	Mr. & Mrs. William Stubbs*
Active One Construction	Mr. & Mrs. Donald Courtois*	Cheryl Grant	Michael & Molly Lipham	Mr. & Mrs. Leonard	Mr. & Mrs. Peter Stumpo*
Mr. & Mrs. Virgilio Aguilar	Paul & Laura Crowley	Christopher & Joady Grant	Mr. & Mrs. Christian Lupo	Prezecki II	Mr. & Mrs. David Sullivan*
Dr. Hyacinth Akunne	Lorraine Crall	Mrs. Dorothy Greca*	Mr. & Mrs. Marty Lutz	Barnaby Pung &	Dr. & Mrs. David Swastek*
Mrs. Connie Albarello*	Mr. & Mrs. Jeff Crause	Diane Green	Mr. & Mrs. Corey MacGillivray*	Melissa Milton-Pung	Michelle Swastek*
David & Elaine Allore*	Jeff Crause at Edward Jones	Mrs. Madeline Groshans	Mrs. Theresa MacLean	Mr. & Mrs. Joseph Purcell	Target -
Pablo & Barbara Alvarez	Amelia Crisostomo	Mr. & Mrs. Cyril Grum*	Mr. & Mrs. Roosevelt Madison	Mr. & Mrs. Christopher Purdy	Take Charge of Education
Santine Anderson	Mr. Steven & Dr. Daleiden*	Mr. & Mrs. Peter Hagan*	Mr. & Mrs. John Maguire	Mr. & Mrs. Sergio Quelhas	Mr. & Mrs. Matthew Targett
Elizabeth Andrews*	Ms. Constance D'Amato*	Mr. & Mrs. Laurence Hagerty*	Anne Magyar	Mr. Andrew Rajkovich	Janene Ternes*
Mr. & Mrs. William Anhut*	Gina Danek	Vern & Jacqueline Hall	Mr. & Mrs. Michael	Dr. Cynthia Ray	The Shaffran Companies
Mr. & Mrs. John Antos	Mr. & Mrs. Michael Davis*	Miss Mary Halsey	Makowski	Mr. & Mrs. Dylan Raymond	Dr. & Mrs. Gregory
Douglas & Joan Armstrong	Mrs. George De Shano*	Robert Hamet	Mr. & Mrs. Jorge Manalang	Raymond James Charitable	Thompson*
Mr. & Mrs. Carl Babcock*	Drs. Michael & Laura	Mrs. Heidi Heeringa	Mr. & Mrs. Richard Mannis*	Endowment Fund	Mr. & Mrs. Philip Thompson
Mr. & Mrs. Eric Babe*	DeBacker*	Mr. & Mrs. Donald Heidt	Mr. & Mrs. John Markiewicz	Mr. & Mrs. Jeffrey Remillard*	Linda & Will Tishkoff*
Bank of America	Mr. & Mrs. Stephen DeBacker*	Mr. & Mrs. William Hermann *	Mr. & Mrs. Mike Marsh*	Real & Suzanne Remillard*	United Way of Southeastern
Bank of Ann Arbor	Mr. & Mrs. David Decker*	Mr. & Mrs. Steven Hermann*	Nelson & Mary Martin	Sandy & Maury Richards	Michigan
Mr. & Mrs. David Barera*	Gerry & Donna Decker*	Mr. & Mrs. Jeffrey Higgins*	Edward Masten*	Mr. & Mrs. Robinson	Mark & Michelle Updike
Michael Barera*	Mr. & Mrs. Douglas DeFord	M. Himlin	Anna Mathew &	Gary Roche	Mr. & Mrs. David Vergollo*
Mr. & Mrs. Allan Beatty	Mr. & Mrs. Richard Dehn*	Mr. & Mrs. Robert Hoffman*	Mathew Vachaparampil	Art & Ann Rogers	Antonio & Rosalinda Villarta
Kevin Behmer & Ellen Hopkins	Christina Deininger	Jeffery Holden*	Carol McCaffrey*	Mr. & Mrs. Edward Rohacz	Mr. & Mrs. Randal
Jane Belanger	Mrs. Terry deJonckheere	Michael & Diane Hora	Fr. James G. McDougall*	Barbara Rosenberger	Visintainer*
Mr. & Mrs. Barry Bellaire*	Truman DeLair	Charitable Foundation*	Dr. & Mrs. John	Mr. & Mrs. Patrick Ross	Mr. & Mrs. Mark Vogel*
Robert Berarducci*	M. Susan Delonis*	Steve & Kathy Huczek*	McGillcuddy	April Rue	Don & Dee Vogrin*
David Berdes	Mr. & Mrs. Daniel Demlow	Mrs. Edward Hudge	Mr. & Mrs. Patrick McKeon	Mr. & Mrs. Greg	Mr. & Mrs. Von Koss*
Mr. & Mrs. Michael Bernas	Mr. & Mrs. Roy Deutschmann*	Mr. & Mrs. Chuck Huffman*	Mr. & Mrs. James McNair	Mrs. Lois Russell*	Mary Von Koss*
Mr. & Mrs. Thomas Best*	Eric & Yong Devaney	Daniel & Colleen Hughes	Marian McNally	Mr. & Mrs. Bruce Rust*	Mr. Frank Wahla
Mr. and Mrs. Allan Bike*	Elizabeth Devaux	Mr. & Mrs. Paul Hughes-	Joe & Wendy Mello	Mary Ruvo	Dr. & Mrs. Thomas
Teri Billau	Digital Brewery	Cromwick	Mr. & Mrs. Jonar Mendoza	Cayla Samano	Wakefield*
Mr. & Mrs. James Birchler*	Anastasia Dimick	Ann Hungerman*	Mrs. Patricia Michael*	Juan Sancho &	Mr. Philip Walby*
Mr. & Mrs. Herbert Black Jr.*	Mr. & Mrs. Bill Dirksen*	Hylant Group	Mrs. Rosemary Mierzwa	Bridget Martinez*	Mr. & Mrs. Jerry Waldecker
Barbara Bocan	Shelly Dobbs	Mr. & Mrs. Michael Ignatoski	Mr. & Mrs. John Miller*	Mr. & Mrs. Michael Sarosi*	Mr. & Mrs. Edward Walsh*
Jeff Bocan & Janet Hathaway*	Mrs. Patricia Dobbs*	Darlene Imus*	Mr. & Mrs. Richard Miller*	Patrick Savage	Dr. & Mrs. John Walsh*
Mr. & Mrs. George Bodnar	Donna & Nicholas Donato	Mr. & Mrs. Jeffrey Inge	Matt Miller	Mr. & Mrs. Sergio Scarcella*	Pat & Maria Walsh*
Mr. & Mrs. Pat Bogits*	Dr. & Mrs. Richard Dorr*	Mr. & Mrs. Richard	Mark Minelli	Mr. & Mrs. Jens Schaeberle	Mr. & Mrs. Kyle Walworth*
Gregory & Julie Bohl	Kathleen Downer	Jarzebowski*	Mrs. Mary Moffett	Mr. & Mrs. Richard Scherer	Sam & Christy Wassef
Mr. & Mrs. Robert Boivin	Mrs. Avery Downer	Mr. & Mrs. Tom Jetton	Dr. & Mrs. Bruce Moln	Matthew Schnaidt *	Mr. & Mrs. William Weadock*
Rocky & Michelle Bond	Gail Drake*	Joy Jilek*	Mr. & Dr. C. Steve Morris*	Mr. & Mrs. Paul Scholl*	Mr. & Mrs. Jack
Richard & Karen Boothman*	Rev. Terrence Dumas*	Bobby Johnson	Neil Mueller*	Mr. & Mrs. David Schroeter	Weidenbach*
Mr. & Mrs. James Borders	Mr. & Mrs. Thomas Durham*	Rachel Johnson	Benjamin & Diane Mukkala*	Mr. & Mrs. Dean Schueller	Mary Wessner
Mr. & Mrs. Lloyd Bozzi	Clare Catham-Eaton &	Ken & Mrs. Joseph Jurasek*	Michael & Sherry Nadeau	Eric & Cathy Schulz	Mr. & Mrs. Mark White*
Mr. & Mrs. Thomas Brady*	Donald Eaton	Mr. & Mrs. Christopher Kaniut*	Mr. & Mrs. Gary Nakpairat	The Schutzgruber Family	Mr. & Mrs. Patrick White*
Mr. & Mrs. Chris Brandly	Mr. & Mrs. Richard Ebenhoeh	Daniel & Linda Kapp	Michael Napolitan	Dr. & Dr. Eric Schwab*	Mrs. Peter Wiernik*
David & Judith Brant*	Mr. & Mrs. James Edwards*	Mr. & Mrs. Paul Kawka	Mr. & Mrs. Eugene	Robert & Michelle Schwartz	Matthew & Kimberley Wilk
Diane Briggman*	Sandra & Douglas Elser	Mr. & Mrs. Glenn Keates	Napolitan*	Schwartz Investment Counsel	Wiltec Technologies
Mr. & Mrs. David Brooks	Henry & Erin Elmer	Mrs. Charles Kellermann	Northwestern Mutual	Mr. & Mrs. Joseph Sesi	Mr. & Mrs. Brian Wright
Mary Brown	Catherine Enggass	Kevin & Colleen Kelly	Foundation	Mr. & Mrs. Edward Shaffran	Mr. & Mrs. Edward Wright
Mr. & Mrs. Thomas Buiteweg	Mr. & Mrs. Thomas Erkinen*	Mr. & Mrs. Chris Kempton*	Timothy & Kathleen Norton	Mr. & Mrs. Michael	XFER Communications, Inc.
Mr. & Mrs. Kenneth Butman	Dr. & Mrs. Mark Falahee*	Mark Kempton*	Mr. & Mrs. John Nowak	Shalhoub*	Mr. & Mrs. John Zakerski
John Butsic	Mr. & Mrs. Joseph Fantone	Mr. & Mrs. Robert Kennedy*	David O'Brien &	Patrick & Lori Shannon	Mr. & Mrs. J. Andy Zamora*
Timothy & Jamie Cahill	Julia Fantone*	Andrew Kilpatrick	Katie Stannard*	Diane Sheffrey*	Nathan Zael
Mrs. Alice Campbell*	Dr. & Dr. Qais Farjo*	Mr. & Mrs. James Kimmet*	Mr. & Mrs. Ike Odum	Mr. & Mrs. John Sherzer*	G. Phil Zepeda *
Christian & Theresa Canzano*	Ann Feeney	Mr. & Mrs. Robert King	Maxine O'Neill	Mr. Allen Sherzer	Mr. & Mrs. Nathan Zill*
John & Denise Carethers*	Mr. & Mrs. John Feeney*	Christopher & Rebecca	Mr. & Mrs. Vince O'Neill*	Miss Donna Shields*	
Krissian & Rafael Castillo	Daniel Fellhauer	Kreucher	Christopher & Karen Ongena	Miss Joan Shields*	
Andrew & Laurie Catanzaro	Mrs. Frank Filisko*	Grandmother Gilda C. Kreucher	Norma Orona*	Rebecca Boylan &	
Patrick Catlin	Mr. Ron & Dr. Fitzgerald*	Krull Construction	James & Ellen O'Sullivan*	Thomas Sidlik*	
Jung Mi Chang	Ted Fosdick	Mrs. A. Kruzaz*	Mr. & Mrs. Tom O'Sullivan	Jodi Simpson	
Vince & Fu-Yuan Ciricola	Mr. Jonathan & Dr. Fredericks	Jane Kulpinski	Christian & Maura Overland	Ed & Martha Skrzypczak	
Mike & Elaine Clynh	Joseph Frisch	Frank La Marca	Tina Pagnucco	Mr. & Mrs. Brett Smith*	
Fr. Kustino Cobona*	Mr. & Mrs. Carl Fulper*	Maureen Lacey*	Dr. Gena Pabucki	Don & Mary Smith	
Mr. & Mrs. Christopher	Richard Galant*	Mrs. Adelaide Laetz*	Mr. & Mrs. Gregory Palkowski*	Mr. & Mrs. Ken Smith	
Coffman*	Joseph Galasso	Mr. & Mrs. Todd LaHote*	Mr. & Mrs. James Palm*	Dr. & Mrs. Manak Sood*	
Ray & Stephanie Coleman*	Mr. & Mrs. David Gamret	Dr. Ann Laidlaw	Mr. & Mrs. Timothy Patton*	Michael Spath*	
Frank & Judy Colligan	Gene Butman Ford*	Duane & Linda Lau	Robert Patulski	Mr. & Mrs. John Paul	
Mr. & Mrs. Rock Collins	Mr. & Mrs. Robert Geppner*	Harry & Candia Laughlin	Gail Pecherski &	Stando*	
Sara Collins*	Christopher Geron &	Mr. & Mrs. Stephen Lavender*	David Czarnecki	Mr. & Mrs. Charles	
Community Foundation for	Marie Lynn Miranda	Bill & Michelle LaVoy	Mr. & Mrs. Joshua Peck*	Stankovic*	
Southeast Michigan	Mr. & Mrs. Robert Getty	Mr. & Mrs. Paul Lemanski	Mr. & Mrs. Lawrence Peck*	Josephine Stannard	
Dr. Frank Comstock*	Dr. & Dr. William Giannobile*	Ms. Mary LeMire	Mr. & Mrs. Joe Peoples*	Helen Peters *	
Mr. & Mrs. Dan Conlin	Mr. & Mrs. John Gilbert	Mr. & Mrs. Larry Lemke	Colleen Pierce*	Mrs. John Stegeman	
Mr. & Mrs. Robert Conlin*	Merritt & Carolyn Gilliland	Elizabeth Lemmer*	Pietrasiuk Family	John & Marian Stevenson	
Kevin & Elizabeth Conway	Mr. & Mrs. Steven Girard*	Mr. & Mrs. Michael Leoni*	Foundation*	Leon Stille	
Mr. & Mrs. Clifford Cook*	Mr. & Mrs. Glenn Gottfried*	Dr. Susan & Mr. Kirk Lignell	Mr. & Mrs. George Pomey*	Randall & Amy Stille	
Mr. & Mrs. Richard Corkins				Brian & Amy Stoy	



Please call the Development Office at 734.821.2208 with corrections.

“For it is in giving that we receive.”

~ St. Francis of Assisi ~

St. Francis of Assisi Catholic Parish
2150 Frieze Avenue
Ann Arbor, MI 48104
(734) 821-2200
<http://www.stfrancisa2.com/school>

Non-Profit Organization
US POSTAGE PAID
Permit No. 723
Ann Arbor, MI

Address Service Requested



St. Francis of Assisi Catholic School is celebrating its 60th Anniversary in the 2012-2013 academic year. Many commemorative events will take place to mark that special milestone.

On October 4, 2012 (the Feast Day of St. Francis of Assisi) the celebrating began. The day started with an All-School Mass and the blessing of a newly created Peace Garden. Then, on October 6, 2012, Bishop Earl Boyea presided at the 5 pm Mass which was followed by a 'Mustang Re-Connect Celebration' in the Parish Activity Center and School.

In the spring of 2013, a time capsule will be sealed with contents selected by the current students. It offers our community a way to look to the future of Catholic education while we celebrate the past. The capsule will remain sealed until the school's 100th Anniversary.

All of the 60th Anniversary festivities are intended to reunite alumni with our school. You can help us find these treasured friends by contacting your network of former students and encouraging them to join our alumni directory at:

<https://stfrancisa2.wufoo.com/forms/welcome-alumni/>

2011-2012 Development Council

Bob Conlin
Doug DeFord
Patrice Deutschmann
Patti Dobbs
Joy Durham
Doris Filisko
Glenn Gottfried, Chairman
Debra Hermann
Bob Hoffman
Mary Karen McClellan
Kelly Palkowski
Eileen Peck
Colleen Pierce, Director of Stewardship & Development
Jane Vogel, Advisor

The volunteer Development Council works in partnership with the school's Development Office to achieve the goals established in the 2009, 5-year Parish Pastoral Plan. The team meets monthly to plan and implement initiatives that will help strengthen the fiscal health of St. Francis of Assisi Catholic School.

For more information on how you can support the work of the Development Office, please contact Colleen Pierce at pierce@stfrancisa2.org or at 734.821.2208.