**Interim Meeting, March 19, 2022**

**Development Report**

Last year was a leveling year. After the sharp declines and recoveries during the onset of the pandemic in 2020, 2021 served as a return to a level of operating closer to what we had once known. For context, one-third of global nonprofits so far have reported exceeding their financial goals in 2021. A major lynchpin to this communications and fundraising success is increasingly, not surprisingly, digital communications. At BYM, we’ve seen the amount of giving online stay even between 2020 and 2021. Notably, both years demonstrate a massive jump to online giving compared to gifts in 2019. However, gifts of stocks and IRA distributions have more than doubled since 2020 to 7 gifts of stock and 34 IRA checks in 2021.

Nationally, grantmaking from Donor Advised Funds (DAF) in 2021 slowed down after a huge surge in 2020. Here at BYM, donations from Donor Advised Funds rose slightly. (For more information on donor advised funds, please contact me.)

So the actual numbers underlying these dynamics show that total gifts in FY2021 were 2,775. These include repeat contributions from our wonderfully generous and constant Sustaining Quakers whose monthly gifts add stability to BYM’s array of operations and communications. At this time, we are fortunate to count upon 140 Sustaining Quakers.

While the total number of donors, and new donors among them in 2021 is down from those unusually high counts in 2020, the levels of both remained historically high given past performance. Total gifts received were $579,365. This includes a very generous $100,000 gift for camp property needs at Shiloh Quaker Camp. For a breakdown of gifts by program area, please see the following chart.

|  |  |
| --- | --- |
| 2021Contributed Revenue | Total |
| Annual Session |  $ 6,692 |
| Barry Morley |  $ 7,493  |
| Camp Property Capital |  $ 162,403  |
| Camping Program |  $ 119,446 |
| Diversity |  $ 48,016 |
| General Fund |  $ 227,240  |
| Gifts-in-Kind |  $ |
| Youth Programs |  $ 8,076  |
| **All donations** |  **$ 579,366**  |

Overall, in 2021 it costs 27 cents to raise $1 dollar.

BYM received 7 awards from the 8 grant requests submitted, which amounted to a total of $24,700, a modest increase over 2020 grants.

Challenge matches at the end of the year met and exceeded the original match amount of $35,000 with an added generous $3,500 challenge that attracted $43,445 without factoring in the original base challenges.

More recently theSTRIDE phonathon in February this year has raised $4,042 bringing total STRIDE donation to $5,322 in 2022.

So what does all of this data mean? There are so many ways to measure philanthropy – and some are spiritual in nature. You can detect the weight of your philanthropy by considering the impact of your gift on the BYM community’s ability to grow in the life of the Spirit, to discern right action, and to bear witness in the world. The Yearly Meeting supports and strengthens local Meetings by:

* Providing opportunities for all ages to work, play, serve, learn and grow spiritually;
* Helping Friends connect and collaborate on issues of social justice, anti-racism, equity, environmental protection, peace and more;
* Deepening worship and building community.

Some of the means for achieving these actions are through Spiritual Formation, Annual Session, Women’s Retreat, Youth Programs, and of course our robust summer camps and STRIDE initiatives. So much good work happens, too, on the committee and working group level. These initiatives often weave together with other activities occurring across our over 50 worshipping communities. Together, we strengthen our witness as Friends.

*Thank you for your support!*