

2019 DEVELOPMENT COMMITTEE ANNUAL REPORT

Development opened 2019 with an appeal to fund Fifty Campers in Fifty Days, with the ultimate goal of \$75,000. (Some 550 campers, including many campers of color, are enjoying Quaker camp this summer.) In a subsequent appeal, camp alumna Sarah Williamson reflected on how Quaker camp contributed to her life and invited other alums to join her in helping to assure that our camp infrastructure is there for the next generation.

Specific capital expenses include the construction of two new cabins (one at Shiloh and one at Catoctin), repairs to the kitchen at Catoctin, a new shower trailer at Opequon and other needed camping equipment. Notably, campers at Catoctin are enjoying their third year of the new environmentally-friendly bath house, while those at Opequon are benefitting from renovations to both bathhouses.

At the March 2019 Interim Meeting, Friends approved creating a position beginning in 2019 for a staff person to coordinate STRIDE (Strengthening Transformative Relationships in Diverse Environments). Operating in Baltimore, Washington, and Charlottesville by Young Adult Friends, the STRIDE program work with local meeting, community groups and individuals to raise scholarship funds to bring more campers of color to camp. Overall, embracing diversity at BYM brings renewed energy to the Yearly Meeting's undertakings.

The need for more diversity is being recognized by those who support the camping program as well as by contributors more generally. In the first six months of 2019, the number of donors who directed their donations to diversity initiatives increased to 80 compared to 62 such donors in the same period in the prior year. Actual contributions for diversity-related activities came to nearly \$28,8400 in the first half of 2019.

The Yearly Meeting also is seeing an increase in those who make repeated, automatic electronic contributions. As of mid-June 2019 there were 93 such "auto-donors," whose regularly-timed support helps lend more predictability to the yearly meeting's income. The Development Program would like to see this method of electronic giving grow.

In October, Ann Venable, who had served as BYM's development director for five years, announced she would be leaving at the end of December to join her family in Atlanta. Ann agreed to continue past that time as a search committee looked for a new director. Mary Braun took over the position in early May. A member of Patuxent

Friends Meeting, Mary comes to BYM with a background in nonprofit organization, management and marketing. Mary is deeply motivated to expand support for BYM while demonstrating the value that it brings across the four-state region of meetings. She is eager to visit monthly meetings and welcomes invitations to attend.

Amid steady growth in donations, the Development Program has set an ambitious income goal of \$580,000 in contributions for fiscal year 2020. This budget target encompasses both operating and capital needs in the coming year, and helps to keep the apportionment level stable while continuing to offer BYM's enriching programs and events. With an eye to the future, Development also will be furthering its endowment efforts.

Long term goals include legacy gifts to provide for Yearly Meeting's future. Targeted mailing and new webpage information at www.bym-rsf.org providing prospective donors multiple options for giving through IRAs, appreciated assets, life insurance, bequests, and other means. Friends' rich heritage deserves a vital future.

Fund	Jan 2019 Thru June 2019		Jan 2018 Thru June 2018		2019 Fundraising Goal
	Donors	Total	Donors	Total	
Annual Session	0	\$0.00	0	\$0.00	\$ 5,000.00
Barry Morley Scholarship	8	\$420.00	9	\$626.00	\$ 10,000.00
Camp Property Capital	11	\$20,845.81	13	\$5,145.00	\$ 250,000.00
Camp Property Operating	1	\$150.00	1	\$100.00	\$ 165,000.00
Camping Program	103	\$30,785.55	80	\$32,018.00	
Diversity	80	\$28,840.00	62	\$33,028.50	
General Fund	87	\$76,073.60	91	\$51,685.17	\$ 160,000.00
Gifts in Kind	3	\$1,530.56	1	\$52.53	
Indian Affairs			1	\$500.00	
Spiritual Formation	4	\$210.00	6	\$238.00	\$ 2,000.00
Women's Retreat	4	\$135.00	45	\$3,731.00	\$ 4,000.00
Youth Programs	3	\$140.00	3	\$150.00	\$ 36,000.00
	254	\$100,081.52	265	\$128,304.25	\$632,000.00