



Sisters of St. Joseph of Carondelet
St. Paul Province
Ministries Foundation

Bold Moves for Real Change

TO: Ministries Foundation Board of Directors
FROM: Ralph Scorio
RE: Executive Director's Report
DATE: August 8, 2018

Welcome to FY 2018-19 and a whole new year of planning, activity, and – most of all – fundraising! We have had two busy months since the new fiscal year started. Here are some highlights.

1. **Carondelet Gala:** We are in the process of transforming our annual Carondelet Gala to be a fundraising event to celebrate ALL the ministries of the Sisters of St. Joseph, St. Paul Province, and to raise funds that will be distributed among those ministries for which we fund raise. The beneficiary piece is the work and decision of the Ministries Foundation Board of Directors. We will discuss and vote on this at the August board meeting. Please see the attached proposed resolution.

This is a bigger deal than just a beneficiary change. This has the potential to be truly transformational because it refocuses how the Ministries Foundation talks to donors and prospects about the ministries of the CSJs. We are talking about the present and future of the CSJ ministries and how they are the work of all of us, not just vowed Sisters. We've had several conversations within the Province about this, with more to come.

Our Gala event planning is undergoing a major overhaul. Mimi is working on a redesign of our Gala committees, goals, and timelines. Our goal is to widen the net and expand committees within the Province and with outside volunteers in order to spread the word and interest in this event. We will need your help on this, either as a committee member or as a referral to someone who would be helpful. Stay tuned!

2. After much consideration, we will *not* be hosting **A Taste of Thanksgiving** this year for the St. Joseph Worker program. We will include the St. Joseph Workers in our Gala planning and in the event itself and hope to be able to grant more to the SJWs from the Gala than we could have through Taste of Thanksgiving.
3. **Annual Fund:** We will mail our first appeal before Labor Day. We will send personalized letters to more than 600+ donors who have given us at least \$500 in the past. These letters will be individually signed by me, often with a note. The bulk of our major gifts solicitation is beginning later this month.

4. **Annual Fund Report:** I'm attaching the June 30, 2018 fundraising report, telling how we did last year. We saw increases in unrestricted revenue over last year, although still under goal. Grants were above budget. Estate gifts to the endowment were strong, which helped our overall revenue exceed goal and last year's total. Event revenue and designated gifts were down. Both of these factors helped influence our decision for a new and improved Gala.
5. **Septemberfest** is Thursday, September 6 from 5 – 8 pm on the CSJ property. Last year we made approximately \$4,500 on sponsorships, and we're working toward at least that this year. Attendees seemed thrilled with the casualness of the evening and the ability to interact with the CSJs.
6. **Committees!** Our committee structure is the backbone of our board work, and we are giving it some long overdue attention. Please pay close attention to the proposed charters for two new committees, which will replace our Nominations Committee. This change will help us focus more and assign responsibility to governance and planning issues. In addition, all the other committees will be asked to articulate goals for the coming year. We will circulate these so the whole board will know what all the committees are working on. We are always looking for new committee members. They do not have to be board members; so if you have any suggestions, please let me know. And be sure to let me know if you would rather be on a different committee or – better yet – an additional committee.
7. **Integrated Fund Development Plan:** I have updated the plan to incorporate our goals for 2018-19. This is year 3 of the plan, which was designed to be the fundraising plan for all of us, staff and board members. Because of our preoccupation with other issues last year, we have a little back-tracking to do. This year will be laser-focused on this plan. We will re-introduce at the board meeting and highlight those areas in which we need to roll up our sleeves ASAP.
8. **St. Mary's Health Clinics:** I am not going to spend any of our time on this. However, Sister Suzanne Herder will provide a brief update in her Province Report.
9. **Sisters Rising Worldwide (SRW)** update: This is Sister Irene O'Neill's ministry, and we are no longer its fiscal sponsor. In June it received its determination letter from the IRS stating it has 501c3 status. She and I are in conversation about continuing some sort of formal relationship, mainly a contracted service for gift management, until SRW has a gift management infrastructure in place.
10. **Thank you** all for joining us this year! I am excited by all the positive, forward-looking work in front of us.