**Friends of SDPB**ET Board Report
September 18, 2020
Submitted by Ryan Howlett

The past months have been mainly successful for Friends of SDPB.

FY19 was a record fundraising year for Friends. In FY20 we finished just $30,000 behind FY19 at $3.711 million raised, despite the headwinds in our corporate underwriting that were caused by the pandemic. The main reasons for this are twofold:

1. The updated membership model. This produced great results in the first year. Twyla and “her little team” as she calls them, are continuing to improve upon the program and we have again have high expectations for FY21. The work with Allegiance Fundraising Group has been a good transition and with the elevated product and staff to handle the program that both staff and board should feel good about. It was a positive decision, move and result.
2. The Sound Vision Campaign – donors have reacted very positively to the vision that Julie and the team has put forth, and the major gifts team has been able to leverage that for gifts. We have positive expectations for FY21 despite staffing disruptions (see below).

We have had some underwriting staff transition. Liz Larkin left her position in August. We have hired a new Vice President of Corporate Partners, Eric Erickson of Sioux Falls. Eric begins with Friends on October 5. Eric’s charge will be to reimagine SDPB Underwriting from the ground up. Carol Johnson continues to shine doing donor calls and underwriting visits for our West River market, and Twyla and I have bene handling East River renewals and requests for collateral, which has slowed the Sound Vision campaign. Eric will work with Carol and me to design the best staffing scenario West River, where we need more client/donor outreach.

FY21 is off to a good start. While it is early, we are running $60,000 ahead of FY20 with around $662,000 in total revenue.