



MEMO

TO: Cain Center for the Arts Board of Directors
FROM: Perry Mixer, Development Director
DATE: December 14, 2022
RE: November Development Report

I am pleased to report continued progress on all active campaigns and development activities. Here are highlights of our accomplishments since our last report.

Grand Opening / Stewardship

- Thanks to the help of Jean Bock and Lisa Estes, we have successfully overseen the installation of the commemorative brick pavers at the Cain Center. We have invited all brick buyers to join us on Grand Opening Day January 3 to find their brick on the plaza on in the lobby.
- Advance sales for the Grand Opening concert now total 230 tickets sold, with 27 tickets comped for Cain Circle donors. 144 tickets remain available as of above date.
- Founders' Society events – 245 donors have registered for Thursday and 189 for Friday.
- Members of the Development Committee volunteered on 12/8 to apply custom labels for the commemorative Prosecco we will give to all Grand Opening Concert patrons.

Friends Campaign

- Although we have paused the Friends Campaign for a few weeks in consideration of all the grand opening communications to our donors, we continue to receive a steady flow of donations. As of November 30, we have raised \$90,270, or 45% of goal. The month-to-date budget goal for November was \$65,000, so we continue to exceed monthly budget expectations. We have already met and exceeded the December cumulative goal.
- A year-end fundraising appeal was sent via USPS to all 900+ Cain Center donors on December 9, and they will receive a follow up email reminder this week.
- In addition to calling major Capital Campaign donors, we are currently planning fundraising events beginning in February/March, as well as doing more segmented appeals to donors and prospects this spring.

Corporate Campaign

- We finalized the Ingersoll Rand sponsorship agreement and issued a press release on November 21 to regional media announcing the sponsorship.
- Sponsorships now stands at \$175,000 on a budget of \$125,000 for FY23.
- FY24 Sponsor Campaign will kick off in January.

As always, thank you for your support! Please contact me with any questions.