Setting the Stage for Theatre & Dance Fundraising Success

Alumni & Development

October 30, 2019

## Executive Summary

Executive Summary The Center for Theatre and Dance will open in the fall of 2020. In order to reach our targeted goal of the remaining $3M needed to complete the building, we have developed a plan outlining how we will accomplish the goal by June 30, 2020, if not sooner, by identifying over $9 million in possible prospects.

| **CTD Funding Provided by** | **Amount** |
| --- | --- |
| Commitments during TMU | $10,000,000 |
| Bond | $10,000,000 |
| Endowment Draw | $5,000,000 |
| Commitments after TMU | $2,000,000.00 |
| Remaining To Be Raised (as of 2019-10-28) | $3,000,000.00 |
| **Total** | **$29,000,000** |

From our pool of CTD prospects, we have identified over 115 prospects with total proposals, over and above what has previously been committed, of $8.1M. Those prospects have been tiered as follows:

| **Tier** | **Proposal Amt** | **# of Prospects** | **Total Proposals** |
| --- | --- | --- | --- |
| Tier 1 | $1M+ | 2 | $5,000,000 |
| Tier 2 | $100K+ | 4 | $900,000 |
| Tier 3 | $25K+ | 36 | $1,505,000 |
| Tier 4 | $1K+ | 73 | $742,750 |

Detail about the donors in each tier including the prospect’s name, who will ask the prospect to give, how much we plan to ask for, and an estimated timeline for each prospects are below.

## Tier 1, $1M+ Prospects, 2 prospects, $5M in proposals

| **Prospect** | **Solicitor** | **Still To Ask** | **Commits Made** | **Target Date** | **Status** |
| --- | --- | --- | --- | --- | --- |
| Seth Morissette | President | $3M |  | Aug 2019 |  |
| Adelle Streich | President | $2M | $410K | Jun 2019 | Declined $2.5M, cont. cultivation |

## Tier 2, $100K+ Prospects 4 prospects, $900K in proposals

| **Prospect** | **Solicitor** | **Still To Ask** | **Commits Made** | **Target Date** | **Status** |
| --- | --- | --- | --- | --- | --- |
| Johnie Keeling | Gina | $500K |  | Nov 2019 |  |
| Miss Tarsha | Kim/President | $200K | $200K | May 2019 | Add'l $200K highly likely |
| Felecia Steuber | Kim | $100K |  | Jul 2019 | in progress |
| Trudi Gulgowski-Bailey | President/Gina | $100K |  | Sep 2019 | Attemped May visit, follow up |

## Tier 3, $25K+ Prospects 36 prospects, $1.5M in proposals

| **Prospect** | **Solicitor** | **Still To Ask** | **Commits Made** | **Target Date** | **Status** |
| --- | --- | --- | --- | --- | --- |
| Marnie Maggio | Mandi | $85K |  | Nov 2019 | Ask about pianos for CTD |
| Miss Mellie | President | $75K | $120K | Oct 2019 | committment secured |
| Shanon Baumbach | Lori | $75K |  |  |  |
| Arlyn Gutkowski | President | $50K | $50K | May 2019 |  |
| Bryton Huels | Mandi | $50K |  | Oct 2019 |  |
| Cinnamon Mosciski | Gina | $50K | $300 | Nov 2019 | discovery conv in late summer |
| Dink Murazik | Lori | $50K |  | Jul 2019 | solicited |
| Ellwood Welch | Mandi | $50K | $100K |  | add'l $50K pledge in June 2019 |
| Jean Cormier | Mandi | $50K |  |  |  |
| Johanna Davis | President | $50K |  | Sep 2019 |  |
| Kingston Hermiston | Kim | $50K | $380K | Jul 2019 | per guidelines |
| Margarete Pouros |  | $50K | $10K | Sep 2019 |  |
| Math Dickinson | Gina | $50K |  |  |  |
| Ms. Carolynn | Gina | $50K |  |  |  |
| Octavie Hintz | Kim | $50K |  | Oct 2019 |  |
| Reason Weimann | President | $50K |  | Jul 2019 |  |
| Tamica Kerluke | Lori | $50K |  |  |  |
| Terry Langworth | President/Gina | $50K |  |  | visit scheduled for Homecoming |
| Tracee Heathcote |  | $50K |  |  |  |
| Tucker Kertzmann | Mandi | $50K | $50K |  | committment secured |
| Nolan Hessel | Lori | $35K |  | Sep 2019 |  |
| Anya Strosin |  | $30K |  | Jun 2019 | solicited, follow-up at Homecoming |
| Sheridan Sporer | Mandi | $30K | $10K | Aug 2019 | solicited, pending follow-up |
| Collin Abernathy | President/Gina | $25K | $75K | Nov 2019 |  |
| Deanna Kris | Gina | $25K |  |  |  |
| Deion Fay | President/Gina | $25K |  | May 2019 | attempted May visit |
| Elden Gerhold | Mandi | $25K | $67K | Sep 2019 |  |
| Hebert Kuhn | Laura/Gina | $25K |  | Sep 2019 | LA visit in Sept |
| Jaheem Armstrong | Mandi | $25K |  |  |  |
| Jimmy Wilkinson |  | $25K |  |  |  |
| Katarina Frami | President/Kim | $25K | $25K | Sep 2019 | add'l $25K considered |
| Lucian Goldner |  | $25K |  | Feb 2020 | continued outreach |
| Mortimer Wiza | Gina | $25K |  |  |  |
| Rush Rohan |  | $25K |  | Mar 2020 | reassesing cultivation |
| Socorro Nicolas | Gina | $25K | $25K |  |  |
| Zita Pfeffer | Laura/Gina | $25K |  | Sep 2019 | LA visit in Sept |

## Tier 4, $1K+ Prospects 73 prospects, $740K in proposals

* 45 prospects with proposals over $10K, totaling over $600K
* 28 prospects with proposals over $10K, totaling over $140K
* Faculty and staff are also encouraged to give to this project

| **Prospect** | **Solicitor** | **Still To Ask** | **Commits Made** | **Target Date** | **Status** |
| --- | --- | --- | --- | --- | --- |
| Aubrey Jerde | President | $20K |  | Feb 2020 |  |
| Cooper Ryan |  | $20K |  |  |  |
| Elige McCullough | Mandi | $20K |  |  | $1K for seat |
| Hays Crooks | Gina | $20K |  |  |  |
| Jiles Tremblay | Mandi | $20K | $30K | Aug 2019 | add'l $20K ask in late summer |
| Karlee Hoeger | Gina | $20K |  | Nov 2019 |  |
| Marlen Rice | Gina | $20K | $17K |  | sent info to consider |
| Sam Bartoletti | Mandi | $20K |  |  |  |
| Shawna Bradtke | Mandi | $20K |  |  |  |
| Abigail Huels | Mandi | $16K | $14K | Sep 2019 | ongoing conversation |
| Amie Stark | Gina | $15K |  |  |  |
| Asha Bailey |  | $15K |  |  |  |
| Benjamin Bechtelar | Mandi | $15K |  |  |  |
| Bridget Gutkowski |  | $15K |  |  |  |
| Rueben Huels-Osinski |  | $15K |  |  |  |
| Santos Heidenreich | Mandi | $15K |  |  |  |
| Sena Mante-Schinner | Mandi | $15K |  |  |  |
| Yosef Moore |  | $15K |  |  |  |
| Florentino Parker |  | $12K |  |  |  |
| Jeramie Corwin | Mandi | $12K |  |  |  |
| Miss Lillian |  | $12K |  |  |  |
| Miss Pamela |  | $12K |  |  |  |
| Tatyana Keeling | Mandi | $12K |  |  |  |
| Winona Becker |  | $12K |  |  |  |
| Arlin Schiller | Gina | $10K |  |  |  |
| Arlo Ward | Gina/President | $10K |  |  |  |
| Chuck Koepp | Mandi | $10K |  |  |  |
| Connie Stroman |  | $10K |  |  |  |
| Delcie Sawayn | Mandi | $10K |  |  |  |
| Georganna Metz | Mandi | $10K | $140K | Nov 2019 | made addl $50K gift in Oct2019 |
| Gerrit Turcotte | Mandi | $10K |  |  |  |
| Jaylan Bartoletti | Mandi | $10K |  |  |  |
| Jimmy Johnson-Mayert | Mandi | $10K |  |  |  |
| Lexi Spinka |  | $10K |  |  |  |
| Luciano Little | Gina/Laura | $10K |  |  |  |
| Marquise Kertzmann |  | $10K |  |  |  |
| Ms. Sherron | President | $10K | $5K | Sep 2019 | considering addl $5K in Jan |
| Parthenia Kertzmann |  | $10K |  |  |  |
| Patti Borer |  | $10K | $10K |  |  |
| Reatha Kshlerin |  | $10K |  |  |  |
| Rowan Botsford-Doyle |  | $10K |  |  |  |
| Santo Hahn |  | $10K |  |  | continued outreach |
| Virgil Hauck |  | $10K |  |  | continued cultivation |
| Wanda Quigley |  | $10K |  |  |  |
| Winfred Wuckert |  | $10K |  |  |  |
| Thelma Reynolds | President | $9.8K | $250 |  | recurring gift |
| Barry Keebler | Lori | $7.5K |  |  |  |
| Cari Prohaska |  | $7.5K |  |  |  |
| Cassidy Green |  | $7.5K |  |  |  |
| Demetra Yost |  | $7.5K |  |  |  |
| Electa Bogan | Mandi | $7.5K |  |  |  |
| Jaycee Reynolds |  | $7.5K |  |  |  |
| Miss Kaylene |  | $7.5K |  |  |  |
| Solomon Pfannerstill | Laura | $7.5K |  |  |  |
| Dimitri Witting | Gina | $5K |  | Sep 2019 |  |
| Lane Homenick |  | $5K |  |  |  |
| Lee Fisher |  | $5K |  |  |  |
| Merl Stoltenberg |  | $5K |  |  |  |
| Miss Christen |  | $5K |  |  |  |
| Miss Estefania | Mandi | $5K |  |  |  |
| Phebe Homenick | Laura | $5K |  |  |  |
| Soren Cummings | Gina | $5K |  |  |  |
| Vincent Kirlin | Mandi | $5K |  | May 2019 | Pending; has declined a major gift |
| Wenzel Ebert | Mandi | $5K |  |  |  |
| Jon McGlynn |  | $4K |  |  |  |
| Gunner Champlin |  | $3K |  |  |  |
| Isreal Gerhold | Lori | $3K |  |  |  |
| Wanda Huels-Torphy |  | $3K |  |  |  |
| Kenisha Kessler |  | $2.5K |  |  |  |
| Stoney Gusikowski | Nathan | $2.5K |  |  |  |
| Ms. Anais | Nathan | $2K |  |  |  |
| Avon Considine | Mandi | $1K |  |  |  |
| Brandin Muller | Mandi | $1K |  |  |  |