Center for Theatre & Dance - Setting the Stage for Fundraising Success

Alumni & Development

6/20/2019

## 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 $3.7M needed to complete the building, we have developed a plan outlining how we will accomplish the goal over the next 16 months, if not sooner, by identifying over $9 million in possible prospects.

| **CTD Funding Provided by** | **Amount** |
| --- | --- |
| Commitments during TMU | $11,005,848 |
| Bond | $10,000,000 |
| Endowment Draw | $3,000,000 |
| Commitments after TMU | $1,645,027.73 |
| Remaining To Be Raised (as of 2019-06-17) | $3,354,972.27 |
| **Total** | **$29,000,000** |

From our pool of CTD prospects, we have identified over 127 prospects with total proposals, over and above what has previously been committed, of $7.7M. Those prospects have been tiered as follows:

| **Tier** | **Proposal Amt** | **# of Prospects** | **Total Proposals** |
| --- | --- | --- | --- |
| Tier 1 | $1M+ | 1 | $2,500,000 |
| Tier 2 | $100K+ | 7 | $2,534,000 |
| Tier 3 | $25K+ | 29 | $1,574,315 |
| Tier 4 | $1K+ | 90 | $1,072,750 |

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, 1 prospect, $2.5M in proposals

| **Prospect** | **To Be Solicited By** | **Proposal Amt** | **Solictation Date** | **Status** |
| --- | --- | --- | --- | --- |
| Gerald Demirjian | President | $2.5M | Jun 2019 | Cultivation |

## Tier 2, $100K+ Prospects 7 prospects, $2.5M in proposals

| **Prospect** | **To Be Solicited By** | **Proposal Amt** | **Solictation Date** | **Status** |
| --- | --- | --- | --- | --- |
| Julius Hegeler | President | $1M | Jun 2019 | Cultivation |
| David Rathje | Mandi | $500K | Jun 2019 |  |
| Paul Stanley | Mandi | $360K | Jun 2019 | Cultivation |
| NA William Randolph Hearst Foundation | Kim/President | $200K | Jun 2019 | committment secured |
| Steve Apple | President | $200K | Jun 2019 |  |
| Elaine Tinberg |  | $150K | Jun 2019 | Discovery |
| Cynthia Handler | Mandi | $120K | Jun 2019 | Solicited |

## Tier 3, $25K+ Prospects 29 prospects, $1.6M in proposals

| **Prospect** | **To Be Solicited By** | **Proposal Amt** | **Solictation Date** | **Status** |
| --- | --- | --- | --- | --- |
| Bruce Leonard | President | $100K | Jun 2019 |  |
| Joseph Machota | President/Gina | $100K | Jun 2019 | Active |
| Joseph Schrodt | President/Gina | $100K | Jun 2019 | Cultivation |
| Kenneth Halcom | President/Gina | $100K | Jun 2019 | Cultivation |
| NA John Ullrich Foundation | Kim | $100K | Jun 2019 |  |
| NA Amherst F Hardy Foundation | Kim | $99K | Jun 2019 | committment secured |
| Bernie Kraft | Gina | $50K | Jun 2019 | Assigned |
| David Fathauer | Mandi | $50K | Jun 2019 | Stewardship |
| David Giertz | President/Mandi | $50K | Jun 2019 | Assigned |
| Debi Johnston | Mandi | $50K | Jun 2019 | Cultivation |
| Don McIntyre | President/Gina | $50K | Jun 2019 | Cultivation |
| Douglas Zemke | Mandi | $50K | Jun 2019 |  |
| Jodi Benson | President | $50K | Jun 2019 | Cultivation |
| Kathryn Kuddes | Mandi | $50K | Jun 2019 | Assigned |
| Kevin Breheny | Lori | $50K | Jun 2019 | Cultivation |
| NA Bill and Orli Staley Foundation | Kim/Shirley | $50K | Jun 2019 |  |
| Nancy Eichenauer | Mandi | $50K | Jun 2019 | Assigned |
| Robert Jackels | Mandi | $50K | Jun 2019 | Assigned |
| Robert Landaas | Nathan | $50K | Jun 2019 | Cultivation |
| Bud Pilling | Mandi | $40K | Jun 2019 | committment secured |
| Jack McCoy | Mandi | $40K | Jun 2019 | Stewardship |
| Gale Zacheis | Mandi/Lori | $35K | Jun 2019 | Cultivation |
| Charles Yurieci | Mandi | $30K | Jun 2019 | Stewardship |
| Elta Cooke | Mandi | $30K | Jun 2019 | Cultivation |
| Janice Devore | Mandi | $30K | Jun 2019 |  |
| Joan Rothfuss | Mandi | $30K | Jun 2019 | Solicited |
| Marilynn Madden | Mandi | $30K | Jun 2019 | Solicited |
| Ryan Maupin | Gina | $30K | Jun 2019 |  |
| Terry Peel | Nathan | $30K | Jun 2019 | Assigned |

## Tier 4, $1K+ Prospects 90 prospects, $1.1M in proposals

* 57 prospects with proposals over $10K, totaling over $900K
* 33 prospects with proposals over $10K, totaling over $180K
* Faculty and staff are also encouraged to give to this project

| **Prospect** | **To Be Solicited By** | **Proposal Amt** | **Solictation Date** | **Status** |
| --- | --- | --- | --- | --- |
| Anne Wersching | Mandi/Laura/Gina | $25K | Jun 2019 | Cultivation |
| Betty Zeaman | Nathan | $25K | Jun 2019 | Discovery |
| Bill Richards | Nathan | $25K | Jun 2019 | Discovery |
| Bob Givens |  | $25K | Jun 2019 | Cultivation |
| Debra Bergman | Nathan | $25K | Jun 2019 | Discovery |
| Duane Avis | Mandi | $25K | Jun 2019 | Cultivation |
| George Irish | President/Kim | $25K | Jun 2019 | Cultivation |
| Gina Boehm | Laura | $25K | Jun 2019 | Active |
| Jessica Tyler Wright | Laura | $25K | Jun 2019 | Assigned |
| Sally Andreas |  | $25K | Jun 2019 | Cultivation |
| Sierra Boggess | President/Gina | $25K | Jun 2019 | Active |
| Jim Neff | Mandi | $23K | Jun 2019 | Solicited |
| B J Warren | Mandi | $20K | Jun 2019 | Assigned |
| Christopher Smith | Gina | $20K | Jun 2019 | Cultivation |
| Edward Elliott | Mandi | $20K | Jun 2019 | Cultivation |
| Julie Staley |  | $20K | Jun 2019 | Cultivation |
| Larry Balsamo | Mandi/Laura | $20K | Jun 2019 | Solicited |
| Marianne Wattley | Mandi | $20K | Jun 2019 | Cultivation |
| Trent Thompson | Mandi | $20K | Jun 2019 | Discovery |
| James Moore | Nathan | $18K | Jun 2019 | Active |
| Sid Smith | Mandi | $18K | Jun 2019 | Cultivation |
| Bill Taylor | Nathan | $15K | Jun 2019 | Assigned |
| Bridget Cyrulik |  | $15K | Jun 2019 | Active |
| Darlene Harshbarger | ask Shirley | $15K | Jun 2019 | Cultivation |
| David Fleming |  | $15K | Jun 2019 | Assigned |
| Jay Schleppenbach | Mandi | $15K | Jun 2019 | Cultivation |
| John Bradley | Mandi/Laura | $15K | Jun 2019 | Cultivation |
| Kara Huss | Gina/President | $15K | Jun 2019 | Assigned |
| Virginia Snell | Nathan/Laura | $15K | Jun 2019 | Discovery |
| Alice Logan | Nathan | $12K | Jun 2019 | Discovery |
| Cara Vasconcelles | Nathan | $12K | Jun 2019 | Discovery |
| Corey Blake | Nathan/Laura | $12K | Jun 2019 | Cultivation |
| David Brandenstein | Nathan | $12K | Jun 2019 | Discovery |
| Frank Beaman | Mandi | $12K | Jun 2019 | Cultivation |
| James Brintnall |  | $12K | Jun 2019 | Active |
| Shelli Coffey | Gina | $12K | Jun 2019 | Cultivation |
| Terry Cunningham | Nathan | $12K | Jun 2019 | Assigned |
| Valerie Woodruff | Nathan | $12K | Jun 2019 | Discovery |
| Alan Frigy | Nathan | $10K | Jun 2019 | Dormant |
| Barb Janes | Nathan | $10K | Jun 2019 | Discovery |
| Basil Rudawsky | Mandi | $10K | Jun 2019 | Active |
| Corydon Nicholson | Nathan | $10K | Jun 2019 | Cultivation |
| Dave Coen | Mandi | $10K | Jun 2019 | Cultivation |
| David Nowlin | Nathan | $10K | Jun 2019 | Discovery |
| Gerard Viviano | Gina/Laura | $10K | Jun 2019 | Active |
| Jon Jacoby | Mandi | $10K | Jun 2019 | Cultivation |
| Katherine Phillips | Nathan | $10K | Jun 2019 | Discovery |
| Kenneth Merwin | Gina/Nathan | $10K | Jun 2019 | Cultivation |
| Larry Altenbaumer | Nathan | $10K | Jun 2019 | Assigned |
| Linda Allison | Nathan | $10K | Jun 2019 | Discovery |
| Michael Vitale | Gina | $10K | Jun 2019 | Cultivation |
| Nate Towne | Mandi | $10K | Jun 2019 | Cultivation |
| Phillip Blankenburg | Mandi | $10K | Jun 2019 | Cultivation |
| Richard Howard | Gina/President | $10K | Jun 2019 |  |
| Scott Rollison | Gina | $10K | Jun 2019 | Inactive |
| Steven Hurst | Nathan | $10K | Jun 2019 | Assigned |
| Tom Dickes | Nathan | $10K | Jun 2019 | Cultivation |
| Michael Maize | President | $9.8K | Jun 2019 | Active |
| Claudia Madding | Kim | $7.5K | Jun 2019 | Discovery |
| Danny Reynolds | Kim | $7.5K | Jun 2019 | Assigned |
| David Jones | Nathan | $7.5K | Jun 2019 | Active |
| Eric Hensley | Laura | $7.5K | Jun 2019 | Active |
| Jon Locke | Kim/Shirley? | $7.5K | Jun 2019 | Cultivation |
| Kathy Thomforde | Nathan | $7.5K | Jun 2019 | Discovery |
| Mary Alice Lane | Nathan | $7.5K | Jun 2019 | Discovery |
| Matt Beck |  | $7.5K | Jun 2019 | Active |
| Russell Benson | Nathan/Gina | $7.5K | Jun 2019 | Cultivation |
| Tom Cooley | Nathan | $7.5K | Jun 2019 | Active |
| Abbey Hunt | Laura | $5K | Jun 2019 | Active |
| Angela Shaw | Kim | $5K | Jun 2019 | Cultivation |
| Doris Earl | Nathan | $5K | Jun 2019 | Active |
| Douglas Bales | Nathan | $5K | Jun 2019 | Cultivation |
| Douglas Nichols |  | $5K | Jun 2019 | Active |
| Edward Hazlehurst | Nathan | $5K | Jun 2019 | Assigned |
| Jane Spires | Mandi | $5K | Jun 2019 | Cultivation |
| Joel Kim Booster | Mandi | $5K | Jun 2019 |  |
| Lance Gauble |  | $5K | Jun 2019 | Active |
| Mark Yonan | Gina | $5K | Jun 2019 | Cultivation |
| Patcie Wieland | Gina | $5K | Jun 2019 | Cultivation |
| Paul DeBruine | Mandi/Laura | $5K | Jun 2019 | Assigned |
| Susan Wade | Mandi/Shirley | $5K | Jun 2019 | Assigned |
| John Dunn | Mandi | $4K | Jun 2019 | Cultivation |
| Troy Swinford | Nathan | $4K | Jun 2019 | Discovery |
| Jay Nicole | Mandi | $3K | Jun 2019 | Active |
| Joe Houston | Mandi/Laura | $3K | Jun 2019 | Active |
| Mary Halliday |  | $3K | Jun 2019 | Active |
| Ramona Borders | Mandi | $3K | Jun 2019 | Active |
| Robert Bensmiller | Nathan | $3K | Jun 2019 | Assigned |
| Robert Geier | Nathan | $2.5K | Jun 2019 | Discovery |
| Dave Walker | Nathan | $2K | Jun 2019 | Cultivation |