



**Partners in Care, Oahu's Continuum of Care  
2017 Fundraising Work Plan – Six Month Plan – Updated August**

**EXPECTED RESULT: Diversify funding beyond HUD funding with a total commitment goal of \$50,000; establish funding streams to reach goals for prioritized groups, initiatives or CoC functions; creatively engage the community; and establish a case for monetary support.**

<b>Goals</b>	<b>Tasks</b>	<b>Lead</b>	<b>Oversight</b>	<b>Due Date</b>
Grants and Proposals \$30 to \$45K	<ul style="list-style-type: none"> <li>Develop and qualify a list of at least 15 to 20 prospects for grant funding from state and local government agencies, foundations, and corporations.</li> </ul>	Director	BOD	Q3-Sept
	<ul style="list-style-type: none"> <li>Develop and submit approximately 3 to 5 grant proposals each quarter, beginning Q2, April 2017.</li> </ul>	Director	BOD	Q4-Oct
	<ul style="list-style-type: none"> <li>Develop and implement grant reporting schedule</li> </ul>	Director	BOD	Ongoing Q4-Dec
Event(s) \$5 to \$10K	<ul style="list-style-type: none"> <li>Develop partnership with musician(s) to deliver a 2nd Annual Homeless Benefit Concert for PIC.</li> </ul>	Director	BOD	Q3-Aug
	<ul style="list-style-type: none"> <li>Develop and implement an event plan for promotion, ticket sales, venue, and performance.</li> </ul>	Director	BOD	Q4-Oct
	<ul style="list-style-type: none"> <li>Benefit concert event and support acknowledgements.</li> </ul>	Director	BOD	Q4-Dec
Individual Donor Cultivation \$500 to \$1000	<ul style="list-style-type: none"> <li>Develop a multi-media (in person, print, website, and social media) case for support for individual donations in the community (duplicated Priority 4 of Communications Work Plan).</li> </ul>	Director	Commun.	2018
	<ul style="list-style-type: none"> <li>Develop and qualify list of individual prospects from various stakeholder groups (faith-based, business, and developers).</li> </ul>	Director	BOD	2018
	<ul style="list-style-type: none"> <li>Recruit and train solicitation team.</li> </ul>	Director	BOD	2018
	<ul style="list-style-type: none"> <li>Develop and implement solicitation strategies for prospects.</li> </ul>	Director	BOD	2018
Donor Recognition and Acknowledgment	<ul style="list-style-type: none"> <li>Develop and implement donor tracking system.</li> </ul>	Director	BOD	Q4-Oct
	<ul style="list-style-type: none"> <li>Develop and implement policies and procedures for timely acknowledgement and donor recognition.</li> </ul>	Director	BOD	Q4-Oct
	<ul style="list-style-type: none"> <li>Develop and utilize platforms for donor recognition – webpage, newsletter(s), and annual report to community (some duplication in Communications Work Plan)</li> </ul>	Director	Commun.	2018