

Public Engagement & Development (PED) Committee

Thursday, August 6, 2020 ▪ 9:00 – 11:00 a.m. ▪ Virtual Meeting Via Zoom

The PED Committee leads the Board's participation in public education and fund development. The PED Committee develops policies, plans, procedures, and schedules for Board involvement in public education and fund development. It helps educate Board directors about the importance of early childhood development (Corporation's program plans) and the resources needed to realize those plans. It can familiarize Board directors with fundraising skills and techniques for comfort in raising money. The PED Committee is the Board's central source of information about early childhood climate in general and about the status of the Corporation's fund development in particular. The PED Committee shall recommend guidelines for Board director contributions. It also plays a strong role in identifying, cultivating, and approaching major donors.

1. **Determination of Quorum & Call to Order* 9:00 am – 9:10 am**
 - a. Welcome/Chair Comments
2. **Review and Approval of Minutes* 9:10 am – 9:15 am**
 - a. March 12, 2020
3. **Review of the board of director's direction for Sustainability Planning 9:15 am – 9:40 am (action plan attached)**
 - a. 1% Fund*
 - b. Next Steps ^Δ
4. **Allocations Update – Factors to Consider ^Δ – 9:40 am – 9:50 am** Mary Sonnenberg
5. **Community Engagement Team Updates 9:50 am – 10:20 am ^Δ**
 - a. Community Engagement and Development Smart Start Funded Activity Description and Priorities
 - b. Current Projects
 - c. Upcoming Projects
 - d. Family Connects Program
 - e. Donor Engagement
 - f. Fundraising
 - g. Volunteer Engagement
6. **Impact Report and General Marketing Direction ^Δ 10:20 am – 10:25 am** – Sharon Moyer
7. **Grant Report ^Δ 10:25 am – 10:35 am** – Pamela Federline
8. **Local Media Recommendation* 10:35 am – 10:45 am** – Sharon Moyer
9. **Any other business 10:45 am – 11:00 am**
10. **Adjournment***

FY 20/21 Meeting dates: Thursday, October 1, 2020; Thursday, January 7, 2021; Thursday, March 4, 2021; Thursday, May 6, 2021. **All meetings are from 9:00 am – 11:00 am.**

* Needs Action ^Δ Information Only / Possible Conflict of Interest (Recusals)

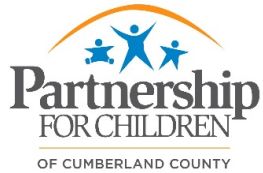


**Partnership for Children of Cumberland County, Inc.
 PED Committee Meeting Minutes
 June 18, 2020 (9:08 am to 11:29 am)**



MEMBERS PRESENT: Mike Hardin (Chair), Robin Deaver, Ayesha Neal, Jerome Scott, and Brian Jones
MEMBERS ABSENT: Meredith Gronski, Kenneth Lawhead, Erica Little, Cotina Jones, Chas Sampson, Jami McLaughlin
NON-VOTING ATTENDEES: Mary Sonnenberg, Sharon Moyer, Pamela Federline, Daniele Malvesti, Danielle Fennern, Elizabeth Simpler

AGENDA ITEM	DISCUSSION & RECOMMENDATION	ACTION	FOLLOW-UP
I. Call to Order	The scheduled meeting of the PED committee was held in conjunction with the CCR&R meeting via Zoom, on June 18, 2020, beginning 9:08 am pursuant to prior written notice to each Committee member. Mike Hardin, Chair of PED and Wanda Wesley, Chair of CCR&R, determined that quorum was present and called the meeting to order. Sharon Moyer was Secretary for the PED portion and Tamiko Colvin was secretary for the CCR&R meeting and recorded the minutes.	Called to Order	None
II. President's Report	May Sonnenberg presented the President's report. See attached	None	None
III. Update and Discussion on Board of Director's Strategic Planning Session	<p>There are three action plans that came out of the Board of Director's strategic Planning Session. The action plans are:</p> <p>1) <u>Sustainability</u> – Sharon reported on this action plan. Discussion in the planning session focused around the fact we need to sustain ourselves financially in a wide variety of ways, not just with a fund development plan. The board members discussed strategies on how to get to a sustainability plan and how it aligns to what PED has been working on with a fund development plan, but in a broader scope to include recruitment and retention of employees, board member, tenants, and programs. PED has been in the process of developing a Fund Development Plan that includes grant procurements and fundraising, but the board direction is to broaden that scope to build a sustainability plan that includes the following:</p> <ul style="list-style-type: none"> • Grant procurement Plan • Fundraising Plan • Volunteer Recruitment and Retention Plan • Communication Plan • Staff Recruitment and Retention Plan • Facility Plan • Programs Plan 	None	None



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Be the Driving Force



	<ul style="list-style-type: none"> • Board Recruitment and Retention Plan <p>2) <u>Capacity Building</u> – Candy Scott reported on this action plan. There are three main action items:</p> <ul style="list-style-type: none"> • Targeted virtual task force that will include many of our existing board and committee members but expand to include local leaders and law enforcement. • Identify Recruitment Strategies - CCRR committee tasked with diving in to identifying strategies for NC Pre-K Recruitment. Ar-Nita reported they are already focusing on video clips, flyers, interviews, digital advertisement, and working with community partners. • Video Communications – Work with NC Pre-K community on video clips. <p>Sharon Moyer reported on the NC Pre-K digital marketing initiatives and their focused, targeted digital ads to families who were likely to have NC Pre-K eligible children and teacher recruitment. Mary added that some of the items are very specific to NC Pre-K and she is challenging the group to take a broader look at the entire birth to 5 range.</p> <p>3) <u>Community Collaboration Leader</u> – Mary Sonnenberg reported on this action plan. Mary said this is really the core of who we are and the role we plan as a community convener. Mary reported the three priority areas:</p> <ul style="list-style-type: none"> • <u>Community Wide Summit</u> – The desire is to bring agencies together to understand our role in the community. Mary reported we are working to ensure we are present and an active participate in community meetings, community reports, and community summits. • <u>Identify Gaps in Service</u> – Pamela Federline spoke about the Family Needs Assessment and how important this action plan is to ensuring a far reach of our assessment to ensure we are meeting our community’s needs. • <u>Utilize Tools and Technology</u> – Through collaboration efforts with existing agencies, resources, and community members, utilize tools and technology to ensure family’s needs are being met. <p>Mary asked this collaborative group to look at the plans, identify overlaps, and ensure we are setting priorities appropriately.</p> <p>Sharon asked what are the next steps for staff. Mary said reviewing the tasks and finalizing timelines. Allocation will be a key part of this as we move into the next 3-year funding cycle.</p> <p>Candy Scott recommended we need to take into consideration the challenges with COVID as well as keep equity and racial justice at the forefront.</p>	None	None
IV. Joint Meeting Completed – Break into Individual Committees	The scheduled meeting of the PED committee was held via Zoom, on June 18, 2020, beginning 9:55 am pursuant to prior written notice to each Committee member. Mike Hardin, Chair, determined		



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Be the Driving Force



	that quorum was present and called the meeting to order. Sharon Moyer was Secretary for the meeting and recorded the minutes.		
V. Approval of Meeting Minutes	The minutes of the March 12, 2020 PED committee meeting were distributed and reviewed by the committee members. Robin Deaver motioned to approve the minutes, Ayesha Neal seconded. Motion passed unanimously.	Minutes Approved	None
VI. Grant Reporting	<p>Pamela Federline presented the grant report. We have a 98.5% award rate. We have received \$268,572 in grants this year.</p> <ul style="list-style-type: none"> • On hold for Toilet Training grant implementation – due to COVID • Target Circle Grant – ends June 30th (CE to send another email out to DSPs, etc.) <p>Mike Hardin asked about email audience. Our CE team is working with the other departments on newsletters, asks, etc. Part of the strategy is targeting specific audiences with specific messages. CE reviews each program and initiative and develops a comprehensive plan that includes emails, communications (social, etc.), and other outreach opportunities.</p> <p>Pamela dove a little deeper into sustainability of programs and long-term planning prior to grant procurement.</p>	None	None
VII. Strategic Planning for Sustainability Outline Review	<p>Sharon reported on the eight (8) sub-plans or “chapters” of the Strategic Plan for Sustainability.</p> <p>Review of our steps so far:</p> <ul style="list-style-type: none"> • Evaluation of our Revenue Streams – Completed <ul style="list-style-type: none"> ○ Direct Appeal to Donors - .4% ○ Grants – 96.7% ○ Earned Income – 2.8% • Build a case of support – What do we communicate to our donors? <ul style="list-style-type: none"> ○ Short message encompasses the three (3) priority areas as set forth by the board <ol style="list-style-type: none"> 1) Advancing Children’s Well-being 2) Strengthening the Early Care and Education System 3) Empowering Families ○ And shares the vision: Our vision is to live in an economically prosperous community where families are successful, and children thrive • Establishing Guiding Objectives and the strategies to meet the objectives <ul style="list-style-type: none"> ○ After our last meeting where Jessica Griffin from NCPC came, it was determined that CE staff would develop an outline of the component of the plan and have them ready for the June meeting. 	None	None



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	<p>CE Staff compiled the guidance from PED and the board objectives for Sustainability, as reviewed at the beginning at this meeting, and developed the outline Sharon presented.</p> <p>A discussion on how these eight plans feed into the Strategic Plan for Sustainability.</p> <p>Mike Hardin discussed community presentations and “the ask.” Sharon agreed these are all important and these are components in the fundraising and communications plans and the retention of assets need to be part of the plans. As NCPC’s Jessica Griffin noted during her presentation, it’s important to develop a plan that includes cultivation and sustainment of donors.</p> <p>Pamela spoke about the conversations around some of the other plans, like Facilities, and how we communicate with tenants, how we work to retain them, and how we recruit new tenants so we can sustain our rental income. This needs to engage our other staff and committees. We are setting the stage around systems, processes, and tools for long-term sustainability. Under the Grant Plan, a key feature to consider is developing priorities for grant seeking.</p> <p>Pamela also spoke about donor databases and the need to upgrade our systems to be able to cultivate donors.</p> <p>Mike Hardin asked about the stories we collect. Pamela presented a short version of the Impact Report and the stories it tells.</p>		
<p>VIII. Re-evaluate and Define Next Steps</p>	<p>Sharon asked for direction on her recommendation for which team is responsible for the development of which plan:</p> <ul style="list-style-type: none"> • Grant procurement Plan – Grant Team • Fundraising Plan – PED Committee • Volunteer Recruitment and Retention Plan – CE Team • Communication Plan – PED Committee • Staff Recruitment and Retention Plan – HR Committee • Facility Plan – Facility and Tenant Committee • Programs Plan – Planning and Evaluation Committee <p>A discussion about how these plans intertwine and are all vital to our sustainability.</p>	<p>None</p>	<p>None</p>



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	Sharon also reported the movement to NCPC provided Blackbaud e-Tapestry CRM and the integration into all our existing systems. Jerome Scott brought up the point that the board has a responsibility in fundraising and marketing.		
IX. Meeting Calendar for FY 20/21	Next meeting – August 6, 2020 from 9 am – 11am with new chair, Brian Jones to lead the committee. <ul style="list-style-type: none">Thursday, October 1, 2020Thursday, January 7, 2021Thursday, March 4, 2021Thursday, May 6, 2021	None	None
X. Adjournment	As there was no further business; Brian Jones motioned to adjourn, Ayesha Neal second. Motion passed unanimously. The meeting was adjourned at 11:07 am.	Adjourned	N/A

Submittal: The minutes of the above stated meeting are submitted for approval. _____
Secretary of Meeting Date

Approval: Based on Committee consensus, the minutes of the above stated meeting are hereby approved as presented and/or corrected. _____
Committee Chair Date

Action Planning Template

Partnership for Children of Cumberland County 2020 Action Planning

Instructions

This action plan is designed to help you *identify* and *prioritize* the action steps that you need to take as the board or staff on behalf of the Partnership for Children of Cumberland County to achieve the specified goal from the PFC strategic plan. This action plan describes specific steps or actions PFC agrees to take, who will have the lead, by when the action item(s) will be considered or completed and the desired result to be achieved. It also provides guidance on the status of the action items as they relate to the broader goal to be achieved. Create, Review, and Update Regularly.

Goal and/or Strategy: Sustainability

Priority	Action Item	Assigned To	Timeline	Desired Result
	<p>Improve recruiting and retention through flexible meeting opportunities for current and new, potential board members. [Continue use of Zoom for distance participation, etc.]</p> <p>Q: Do we have sufficient strategies in place? Position: Once we are in a position to return to face to face, do we maintain the use of remote opportunities to insure effectiveness for members to participate. We have purchased a business level platform for Zoom so we have the expanded capacity to continue the use of this.</p> <p>Chas suggests having more frequent, shorter duration meetings.</p>	<p>Sharon, Pamela, Anthony</p>	<p>By June 30</p>	<p>Increase participation and retention of high-quality board and committee members at meetings by ensuring that all meetings are open to digital participation options.</p>

Action Planning Template

	<p>Require on-boarding for non-mandated board positions that require those members to participate in other ways (on committees, for instance) before becoming full board members.</p> <p>Q: Do we have sufficient strategies in place? It would need to be proactive within the Board; if a Board member is nominating someone, they should be nominating them for a committee first; if someone is self-nominating, they should be asked to join a committee first; we need to set a time frame for their first commitment so that we can determine what sort of “stock” we are getting for the board.</p>	Meredith, Ayesha, Mary, Belinda	Aug 31, 2020	Develop a process that fits with bylaws for board members to act on a committee before becoming board members.
	Recruit and retain high-quality employees			

Goal and/or Strategy: Sustainability

Priority	Action Item	Assigned To	Timeline	Desired Result
	<u>Sustainable funding and financial support</u>	PED	TBD	Completed plan with

Action Planning Template

	Develop a <i>Strategic Plan for Sustainability</i> that includes sub plans for: <ul style="list-style-type: none"> - Grant Procurement - Fundraising - Volunteer Recruitment and Retention - Communications - Staff Recruitment and Retention - Facility - Programs - Board Member Recruitment and Retention 			clear goals, objectives, assignments, and expectations for both staff and board members, tech needs to achieve the goals, etc.
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Notes:

Planning Group Members:

Board Members:

- Ayesha Neal
- Chas Sampson
- Cotina Jones
- Mike Hardin
- Perry Melton
- Robin Deaver

Staff:

- Anna Marie Hall - Notetaker
- Dottie Adams
- Pamela Federline
- Sharon Moyer - Facilitator

Factors to Consider

AS WE MOVE INTO OUR THREE YEAR ALLOCATION CYCLE

Mary Sonnenberg
FY 20/21 – FY 23/24 |

Board Direction

Strategic Priorities

- Capacity Building
- Community Collaboration Leader
- Sustainability

Directives to President

- Strategic Planning
- Leveraging Technology
- Expanding marketing reach
- Program delivery/enhancement of local presence

Board Focus Areas for Programs

- Advancing Children's Well-Being
- Strengthen the Early Care and Education System
- Empowering Families

Budget/Allocation

Budget considerations/constraints

- Flat funding – We have been at flat funding for the last several allocation cycles
- No cost extension for the Health Social Behavior program
- We are beginning the fiscal year with 85% of our Smart Start Allocation
- NC Pre-K Payback
- State Revenue shortfalls
- Leandro 20-21 Plan*
- Infrastructure Project \$1.2 M probable cost
- Smart Start Reversion (\$425,592.45): carry-forward
- Pre-school Development Grant – Regional Family Connects Pilots, Family Engagement Project*
- Access to Technology*
- COVID-19*

Adjustments for 20-21 current activities

- What are our staffing needs?
- Hoke contract for Technical Assistance

Organizational Structure

- What are our needs for staff and funding based on priorities and functions, NC Early Childhood Action Plan, Leandro, etc.
- Assess our staff's footprint for office space and community need to rent space inside our resource center

*Denotes Priorities for the State




Programs/Services







- Lending Library – Does it come out from under the CCR&R activity and stand-alone or part of Family Resource Center Activity?
- Family Connects Program
- Healthy Social Behavior Program
- Literacy*
- Reduction of preschool expulsion*
- Child Care Health Consultants*
- Family Support – Resilience and Parent Education/Home Visiting*
- Workforce compensation*
- Business Technical Assistance & Professional Development (BCBS Pilot work)*
- Access to Technology*

Equity Focus on all programs

56-1845926 (PCONTR34): Community Engagement & Resource Development

07/01/2019 to 06/30/2020

No.	Measurable Output/Outcome	Measurement	Target	Actual	Percent of Target Met	Progress Toward Target
Program Implementation (Outputs) 12/15 (80%)						
1	4.1_# of organizations represented in SOAR Collaborative (TRGT1275)	Measured as <u>count of unique clients</u> for the following services: SRV1787 (Active): 4.1_SOAR Team - Organization represented [Participant: Program]	10	10	100.00%	 Met
2	4.1_System Building: _# of community outreach events, activities, fairs, and celebrations coordinated, attended or participated (TRGT1787)	Measured as <u>sum of units</u> for the following services: SRV2271 (Active): 4.1_System Building: _# of community outreach events, activities, fairs, and celebrations coordinated, attended or participated [Participant: Program]	40	30	75.00%	 Emerging
3	4.1_Systems Building:_# of EC Profile Indicators addressed through collective efforts (FS20-DPIL & FS30-SOAR) (TRGT1793)	Measured as <u>count of unique clients</u> for the following services: SRV2276 (Active): 4.1_Systems Building:_# of EC Profile Indicators addressed through collective efforts (FS20-DPIL ONLY) [Participant: Program] SRV2277 (Active): 4.1_Systems Building:_# of EC Profile Indicators addressed through collective efforts (FS30-SOAR ONLY) [Participant: Program]	2	4	200.00%	 Exceeded
4	4.1_Systems Building:_# of meetings convened with outside organizations to address one or more of the EC profile indicators (TRGT1791)	Measured as <u>sum of units</u> for the following services: SRV2274 (Active): 4.1_Systems Building:_# of meetings convened with outside organizations to address one or more of the EC profile indicators [Participant: Program]	20	43	215.00%	 Exceeded
5	4.1_Systems Building_# of meetings lead by other organizations where local partnerships raised issues about one or more EC Profile Indicators (TRGT1792)	Measured as <u>sum of units</u> for the following services: SRV2275 (Active): 4.1_Systems Building:_# of meetings lead by other organizations where local partnerships raised issues about one or more EC Profile Indicators [Participant: Program]	60	63	105.00%	 Exceeded
6	4.2_# of projects for service providers (internal and external)	Measured as <u>sum of units</u> for the following services: SRV2269 (Active): 4.2_# of projects for service providers (external) [Participant: Program] SRV2268 (Active): 4.2_# of projects for service providers (internal) [Participant: Program]	25	49	196.00%	 Exceeded
7	4.3_# of grants secured as part of the grants panel (TRGT1689)	Measured as <u>sum of units</u> for the following services: SRV2169 (Active): 4.3_# of grants secured as part of the grants panel [Participant: Program]	5	7	140.00%	 Exceeded
8	4.3_# of grants submitted as part of the grants panel (TRGT1688)	Measured as <u>sum of units</u> for the following services: SRV2168 (Active): 4.3_# of grants submitted as part of the grants panel [Participant: Program]	6	6	100.00%	 Met
9	4.3_# of new subscribers to newsletter (TRGT1790)	Measured as <u>sum of units</u> for the following services: SRV2273 (Active): 4.3_# of new subscribers to newsletter [Participant: Program]	950	4134	435.15%	 Exceeded

10	4.3_# of newsletters produced (TRGT1789)	Measured as <u>sum of units</u> for the following services: SRV2272 (Active): 4.3_# of newsletters produced [Participant: Program]	2	2	100.00%	 Met
11	4.3_# of presentations or briefing to community partners, civic clubs, and/or organizations delivered or facilitated (TRGT452)	Measured as <u>sum of units</u> for the following services: SRV114 (Active): 4.3_# of presentations or briefing to community partners, civic clubs, and/or organizations delivered or facilitated [Participant: Program]	12	16	133.33%	 Exceeded
12	4.3_# of users to the ccpfc.org page (TRGT1795)	Measured as <u>sum of units</u> for the following services: SRV2278 (Active): 4.3_# of users to the ccpfc.org page [Participant: Program]	40,188	66495	165.45%	 Exceeded
13	4.3_Total Number of Volunteers (TRGT1694)	Measured as <u>sum of units</u> for the following services: SRV2174 (Active): 4.3_Number of Volunteers [Participant: Program]	445	475	106.74%	 Exceeded
14	4.3_Total Number of Volunteers Hours (TRGT1691)	Measured as <u>sum of units</u> for the following services: SRV2171 (Active): 4.3_Number of Volunteer Hours [Participant: Program]	2000	1585.8	79.28%	 Emerging
15	4.3_Total Value of Volunteers (TRGT1692)	Measured as <u>sum of units</u> for the following services: SRV2172 (Active): 4.3_Value of Volunteer Hours [Participant: Program]	48920	38839	79.39%	 Emerging



Community Story Time with Partnership for Children

6K followers

✓ Following



We're excited to be hosting Community Story Time online. It's a great way to entertain your little ones and help them learn language and early reading skills. Each week you can watch community members and Partn... [See More](#)

Latest Videos



"Plenty of Love to Go Around" Community Story Time with Fayetteville Police Chief Gina V Hawkins

With the help of her dog, Loki, **Chief Gina V. Hawkins** reads "Plenty of Love to Go Around" by Emma Chichester Clark. The Chief is pleased to connect with our youngest citizens through the...

16 weeks ago · 663 Views



Daniele Malvesti, Raven McKoy and 20 others

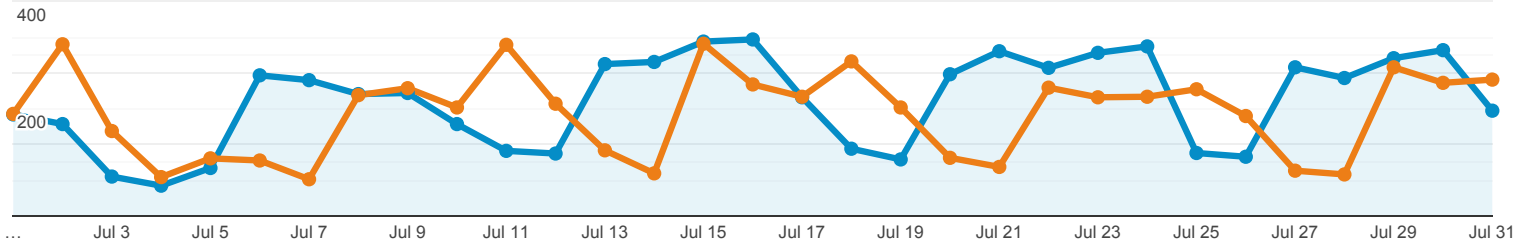
Audience Overview

All Users
+0.00% Users

Jul 1, 2020 - Jul 31, 2020
Compare to: Jul 1, 2019 - Jul 31, 2019

Overview

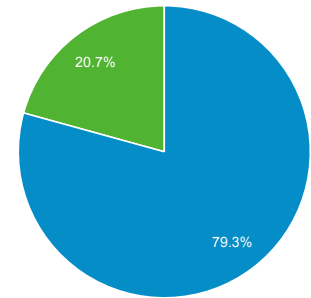
Jul 1, 2020 - Jul 31, 2020: ● Users
Jul 1, 2019 - Jul 31, 2019: ● Users



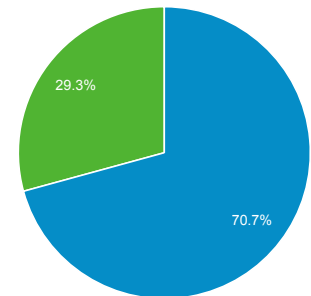
Users 19.49% 5,015 vs 4,197	New Users 29.12% 4,478 vs 3,468	Sessions 7.43% 7,870 vs 7,326
Number of Sessions per User -10.10% 1.57 vs 1.75	Pageviews 0.09% 17,347 vs 17,331	Pages / Session -6.83% 2.20 vs 2.37
Avg. Session Duration -5.46% 00:02:08 vs 00:02:15	Bounce Rate 12.94% 63.76% vs 56.46%	

■ New Visitor ■ Returning Visitor

Jul 1, 2020 - Jul 31, 2020



Jul 1, 2019 - Jul 31, 2019



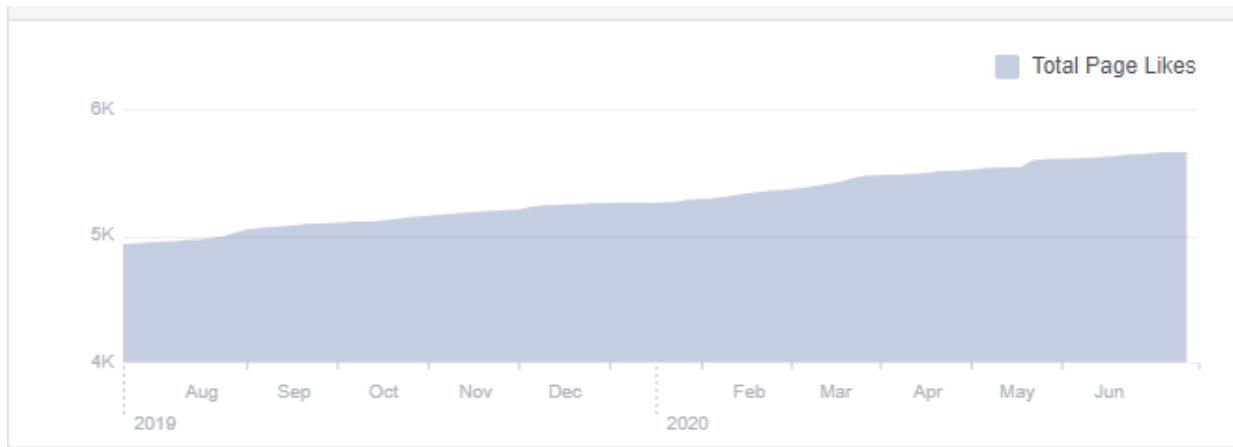
Email Marketing Analytics

Total Recipients	Open Rate	Click Rate	Hard Bounces	Soft Bounces	Unsubscribes
Sum of Total Recipients	Average of Open Rate	Average of Click Rate	Sum of Hard Bounces	Sum of Soft Bounces	Sum of Unsubscribes
22343	54.31%	14.11%	130	277	51
			0.58%	1.24%	0.23%
Industry	Average Open Rate	Average Click Rate	Hard Bounce	Soft Bounce	Unsubscribe Rate
Non-Profit	25.17%	2.79%	0.33%	0.49%	0.20%

Facebook Analytics

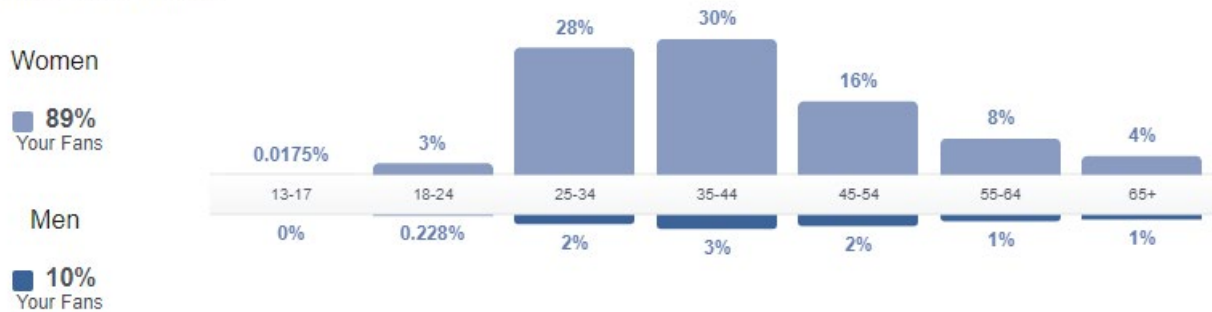
FY 19_20

Likes grew 13%



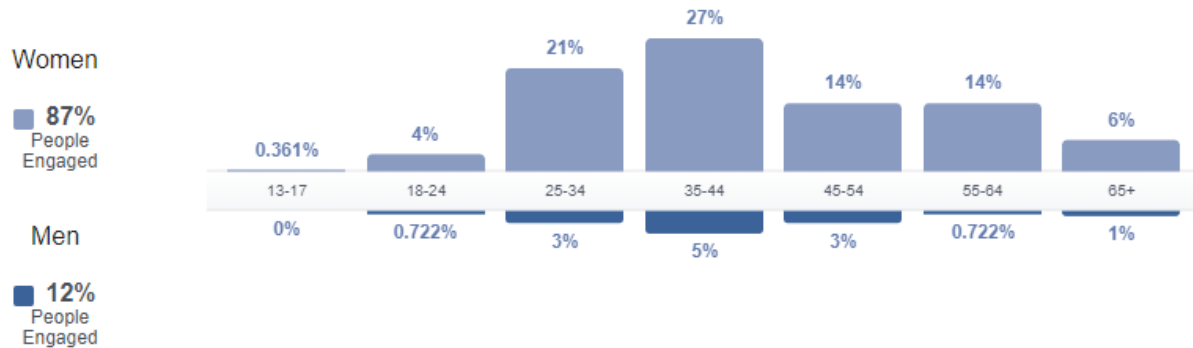
A Snapshot of Our Fans

The number of people who saw any of your posts at least once, grouped by age and gender. Aggregated demographic data is based on a number of factors, including age and gender information users provide in their Facebook profiles. This number is an estimate.



Our Engagement

The number of People Talking About the Page by user age and gender. This number is an estimate.



Grant Submission Tracking 2019-20

*Includes grants other than allocations made by NCPC and DCDEE.
Letters of Inquiry to Foundations will be tracked for conversion to grant submission.*

Funder / Name of Grant	Due Date	Date Submitted	Department	Program Lead / Manager	Submitted By	Lead Agency Partner	Status as Grantee	F = Federal S = State L = Local P = Private C = Corporate O = Other	Match Required	Grant Amount Submitted	Grant Amount Awarded	NCPC Match Amount 2019-20	Expected Implementation Date	Notes		
								Type of Grant							None In-Kind (%) Cash (\$)	
July 2019																
Mid-Carolina Council of Governments Area Agency on Aging / Family Caregiver Support		7/25/2019	Family Services	S. Jackson	C. Mangum	Lead Agency	Lead Agency	L	None	\$4,500	\$4,500			This is an annual grant that flows from federal to state to local agencies for distribution. Currently it functions more like an annual allocation, but is called a grant. <i>It is not included in the total below.</i>		
Subtotal												\$0				
August 2019																
Cumberland Community Foundation Family Connects of Cumberland County	8/11/2019	8/9/2019	CED	S. Moyer	P. Federline	Lead Agency	Lead Agency	P	None	\$250,000	\$250,000	\$50,000	1/1/2020			
Subtotal												\$250,000	\$250,000	\$50,000		
September 2019																
No grants submitted																
Subtotal												\$0	\$0	\$0		
October 2019																
Women's Giving Circle of Cumberland County/CCF Diaper Bank of NC Toilet Training Program	10/6/2019	10/4/2019	Family Services	M. Hearon	P. Federline	*Lead with Partner - Diaper Bank of NC	Diaper Bank of NC	P	None	\$7,572	\$7,572	\$7,572	2/1/2020 ²	1) Site visit by WGC 11/8/2019 @ 11:00 am 2) Implementation delayed by COVID-19		
PNC Bank / Little Land		10/9/2019	CED	S. Moyer	S. Moyer			C	None	\$15,000	\$10,000	\$10,000		Sponsorship for Little Land		
Subtotal												\$22,572	\$17,572	\$17,572		
November 2019																
No grants submitted																
Subtotal												\$0	\$0			
December 2019																
No grants submitted																
Subtotal												\$0	\$0			
January 2020																
No grants submitted																
Subtotal												\$0	\$0			
February 2020																
Starbucks Foundation	*				D. Malvesti			C	None	\$0	\$1,000					
Subtotal												\$0	\$1,000			
March 2020																
Target Circle	In Progress				Anna Hall			C	None					At the end of the cycle, 6/30/2020, we received 19,006 votes which was not the top prize, but enough to have us be awarded \$1,000.		
Longleaf Foundation - Florence Hurricane Relief	3/27/2020	3/27/2020	Facilities	M. Sonnenberg M. Yeager	Carole Mangum	Lead Agency	Lead Agency	P	None	\$250,000	\$75,000		Spring 2021			
Subtotal												\$250,000	\$75,000			
April 2020																
No grants submitted																
Subtotal												\$0	\$0			
May 2020																
No grants submitted																
Subtotal												\$0	\$0			
June 2020																
No grants anticipated																
Subtotal												\$0	\$0			
Total 2019-20										\$522,572	\$343,572	\$67,572				
Proportion Funded to Requests											65.7%					