Cedar Mill Community Library Association
Forty-eighth Annual Meeting
October 17, 2023
Board of Directors  2022-2023

Judy Erdman - President
Hilary Barrett - Vice President
Will Albright - Treasurer
Deb Starr - Secretary

Anil Bhagavatula
Jeanne Watts
Dena Gutterman
Natalie Paik
MaryBeth Piccirilli
Stan Saunders
Lisa Wong
CALL TO ORDER: President Judy Erdman called the meeting to order at 7:04 pm.

PRESENT: Judy Erdman, Deb Starr, Lisa Wong, Will Albright, Dena Gutterman, Jeanne Gustavson, MaryBeth Piccirilli, Anil Bhagavatula

ABSENT: Stan Saunders, Hilary Barrett

STAFF PRESENT: Peter Leonard, Tuesday Scott, Marianne Coalson, Gweyn Rucker, Cori Bacher

MEMBERS: 6

APPROVAL OF MEETING MINUTES: October 19, 2021 MSC

PRESIDENT'S REPORT:
Introduction of current Board Members.
Appreciation for staff for continuous adjustments during our pandemic.

TREASURER'S REPORT: Lisa Wong, Treasurer introduced library auditors Jennifer Perrier and Betsy Onstad from

2021/2022 EXECUTIVE DIRECTOR’S REPORT: Peter Leonard

AUDIENCE TIME:

REPORTS OF STANDING COMMITTEES:

NOMINATIONS:
Four people have expiring terms: Hilary Barrett, Deb Starr, Anil Bhagavatula, Judy Erdman
All four were nominated and elected to renew for another 3-year term.

ADJOURNMENT: 8:18 PM
ANNUAL CMBCLA ASSOCIATION MEETING AGENDA

Call to order  
President Judy Erdman

Approval of minutes  - 2022 Annual Meeting

President’s Report  
Judy Erdman

Treasurer’s Report  
Will Albright

Executive Director’s Report  
Peter Leonard

Audience Time

Reports of Standing Committees
  Development
  Second Edition
  Nominations

Election of Directors- Rosemary Brewer, Lynda Gordon, Natalie Paik, Christina Prucha

Announcements/Recognition-Jeane Gustavason Watt, Mary Beth Piccirilli, Lisa Wong

Adjournment

Immediately following Annual Meeting, the new board will meet to appoint officers and committee chairs for coming year.

Immediately following Annual Meeting, the new board will meet to appoint officers and committee chairs for coming year.
Cedar Mill & Bethany Community Libraries  
Comparative Balance Sheet  
For the Fiscal Years Ended June 30, 20XX

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>6/30/23</th>
<th>6/30/22</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>$767,530</td>
<td>$775,493</td>
</tr>
<tr>
<td>Grants/Contributions Receivable</td>
<td>19,807</td>
<td>21,195</td>
</tr>
<tr>
<td>Second Edition Inventory</td>
<td>91,279</td>
<td>79,567</td>
</tr>
<tr>
<td>Prepaid Expenses &amp; Deposits</td>
<td>48,461</td>
<td>55,735</td>
</tr>
<tr>
<td>Unemployment Trust Fund</td>
<td>90,039</td>
<td>101,602</td>
</tr>
<tr>
<td>Investments</td>
<td>1,516,862</td>
<td>1,432,489</td>
</tr>
<tr>
<td>Right of Use Assets</td>
<td>1,118,074</td>
<td></td>
</tr>
<tr>
<td>Furniture &amp; Fixtures (net of depreciation)</td>
<td>214,384</td>
<td>311,584</td>
</tr>
<tr>
<td>TOTAL ASSETS</td>
<td>$3,966,436</td>
<td>$2,777,165</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$39,233</td>
<td>$42,015</td>
</tr>
<tr>
<td>Liability for Employee Flex Spending Account</td>
<td>7,327</td>
<td>6,837</td>
</tr>
<tr>
<td>Accrued Payroll</td>
<td>487,412</td>
<td>500,141</td>
</tr>
<tr>
<td>Operating Lease Liability</td>
<td>1,129,954</td>
<td></td>
</tr>
<tr>
<td>Deferred Rent</td>
<td></td>
<td>4,547</td>
</tr>
<tr>
<td>TOTAL LIABILITIES</td>
<td>$1,663,925</td>
<td>$553,540</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted Net Assets</td>
<td>$1,233,151</td>
<td>$1,303,067</td>
</tr>
<tr>
<td>Temporarily Restricted Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>For General Operations</td>
<td>11,323</td>
<td>41,997</td>
</tr>
<tr>
<td>For Bethany Expansion</td>
<td>110,626</td>
<td>105,199</td>
</tr>
<tr>
<td>For Bethany Building Fund</td>
<td>1,650</td>
<td>1,650</td>
</tr>
<tr>
<td>Board Designated Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cedar Mill Improvement</td>
<td></td>
<td>973</td>
</tr>
<tr>
<td>Bethany Expansion</td>
<td>696,243</td>
<td>696,243</td>
</tr>
<tr>
<td>Oregon Community Fund Endowments</td>
<td>170,633</td>
<td>161,561</td>
</tr>
<tr>
<td>Increase (Decrease) to Net Assets</td>
<td>78,886</td>
<td>(87,065)</td>
</tr>
<tr>
<td>TOTAL Net Assets</td>
<td>$2,302,511</td>
<td>$2,223,625</td>
</tr>
</tbody>
</table>

| TOTAL LIABILITIES & NET ASSETS | $3,966,436 | $2,777,165 |
A non-pandemic year

- Visitors Returning
- Pandemic restrictions over, but Covid still had an impact
- In-person no reservation storytimes
- Adult, Teen and Youth Programs
- Public Meeting Room Use
More Programs for all ages
In-person story times started with small pre-registered groups, but moved to larger drop-in sessions for specific ages. Starting more storytimes in other languages.
Teens planned, supported and participated in many programs.

Graphic Novel Book Club
Dungeons & Dragons Games
• Library lending topped 2019 levels by 1.8%
• Digital loans account for 21% up from 16% in 2022 and up from 9% in 2019
• Attendance is still down by 1/3 432,000 vs 670,571
• Library computer use down 72% since 2019
• Active Library Users are up 10.2% from 2019
• Library in the Community--
  • School visits
  • Kindergarten Orientations
  • Farmers Markets
  • Festivals
  • School lunch programs
  • Summer School
  • Cedar Grove
  • Beaverton Resource Center
  • Senior Residents
Thousands of Youth Access Cards issued this year. More school districts participating.
BookShare Expands

• Serving 63 sites-up from 53 sites and 10 different languages
• Partnering with other libraries to provide free monthly C.E. for childcare providers
BookShare
Made unicorn hats
with students at a
Japanese Immersion
Preschool
GRANTS

$149,000  KPI-Kindergarten and Preschool Innovative Projects Fund
$22,000  Juan Young Trust – Bookshare Expansion
$2,000  Washington County Community Cultural Grants-Hispanic Heritage and Asian and Pacific Islanders
OTHER INITIATIVES & PROJECTS

3 Year Plan Updated
ARPA Grant to promote library to underserved
County Library Service Agreement
New service desks and refreshed circulation work area
New displays
New play and learn areas
Everyone is welcome.
Open 7 days a week.
Fine free.

Learn more and be entered to win a prize. Scan the QR code or visit your library.

Library.CedarMill.org
Second Edition
Thank You

268 Volunteers
14,554 hours
7.3 FTE
Development & Communications  2022-2023

$2,440  Kids Books  Fundraiser
$3,291  Summer Reading Sponsorships
1,729    E-news subscribers
241,967  Web site visits

Comparison Year to Year

7/1/2022-6/30/2023  7/1/2021-6/30/2022

1,647 gifts    1,539 gifts
$195,334 total  $203,235 total
Donors: 747    Donors: 794
New Donors: 74  New Donors: 130
Looking forward

- Website Update
- Improve Marketing
- County Funding and Governance Study
- Prepare for 2025 Library Levy and long-term funding needs
- Library space needs and constraints
- Bethany carpet replacement and Cedar Mill Office carpeting
- Providing excellent service to as many people as possible
- 50TH Anniversary Celebration of Cedar Mill Community Library
Nominations Committee

Slate offered by Board of Directors

Rosemary Brewer
Lynda Gordon
Natalie Paik
Christina Prucha
New Library Cards Issued
4,725

Circulation Overall
2,264,449

Items Added to the Libraries' Collection
29,237

Programs
407

Program Attendees
16,222

Books Delivered to Bookshare and Other Partners
64,601

Student Cards Issued
1,717

Patron WiFi Hours
29,322

Summer Reading

Staff Visited
6,894 Kids

 Schools
18

People Attended the Summer Reading Festival
205

Readers Read
3,332

Hours Volunteered
14,554

Donations to CMBCLA
1,647

Donated
$195,345

Hours Volunteered
268

Annual Report 2022/2023
July 1, 2022 to June 30, 2023
Gifts

7/1/2022-6/30/2023
1,647 gifts
$195,334 total
Gift average: $118
Donors: 747
New Donors: 74

7/1/21-6/30/2022
1,539 gifts
$203,235 total
Gift average: $132
Donors: 793
New Donors: 130

Gifts and Development

In the 2022-23 fiscal year, CMBCL received 7% more gifts than in the previous fiscal year. However, the average gift amount decreased by 10%. This is explained by a 20% decrease in Workplace Giving and Corporate Matches. CMBCL’s donor number has steadily decreased in the last few years due to long-term donors aging out and/or moving away from Portland. Promotions to attract new donors have made up for most of the losses.

Most nonprofits are reporting a decrease in donor numbers and an increase in donation amounts. In comparing CMBCL to the latest available (2022 calendar year) averages across 1,985 nonprofit databases we find that the libraries attract more donors and gifts, but lower donation amounts.

<table>
<thead>
<tr>
<th>Nonprofit Averages 2022</th>
<th>CMBC 2022</th>
</tr>
</thead>
<tbody>
<tr>
<td>Donors: 476</td>
<td>Donors: 705</td>
</tr>
<tr>
<td>Gifts: 988</td>
<td>Gifts: 1,538</td>
</tr>
<tr>
<td>Total Received: $835,165</td>
<td>Total Received: $193,126</td>
</tr>
<tr>
<td>Gift Average: $704</td>
<td>Gift Average: $126</td>
</tr>
</tbody>
</table>

CMBCL’s donor retention rate has increased 9% in the last 5 years and is higher than nonprofit standards:

<table>
<thead>
<tr>
<th>Nonprofit Standard</th>
<th>CMBC 2022-23</th>
</tr>
</thead>
<tbody>
<tr>
<td>Avg Donor Retention Rate: 40-45%</td>
<td>Avg Donor Retention Rate: 65%</td>
</tr>
<tr>
<td>New Avg Donor Retention Rate: 20%</td>
<td>New Avg Donor Retention Rate: 25%</td>
</tr>
<tr>
<td>Repeat Donor Retention Rate: 53%</td>
<td>Repeat Donor Retention Rate: 72%</td>
</tr>
</tbody>
</table>
Appeal Letters

Gifts: 467
Total: $91,389
- New donor gifts: 20 = $2,175
- Lapsed donor gifts: 118 = $19,222

Two appeal letters were sent to past donors and new library card holders in late spring and fall. The letters were followed by emails to donors who didn’t respond to the letters. The letters were also posted on the libraries’ website. An End-of-the-Year email appeal was sent to all donors on December 28.

A QR code was added to the Fall 2022 appeal letters to encourage more gifts. Website gifts from appeal recipients totaled $13,250. 80% of gifts from new cardholders were received via the website and several signed up for recurring giving.

Traditionally, only gifts received via mail and accompanied by an appeal letter return slip were marked as appeal gifts. Appeal recipients may donate on the libraries’ website and through their workplaces instead of using the reply slip.

To find an accurate number of appeal responses, the appeal mailing list was searched for donor names or addresses when gifts were received after the mailing.

The list included donors who had stopped donating in the last few years. Gifts were received from 118 lapsed donors contributing over $19,000.

Lapsed workplace donor names were searched on the mailing list to determine if their gifts were initiated by the appeal. Gifts totaling $8,240 were received from lapsed donors through their workplaces and from their employers’ matching gifts.

One appeal recipient donated shares of Apple stock.

Workplace Giving and Corporate Matching

Gifts received from workplace donors and employers decreased by 20% ($7,400 less than the previous year) likely due to workforce fluctuations.

Recurring Donations

A QR code leading to the Monthly Donor Club donation page was also added to the Fall Appeal. A separate website form was created for donor club sign-ups. Recurring donations increased by 30% ($3,987).

Business Support

The libraries received gifts, grants, and in-kind donations totaling close to $55,000 from forty-five businesses. Twenty businesses helped fund the Summer Reading Program and the Summer Reading Festival by sponsoring and donating in-kind gifts and services valued at $3,291. Local businesses also donated items for a Volunteer Appreciation event.

Fundraisers

The Kid’s Books Fundraiser brought in $2,440.
Communications

Website
The libraries’ website received 241,967 visits, and increase of +4% from the previous year.

Social Media
Follower numbers increased by 1,184. Some posts went viral and attracted engagement from thousands of viewers.

Enewsletter
The libraries’ bi-monthly e-news gained 93 new subscribers bringing the number of subscribers to 1,729. The e-newsletter shares information about library programs and services.

Community,
Staff and volunteers delivered the Summer Reading Festival Flyer to 90 businesses and the newsletter to 22 apartment complexes. CMBCL staff visited 18 schools, and engaged 6,894 students. The libraries’ hosted booths at local events and distributed free books and promotional materials.

Media
A press release about the Library of Things was sent to 26 media outlets. KPTV Morning News interviewed the program manager, Mark Richardson, and Cedar Mill News included the press release as an article in their April issue.

Donor & Patron Quotes

“With humble thanks to Peter Leonard for his years of leadership and library advocacy.” –Jean B.

"This is to honor the staff and volunteers who work to make your resources available to us." –Lonny & Ann B

"Thank you for all you do! I have listened to copious audio books and read books from here. Always makes me happy to enter the building, to be surrounded by friendly faces and tons of books and media." –Sashikala S.

“Thank you for all you do - and especially to Marianne Coalson who I’m recognizing with this donation on her birthday!” –Hillary O.

“Thanks for all you do! I Love your newsletter!” –Dana P. & John S.

"Cedar Mill Library is awesome!" –Sherri Jo L.

“Appreciate the high-quality services from the Bethany branch.” –Katina Q.

“Keep up the good work!” –Jim C.

“Appreciate this library and everyone who works there so much!” –Robert Z.

“Thank you for all you do - and especially to Marianne Coalson who I’m recognizing with this donation on her birthday!” –Hillary O.

“Dear Bethany Staff, you are the nicest friendliest folks. I’m not sure what I’d do without my local library... but getting a cheery hello each time I come in makes you even more important to me.” –Daryl B. (envelope addressed to “My Bethany Library”)
“Thank you!!! We LOVE our library and are SO grateful for all the goodies we get to borrow and the wonderful staff and volunteers that help us. Many thanks!” –Robert and Rachel S

“Just wanted to say THANK YOU for being an awesome library! 95% of the books I want you get for me in short order (the other 5% are my weird esoteric topix). I will miss this library when I move away! ALSO friendly and helpful people (at Cedar Mill where I go most often).” —Charlene J.

“I appreciate the Cedar Mill Library. The staff is helpful and pleasant--and there are many interesting activities that you can become engaged in.” —Sydney L.

“Thank you for all you do.” –Jean B.

“Thank you for all you do.” –Nancy M.

"Your library and your people are wonderful." Patron

**Google Reviews**

“I love this place. Libraries are great places in general. What I appreciate about this particular branch is the small-town feel you get from interacting with the staff. Yes, I can self-checkout but sometimes I want to say, “Hello,” to a familiar face. Some of the staff have known my adult kids since they were little (coming in for story time) and they still inquire about them. The quality of being known and treated like a neighbor and friend is a gift and much appreciated.” –Derek C.

“This Library. rocks. I probably go once per week. And every time I find something else incredible. A huge selection of movies and games? Yes. A vast selection of board games? Yes. An endless selection of bilingual kids books? Awesome! An extensive selection of RPG book? Always! An impressive collection of "library of useful things". Heck yeah! I could go on and on. The building may look small from the outside, but it actually has a magical enchantment that makes the inside enormous. Other enchantments will cause patrons to become instantly enamored, or curse them with book hunger. Either way, it's not easy to stay away. An endless selection of bilingual kids books? Awesome!” –Robert H.

“A neighborhood library with friendly and helpful librarians. I went to get my library Card and it was effortless and easy. Clean environment for children and adults. You can check out electronics, books, games, movies, and you can read some of them there. This Library is really convenient for the community in Washington County.” –Kossivi

“Awesome library. They got movies, board games, video games, and random things to check out and have fun with. It's a great place to try out games before you buy them. They also have a lot of books if you're into that.” –Owen H.

“Great place, love it. All the Staff are Wonderful. They are so helpful, caring, friendly, and kind. They are real Gems. You all make the Cedar Mill Library a beautiful Oasis to escape to in this stressful world. Thank you all” –Mary K.

“We love the community library, thank you!!” –Doe

“Staff is always welcoming and helpful. Great selection of books, audio, DVDs, games, etc. Fun place to be for book lovers. ❤️” –Diane S.

“I’m new to the library. The staff has been pleasant and very helpful!” –Kevin M.

“It's always a joy to visit the public library. This was my first time at the Cedar Mill branch. The librarian greeted me as I came in and directed me right to the book I was looking for. I left with a small stack of books. Read more! Keep our libraries strong!” –Syrena G.
“Best library- we have been to this library many times. Staff and volunteers are very very friendly; they have a store attached to the library. Lots of book collection, kids also have wide range of books collection. Wonderful job by everyone👍 They have big parking lot. Overall very good experience.” – Pattabhi Y.

“I don't have a library card for this library and they had no problem issuing me a guess pass for the computer and printed my papers out. I appreciate that” – Toni M.

“Great library! Cozy and packed with tons of diverse bundles of knowledge. We love spending time here and my children loved the reading times.” – Jo C.

“Lovely selection, friendly library staff. Member of the Washington County Library Cooperative (WCCLS) that allows patrons to check out books here or at other member libraries (ie. Tigard, Beaverton, Hillsboro). I do wish sometimes there was more "lounge" style seating at this branch, but otherwise, this is a great library. I've escaped my summer hot apartment and teleworked from here a time or two with solid air conditioning. I've been saved by a friendly over-the-phone librarian who helped me renew an overdue book before Thanksgiving holidays. I've found interesting reading material in a variety of ways - from books to magazines to newspapers to governmental documents. This library is also easy to park and get in and out with a traffic signal onto Saltzman Rd.” – Ben R.
# Annual Gift Breakdown

## 7/1/2022-6/30/2023

<table>
<thead>
<tr>
<th>Campaign</th>
<th>Gifts</th>
<th>Notes</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appeal</td>
<td>467</td>
<td>Incl. Web/WP</td>
<td>$91,389.00</td>
<td>$195.69</td>
</tr>
<tr>
<td>Fundraiser</td>
<td>24</td>
<td>Kids Books</td>
<td>$2,440.49</td>
<td>$101.69</td>
</tr>
<tr>
<td>Recurring</td>
<td>560</td>
<td>56 dnrs</td>
<td>$17,070.00</td>
<td>$30.48</td>
</tr>
<tr>
<td>Workplace Gifts</td>
<td>138</td>
<td>37 dnrs</td>
<td>$12,340.78</td>
<td>$89.43</td>
</tr>
<tr>
<td>Corporate Gifts</td>
<td>153</td>
<td>19 corp</td>
<td>$15,919.86</td>
<td>$104.05</td>
</tr>
<tr>
<td>Tribute</td>
<td>79</td>
<td></td>
<td>$10,030.34</td>
<td>$126.97</td>
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<table>
<thead>
<tr>
<th>Gift Level</th>
<th>Gifts</th>
<th>% #</th>
<th>Total</th>
<th>Average</th>
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</thead>
<tbody>
<tr>
<td>$&gt;100</td>
<td>1160</td>
<td>70%</td>
<td>$35,855.80</td>
<td>$30.91</td>
</tr>
<tr>
<td>$100-$249</td>
<td>336</td>
<td>20%</td>
<td>$41,659.17</td>
<td>$123.99</td>
</tr>
<tr>
<td>$250-$999</td>
<td>100</td>
<td>6%</td>
<td>$37,579.80</td>
<td>$375.80</td>
</tr>
<tr>
<td>$1,000 +</td>
<td>51</td>
<td>3%</td>
<td>$80,249.92</td>
<td>$1,573.53</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1647</td>
<td></td>
<td><strong>$195,344.69</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Vehicle</th>
<th>Gifts</th>
<th>% #</th>
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<th>Average</th>
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</thead>
<tbody>
<tr>
<td>Checks/Etrans</td>
<td>822</td>
<td>50%</td>
<td>$147,724.20</td>
<td>$179.71</td>
</tr>
<tr>
<td>Website</td>
<td>265</td>
<td>16%</td>
<td>$30,550.49</td>
<td>$115.28</td>
</tr>
<tr>
<td>Recurring</td>
<td>560</td>
<td>34%</td>
<td>$17,070.00</td>
<td>$30.48</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1647</td>
<td></td>
<td><strong>$195,344.69</strong></td>
<td><strong>$118.61</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Designations</th>
<th>Gifts</th>
<th>% #</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>R-Bethany</td>
<td>106</td>
<td>6%</td>
<td>$5,669.00</td>
<td>$53.48</td>
</tr>
<tr>
<td>R-Other</td>
<td>125</td>
<td>8%</td>
<td>$21,196.18</td>
<td>$169.57</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1416</td>
<td>86%</td>
<td>$168,479.51</td>
<td>$118.98</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1647</td>
<td></td>
<td><strong>$195,344.69</strong></td>
<td><strong>$118.61</strong></td>
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<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Appeal</td>
<td>245</td>
<td>Not incl web/WP</td>
<td>$29,242.41</td>
<td>$119.36</td>
</tr>
<tr>
<td>Fundraiser</td>
<td>39</td>
<td>Kids Books</td>
<td>$4,515.00</td>
<td>$115.77</td>
</tr>
<tr>
<td>Recurring</td>
<td>453</td>
<td>52 dnrs</td>
<td>$13,083.00</td>
<td>$28.88</td>
</tr>
<tr>
<td>Workplace Gifts</td>
<td>157</td>
<td>58 donors</td>
<td>$15,913.08</td>
<td>$101.36</td>
</tr>
<tr>
<td>Corporate Gifts</td>
<td>168</td>
<td>24 corp</td>
<td>$19,749.39</td>
<td>$117.56</td>
</tr>
<tr>
<td>Tribute</td>
<td>55</td>
<td></td>
<td>$7,415.00</td>
<td>$134.82</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>Gift Level</th>
<th>Gifts</th>
<th>% #</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>$&gt;100</td>
<td>1028</td>
<td>67%</td>
<td>$31,479.24</td>
<td>$30.62</td>
</tr>
<tr>
<td>$100-$249</td>
<td>344</td>
<td>22%</td>
<td>$42,759.26</td>
<td>$124.30</td>
</tr>
<tr>
<td>$250-$999</td>
<td>121</td>
<td>8%</td>
<td>$45,169.39</td>
<td>$373.30</td>
</tr>
<tr>
<td>$1,000 +</td>
<td>46</td>
<td>3%</td>
<td>$83,827.07</td>
<td>$1,822.33</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1539</td>
<td></td>
<td><strong>$203,234.96</strong></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Vehicle</th>
<th>Gifts</th>
<th>% #</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checks/Etrans</td>
<td>838</td>
<td>54%</td>
<td>$155,716.96</td>
<td>$185.82</td>
</tr>
<tr>
<td>Website</td>
<td>248</td>
<td>16%</td>
<td>$34,435.00</td>
<td>$138.85</td>
</tr>
<tr>
<td>Recurring</td>
<td>453</td>
<td>29%</td>
<td>$13,083.00</td>
<td>$28.88</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1539</td>
<td></td>
<td><strong>$203,234.96</strong></td>
<td><strong>$132.06</strong></td>
</tr>
</tbody>
</table>

## Donor Type

<table>
<thead>
<tr>
<th>Donor Type</th>
<th>Donors</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>New Donors</td>
<td>74</td>
<td>$6,444.48</td>
<td>$87.09</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Donors</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>109</td>
<td>$30,741.42</td>
<td>$282.03</td>
</tr>
</tbody>
</table>

## Designations

<table>
<thead>
<tr>
<th>Designations</th>
<th>Gifts</th>
<th>% #</th>
<th>Total</th>
<th>Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>R-Bethany</td>
<td>122</td>
<td>8%</td>
<td>$17,534.00</td>
<td>$143.72</td>
</tr>
<tr>
<td>R-Other</td>
<td>135</td>
<td>9%</td>
<td>$30,119.08</td>
<td>$223.10</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>1282</td>
<td>83%</td>
<td>$155,581.88</td>
<td>$121.36</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>1539</td>
<td></td>
<td><strong>$203,234.96</strong></td>
<td><strong>$132.06</strong></td>
</tr>
</tbody>
</table>

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7/1/2022-6/30/2023

7/1/2021-6/30/2022

1 of 3