



October 2022 Development Report

FY 23 Campaign	FY23 Goal	Raised as of 7/11/22	Raised as of 8/11/22	Raised as of 10/11/22	% Raised
Individuals	\$350,000.00	\$98,255.00	\$132,808.00	\$146,469.70	41.85%
Corporate Sponsorship	\$150,000.00	\$44,600.00	\$100,100.00	\$152,600.00	101.73%
Corporate/Org Gifts	\$150,000.00	\$6,598.00	\$25,085.00	\$34,042.56	22.70%
Grants*	\$260,000.00	\$119,300.00	\$119,300.00	\$236,800.00	91.08%
Total	\$910,000.00	\$268,753.00	\$377,293.00	\$569,912.26	62.63%

*Does not include government grants or contracts

\$100,000 Match Challenge					
Board Donors	4	Cash Received	\$3,033.74	Goal	\$100,000.00
Non-board Donors	2	Pledges Receivable	\$57,321.65	Remaining Goal	\$39,644.61
Total Donors	6	Total Commitments	\$60,355.39	% Raised	60.36%

Highlights		
Kon-Tiki	2022 Tailgate	Other
Total: \$144,000	Total: \$122,357.18	*Cabell Foundation \$25,000
Total Donors: 276	Total Donors: 264	*BJ Patton \$2,500
New Donors: 152	FTD Donors: 136	
Notable Gifts:	Sponsors:	
*Commonwealth Payroll: \$10,000	Dominion Energy \$25,000	
The Schmitt Family: \$10,000	*Riverside Benefits Group \$10,000	
Bill Sweeney: \$10,000	Mercedes Benz \$5,000	
Olivier Rolin: \$7,500	C&F Bank & Mortgage \$5,000	
Steve Fargis: \$5,000	Hourigan \$5,000	
*Brandon and Nancy Harrell: \$5,000	The Old Dominion Group \$5,000	
Marty Wilson: \$5,000	M&E Contractors \$5,000	
Wally Stettinius: \$2,500	Sheltering Arms Institute \$4,000	
Tom Donahue: \$2,000	*Zurich NA \$2,500	
Zack Smith: \$1,000	*Precision Walls \$2,500	
Brian McKernon: \$1,000	M.P. Barden & Sons, Inc. \$2,500	
*Peter Mansfield: \$1,000	Liesfeld \$2,500	
*Karl Wagner: \$1,125	Donley Inc \$2,500	*New donor
	SteelFab, Inc \$2,500	
	Hurricane Fence \$2,000	
	Encova \$1,500	
	Virginia Prosthetics & Orthotics \$1,500	
	Publix \$2,500	
	Winged Keel Group \$1,000	
	Nycom, Inc \$1,000	Data pulled 10/11/2022
	Scott Insurance \$1,000	