



**Development Officer Annual Report for**

Lesley Mackay

July 01, 2002 to June 30, 2003

Submitted by Lesley Mackay

**Instructions:**

- Deadline for submission is July 1, 2003
- Submit no more than 2 pages.
- Use bullets.

**Major Accomplishments:**

- Organizational
  - annual fund 2002-2003 107 donors, \$6,040 donated from 34 donors \$1,845 donated
  - 71 personal visits for the Library
  - in-kind gift value from \$228, 480 to \$437, 517
- Personnel
  - collaborated with grants officer, support staff, Dean, faculty and staff to achieve development goals
- Programs --instigated program of personal visits
  - instigated new calendar retail effort with local commercial venues
  - instigated premiums for annual fund drive
  - strengthened program of personal correspondence from Dean's office
- Strategic Goals/Targets
  - develop new partnerships with Colleges to create new endowments
  - strengthen major gifts program through cultivation and solicitation
  - double number of personal visits

**Trends/Issues:**

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**Significant Faculty/Staff Accomplishments:**

- Degree Completion
- Grants Awarded
  - SBCI grant for Hispanic literature collection, \$2,250.
- Presentations
- Publications
- Other (e.g. awards, etc.)