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October 2025 - AOC Foundation Development Committee Report

- Nino Amoroso, Chair

Committee Members:

- Guy Albanese
- Erik Bamford
- Larry Rzepka

Michael Green

Josh Bailey

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Topics:

The 2025 Annual Fund Campaign to our individual members continued with an additional solicitation in September. For the first time, members are being notified that we are now participating in the Combined Federal Campaign. They can start contributing through this method beginning in October.

The new Corporate Advisory Council has been announced on our web site with invitations being sent to all AOC corporate partners inviting them to discuss their potential involvement with the Foundation. Follow-up will take place throughout the month of October. Reminder - the Corporate Advisory Council serves in an advisory and information-exchange capacity to the AOC Foundation's Board of Governors. Membership will consist of a representative designated from a corporation that has donated either an unrestricted or restricted gift of at least \$10,000 on an annual basis to the Foundation.

With the variety of meetings held with all standing committees the past few months, the AOC Foundation has come to a consensus and agreement on an ambitious fundraising goal for 2026 at approximately \$370,000. As a result, our new prospect research efforts, are starting to take shape and case statements for grant proposals are starting to be developed.

Individual Donations



Individual donations are up this year: \$6,000 total in 2024 and currently \$19,250 in 2025 with several months to go. Follow-up requests will also be sent in November.

As of Sept 15, approximately 75% of our BOD/BOG have donated to the Foundation.

A marketing campaign to our members through email, website and social media has kicked off reminding them we are now a member of the Combined Federal Campaign, and they can now donate to us through the CFC beginning October 1. Our members will also be reminded that if they work for a matching gift company, they can sometimes double their contribution to the Foundation.

Our end-of-year giving strategy will entail detailing the many ways our members and prospects can donate to us via direct donation, stocks, insurance policies/bequests, etc. during the month of December.

2025 Annual Fund Campaign

REMINDER! It is imperative that ALL Board of Governors/Board of Directors consider donating to our annual fund campaign. No matter the amount, our goal is 100% participation. This will be an important statistic to include in our future grant proposals to major foundations. Many will ask what percentage of our Board donate back to the organization. To make it easy for you, we have included a QR code to take you to our donation page. Thank you!



Corporate Donations



Announcements have been sent to all 200+ corporate members of the AOC Partners Program announcing the Foundation's formation of our Corporate Advisory Council and inviting them to contact Foundation staff to see how they can be involved. Follow-up will be done during the month of October with plans to hold our first Corporate Advisory Meeting at our International Symposium at the National Harbor in December.

With planning underway for the 2026 fiscal year, initial prospect research has started to identify corporate & private foundations we will target to send out grant requests to asking for support for the existing and new programs the Foundation will be offering. In November, we should have a grant proposal calendar lined up to share.

Committee members have also been asked to mine their contacts at companies for prospective donors...especially in support of new scholarship programs or our new global research prize and chapter STEM Resources Directory we are hoping to build.

Other Fundraising



Several of the Committee members have had experience in dealing with the Embassies in the Washington DC area and have received donations/contributions for other organizations. We are designing a strategy for engagement of our allied country's embassies who have an AOC chapter in their area. We feel it could be an untapped resource.

We are also considering some type of fundraising event/activity that could generate some modest funds. If we can develop a model, it can be replicated at several of our regional Conferences around the globe. (AOC Europe, AOC Asia, etc.) It would not only generate some funding but also new interest in what the Foundation's plans will be in the future.