

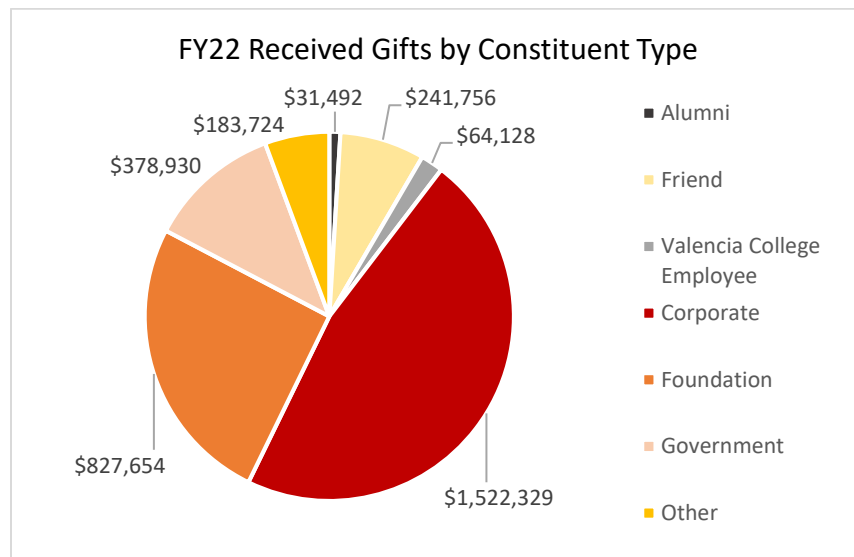


Fiscal Year 2021-22 Fundraising

The numbers below reflect estimated fundraising revenue from April 1, 2021 to March 31, 2022. The Foundation's fiscal year runs April 1 to March 31.

Fundraising was up 20% over last year, and we saw an increase in our average gift amount. The bulk of fundraising revenue comes from our Business and Corporate constituents, representing 47% of the funds received.

- Total Gifts Received: \$3,247,402
- Number of Donors: 620
- Retention: 57.6% (40-45% is considered a healthy donor retention rate among non-profits per the American Association of Fundraising Professionals)
- 30% of our donors were first-time donors.



**Numbers are based on the donor's primary constituency.*

Certification Agreement

At its April 7 meeting, the Foundation Board of Directors approved the Certification Agreement that the Valencia District Board of Trustees will take up at its April meeting. This agreement clarifies the relationship between and the respective roles and responsibilities of the College and the Foundation, supports and informs the District Board's annual certification of the Foundation, and promotes compliance with accreditation requirements. Once adopted by the District Board of Trustees, the Foundation will embark on a full bylaw review based on the Certification Document and appropriate best governance practices for a direct support organization.

In Memory of Barbara C. Roper

West Orange County matriarch and philanthropist Barbara C. Roper passed away on March 7, 2022. Barbara served on the Valencia College Foundation Board of Directors from 2005 to 2017, after which she was recognized as a board member emerita. Barbara's journey with Valencia College was long and purposeful. She and her family supported the creation of Valencia College to ensure everyone had the opportunity to attend college in her beloved West Orange community. She was deeply involved in nursing and other programs that provided clear pathways for women to enter and be successful in the workforce.

Barbara lived a life of service, enriching Central Florida through her volunteerism, leadership, and philanthropy. She served on the boards of Central Florida YMCA and YMCA of USA, Laubach Literacy International, WMFE and PBS, Loch Haven Museum, Eckerd College, Community Foundation of Central Florida, Winter Garden Heritage Foundation, National Safety Council, First National Bank of Winter Park, Blue Ridge Assembly, Winter Garden Heritage Foundation, and Health Central Foundation. Barbara started the Adult Literacy League in Orlando and was a founding member of the West Orange Junior Service League. She played a key role in starting the West Orange YMCA in Winter Garden, today named the Roper YMCA. Barbara was instrumental in the formation of the Garden Theatre, located in Winter Garden's rejuvenated historic downtown, where she is recognized as a founding member and emeritus trustee.

A celebration of life will be held [in the near future](#). In lieu of flowers, the family asks that donations be directed in Barbara's name to organizations she cherished: [Valencia College](#), [Central Florida YMCA](#), and [Garden Theatre](#).