



Fort Monroe Foundation Report for the
Fort Monroe Authority Board of Trustees Meeting
Bay Breeze Conference Center
April 20, 2017

The next meeting of the Fort Monroe Foundation (FMF) is scheduled for May 4, 2017 at 3:30pm at Fort Monroe. The meeting will be held in the Fort Monroe Authority (FMA) offices immediately prior to the FMF's Annual Sponsor's Reception that will be held at the Commanding General's Residence and Gardens. At this meeting, the FMF Board Members will receive a report on the finances and discuss the results of the Stumpf presentation FMA Board of Trustees annual retreat. Additionally, FMF Board members will review the proposed action items from the Stumpf report and take steps to implement the proposed action plans.

As we look to the coming months, the FMF will be actively supporting the efforts of the FMA and the National Park Service to continue the positive progress on the Fort Monroe Visitor Center. Additionally, planning and funding for special events such as the FMF supported summer concerts and the Fourth at the Fort celebration will be implemented throughout the summer.

Finances

The FMF financials through February 28, 2017 are attached. The FMF cash balance at the close of business on April 5, 2017 was \$89,123.20. This represents a decrease of \$13,067 from the previous report, principally resulting from the \$8,750 deposit for the Fourth at the Fort fireworks vendor and the quarterly license fee of \$2,835 paid to Blackbaud.

Stumpf Report

The Assessment and Action Plan for establishing a Development and Membership Program for the FMF has been completed by Stumpf and Associates. A working draft of the report was presented to the FMF at the March Board meeting with the recommendation that the report be completed and presented to the FMA Board at their annual retreat. Presentation of the Fund Development Assessment and Action Plan will include an executive summary of the findings, recommendations, and strategic actions. After questions and discussion, the FMF will seek acceptance of the report, approval of the action plan, and approval of the priority needs and funding strategies. The presentation will conclude with a review of a working timeline.

Fort Monroe Visitor Center

The FMF is waiting for the architect and the exhibit designer to refine the concepts for the exhibits in the Fort Monroe Visitor Center. In the interim, the FMF is continuing to have discussions and build interest in the project with targeted potential donors. Based upon these preliminary discussions, the FMF is optimistic that additional financial support will be available for the completion of the exhibits in the Visitor Center prior to the grand opening in 2019. Additionally, the FMF has received confirmation that the state 2019 Commission will support and participate in a Fort Monroe Visitor Center Building Dedication Ceremony in late August of 2019.

Spring Fundraiser

The FMF Board of Directors will be hosting the Annual Sponsor's Reception on the evening of May 4, 2019 in Garden of the Commanding General's Residence and Garden. This festive outdoor spring event will be a first for the FMF and excitement is growing for the opportunity to demonstrate how the Commanding General's Garden can be used as an entertainment venue. This annual event is our most significant and successful fundraising activity and remains the primary source of revenue for funding the public events and programs at Fort Monroe.

Fourth at the Fort

Fort Monroe Special Events is actively planning the Fourth at the Fort program again this year and the FMF is the fundraising arm that makes the event possible. This year the event will showcase and honor NASA's 100 year anniversary. The FMF, NPS, FMA, and City of Hampton are partnering on the event to provide the resources for the management and logistics associated with this activity. This year, the fireworks display has been moved from the top of the fortress to a barge in Mill Creek. Virginia Youth Sailing is providing substantial support for the barge that will be used to launch the fireworks. Although this is a new location and a very different type of fireworks display, enthusiasm is extremely high for the potential this event has for Fort Monroe and the City of Hampton.

Annual Giving Campaigns

The FMF is gearing up to participate in the spring 2017 Give Local 757 Campaign and the fall #GivingTuesday fundraising event. Last fall was our most successful year as a participant in the #GivingTuesday campaign and we hope to build on that growth. Each year our donor base grows and we receive more exposure to people who are looking to invest in preservation and education of historic sites. As these two campaigns supplement our other fundraising programs, we will be looking to the Stumpf Report for a next step strategy for the implementation of a formal Annual and/or Membership Program.

Fundraising Opportunity with Bodacious Bazaar

The *Bodacious Bazaar and Wine Festival* has offered the FMF the opportunity to manage the wine and beer sales for the 2017 events and beyond. The FMF will retain 100% of the net profits. Both shows take place at the Hampton Roads Convention Center. The Spring Show is Friday, June 2 through Sunday, June 4 and the Fall Show is Friday, November 10 through Sunday, November 12.