

DONOR REQUESTED ANALYSIS: The Raising Hope program model for each Room of Hope strategically operates with streamlined efficiency by securing donated space that eliminates both lease/utilities and offers those assisting the child with easy 24/7 access. A new donated van (from an individual donor) is invaluable in making inventory pickups and deliveries of inventory. The van did bring unbudgeted expenses such as gas, insurance and maintenance costs. Use of an electronic inventory control system and volunteer groups/teams help ensure operational costs do not become an encumbrance to program effectiveness. Raising Hope has only 2 staff members operating 6 Rooms of Hope in Hillsborough, Pinellas and Pasco Counties.

Grant Funds are needed to purchase emergency inventory targeted due to high demand or shortages not covered by product donations. We leverage these resources to buy in bulk, discounted overstock, and use BOGO, coupons, or Rakuten (formerly Ebates) to make larger cost-saving purchases.

Raising Hope does not have a board of directors but operates via a partnering council who participate individually:

- **Kim Greenleaf** – original founder of Raising Hope, is a major donor, helps identify connections within community, helps secure annual gift from Pinellas County Sheriff’s Office Foundation
- **Ryan Calvin** – former Eckerd Connects employee; helps obtain donations from Catalina Foundation
- **Sharon Oliphant** – President of Statewide GFWC, helps with donation drives and community connections
- **Heather McGurran** – is a major donor, a new council member, event sponsor

The White Family Foundation has been a major partner and supporter of foster children through Raising Hope since 2012. The White Family Foundation is historically one of the program’s top donors. This support is paramount to the operational success of the program and its delivery of service to foster children. Our funding support is as follows:

| % Operating Revenue | Supporters | Description |
|---------------------|--|---|
| 28% | Private Foundations | <p>Top four consistent grants in order by giving levels: White Family Foundation (targets 3 counties) Suncoast Credit Union Foundation (targets 3 counties) Pinellas Community Foundation (Pinellas only) Pasco United Way (Pasco only)</p> <p>New 2019 Foundation: Mabel & Ellsworth Simmons Charitable Foundation (Hillsborough)</p> <p>Other Supportive Community Partners: Rotary Clubs, Women Clubs, etc.</p> |
| 44% | Individual Contributions & Donor Gifts | <p>While we have small following of donors who financially contribute via cash or through event participation; to the space/utilities that is donated to each Room; individual contributions are primarily product donations responding to our monthly electronic wish list. These items range in value from \$1 for toothpaste to \$47 for a box of diapers or \$20 for a school uniform (collar shirt and pants). We did recently receive a larger private donor gift that purchased a new program van.</p> |
| 28% | Corporate Contributions | <p>The largest in-kind support comes from our business and corporate partnerships. Teams of volunteers will collect items needed to replenish inventory requested on the monthly electronic wish list and schedule time as a group to come to a Room of Hope and help restock, organize and assist as needed in the day-to-day operations of the Rooms. Last year 79 teams volunteered and provided over 2,000 hours of support keeping staffing levels at only 2 staff members. We</p> |

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| | | host 2 major fundraising events each year and obtain corporate sponsorships for these activities. |
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