

# Business and Fundraising Strategic Planning Report

Date of review: 10/24/2014

**FUNCTION:** To secure \$10,000,000.00 to increase the sustainability and growth of Sitting Bull College facilities and programs.

**SCOPE:** To carry out all aspects of this project in an effective manner, through harmony with the mission of Sitting Bull College.

**GOAL 1: To assess funding sources by raising \$1 million per year through 2025.**

<i><b>Objective A</b></i>	Prepare donor prospects and cultivation, research for lead gifts and demographic information for future donors.
Measurement Tool (who, what, when, how)	The Business and Fundraising Committee will research prospective donors through internet, visitors and partnerships by May 30, 2015.
Measurement Goal	One (1) lead gift of \$300,000.00
Findings/Results	Committee was unable to harness a lead gift of \$300,000.00, due to time commitment from committee members on current responsibilities.
Data Analysis	Committee focused on dorm furniture at \$37,000.00+/-, by preparing a brochure for potential donors in and around Mobridge South Dakota. Contacted two (2) vendors for dorm furniture quotes. Measurement goal not met.
Action/Recommendation	Committee recommends adding Assistant to the President on committee for updates on current donor list. Committee also recommends a priority list from BOT for fundraising. Also recommend fundraising training for committee and all employees, prefer during a new moon activity. Continue with current goal and objective.

**GOAL 2: To review and recommend economic development ideas to the Governance Committee.**

<i><b>Objective A</b></i>	To work with the Standing Rock Sioux Tribe Economic Development and Tribal Programs on ways to build and sustain economic development opportunities.
Measurement Tool (who, what, how, when)	Members of Business and Fundraising Committee will collaborate with the Standing Rock Sioux Tribe Economic Development Task Force monthly through May 30, 2015.
Measurement Goal	Attend seven (7) meetings.
Findings/Results	TBIC director met with the Economic Development Office, Planning Office on potential businesses. An MOA was introduced to the BOT for a strip mall but needs refinement. Measurement goal met
Data Analysis	Committee members are unable to commit time for economic development meetings, other than TBIC director. Committee did learn about scope and goal of the SRST economic development task force as well as the goal(s) of the tribe from current SRST administration as it relates to economic development opportunities.

Action/Recommendation	Committee recommends continuing with the current goal and objective.
Measurement Tool (who, what, how, when)	Business and Fundraising Committee Chair will inform the committee, governance and Board of Trustees of Standing Rock Sioux Tribe Task Force Activities.
Measurement Goal	Chair reports to the committee and governance monthly and board of trustees quarterly.
Findings/Results	Chair invited task force, economic development office and SR Housing to their monthly meetings to help with goals set by the current SRST Administration, and reports to governance on a monthly basis, as well as the SBC Board of Trustees on a quarterly basis.
Data Analysis	Economic Development and Planning office currently working with SBC Board of Trustees on a refined MOA/MOU as it relates to strip mall. Measurement goal met.
Action/Recommendation	Continue with current objective and measurement tool.