Members

The 2006-07 ARLIS/NA Development Committee members consisted of Amanda Bowen (Harvard University), Kim Collins (Emory University), Jon Evans, Chair (Museum of Fine Arts, Houston), Susan Flanagan (Getty Research Institute), Ted Goodman (Columbia University), and Milan Hughston (Museum of Modern Art). The Executive Board Liaison was Fran Scott, Treasurer (Rensselaer Polytechnic Institute). Kim Collins also served as Development Coordination for the Atlanta Conference. Jon Evans will remain as Chair for the 2007-08 year.

Activities

The committee exceeded its financial goal for the Atlanta conference as of April 3, 2007. Diligence among committee members, Executive Board members, and the Atlanta Development Coordinator resulted in a very successful year as corporations and non-profits alike were generous in their support of the Society. 33 sponsors came forth this year with financial contributions, six of which were ongoing award sponsors, while 27 others provided funds for a full range of conference activities including the Convocation and Reception, the Leadership Breakfast, the 35th Anniversary Party, Exhibits Receptions, the Internet room, and numerous sessions. Of particular note, five Society Affiliate Sponsors each contributed a minimum of $1500 toward the conference. Due to the efforts of the Atlanta Development Coordinator numerous ASERL libraries contributed to the conference, which was a welcome surprise. ARLIS Chapters remain valued contributors to the Society’s annual conference with five coming forth thus far. While not reflected in the committee’s budget, in-kind contributions continue to be a vital part of the financial landscape that makes ARLIS/NA conferences successful and the Atlanta conference proves to be no different. There were five such contributions this year, valued at roughly $20,000.

The Society Circle continues to be a vibrant program, reflecting the strong commitment of individual members who strive for the betterment of the Society. This affinity manifests itself in the form of contributions to both operating and restricted funds. Donations thus far total $10,950, which is a slight decrease from last year. The number of individual contributors continues to hover in the 100 range, which reflects the sustained support of the membership.

The committee established the following non-financial goals for the year:
Continue to update the "Prospects list" of contacts. (Supporting ARLIS/NA Strategic Plan Goal IV)

We further refined the prospect list of potential sponsors, revising the formatting and updating content for the purposes of consistency and clarity. We also began the process of converting this rather substantial text file to a spreadsheet format, which will be continued in 2007-08. Additionally, the Sponsorship Opportunities and Fundraising Guidelines documents were both significantly revised.

Create a web presence for the Development Committee on the ARLIS/NA Web Site. (Supporting ARLIS/NA Strategic Plan Goal IV)

We failed to accomplish this goal.

Profile a donor on the ARLIS/NA Web Site. (Supporting ARLIS/NA Strategic Plan Goal III)

Efforts in concert with the Membership committee will result in the featuring of a business affiliate member on the ARLIS/NA website within the year.

Establish an internship award honoring a retiring ARLIS/NA member. (Supporting ARLIS/NA Strategic Plan Goal I)

This is an ongoing goal that will likely come to fruition in the coming years.

Pursue a planned giving program for the Society. (Supporting ARLIS/NA Strategic Plan Goal IV)

Legal counsel that has provided services for ARLIS/NA in the past was contacted by the Chair. Counsel shared valuable input about the implications of embarking on a planned giving program. They noted that the marketing, promotion and donor relations, not to mention financial management issues, associated with such a program would likely require a significant commitment in terms of staff and financial resources. At present, it seems that the Society lacks the infrastructure to support this.

Issues for the Executive Board

A recent topic of discussion on ARLIS-L addressed the timing of the Convocation. While many recognized the value of holding this event at an earlier time in the conference, the Executive Board should be aware that the venue selected for the Convocation or the reception may not be available as an in-kind donation on certain days, which would have significant implications for the conference budget.

The Committee is aware that some dialogue has been undertaken by several chapters concerning contributions to the annual Welcome Party. The Committee wishes to state that while these contributions may seem minimal individually, as an aggregate they are significant. Not only do they provide needed financial support to the host chapter for the annual conference, they also lend a sense of moral support. We hope that the Executive Board will take this into consideration when approaching chapters next year for their support.
Should the Society choose to expand its fundraising activities – particularly in the realm of planned giving, it will be essential to contract for this work as part of any future arrangements with a management company or other outside financial manager.

**Acknowledgements**

The Committee is grateful to Emory University for hosting its listserv, which continues to facilitate reporting of donations and communications among its members.

The Chair wishes to thank the members of the Committee, the Atlanta Conference Planning Committee, the Executive Board, and ARLIS/NA headquarters staff for all their assistance and hard work throughout the year.

Special thanks go to Kim Collins, Allen Townsend, Ann Whiteside, and Debbie Apfeld for their invaluable advice, support and assistance.

Respectfully submitted,

Jon Evans
Museum of Fine Arts, Houston