MiddSTART

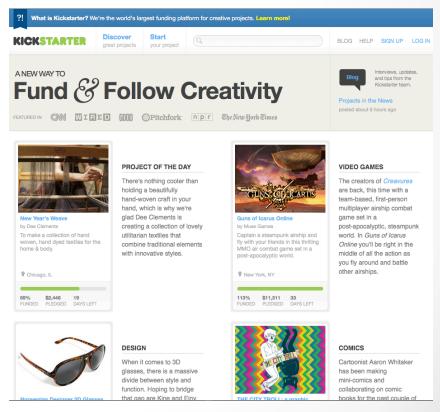
Small Gifts, Big Ideas

Microfinance

Kiva



Kickstarter



Microphilanthropy

Middlebury

Search Midd

Midd START

A network of microphilanthropy that supports Middlebury students.

About

Apply

Projects

People

Donors

Successes

Midd Venture Community Speaker Series

Total needed: \$2,000

Deadline: Mar 31, 2012

\$848 and 73 days to go

Details »



Bring the Solar Decathlon House Home

Total needed: \$7,500

Deadline: Feb 28, 2012

\$6,495 and 41 days to go

Details »



Team Kohn Scholarship

Total needed: \$10,000

Deadline: Jun 30, 2012

\$2,290 and 164 days to go

Details »



International Student Scholarship

Total needed: \$10,000

Deadline: Jun 30, 2012

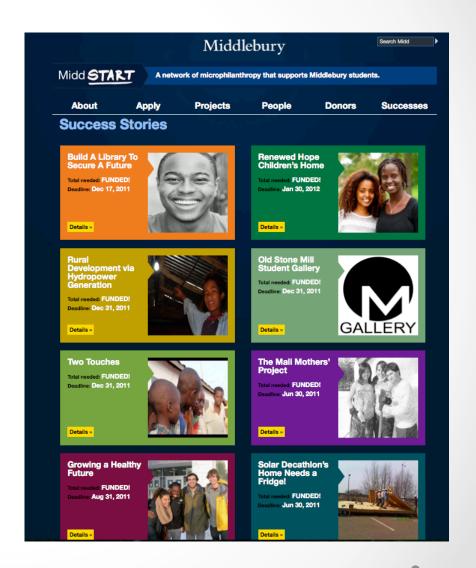
\$7,800 and 164 days to go

Details »



Goals

- Fund more students projects; encourage innovation
- Connect donors to students
- Encourage interaction
- Demonstrate impact to AF donors
- Provide more personal stewardship to AF donors
- Promote team and affinity giving
- Increase giving among international alumni, YA alumni, nondonors
- New tools for class agents



The Process





- Took two years from concept to launch
- Determine Key Features
- Engage IT
- Promote with donors and students







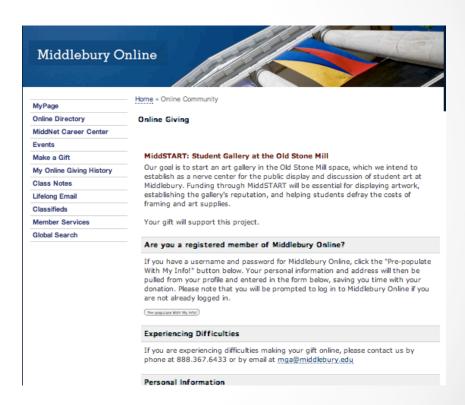






The Basics

- Set achievable goals; make sure you succeed.
- Every project has its own fund agreement and online giving form
- Wherever possible, we do the purchasing to avoid tax implications for students



Key Factors

- Institutional support
- Partner office that works with the students
- Partners in technology group, budget office, gift processing
- Be flexible
- Learn from mistakes

Response to MiddSTART

To kick off the new year, we'd like to share with you data on your blog's activity in 2011. You may start scrolling!

This report is public

Mak

Crunchy numbers

The concert hall at the Sydney Opera House holds 2,700 people. This blog was viewed about **52,000** times in 2011. If it were a concert at Sydney Opera House, it would take about 19 sold-out performances for that many people to see it.

In 2011, there were 23 new posts, growing the total archive of this blog to 25 posts.

The busiest day of the year was November 16th with **2,632** views. The most popular post that day was <u>Projects</u>.

This report only shows data since you connected Jetpack.



By the Numbers

FY11 FY12

- \$58,955: Dollars raised
- 380: Number of donors:
- 117: Donors who made more than one gift
- \$155: average gift size
- \$50: median gift size
- \$100: average Annual Fund gift to Middlebury

- \$26,183: Dollars raised:
 214: Number of donors
- 34: Donors who made more than one gift
- 50: MiddSTART repeat donors
- \$122: average gift size
- \$30: median gift size

By the Numbers

FY11

- 233: Alumni donors
- **102**: YA donors
- 32: YA non-donors
- 29: Student donors
- 43: International alumni
- 17: International students
- 187: Donors with no previous giving history

FY12

- 103: Alumni donors
- **45**: YA donors
- 8: YA non-donors
- 37: Student donors
- 15: International alumni
- 21: International students
- 109: Donors with no previous giving history

Engaging Donors

- Donors want control over their dollars
- Scholarships, athletic trips, internships are either budget relieving or priorities or both
- Most of the dollars raised are budget relieving
- Projects generating excitement, new donors

Old Stone Mill Student Gallery Our goal is to start an art gallery in the Old Stone Mill space, which we intend to establish as a nerve center for the nublic

display and discussion of student art at Middlebury. Funding through MiddSTART will be essential for displaying artwork, establishing the gallery's reputation, and helping students defray the costs of framing and art supplies.

Talk about it »

Follow this project »



Deadline: Dec 31, 2011 Total needed: \$2,000



Architecture, New York, NY

Elori Kramer 13.5, Geography, Saint Louis Parl

Lilah Leopold '12.5, Studio Art and History of Ar and Architecture, Montclair, NJ



Cha Tori '12.5, Literary Studies, Moab, UT

www.themgallery.org





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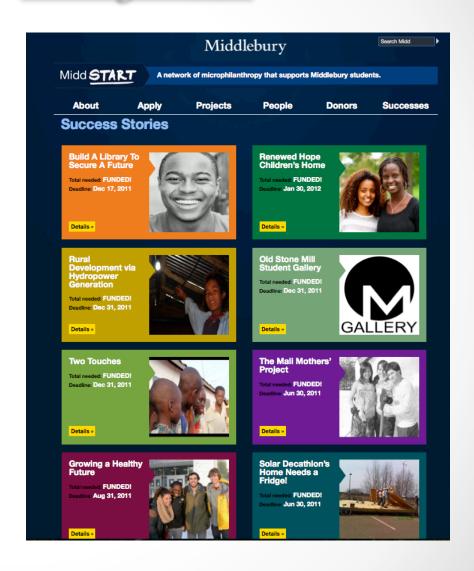




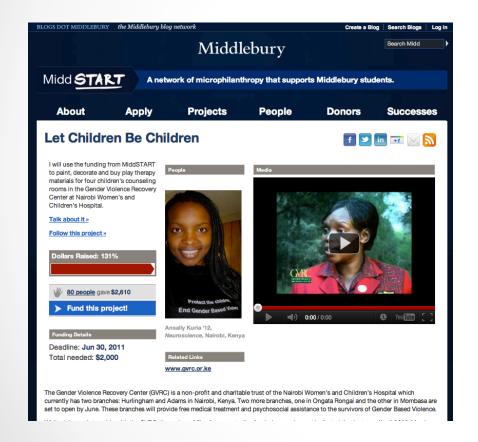
There is an incredible body of artistic talent at Middlebury, but we feel that the community lacks a formal setting for the display of artwork. With

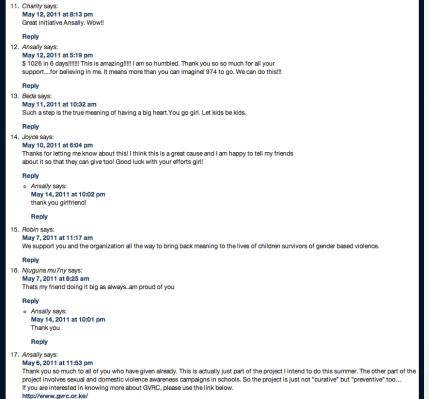
Student Projects

- Students apply online; committee reviews applications
- Range of ideas, both global and local
- Not all projects are successful
- Unfunded project dollars go to PCI
- Students must promote their own projects



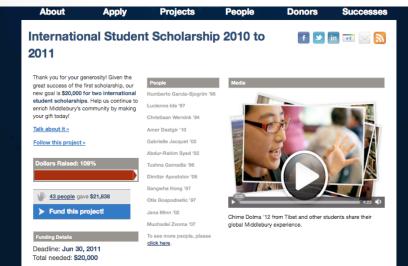
Let Children Be Children





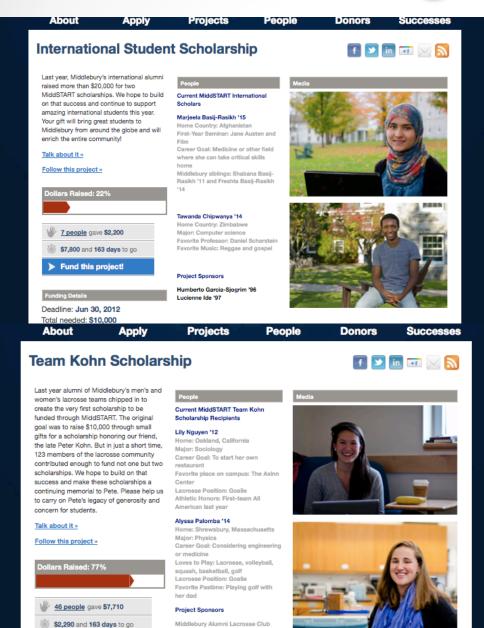
Scholarships





- <u>Team Kohn</u> and <u>International Student</u> Scholarships
- Alumni-driven effort
- Encouraged additional or larger gifts
- Provides platform for alumni interaction
- Exceeded our expectations
- Engaged target audiences

Retaining Donors



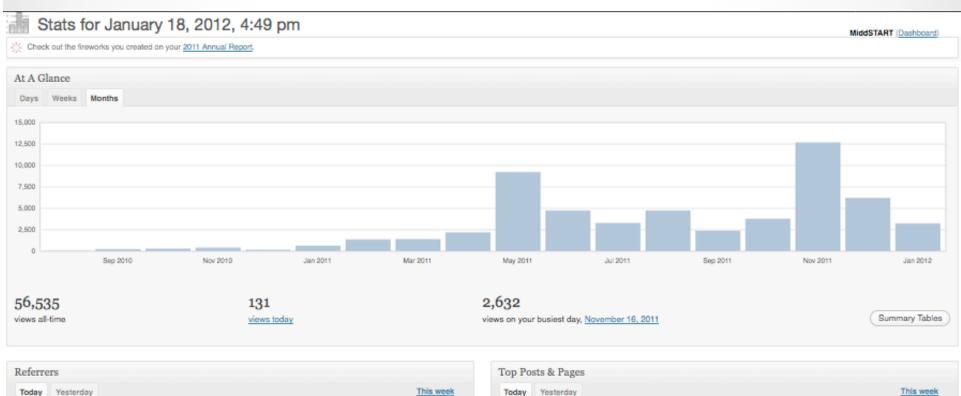
- Students assigned to the scholarships
- Email sent from lead donors to all participants
- Appeals talk about recipients
- Thank you report will go to all donors in February
- Personal notes to lead donors

Marketing MiddSTART



- Soft launch
- Roll out to alumni and students in spring
- Begin push with full-page ad in magazine
- Follow-up with <u>e-appeals</u>, postcard; use social media, promote teamwork
- Promote at reunion, other events
- Market to students, class agents
- Stewardship

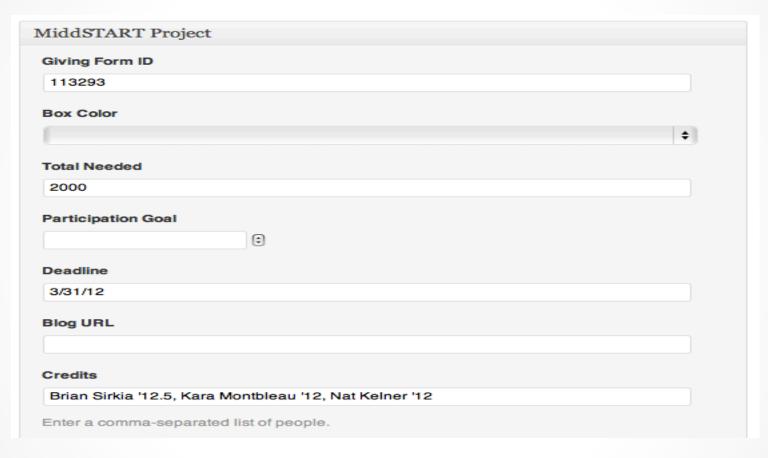
Analytics





Top Posts & Pages	
Today Yesterday	This week
Title	Views
MALT Dominican Republic	-illi 33
Donors	all 29
Home page	i∰ 27
Projects	i∰ 10
Build A Library To Secure A Future	e Mi

Building MiddSTART



For the source code email:

imcbride@middlebury.edu

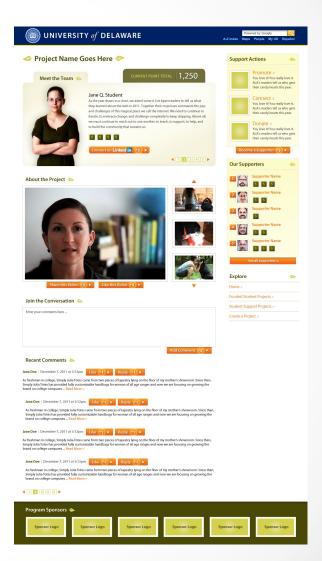
New Directions

- Athletics fundraising
- Senior class gift
- Internships as reunion class gifts
- Looking at other ways to use the model
- Twitter feed and Facebook group
- University of Delaware example



Univ. of Delaware





How could microphilanthropy work for you?

Questions?

Contact Us

go.middlebury.edu/middstart blogs.middlebury.edu/middgoa.

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