



# Sample Fundraising Annual Calendar



## FALL Semester

### August

- Orientation meeting/meal for local church partners and community friends who will be serving meals, providing rides, etc.
- Alumni soft solicitation- remind alumni of their first day of school via social media
- Send Pastor/Student Day invitations

### September

- Pastor/Student Day
- Newsletter to all about the first month of school

### October

- Alumni event
- Gather list of all home churches from current students and write letter to session

### November

- Send letter to all home churches of students reminding them that students will be home during Christmas Break and give suggestions of events they can host for college students during December
- Coordinate with local church partners to find homes for students who can't travel home/international students during the Christmas break

### December

- Send solicitation letter to all alumni, community friends, and former donors and include an annual report with a narrative budget for the next year
- Newsletter to all
- Graduation party, give gifts and pledge cards to graduates

## SPRING Semester

### January

- Orientation meeting/meal for local church partners and community friends who will be serving meals, providing rides, etc.
- Alumni soft solicitation- remind alumni of their first day of school
- Reach out to graduates who graduated in December and check in with them
- Send year-end tax statement to donors from previous year

### February

- Newsletter to all with recap of Fall and what is coming up in Spring

### March

- Alumni event

### April

- Send letter to all home churches of students reminding them that students will be home during summer break and give suggestions of events they can host for college students during the summer
- Thank you event for all local churches, community partners, and denominational partners.
- Lead a "college student" Sunday worship at a local church partner that is led by students

### May

- Send solicitation letter to all alumni, community friends, and former donors and include an UPDATE on the status of your narrative budget for the year
- Newsletter to all
- Graduation party, give gifts and pledge cards to graduates

## SUMMER Semester

### June and July

- Make personal phone calls to largest donors thanking them for their support
- Newsletter to all
- Make visits to churches that have students in your campus ministry; offer to preach