



***DeMolay Foundation President's Report:
2022-2023***

Good morning, Brethren and Ladies,

As I complete my term as Foundation President, I would like to take a few moments to reflect on some of the work the Foundation has accomplished this year. First, I would be remiss if I didn't say thank you to the Foundation's Board Members for your hard work and support. As we continued to recover from the pandemic and resumed a more normal life with meetings and activities, we were then hit with a market pullback that greatly hindered our fund-raising efforts.

The Foundation Trustees have continued to concentrate our efforts on the four basic strategic core pillars of Building, Leadership, Education, and Endowment. Development takes a concentrated effort of cultivating existing and potential donors and is an integral part of what we do. Listening to donors, building relationships, and communicating with them on a regular basis is critical to success. We have an excellent group of Trustees, and I am grateful for their continued work on our development efforts.

This year, we look forward to the addition of _____ and _____ as a Trustee, joining Richard Lynn, Aaron Habben, Steve Doan, George Braatz, Fred Baerenz, Brian Dodson and myself. This year we are losing Kerry Campbell and Allan Iding as their terms as Trustees are expiring. We thank them for their past service to the Foundation and DeMolay in general. Please join me in thanking Kerry and Allan for their service.

This year, on Sunday, January 29th, the Trustees and the Grand Line of DI, met via ZOOM, for our annual mid-year meeting of Trustees. We had an excellent meeting with a lot of great discussion and strategic planning.

As Foundation President, I am pleased to share a few highlights of our Trustee's work this past year, and some plans moving forward:

- We changed the method of how the Foundation will support the programs of DeMolay International. In the past the Foundation Trustees chose which programs to fund depending on available funds for each year. This year the Trustees adopted a funding plan of 4% of the investable assets as of the end of each year that will be granted to DeMolay International for programs. The Grand Master along with the Board of Directors will now decide which programs are funded for each year. This approach allows the Trustees to focus on the growth of our assets and not be involved in which programs are funded. We hope this will allow for greater funding of DI in the future.
- We have reviewed major development plans for the Service and Leadership Center:
 - We have completed the parking lot project funded by the Sunderland Foundation's grant. We also upgraded the outside parking lot lights and the monument sign facing the interstate side of the building.
 - We are reviewing opportunities to update the restrooms, conference space, utility systems, and a professional display area or museum room for historical regalia, documents, and other artifacts.

- We continue to work with Hartsook now renamed to Kinetic as our professional fundraising team. Their main focus is on donor stewardship. We have worked to be very strategic in our approach to donor prospects and what we are asking them to support. DeMolay International and DeMolay Foundation work together to brand our organization, so we need to work together to show our donors how their support impacts the program, and more importantly, the young men of DeMolay. As you know The DeMolay Foundation has focused on Four Pillars:
 - Building – The Service and Leadership Center
 - Leadership – The Leadership Training Conference’s and Field Representatives
 - Education - Scholarships
 - Endowment
- And last, but certainly not least, I am proud to announce that this year, the DeMolay Foundation will award \$45,000 in scholarships.

In Development:

We have asked Brother Johnny Onkst to take on the role of Chief Development Officer for the Foundation. Johnny’s main focus will be to work hand in hand with Kinetic and our Masonic partners to ensure the development of a long-lasting relationship.

Over the next 12 months, there will be a greater focus on in-person cultivation opportunities. Our development team and Trustees are working together to plan 10-12 cultivation and fundraising events in strategic parts of the country. Engaging others and building lasting relationships are cornerstones of successful major gift fundraising, and we are ramping up our efforts to provide those opportunities.

If you have a role serving a DeMolay organization or one of the Masonic family of organizations and would like to discuss your opportunity to impact the youth of DeMolay through the Foundation, please contact Johnny or one of our Trustees. Your support will leave a lasting legacy that will far outlast our time in DeMolay.

In addition to receiving 100% support from our DeMolay Trustees, we always keep an ambitious goal for 100% support from our Foundation members. As our development team has been interacting with non-masonic and non-DeMolay prospects, the importance of showing this type of support has come to the forefront. There are many who believe in the work we do, but they also desire to see that we are supported by those closest to us. Immediately following this DeMolay Annual Session, all Foundation members will be receiving correspondence with an opportunity to support the four pillars of the DeMolay Foundation. We want to thank you in advance for considering what you can do to support our efforts. If you would like to discuss an impact gift that may qualify for naming opportunities, a named fund, or a legacy gift, please contact one of the Trustees.

In conclusion, I want to thank you once again for the opportunity to serve and I thank the Trustees for their contributions of their time, talents, and financial resources.

Respectfully submitted,

James C McGee, PGM, GC
President – 2022 -2023