



**The Education Foundation of Collier County – Champions For Learning
Strategic Roadmap 2026
Draft, 10/30/25**

Mission:

Serve as a catalyst for educational success by investing in Collier's students and educators.
No change

Goals, Strategies, and Key Performance Indicators:

3. Engage volunteers and donors as champions for learning, fulfilling their passions and interests. *New*
 - a. Sustain, expand, and improve mentor recruitment and engagement. *No change*
 - b. Refine and implement community outreach and engagement strategies to secure volunteers. *No change*
 - **FY26 Learning Sessions/Networking Events:** Host a minimum of x learning sessions/networking events reaching x or more volunteers across all programs.
 - **FY27 Volunteer Retention Rate:** Maintain a volunteer retention rate of at least x% among donors who volunteered at least x hours in FY26.
 - **FY27 New Volunteer Acquisition:** Acquire at least x new volunteers, each volunteering at least x hours.
 - **FY27 Volunteer Satisfaction Rate:** At least x% of respondents who volunteer at least x hours will report that they are satisfied or highly satisfied with their volunteer experience on an end of year survey.
 - c. Implement a consistent, systematic fundraising approach that provides structure for donor acquisition, qualification, cultivation, solicitation, retention, upgrading and stewardship, thereby building a more balanced donor pipeline across entry-level, mid-level, and major giving. *New*
 - d. Cultivate and steward donors through authentic, donor-centered relationships that emphasize meaningful recognition and celebration of impact. *New*
 - e. Generate sustainable revenue, aligning donor partnerships with organizational priorities. *Revised*
 - **FY26 Donor Qualification Review:** Complete the review of donors who have given \$500+ in the last three years for potential qualification.

- **FY26 Data Monitoring and Reporting:** Report to the Board of Directors data relating to personalized touchpoints, donor retention rate, value attrition, and entry-level donor acquisition.
- **FY26 Total Dollars Raised:** Raise at least \$3,445,000 in total contributions, as assumed in the FY26 budget.
- **FY27 Donor Retention Rate:** Maintain a donor retention rate of at least x% among donors who gave at least \$x in FY26.
- **FY27 Value Attrition Rate:** Limit value attrition so that the average gift size among donors who have given \$500+ in the last three fiscal years does not decrease by more than x%.
- **FY27 Entry-Level Donor Acquisition:** Acquire at least x new donors, each contributing less than \$500 during the fiscal year.
- **FY27 Total Dollars Raised:** Raise at least \$x in total contributions.