

Today's Webinar

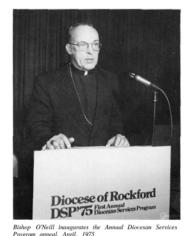
- Current State Unprecedented Times
 - Parish / Diocese / Outreach
- 2020 Diocesan Appeal 45th Anniversary
 - Pre-Appeal Completed
 - New Timeline
 - New Strategies
 - Parish Plan







2020 Diocesan Appeal – 45th Anniversary



Diocesan Services Program

In April of 1975, Bishop O'Neill inaugurated the annual Diocesan Services Program throughout the Diocese.

The purpose of the new appeal was to develop a greater awareness among all Catholics of the diocese that "they are the Church" and have a shared role in the Church's life and work in the parish, in the diocese and in the universal Church.



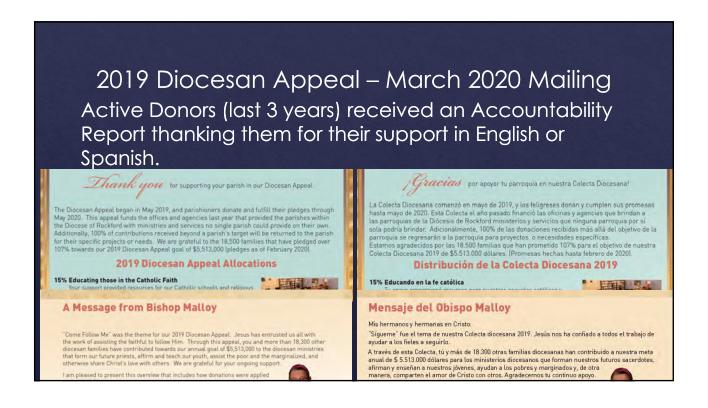
2020 Diocesan Appeal

- Preparation What we've done so far
 - Mailings in the works long before COVID-19















Pivoting – New Message

How do We Hear His Voice?

Dear Mr. Handelopf,

May 2020

"Hear His Voice."

We find ourselves living in extremely challenging times. But as people of faith, we know God is far greater than this recent pandemic. He can bring good out of whatever comes along to challenge us – and He wants us to Hear His Voice especially in these times – with faith, with hope, and with love in our hearts and minds.

Perhaps you have learned how important your Catholic faith is to you ... and for you. We trust that you were able to draw strength from the efforts made by our priests, parishes and the diocese to keep everyone safe and still offer prayer-filled support and helpful teaching – sometimes online, by telephone and other times with our hidden prayers.

The Diocese of Rockford provides programs and personnel to help you, as parishioners of the Diocese, to hear and follow Jesus whenever he reaches out to you.

Education is essential in forming our seminarians for ordination to the priesthood. These men have heard Jesus' call and are preparing to bring the love and presence of Jesus to others as priests of our Diocese. The same goes for our deacons. Forty-five years ago the first class of permanent deacons was ordained in our Diocese. The Office of the Permanent Diaconate continues to this day – preparing deacons to teach, baptize, visit the sick, assist at the altar, and otherwise serve the people of their parishes.

Engaged and married couples, youth and families are all served through programs offered by the Life and Family Evangelization (LiFE) Office. The Diocesan Education Office supports and guides our Catholic schools. Its Ministry Formation Program and the Diocesan Theological Institute (DTI) educate, train, and form lay leaders at our parishes. Other diocesan offices support parishes in a variety of ways from payroll to Hispanic Ministry to retreats at Bishop Lane Retreat Center.



You Support the People in Need through Catholic Charities

Catholic Charities of the Diocese of Rockford has the enviable role of being the Church's face-toface presence in the lives of the region's neediest people. What some may see as obligations



You support the Edu of Our Youth in the Catholic Faith

For our children, the voice Christ and the message of the Gospel are first heard i our families. Our parish fai formation and religious ed programs, Catholic school

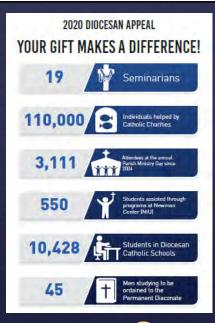
Pivoting – New Timeline

Week of May 1	Pre-campaign Pastor letter arrives at households (for those that requested we send out to longer lapsed donors).
May 1 – May 11	-Pastor can choose to send out Advance Letter to active parishioners (if he wishes to do so). Samples on website.
Arriving week of May 11	Supplies arrive at parish (banners, posters, in pew materials, videos, forms, pastor packet, etc.)
Arriving week of May 18	2020 Diocesan appeal packets to all parishioners arrive (except for those that asked not to be contacted).
June 4, 2020	The Observer available online and mailed (Appeal 4 page advertisement) El Observador in June 1 edition
June 6 - 7, 2020	Pledge Weekend (no Announcement Weekend)



What Can We Do Now?

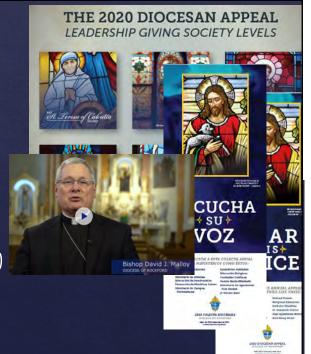
- Is your parish sending out a pastor/parochial administrator letter before the appeal?
 See samples.
- How can we be creative?
 - Social Media / Bulletins
 - Make the connection





Tools - Resource Page

- Appeal Video (Eng/Span)
 - Mini Videos
- Bulletin ads in English and Spanish
 - Small/Medium/Large B/W Color
- Bulletin covers (Eng/Span)
- Pastor letters (pre-appeal, thank you)
- Stats on Ministries supported
- Resource guide with 45 years of tips!



Resource Guide

- Overview
- Preparation
- Pledge Weekend
- Reporting / Follow Up
- Resources
- How can you connect parishioners? See stats from last year

Overview Letter from Bishop Malloy
Diocesan Appeal Budget. Some of the Major Highlights and Changes
Which diocesan ministries and programs are funded by the Diocesan Appeal? Questions about the 2020 Diocesan Appeal
Preparation Checklist for a Successful 2020 Diocesan Appeal Examples of Strategies for a Successful Diocesan Appeal Timeline for 2020 Diocesan Appeal
2020 Diocesan Appeal Material Samples Sample Advance Letter Diocesan Appeal Only Sample Advance Letter Diocesan Appeal and Stewardship
Announcement and Pledge Weekends Tips for Presenting the 2020 Diocesan Appeal at Mass
Reporting / Follow Up Parish Follow-up Plans Parish Thank You Letter Sample Follow-up Letter to Non-Respondents to Diocesan Appeal Reporting and Recording Procedures for Diocesan Appeal
Resources Website Information Online Giving Website Examples Donating IRA assets to charity Soliciting Major Gifts - Gifts of \$1,500 and more Parish Based Telephone Follow-up.

Combining a Parish Project with Diocesan Appea

Different Mailings This Year

Long lapsed donors

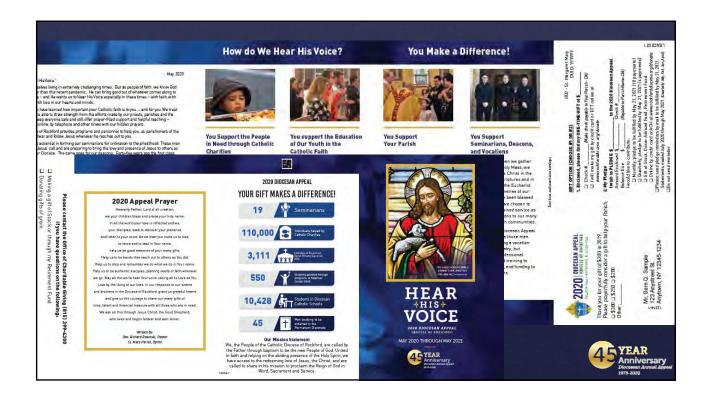
- Last gift 2016 or earlier.
- All-in-one brochure, pledge card and envelope, appeal prayer and prayer intention.
- Pledge card area not personalized.
- All Leadership Giving Society levels listed.





Dear Bishop Malloy, please accept m Parish:			al.	IP2021
Name(s):		1. Enclosed, please	find my ONE-	TIME GIFT of \$
Address:Sta City:Sta Email:	te: Zip:	I will make my		k payable to Your Parish – DA ard or EFT online at nte
Phone: Dear Bishop Malloy, in your prayer		Amount Enclosed Balance Due I would like to cor	\$s tribute:	to the 2020 Diocesan Appeal Check # [Payable to Parish Name-DA] by May 21, 2021 [10 payments]
Leadership Giving Society Levels: Society of St. Teresa of Calcutta Society of St. James Society of St. Stephen Society of Our Lady of Guadalupe Society of St. Michael Society of St. Peter	\$500-\$999 \$1,000-\$1,499 \$1,500-\$2,499 \$2,500 - \$4,999 \$5,000 - \$9,999 \$10,000+	☐ Quarterly, pled☐ Gift of Stock, ☐ Online by cred☐ Please send pledge	ge to be fulfilled lonor Advised Fu it card or ACH at e reminders by m July 2020 through	I by May 21, 2021 (4 payments) ind, Retirement Fund www.rockforddiocese.org/donate iail to be fulfilled by May 21, 2021. I May 2021. (Quarterly July, Oct, Jan, April).

Mailings This Year – Different Brochure Current Donors • Under \$250 • Over \$250



Mailings This Year

Current giver (between 2017 - 2019) UNDER \$250

- a) Pledge card filled out with donor information.
- b) Suggested giving includes a "bump table."

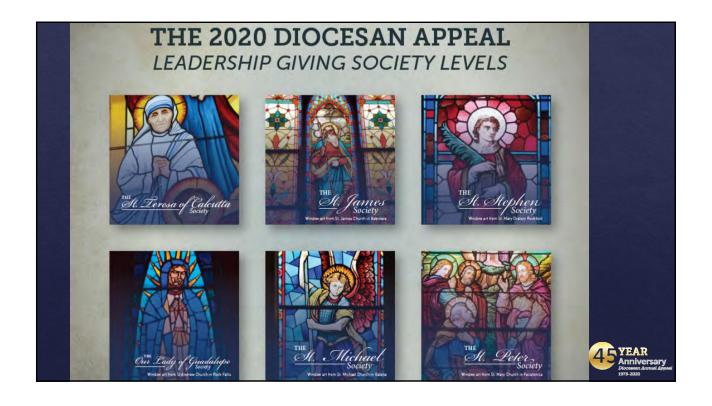
Giving Range	1	Bump1	-	Bump2	L	ast gift	Other
\$66.00-\$75.00	\$	100.00	\$	80.00	\$	70.00	
\$76.00-\$90.00	\$	125.00	\$	100.00	\$	80.00	
\$91.00-\$105.00	\$	140.00	\$	125.00	\$	95.00	
\$106.00-\$125.00	\$	175.00	\$	150.00	\$	110.00	
\$126.00-\$145.00	\$	200.00	\$	175.00	\$	130.00	
\$146.00-\$170.00	\$	225.00	\$	200.00	\$	150.00	
\$171.00-\$195.00	\$	250.00	\$	225.00	\$	190.00	
\$196.00-\$225.00	\$	300.00	\$	250.00	\$	200.00	
\$226.00-\$249.00	\$	300.00	\$	275.00	\$	225.00	

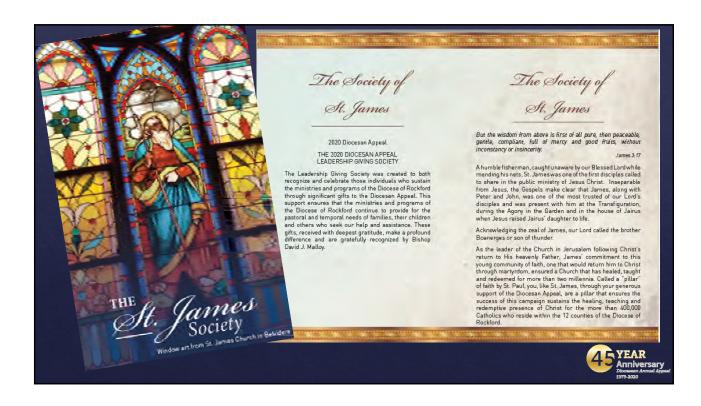
c) Prayer intention on flap of return envelope.

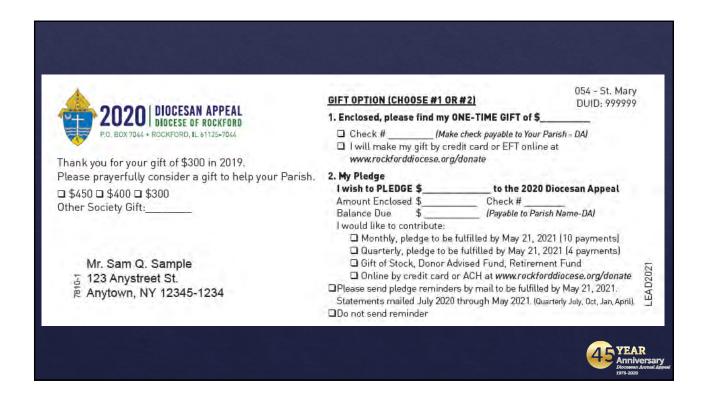


002 - St. Margaret Mary
SET OPTION (CHOOSE M: OR #1) 1. Enclosed, please find my ONE-TIME CETT of \$
Check # Make check payable to Year Parich - 04/
www.cacklarddocese.org/docate
2 My Plate Section Sec
Balance Due \$(Payable to Parish Name-DA) would like to contribute:
☐ Meethly, pledge to be fulfilled by May 21, 2021 (19 payments) ☐ Quarterly, pledge to be fulfilled by May 21, 2021 (4 payments)
Sift of Stock, Denor Advised Ford, Retinament Ford
© Online by could card or ACH at exercistrate decree orgániste 8
Sintement's mailed July 2020 through May 2021, Dearlank My 30, 2021

Different Mailings This Year Current giver (2017 – 2019) OVER \$250 a) Pledge card filled out (same as under \$250). b) Suggested giving includes a "bump table." c) Invitation within Bishop's letter to join Leadership Giving Society (depending on prior gift). d) Specific Leadership Society brochure enclosed (1 of 6). e) Prayer intention on separate return envelope flap







Materials Shipped to Parish

- English In-Pew (all in one)
- Spanish In-Pew (all in one)
- Large Poster (two sided English Spanish)
- Leadership Giving Poster (two sided)
- Banners (English and/or Spanish)
- Pre-Printed Labels, Printed Resource Manual
- Forms and Return Envelopes (if requested)
- DVD or Flash Drive of Video, Pastor Packet



Before the Appeal

- How can you be of assistance to your Pastor?
 - Organize Speakers (recorded for social media) (Deacons, Ministry Formation prior students, Seminarians, etc.).
 - Bulletin images (up to 3 weeks before).
 - Prayers of the Faithful.
 - How does the Appeal help those in the parish (bulletin articles, ads, social media post, etc.).
 - Website resources available:



Donors

- If you are in a position to give thank you
 - If not, let us pray for you (on pledge card/online)
- IRA / Donor Advised from your parish
 - IRA Contributions (RMD = Required Minimum Distributions). New age! From 70 ½ to 72.
- CARES Act expands Charitable Giving: \$300
 Above-the-Line Deduction
 (Must Take Standard Deduction)



5 Week Follow Up Plan

Short minute video, English/Spanish Bulletin ads, and Prayers of the Faithful to keep the appeal active:

Week	Dates	Theme	Office	Let's all share ideas
1		We hear His voice when we support Seminarians, Deacons and Vocations	Vocations Office	"Ask the Priests" or other social media for our newest ordained priest, or thank the priests.
2	June 15-21	We hear His voice when we educate and grow good Catholics		Coloring contest from The Observer / thank a teacher/administrator. Notes from students or scanned thank you notes.
3		We hear His voice when we support people in need	Catholic Charities	Highlight someone who receives support or a volunteer that makes a difference.
4	June 29- July 5	We hear His voice when we support our young adult Catholics	(NIU)	Newman Stats (Resource page), send a care package in the beginning of the school year to let the college student in your parish know that their Catholic family is praying, thinking, and encouraging them.
5	July 6-12	We hear His voice when we support our parish	Ministry Day /Parish events	Thank your parish staff



Other Follow Up

- HEAR
 HIST
 VOICE

 2020 DIOCESAN APPEAL
 DIOCESE OF ROCKFORD
 rockforddiocese.org/donate

 70 Date our Parish has Achieved.
 Diocesan Stewardship Goal:
 We Pledged:
 Below Goal:
 Donors:
 Ye Participation:

 70 Participation:
- Assist the Pastor with Follow Up Plans.
- Need more in-pew materials?
- Reminder: envelopes available before Mass (or that you can give online).
- Parish target updates in bulletin/poster/at Mass.
- Pastor or Lay Speakers.
- Continue to post Appeal "did you know" info or articles in bulletins, bulletin boards, etc.
- Help Pastor with stats (i.e. 25%, 30% pledged, etc.).
- Follow up letters to parishioners?

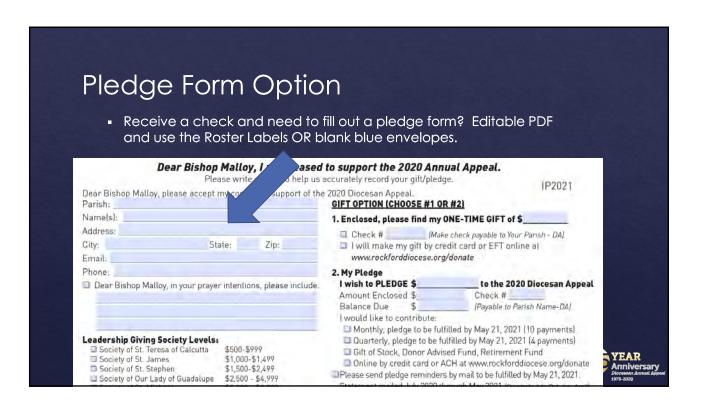


Reporting to the Diocese

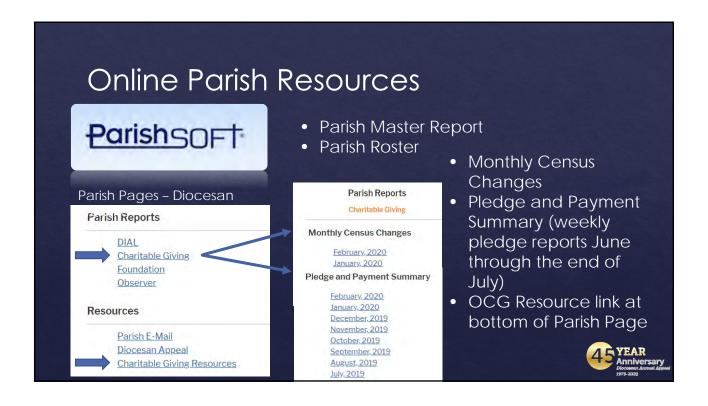
- Form 9
 - Registered Parishioner Pledge/Payment.
 - Registered Parishioner Pledge only.
 - Donor Pledge from another parish.
 - This form needs to be included with every check to diocese.
- Form 10 is for payments on existing pledges.
- Form 11 is when a donor increases or decreases pledge.



	Digital and Editable	Online		
	 Digital Only? Save a copy or and your office). 	n computer or	print out two s	sets (OCG
	DIOCESAN APPEAL TRANSMITTAL REPORT F	ORM		
paymer	e open all Diocesan Appeal envelopes. If a payment is included, make sure the donor has filled in ht, and/or balance. If they have not completed these boxes, please fill this in before sending it to the second sec		Form 10	
	Pledge Payment Report Sheet - Diocesan Appeal			
2. Pa	For pledges that have already been forwarded to the Office of Charitable Giving through a previ- receive. Please do not send another pledge card to indicate payments on pledges already reported.	ous report, use this form to indicate any pays	ments you	
	Begir dire Pledge/Gift Change Form:			
	Increase, Decrease or Cancel Pledge		Form 11	
	This form should be used if the parishioner's pledge tear-off sheet has previously been submitted to the Office of Charitable Giving and the parishioner wishes to make a change by either increasing, decreasing or canceling their pledge. The information should be noted on this pledge change sheet.	PARISH NUMBERPARISH CITY		45 YEAR
	Do not fill out another pledge card.			Diocessez Armusi Appeal 1973-2020



OCG Processing / Follow Up Thank you / Reminder letter schedule DA 2020 **Payments** remaining Data to Printer Month ending Type 6/12/2020 First Thank you Jun-20 7/6/2020 Monthly/Quarterly 7/10/2020 1st Follow up July Jul-20 8/7/2020 Monthly Aug-20 9/4/2020 Monthly 8 Sep-20 10/2/2020 Monthly/Quarterly Oct-20 11/6/2020 Monthly Monthly Nov-20 12/4/2020 Dec-20 1/8/2021 Monthly/Quarterly 4 **LYBUNT 1/15/2021 Date TBD 3 Jan-20 2/5/2021 Monthly *3 ** Follow up (no pmt) **Follow Up 2/5/2021 Feb-20 3/5/2021 Monthly 2 Mar-20 4/2/2021 Monthly/Quarterly Apr-20 5/7/2021 Final Reminder Final due 5/21



Pledge and Payment Report



Original Pledge Amount	Pledge Start Date	Payment Type
122	6/6/2019 0:00	Check
50	3/2/2020 0:00	Customer Initiated Payment
25	3/7/2020 0:00	Online Payment
500	3/11/2020 0:00	Stocks and Securities
25	3/17/2020 0:00	Online Payment
		Key to payment type:
	Parish	Check - parish payment
	Individual donor	Customer Initiated
	Individual donor	Stocks and Securities
	Individual donor	Online Payment



Bequests

- Simple Bulletin Ad: Have you left the Church in Your Will?
- Will Seminars available through the Catholic Foundation (updated presentation)
- Perpetual Light Society (those that have left the Church or Organization in their Will). We host an annual dinner and Mass with Bishop David Malloy each fall as a thank you.



The Perpetual Light Society was established to thank and celebrate with parishioners who remember the Church in their will, estate or other planned gift. This stewardship practice of contributing a measure of our earthly possessions recognizes that everything comes from God; all our time, talent, treasure and assets are His gifts to us and we in turn show our deep sense of gratitude in a planned, proportionate and sacrificial manner. By doing so we proclaim that our faith was a priority in our lifetime; ensuring that those who come after us will have similar opportunities to grow in their faith and thus, furthering the mission of the Church.



Contact Us – We are here to help!

Office of Charitable Giving Staff

Denise Dobrowolski x357 ddobrowolski@rockforddiocese.org

Sue Paulsen x 355 spaulsen@rockforddiocese.org

Susan Joseph x 353 sjoseph@rockforddocese.org

Phone: 815-399-4300

Appeal resources:



Thank you!

A copy of this presentation will be available on Friday along with the Question & Answer transcript.

Have more ideas? Please share.

