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## ARCHDIOCESE OF DENVER

First teaming up in 2016, the Archdiocese of Denver and Gabriel Group forged a partnership that prioritized strategic changes that have, now three years later, proven to break barriers and shatter expectations.

Gabriel Group was brought in to assist the Archdiocese with the Archbishop's Catholic Appeal (ACA), its annual fund campaign that was struggling to reach its full potential. With the recommendation to enhance personalization and establish more aggressive gift arrays, Gabriel Group stepped in to make an immediate difference. As the relationship grew, GG also proposed the creation of a \$1,000 mid-level giving society — The Guardian Angel Society — in an effort to increase average gift size as well as provide a pipeline of major donors to the Archdiocese. Response to the Guardian Angel Society was overwhelmingly positive, significantly increasing the number of donors at the \$1,000+ level.

In 2018, three new influential strategies were implemented that tremendously enhanced the ACA:

- The Guardian Angel Society was expanded into the Choir of Angels based on the celestial hierarchy of angels. It included nine levels of giving named for each of the nine levels of angels, from Guardian Angel at the \$1,000 level to Seraphim at the \$50,000+ level.
- The 2018 campaign actively promoted monthly giving to support the ACA. Monthly sustainer gifts grew from 30 the previous year to more than 900 in 2018. Additionally, many of the monthly donors gave \$84/ month to be recognized in the Choir of Angels at the Guardian Angel level.
- To illustrate the impact of donor support from the Choir of Angels donors, the campaign's other loyal supporters and particularly the many consecutive-year donors (2,700 donors had given in 25+ consecutive years), the Archdiocese published its first Mid-Year ACA Impact Report. Depending on their current donation status, recipients received various letters and response forms. Three weeks after the drop, response to the report had generated more than \$400,000 from 2,200 donors.

The Archdiocese set a bold goal to reach \$10.106 million in fundraising from the ACA in 2018. The campaign closed out on February 28, 2019, raising a grand total of \$10,261,868 — exceeding the Archdiocese's "stretch goal" by more than \$150,000 and bringing support over the \$10 million mark for the first time in the ACA's history!