

DEPARTMENT OF MILITARY AFFAIRS
2011 CASE FOR GIVING

2011 KENTUCKY EMPLOYEES CHARITABLE CAMPAIGN

What is the KECC?

The Kentucky Employees Charitable Campaign (KECC) is a partnership of Kentucky state employees and six accredited statewide charities, who together work to make a significant difference in the lives of our families, friends and neighbors throughout the Commonwealth.

Since 1993, the KECC has provided the opportunity for state employees to contribute to eligible charitable organizations through the state's payroll deduction process. This is YOUR campaign, created and run by state employees, and in 2009, you raised more than \$1.4 million to help build a better Kentucky!

Why the six charities?

The six charities undergo rigorous scrutiny by the Personnel Cabinet and have met stringent guidelines. They are organizations with a statewide presence, helping people in every community across the Commonwealth.

The KECC charities represent over a thousand charitable programs, addressing a broad range of health and human service issues across the Commonwealth. The charities directly address child abuse, basic needs and services, senior assistance, health care, research, and so much more.

Who benefits?

KECC charities provide services to help meet the educational, health and basic needs of persons of all ages, in communities all across Kentucky. Over the years, many state employees have stepped forward to share their own KECC story--how the KECC charities have directly affected their lives. These charities service such a broad range of individuals and families, that almost everyone knows someone who has been helped by through our support. That is why it is critical that we continue to support the efforts of these agencies through the campaign.

Through a modest payroll deduction, a commitment to helping others will ensure that our friends and neighbors - and all Kentucky families - will continue to have the opportunity to live stable, healthy lives, even during tough times.



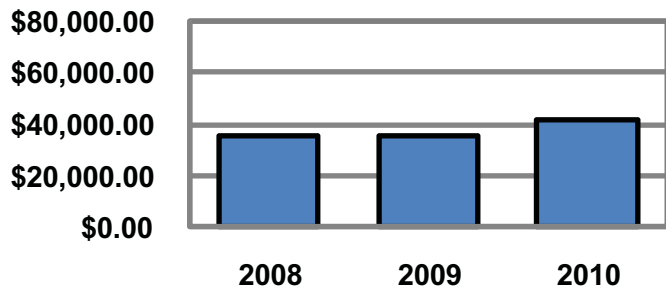
2009-2010 Comparison by Cabinet

Cabinet	2009						2010						One Year Change					
	#	#	\$	%	Per	#	#	\$	%	Per	#	#	\$	%	Per	\$	%	
	Emps	Givers	Raised	Part.	Capita	Emps	Givers	Raised	Part.	Capita	Givers	Givers	Raised	Part.	Capita	Raised	Increase	
Governor	1,518	407	\$66,574	26.8%	\$43.86	1,511	301	\$64,730	19.9%	\$42.84	(106)	(106)	(\$1,844)	-6.9%	(\$1.02)	(\$1,844)	-2.8%	
Energy & Environment	1,724	494	\$70,675	28.7%	\$40.99	1,781	395	\$63,052	22.2%	\$35.40	(99)	(99)	(\$7,623)	-6.5%	(\$5.59)	(\$7,623)	-10.8%	
Transportation	4,648	1,879	\$206,858	40.4%	\$44.50	4,933	1,460	\$154,132	29.6%	\$31.25	(419)	(419)	(\$52,725)	-10.8%	(\$13.26)	(\$52,725)	-25.5%	
Tourism, Arts & Heritage	2,138	670	\$101,774	31.3%	\$47.60	2,150	357	\$64,483	16.6%	\$29.99	(313)	(313)	(\$37,291)	-14.7%	(\$17.61)	(\$37,291)	-36.6%	
Education & Workforce Dev.	3,157	788	\$113,611	25.0%	\$35.99	3,268	625	\$93,018	19.1%	\$28.46	(163)	(163)	(\$20,592)	-5.9%	(\$7.52)	(\$20,592)	-18.1%	
Finance & Administration	4,311	768	\$131,215	17.8%	\$30.44	4,495	663	\$107,207	15.0%	\$23.85	(105)	(105)	(\$24,008)	-2.8%	(\$6.59)	(\$24,008)	-18.3%	
Health & Family Services	7,271	1,530	\$204,618	21.0%	\$28.14	7,549	1,088	\$149,642	14.4%	\$19.82	(442)	(442)	(\$54,976)	-6.6%	(\$8.32)	(\$54,976)	-26.9%	
Justice & Public Safety	7,943	1,639	\$197,717	20.6%	\$24.89	7,977	1,072	\$137,698	13.4%	\$17.26	(567)	(567)	(\$60,019)	-7.2%	(\$7.63)	(\$60,019)	-30.4%	
Judicial Branch	3,613	150	\$26,950	4.2%	\$7.46	3,629	121	\$26,917	3.3%	\$7.42	(29)	(29)	(\$33)	-0.9%	(\$0.04)	(\$33)	-0.1%	
Unified Prosecutorial	663	41	\$8,543	6.2%	\$12.89	1,137	48	\$7,668	4.2%	\$6.74	7	7	(\$875)	-2.0%	(\$6.14)	(\$875)	-10.2%	
Total Large	36,986	8,366	\$1,128,535	22.6%	\$30.51	38,430	6,130	\$868,547	16.0%	\$22.60	(2,236)	(2,236)	-\$259,988	-6.7%	(\$7.91)	-\$259,988	-23.0%	
Secretary of State	76	49	\$12,230	64.5%	\$160.92	73	72	\$10,956	98.6%	\$150.09	23	23	(\$1,274)	34.1%	(\$10.83)	(\$1,274)	-10.4%	
Auditor of Public Accounts	132	64	\$17,454	48.5%	\$132.23	130	76	\$18,699	58.5%	\$143.84	12	12	\$1,244	10.0%	\$11.61	\$1,244	7.1%	
Economic Development	113	65	\$12,118	57.5%	\$107.24	105	67	\$11,295	63.8%	\$107.57	2	2	(\$823)	6.3%	\$0.33	(\$823)	-6.8%	
Personnel	229	140	\$28,716	61.1%	\$125.40	230	129	\$23,752	56.1%	\$103.27	(11)	(11)	(\$4,964)	-5.0%	(\$22.13)	(\$4,964)	-17.3%	
Treasury	32	8	\$1,392	25.0%	\$43.50	26	15	\$2,506	57.7%	\$96.38	7	7	\$1,114	32.7%	\$52.88	\$1,114	80.0%	
Public Protection	720	334	\$53,610	46.4%	\$74.46	731	291	\$68,990	39.8%	\$94.38	(43)	(43)	\$15,380	-6.6%	\$19.92	\$15,380	28.7%	
Military Affairs	648	339	\$35,429	52.3%	\$54.67	526	380	\$41,684	72.2%	\$79.25	41	41	\$6,255	19.9%	\$24.57	\$6,255	17.7%	
KY Housing Corporation	301	249	\$25,795	82.7%	\$85.70	320	251	\$22,383	78.4%	\$69.95	2	2	(\$3,412)	-4.3%	(\$15.75)	(\$3,412)	-13.2%	
Attorney General	215	74	\$17,839	34.4%	\$82.97	224	65	\$14,717	29.0%	\$65.70	(9)	(9)	(\$3,122)	-5.4%	(\$17.27)	(\$3,122)	-17.5%	
Labor	452	153	\$28,379	33.8%	\$62.78	466	162	\$29,902	34.8%	\$64.17	9	9	\$1,523	1.0%	\$1.38	\$1,523	5.4%	
KY Retirement System	251	64	\$13,594	25.5%	\$54.16	250	82	\$15,743	32.8%	\$62.97	18	18	\$2,149	7.3%	\$8.81	\$2,149	15.8%	
Agriculture	299	79	\$17,686	26.4%	\$59.15	296	64	\$13,057	21.6%	\$44.11	(15)	(15)	(\$4,629)	-4.8%	(\$15.04)	(\$4,629)	-26.2%	
Human Rights Commission	38	16	\$3,609	42.1%	\$94.97	38	4	\$1,330	10.5%	\$35.00	(12)	(12)	(\$2,279)	-31.6%	(\$59.97)	(\$2,279)	-63.1%	
Legislative Branch	391	44	\$19,551	11.3%	\$50.00	753	37	\$17,353	4.9%	\$23.05	(7)	(7)	(\$2,198)	-6.4%	(\$26.96)	(\$2,198)	-11.2%	
Total Small	3,897	1,678	\$287,402	43.1%	\$73.75	4,168	1,695	\$292,367	40.7%	\$70.15	17	17	\$4,965	-2.4%	(\$3.60)	\$4,965	1.7%	
	40,883	10,044	\$1,415,937	24.6%	\$34.63	42,598	7,825	\$1,160,914	18.4%	\$27.25	(2,219)	(2,219)	-\$255,023	-6.2%	(\$7.38)	-\$255,023	-18.0%	

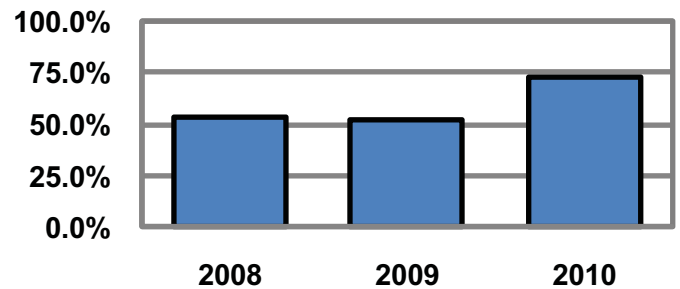
Three Year Comparitive Results

MILITARY AFFAIRS	2008	2009	2010
Total Gift	\$35,902.87	\$35,429.12	\$41,684.04
# of Employees	563	648	526
# of Givers	304	339	380
% Participation	54.0%	52.3%	72.2%
Per Capita Gift	\$63.77	\$54.67	\$79.25
# Leadership Givers	9	10	11

Amount Raised



% Participation



Results by Paycode

Department of Military Affairs

	2009	2010
Total Gift	\$5,078.50	\$5,858.04
# of Employees	5	5
# of Givers	20	19
% Participation	400.0%	380.0%
Per Capita Gift	\$1,015.70	\$1,171.61
# of Leadership Givers	2	2

Administration Services Division

	2009	2010
Total Gift	\$5,426.00	\$3,360.00
# of Employees	41	41
# of Givers	28	22
% Participation	68.3%	53.7%
Per Capita Gift	\$132.34	\$81.95
# of Leadership Givers	2	2

Bluegrass Station Division

	2009	2010
Total Gift	\$1,032.00	\$999.00
# of Employees	24	22
# of Givers	9	11
% Participation	37.5%	50.0%
Per Capita Gift	\$43.00	\$45.41
# of Leadership Givers	0	0

Division of Emergency Management

	2009	2010
Total Gift	\$2,233.00	\$4,802.00
# of Employees	49	55
# of Givers	27	72
% Participation	55.1%	130.9%
Per Capita Gift	\$45.57	\$87.31
# of Leadership Givers	1	1

Facilities Division

	2009	2010
Total Gift	\$4,757.00	\$2,184.00
# of Employees	88	85
# of Givers	44	17
% Participation	50.0%	20.0%
Per Capita Gift	\$54.06	\$25.69
# of Leadership Givers	0	1

Office of KY Community Crisis Response

	2009	2010
Total Gift	\$8.00	\$0.00
# of Employees	2	2
# of Givers	2	0
% Participation	100.0%	0.0%
Per Capita Gift	\$4.00	\$0.00
# of Leadership Givers	0	0

Giving Analysis

MILITARY AFFAIRS 2010

LEADERSHIP GIVING (1% of Pay)

Total Leadership Pledges	\$6,264
Number of Leadership Givers	11
Average Leadership Gift	\$569.45
% of Total Givers	2.9%
% of Employee Campaign Total	15.0%

SPECIAL EVENTS

Total Special Event Dollars	\$9,914
Number of Events	11
% of Total Campaign	23.8%

NON-LEADERSHIP PAYROLL DEDUCTION GIVING

Total Dollars	\$23,184
Number of Givers	283
Average Payroll Deduction Gift	\$81.92
% of Total Campaign	55.6%

CASH OR CHECK

Total Dollars	\$2,322
Number of Givers	75
Average Cash/Check Gift	\$30.96
% of Total Campaign	5.6%

Highlights:

- 2010 was a successful year for Military Affairs, with a 20% increase in participation, and one new leadership giver, resulting in a \$6,250 increase over 2009 and the highest level of giving in the history of the Department.
- The increase is entirely due to the results in the Logistics Operations Division. Other divisions showed decreases, including the Administrative Services and Facilities Divisions, which combined lost 35 givers and over \$4,600.
- Opportunities for improvement on your 2010 success include re-engaging with former givers in those divisions and encouraging renewed support of the campaign. Also, promote payroll deduction giving among the 75 cash givers. At average levels, this could result in a 10% net increase to your campaign.

Strategies to increase participation:

- Hold and promote group meetings
- Provide incentives linked to increased participation
- Conduct educational events

Strategies to increase average gift:

- Emphasize Leadership Giving Program
- Provide incentives linked to increasing gift size
- Encourage payroll deduction as best way to give

KY Guard KY Youth Challenge Division

	2009	2010
Total Gift	\$941.00	\$990.00
# of Employees	11	12
# of Givers	5	5
% Participation	45.5%	41.7%
Per Capita Gift	\$85.55	\$82.50
# of Leadership Givers	0	1

Logistics Operations Division

	2009	2010
Total Gift	\$13,858.00	\$22,371.00
# of Employees	419	296
# of Givers	196	229
% Participation	46.8%	77.4%
Per Capita Gift	\$33.07	\$75.58
# of Leadership Givers	4	4

Office of Management & Administration

	2009	2010
Total Gift	\$2,095.62	\$1,120.00
# of Employees	9	8
# of Givers	8	5
% Participation	88.9%	62.5%
Per Capita Gift	\$232.85	\$140.00
# of Leadership Givers	1	0



Dates

Lead Coordinator Training

KHEAA Building
Wednesday, May 18

Statewide Volunteer Training

Frankfort Convention Center
Wednesday, June 8

Kick-Off Event

July 2011

Coordinator Rally Schedule

Department of Aviation
Bi-Weekly Throughout the Campaign

Mid-Campaign Coordinator Rally

Wednesday, September 21

Campaign Finale

Thomas D. Clark Center for KY History
Wednesday, November 2

2011 Campaign Chair

Marcheta Sparrow

Secretary, Tourism, Arts and Heritage Cabinet

Email: marcheta.sparrow@ky.gov

Phone: 502.564.4270

Contacts

Terry Tolan

Campaign Administrator

Kevin Middleton

Director of Member Services

Deby Davis

Administrative Manager

Address: P.O. Box 4653

Louisville, KY 40204

Email: terry.tolan@uwky.org

kevin.middleton@uwky.org

deby.davis@uwky.org

Phone: 502.589.2296

ON THE WEB: WWW.KECC.ORG



Leadership Strategy Checklist

- Make a leadership gift.
- Get personally involved.
- Name an exceptional coordinator.
- Encourage leadership giving by your senior management team.
- Encourage all employees to attend group meetings.
- Ensure that every employee is personally asked to give.
- Set high expectations for your cabinet's goals.
- Recognize your employees - say thanks!

What makes an exceptional Cabinet Coordinator?

They...

- have a passion for the KECC charities
- support the campaign with their own contribution
- have the respect of Cabinet employees
- utilize great time-management skills
- show a strong willingness to participate in the campaign
- demonstrate a caring attitude
- are results-oriented and not afraid to ask for donations
- are visible in the organization
- have the support of the Secretary

The Cabinet Coordinator will:

- select volunteers from various departments, agencies, and remote offices to assist them in the campaign
- attend the full day training & kickoff in Frankfort
- attend bi-weekly report meetings, less than one hour long
- schedule KECC group meetings for cabinet employees to learn more about their giving options
- along with this network of volunteers, promote KECC throughout your entire cabinet
- look to you for support of KECC and the volunteer group's efforts during the campaign



