

OFFICE OF THE SECRETARY OF STATE
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 state-wide 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.



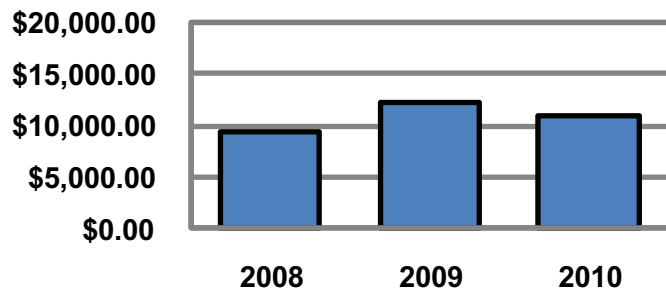
2009-2010 Comparison by Cabinet

Cabinet	2009					2010					One Year Change				
	# Emps	# Givers	\$ Raised	% Part.	Per Capita	# Emps	# Givers	\$ Raised	% Part.	Per Capita	# Givers	% Part.	Per Capita	\$ Raised	% Increase
Governor	1,518	407	\$66,574	26.8%	\$43.86	1,511	301	\$64,730	19.9%	\$42.84	(106)	-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)	-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)	-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)	-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)	-5.9%	(\$7.52)	(\$20,592)	-18.1%
Finance & Administration	4,228	768	\$131,215	18.2%	\$31.03	4,407	663	\$107,207	15.0%	\$24.33	(105)	-3.2%	(\$6.71)	(\$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)	-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)	-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)	-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	-2.0%	(\$6.14)	(\$875)	-10.2%
Total Large	36,903	8,366	\$1,128,535	22.7%	\$30.58	38,342	6,130	\$868,547	16.0%	\$22.65	(2,236)	-6.7%	(\$7.93)	-\$259,988	-23.0%
Secretary of State	76	49	\$12,230	64.5%	\$160.92	73	72	\$10,956	98.6%	\$150.09	23	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	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	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)	-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	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)	-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	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	-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)	-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	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	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)	-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)	-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)	-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	-2.4%	(\$3.60)	\$4,965	1.7%
	40,800	10,044	\$1,415,937	24.6%	\$34.70	42,510	7,825	\$1,160,914	18.4%	\$27.31	(2,219)	-6.2%	(\$7.40)	-\$255,023	-18.0%

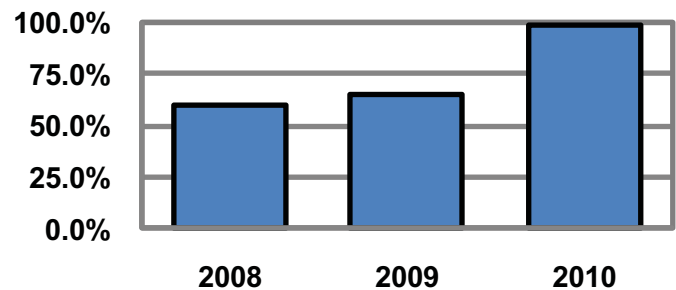
Three Year Comparative Results

SECRETARY OF STATE	2008	2009	2010
Total Gift	\$9,393.00	\$12,230.00	\$10,956.34
# of Employees	72	76	73
# of Givers	43	49	72
% Participation	59.7%	64.5%	98.6%
Per Capita Gift	\$130.46	\$160.92	\$150.09
# Leadership Givers	4	4	5

Amount Raised



% Participation



Summary by Department

SECRETARY OF STATE

	2009	2010
Total Gift	\$10,702.00	\$9,563.34
# of Employees	38	35
# of Givers	34	42
% Participation	89.5%	120.0%
Per Capita Gift	\$281.63	\$273.24
# of Leadership Givers	4	5

BOARD OF ELECTIONS

	2009	2010
Total Gift	\$377.00	\$289.00
# of Employees	18	18
# of Givers	6	14
% Participation	33.3%	77.8%
Per Capita Gift	\$20.94	\$16.06
# of Leadership Givers	0	0

REGISTRY OF ELECTION FINANCE

	2009	2010
Total Gift	\$1,151.00	\$1,104.00
# of Employees	20	20
# of Givers	9	16
% Participation	45.0%	80.0%
Per Capita Gift	\$57.55	\$55.20
# of Leadership Givers	0	0



Giving Analysis

SECRETARY OF STATE	2010
LEADERSHIP GIVING (1% of Pay)	
Total Leadership Pledges	\$5,075
Number of Leadership Givers	5
Average Leadership Gift	\$1,014.96
% of Total Givers	6.9%
% of Employee Campaign Total	46.3%

SPECIAL EVENTS	
Total Special Event Dollars	\$1,081
Number of Events	11
% of Total Campaign	9.9%

NON-LEADERSHIP PAYROLL DEDUCTION GIVING	
Total Dollars	\$4,176
Number of Givers	30
Average Payroll Deduction Gift	\$139.20
% of Total Campaign	38.1%

CASH OR CHECK	
Total Dollars	\$625
Number of Givers	26
Average Cash/Check Gift	\$24.04
% of Total Campaign	5.7%

Highlights:

- Congratulations on again being the #1 per capita givers!
- SOS showed a dramatic improvement in participation, but despite more pledges, those who gave, gave less.
- If the 26 cash givers gave through payroll deduction at the average rate, the campaign would net almost \$3,000 in additional giving.

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

Results by Paycode

Secretary of State

Secretary of State

	2009	2010
Total Gift	\$5,504.00	\$5,160.74
# of Employees	11	10
# of Givers	12	20
% Participation	109.1%	200.0%
Per Capita Gift	\$500.36	\$516.07
# of Leadership Givers	3	3

Administration Division

	2009	2010
Total Gift	\$3,624.00	\$3,195.60
# of Employees	11	11
# of Givers	9	10
% Participation	81.8%	90.9%
Per Capita Gift	\$329.45	\$290.51
# of Leadership Givers	1	2

Division of Corporations of Corporate Records

	2009	2010
Total Gift	\$1,574.00	\$1,207.00
# of Employees	16	14
# of Givers	13	12
% Participation	81.3%	85.7%
Per Capita Gift	\$98.38	\$86.21
# of Leadership Givers	0	0

Results by Paycode (continued)

Board of Elections

Board of Elections

	2009	2010
Total Gift	\$377.00	\$287.00
# of Employees	13	13
# of Givers	6	12
% Participation	46.2%	92.3%
Per Capita Gift	\$29.00	\$22.08
# of Leadership Givers	0	0

Data Control Division

	2009	2010
Total Gift	\$0.00	\$2.00
# of Employees	3	3
# of Givers	0	2
% Participation	0.0%	66.7%
Per Capita Gift	\$0.00	\$0.67
# of Leadership Givers	0	0

General Administration Support Division

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

Department of Financial Incentives

Registry of Election Finance

	2009	2010
Total Gift	\$621.00	\$816.00
# of Employees	11	11
# of Givers	4	11
% Participation	36.4%	100.0%
Per Capita Gift	\$56.45	\$74.18
# of Leadership Givers	0	0

Division of Public Financing & Administration

	2009	2010
Total Gift	\$530.00	\$288.00
# of Employees	9	9
# of Givers	5	5
% Participation	55.6%	55.6%
Per Capita Gift	\$58.89	\$32.00
# of Leadership Givers	0	0



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

Dates

Lead Coordinator Training
May 2011

Statewide Volunteer Training
Frankfort Convention Center
June 2011

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
Kentucky History Center
November 2011

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



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