

**Our Mission:** To advance the profession by awarding scholarships for students in industrial hygiene and related disciplines, and funding training/professional development opportunities for industrial hygienists in the first fifteen (15) years of their professional careers.

**Our Vision:** Support the educational needs of those pursuing and/or practicing IH and related disciplines.

<p><b>Donor Relations</b></p> <p>Develop new and manage existing donor relationships.</p>	<p><b>Investment Funds Management</b></p> <p>Manage fund investments, whose performance meets or exceeds target benchmarks.</p>	<p><b>Scholarships/Grants</b></p> <p>Distribute awards in an equitable and consistent manner that recognizes recipients pursuing degrees and/or professional development opportunities in IH and related disciplines.</p>
<p><b>Success Statements</b></p>		
<p>Year over Year:</p> <ol style="list-style-type: none"> <li>Increase number of donors and the average contribution per donor</li> <li>Increase total amount of donations, both restricted and unrestricted.</li> </ol>	<p>Sustain and grow investment funds to meet or exceed established benchmarks.</p>	<ol style="list-style-type: none"> <li>Sustain and increase number and/or value of awards each year.</li> <li>Increase the number of scholarship recipients who become dues-paying AIHA members.</li> </ol>
<p><b>Strategic Objectives</b></p>		
<ol style="list-style-type: none"> <li>Target and develop messaging for specific sub-groups of the AIHA membership.</li> <li>Cultivate and grow relationships with other stakeholder groups outside the core AIHA membership.</li> <li>Identify and implement innovative methods of raising monies.</li> </ol>	<p>Work in tandem with investment firm to ensure monies are invested in alignment with the AIHF investment policy.</p>	<ol style="list-style-type: none"> <li>Explore, test, and develop alternative award options (e.g., needs based scholarships), engaging AIHA volunteer groups as needed.</li> <li>Consider expanding eligibility criteria.</li> </ol>

## DONOR RELATIONS

### 1. Strategic Objective #1: Target and develop messaging for specific sub-groups of the AIHA membership

- **Strategy #1:** Develop and deploy a communications plan targeted at for-profit organizational members, Hamilton Club and other sponsors, advertisers, and educational philanthropic donor foundations.
- **Strategy #2:** Develop and deploy a communications plan targeted at mid-to-late career and emeritus individual members (“pay it forward” approach).
- **Strategy #3:** Periodically communicate with existing donor base to re-confirm interest and explore enhancements to their current level of giving.

### 2. Strategic Objective #2: Cultivate and grow relationships with other stakeholder groups outside the core AIHA membership

- **Strategy #1:** Develop and deploy a communications plan targeted at corporate entities and consultants occupying the more traditional safety and EHS generalist space (e.g., consider reviewing ASSP, NSC, NAEM, BCSP stakeholder groups as a starting point).
- **Strategy #2:** Work with AIHA, BGC, ACGIH, etc. to enhance the perceived value of scholarships to our donor base.

### 3. Strategic Objective #3: Identify and implement innovative methods of raising monies

- **Strategy:** Explore and test options based on identification of ideas obtained through organizations with similar missions

## INVESTMENT FUNDS MANAGEMENT

- **Strategic Objective: Work in tandem with investment firm to ensure monies are invested in alignment with the AIHF investment policy**
  - **Strategy:** Regularly review performance against established benchmarks and adjust allocations as warranted.

## SCHOLARSHIPS/GRANTS

### 1. Strategic Objective #1: Explore, test, and develop alternative award options (e.g., needs based scholarships), engaging AIHA volunteer groups as needed

- **Strategy #1:** Pending legal review and Board of Trustees approval, launch new needs-based scholarship pilot program for 2022-23 school year
- **Strategy #2:** Engage the AIHA Academic Advisory Group (and/or any other interested academic faculty members) to discuss other options
- **Strategy #3:** Explore whether the Foundation should expand its offerings to beyond core-academic scholarships based on donor preferences and other considerations.

### 2. Strategic Objective #2: Consider expanding eligibility criteria

- **Strategy:** Engage the AIHA Academic Advisory Group (and/or any other interested academic faculty members) to discuss other options.