

## Development Committee Meeting

August 4, 2023

9:00 – 11:00 am

Zoom Meeting

Attendees: Frank Glover, Mini'imah Shaheed, Katie Oliver, Callie Hudak, Lawrence Harris, Deb Sudbury, Kevin Magby, Salim Bhatia, Felicia Lewis, Kathe Brown, Dekia Scott, Dawn Griffin

Time	Agenda Item
9:00 AM	<ul style="list-style-type: none"> <li>• Welcome + Connections</li> <li>• Agenda Overview</li> <li>• Consent Item – 4/19/23 Minutes - APPROVED</li> <li>• Connections – What made you run to school?</li> <li>• KIPP Metro Atlanta Schools Highlights + Updates</li> </ul> <p>Welcome to Lawrence Harris (CIO) &amp; Omar Dione – Board Member and Development Committee Member, Chick-fil-A Senior Principal Operations</p>
9:20 AM	<p>Fundraising + Impact Team Updates</p> <ul style="list-style-type: none"> <li>○ Inspire Engagement Update</li> <li>○ Phase I focused on: <ul style="list-style-type: none"> <li>○ Historical giving</li> <li>○ Donor prioritization</li> <li>○ Donor and peer organization interviews</li> </ul> </li> <li>○ KIPP will work with Inspire to scope Phase II <ul style="list-style-type: none"> <li>○ Targeted launch end of August or the beginning of September</li> <li>○ Phase II would focus more specifically on segmentation and targeted.</li> </ul> </li> <li>○ Positive overall feedback about what the research discovered and supports ideas around reimagining the way we engage donors and how we approach special events.</li> <li>○ <b>FY23 Fundraising Review</b> <ul style="list-style-type: none"> <li>○ Total of \$3,840,522 raised of \$3,500,000 goal.</li> <li>○ Drop off in AYSTAK support, reimagining what that will look like in the future</li> </ul> </li> <li>○ <b>FY24 Fundraising Progress Update, Overview</b> <ul style="list-style-type: none"> <li>○ \$2,438,899 raised of \$3,500,000 goal, 69.7% to goal</li> <li>○ AYSTAK gift confirmed - \$25,000 from Delta Air Lines</li> </ul> </li> </ul>

<b>10:10 AM</b>	Night of Impact Discussion <ul style="list-style-type: none"> <li>○ There is concern about staff capacity and overdoing events ○ December &amp; January not a good time because of staff break and year end of giving and overall busy time of year</li> </ul>
	<ul style="list-style-type: none"> <li>○ Reimagining that this be our major fundraiser and AYSTAK become more of a cultivation opportunity</li> <li>○ No date or location has been determined for AYSTAK</li> <li>○ For NOI we will need more hosts (exact number to be determined), the power is in the cultivation in the room within the intimate setting</li> <li>○ NOI could possibly be in February or March</li> <li>○ Want to make sure we do not hold the events too close together</li> <li>○ Opportunity to tie NOI and Reveal the Shield sponsorships together</li> </ul>
<b>10:45 AM</b>	Next Steps + Close
<b>11:00 AM</b>	Adjourn

<p align="center"><b>2023-24 Development Committee Meeting Dates</b>  <b>9:00 – 11:00 am</b>  <b>Virtual Until Further Notice</b></p>
<p align="center">Wednesday, September 6, 2023  Wednesday, November 1, 2023  Wednesday, January 3, 2024  Wednesday, March 6, 2024  Wednesday, May 1, 2024</p>

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