

Development Committee Meeting

September 6, 2023

9:00 – 11:00 am

Zoom Meeting

Attendance: Salim Bhatia, Kathe Brown, Omar Dione, Frank Glover, Lawrence Harris, Callie Hudak, Felicia Lewis, Kevin Magby, Cameron O'Brien, Katie Oliver, Dekia Scott, Deb Sudbury

Time	Agenda Item
9:00 AM	<p>Welcome + Connections</p> <ul style="list-style-type: none"> • Agenda Overview • Consent Item – 8/4/23 Minutes • Motion to Open • Connections <p>KIPP Fundraising Events lend a lot of success</p> <ul style="list-style-type: none"> • KIPP Metro Atlanta Schools Highlights + Updates
9:20 AM	<p>Fundraising + Impact Team Updates</p> <ul style="list-style-type: none"> • FY24 Fundraising Progress Update, Overview <p>Notes:</p> <ul style="list-style-type: none"> - Phase II of Inspire partnership is kicking off. - Staff is working on updating talking points/PPT for board members and committee members. - Increased visibility is a desire and focus for the organization. - Individual + Corp. Giving: Opportunity to engage donors that give at high level may look like reaching out to donors to see what they would like to see in terms of stewardship - Stewardship Matrix: Could also include a letter from Board Member, a recognition from a student; artwork; provide a video displaying impact - Making sure it is clear who is the point of contact for relationships
9:40 AM	<p>Night of Impact Overview + Discussion</p> <p>Notes:</p> <ul style="list-style-type: none"> - Segmentation of relationship and that management - Having information and resources early is essential to the success - Alumni and key staff have been a proven method to render success - Drawing connections between gift and impact is key - Young Alumni can host site for NOI and would help expand to a diverse donor base - Having staff at the host sites is a very useful resource
10:10 AM	<p>Are You Smarter Than A KIPPster? Discussion</p> <ul style="list-style-type: none"> - Transition to celebration and appreciation event for staff - Donor based events be isolated to NOI and Reveal the Shield
10:40 AM	Next Steps + Motion to Close
10:45 AM	Adjourn

2023-24 Development Committee Meeting Dates 9:00 – 11:00 am Virtual Until Further Notice
Wednesday, November 1, 2023 Wednesday, January 3, 2024 Wednesday, March 6, 2024 Wednesday, May 1, 2024

DRAFT