



Development Committee Meeting Minutes

August 7, 2024

ATTENDEES: Joe Arnold, Frank Glover, Dr. Lawrence Harris, Torrey Bates, Atoya Constantine, Teberina Johns


(Zoom): Deb Sudberry, Dekia Scott

KIPP Regional Support Team Office, 1038 White Street Suite 2nd Fl. D1, Atlanta GA 30310

Zoom: <https://kippmetroatlanta-org.zoom.us/j/99227265664>

Time	Agenda Item
9:00 AM	<p>Welcome</p> <ul style="list-style-type: none"> ● Consent Item – 5/1/24 Minutes <ul style="list-style-type: none"> → Needs to have an in-person quorum → Frank asked for current board members slate; currently have 7 committee members → Frank & Joe were present in-person; Deb & Dakia were on Zoom link ● Connections <ul style="list-style-type: none"> → “What did you do for the summer?” ● KIPP Metro Atlanta Schools Highlights + Updates <ul style="list-style-type: none"> → Photos and videos were shared from: Reveal the Shield, KAC Graduation, One Team Celebration, KIPP School Summit, Back to School → KIPP rebrand video was shared → Key updates: highest graduation class this year at 94%; BigKIPPster “Super 7” regional team culture building and support; positive feedback about development team from DOO’s & principals at schools → “How to Tell the KIPP ATL Story” opportunity to inspire teachers to remember their why this school year; and ways we can support them
	<p>Development Admin</p> <ul style="list-style-type: none"> ● Committee Meetings Schedule <ul style="list-style-type: none"> → September 4, 2024 → November 6, 2024 → January 7, 2025 → March 5, 2025 → May 7, 2025 ● Strategic Partners <ul style="list-style-type: none"> ○ Purpose Possible - grant writer consultant ○ DNL OmniMedia - Blackbaud NXT consultant ○ Pinkston - Marketing research partner ○ KIPP Atl Schools Finance Team - financial processes and establishing a comprehensive giving SOPs

<p>10:00 AM</p>	<p>Fund Development Plan 2024-25 SY</p> <ul style="list-style-type: none"> ● Donor Stewardship Matrix, SOPs & Cultivation Wheel of Change <ul style="list-style-type: none"> → Discussion on how to train the committee on using Blackbaud to enhance strategy of donor cultivation and stewardship → Reminded recommendation was made from Frank to update the naming conventions of our donor levels on the stewardship matrix ● 2024-25 Fund Development Plan <ul style="list-style-type: none"> → Asked to have Mini'imah or Richard to endorse our motion for board members to invite new prospective donors to any KIPP ATL Experience (school tour, events, competitions, athletic games) → Each board member asked to invite 2 people bimonthly, targeting 10 new prospects/donors throughout the school year. → Emphasis on creating volunteer opportunities. → Data shows 66% of volunteers are likely to donate after participating in 2-3 events with an organization. ● Introduction of "Best of KIPP Sponsorship Packet" to support regional/school competitions and events: <ul style="list-style-type: none"> → Regional Spelling Bee → Regional Science Fair → Chess Tournament → Mathlete Competition ● Send Kyla Byes-Smith a copy of KIPP ATL Experience School Tours for board meeting on August 21
<p>10:30 AM</p>	<p>Fundraising</p> <ul style="list-style-type: none"> ● 2024-25 Draft Path <ul style="list-style-type: none"> → Question raised regarding the handling of overage in carryover funding. → Collaborating with the Finance Department to determine if the overage should be allocated to the general operating fund or a different fund. → Revisiting and replanning chart of accounts with Finance Department and finalize our coding process for accurate financial tracking → Deb mentioned the ask to the Goizetta Foundation may be a little too low → NBA Foundation leaning heavily towards supporting BiPOC orgs especially after George Floyd incident → Looking to hear back from Marcus Foundation, next week, to hear their decision to our proposal and ask ● Sharing The KIPP ATLANTA Story <ul style="list-style-type: none"> → Opportunities to teach the board, and staff how to tell their KIPP ATL story through presentations, sessions, workshops focused on around KIPP Forward, Literacy & Justice For All, and the character and social development work of our scholars. ● Event Calendar <ul style="list-style-type: none"> → Planning strategy opportunity to jump in, with our school

	<p>events, to cultivate relationships and invite prospects</p> <ul style="list-style-type: none"> → KIPP ATL Experience School Tours; first tour on Sept. 9 at KIPP WAYS → Dr. Hines  The Gathering Spot ATL → Night of Impact - Homecoming Celebration → National Stem Day (partnership with Cummins) → Night of Impact in February to align with Black History month <ul style="list-style-type: none"> • Board & Committee 24-25 Pledges <ul style="list-style-type: none"> → Board & Committee to fill out commitment pledge card → Ensure to include donations to all events
<p>11:30 AM</p>	<p>Next Steps- Adjourn</p> <p>Motion was made by Frank; approved by Joe, Deb, Dr. Harris, and Atoya</p> <p>Meeting adjourned at 11:13am</p>

Next Meeting: September, 4, 2024
Location: Support Team Office
1038 White Street SW, Suite D
Atlanta, GA 30310
Time: 9AM - 11:30AM