

# KIPP: ATLANTA SCHOOLS

## KIPP Atlanta Schools Development Committee Meeting Minutes

*November 6, 2024*

*Regional Staff Team Office*

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**Committee Members Present: Frank Glover, Joe Arnold, Deb Sudberry, Jim Bostic**

**Committee Members Absent: Dekia Scott, Omar Dione, Cameron O'Brien, Dawn Griffin**

**KIPP Metro Atlanta Schools Staff Present: Torrey Bates, Atoya Constantine, Teberina Johns, Kyla Byas-Smith**

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November 6, 2024- The meeting was called to order at 9:08 am by Frank, Joe, Deb and Jim

### **I. Development Highlights & Strategic Updates**

- A. Highlights: KIPP ATL Experience School Tours; Homecoming; Party at the Polls recap (Spellman & Morehouse 349 people voted)
    - A few questions during highlights: “Are there after-school opportunities available with KIPP Forward?” (in the context of talking about KIPP ATL Experiences); “Have we thought of ways to engage families to become donors in supporting their school?”
  - B. Strategic Updates: **YTD Data** - \$3.7M (since July '24): The committee would like to see a breakdown of how the current 104 gifts given are being distributed and how we've reached this goal without the \$1M carryover from FY23-24
    - “The Marcus Circle” was an idea presented as a potential giving society name, honoring the impactful 10 years The Marcus Foundation has financially supported us, showing a level of gratitude to the Marcus Foundation, and honoring Bernie Marcus
1. **Relationship Cultivation Strategy** - The Committee is seeing positive implementation of the cultivation plan, hearing great results, and receiving encouraging feedback to continue identifying and stewarding these relationships

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- Discussed the possibility of renaming the Legacy Gift (“What should the Lifetime threshold be?”) \$200,000. It was recommended to dig deeper into the data to find where the threshold could be.

2. **Grant submission: NBA Foundation** – partnership with Frank, cultivating this relationship to see if the ask could be \$250,000; **Chick-fil-A Foundation** – meeting went well with Omar; fund the relationship of workplace placement for KAC scholars; **Courts & Campbell Foundation** – they contacted us to learn more about us and our programs. We have a scheduled meeting in December to share who we are and areas of support.

**II. Blackbaud Training:** Provide a video training of how committee and staff can access dashboard data of donor/fundraising reporting; create instructional manual or host in-person training

- A. Showcased Fundraiser Dashboard in Blackbaud
- B. Board Committee Pledge Form – make sure the language includes “getting” donors/constituents; have a printed copy sent to Kyla to have available for the board meeting on Dec. 4

**III. Upcoming Priorities:**

A. **Giving Tuesday** – (Dec.3): keep end-of-year giving in mind!

- Bill & Linda Schaeffer Fund giving (match gift to leverage support for FSY \$25,000 KIPP Forward/\$25,000 Literacy & Justice for All) Playground Structures to KIPP Strive and remodel (match \$100,000) Campbell is focused on capital campaigns
  - endowment enrollment; fine arts
  - campus renovations; playgrounds
  - operating needs
  - spend down campaigns, initiatives
- Mackenzie & Scott Foundation
- Partnerships – highlighted Chick-fil-A partnership with Omar (extremely supportive, behind-the-scenes board/committee member); working on placing scholars in the workforce

B. **NOI Party Locations & Hosts** - \*Feb. 27\* (3 locations?): Jones Day, Delta State Farm Suite, 2 Buckhead Plaza, Georgia Pacific?

- Suggested to have close proximity of locations for staff & CEO to be able to attend all sites during NOI
- Use Frank’s space (2 Buckhead Plaza) for private dinners?
- Mrs. Sudberry will ask JaKathryn Ross for site location to be considered at Georgia Pacific

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- Suggested to incorporate more than the band presence at each site; focus on overall Black History Month entertainment and performance throughout the night

**C. Fund Development/ Focus Recommendations** – keep providing valuable data, and continue data cleanup with Blackbaud partnership

**D. Sponsorship Opportunities Ahead** - funding to support Best of KIPP/KIPP Competes is reached

- The committee recommends looking into summer learning initiatives and opportunities. It could wrap around spending and get Best of KIPP funding beyond regional competitions: “keep students engaged at a higher level; restricted funding bucket; engage with themed learning camps, get the students in the room attached with learning outside the classroom.”
- Continue to segment where all the money is coming in and going out; make sure charts are circled and aligned with discussions
- Frank wants to know how many gifts have been explicitly given to Best of KIPP and how much money is being given to Best of KIPP due to the previous pie chart of funds and campaigns; wants to ensure alignment is correct
- Pinkston paused ad campaigns due to presidential campaign: will resume before Thanksgiving break
- Action steps after annual reports are submitted.
  - *Lasting thought: Tell people the dream, where we are going, and how we are being strategic in getting there*

A motion was made by Frank and seconded by Joe, Deb and Jim to adjourn the board meeting. The motion passed unanimously.

*The meeting concluded at **11:08 am** Minutes taken by **Teberina Johns***