



KIPP Atlanta Schools Development Committee Meeting Minutes

March 26, 2025

Regional Support Team Office

Committee Members Present: Deb Sudbury, Frank Glover, Joe Arnold [Online], Jim Bostic [Online], Dekia Scott [Online]

Committee Members Absent: Omar Dione, Dawn Griffin

KIPP Metro Atlanta Schools Staff Present: Dr. Lawrence Harris, Torrey Bates, Atoya Constantine [Online], Teberina Johns

March 26, 2025 - The meeting was called to order at 9:04am by Frank and Deb.

I. Development Highlights & Updates

- A. Development team showed a series of videos and photos highlighting the recent events: Career Day at Delta Air Lines, Night of Impact, Best of KIPP: Umoja, KIPP Families “Literacy on the Go”
 - 1. The committee provided feedback of the success being witnessed and seen in these events, impacting donors, scholars and our community
- B. The development team provided updates:
 - 1. Third-party partnerships (ie. Purpose Possible, DNL OmniMedia, Freewill)
 - 2. Newly acquired interns to support the work of donor development and engagement
 - 3. Year-to-Date Fundraising Total \$5,332,701

II. Fundraising Goal 2026

- A. Proposed 2025-2026 fundraising target of 4.2 million (20% increase over traditional 3.5 million)
- B. Continued discussion about multi-year grants ending and others continuing
 - 1. Goizueta Foundation
 - 2. MacKenzie Scott
 - 3. Foundation for a Better World

KIPP ATLANTA SCHOOLS

III. Upcoming Priorities

- A. Best of KIPP regional events – Mathelete Competition (April 25) & Chess Tournament (April 26)
- B. KIPP ATL Experience School Tours
 - 1. Tours aim to be more impactful and story-centered, focusing on specific school needs (ex., video of Principal Jones, principal of KSFA, highlighting technological needs)
 - 2. The Development department encourages the board & committee to invite partners and associates to join us for a scheduled or personalized tour to see our schools in person (ex. Mrs. Kathe Brown coordinating a personalized tour for a donor associate to visit KAC)
- C. AYSTAK (April 24): The development department suggested turning this into a gratitude event to honor KIPP's emeritus board members.
 - 1. The committee recommended reconsidering alternative options to honor these board members and maybe plan to sunset AYSTAK and reallocate resources to other funds.
 - 2. Joe Arnold suggested dinner for honorary board members (ex., the night before a strategic board meeting)
 - 3. A suggestion was made to hold private showings and comp tickets for future scholarly plays (e.g., The Lion King, Aladdin, etc.).
 - 4. Dr. Harris will provide insight into this decision by Friday, March 28.
- D. Reveal the Shield (May 15)

Frank made a motion to adjourn the board meeting. Deb and Joe seconded it. The motion passed unanimously.

The meeting concluded at 10:34 am. Minutes taken by Teberina Johns.