KIPP: ATLANTA SCHOOLS

KIPP Atlanta Schools Advancement Committee Meeting Notes
Tuesday, September 1, 2026
Meeting Location: *1050 White Street, Suite C, Atlanta, Georgia 30310*
Zoom Location: *https://kippmetroatlanta-org.zoom.us/j/83812026464*

Committee Members Present: Vonetta Daniels, Frank Glover*, Zane Major, Duncan Edwards, Elon Osby, Deb Sudberry (Virtual), Joe Arnold

Staff Members Present: Michael Davis, Teberina Johns, Jan Mari Holmes

Other Attendees: Amy Blalock

*Chair **

I. Summary of Discussion:
   A. The Advancement Committee met with 5 members in person, contributing to quorum. They reviewed key updates, including a connections activity, consent on prior meeting minutes, chair share, primers on Government Affairs, Advancement, & KIPP Forward, 25/26 year in review, 26/27 plan, Night of Impact donor/prospect committee, and next steps

II. Call to Order:
   A. The meeting was called to order at **9:00 am** by Frank Glover, motion seconded by Michael Davis. Frank welcomed the committee members and introduced Michael Davis as the new CIO. Michael spoke about the KIPP Forward team and the shifts going on, and what's important to the committee and our donor base. A brief overview of our meeting agenda and what will be reviewed.

III. Welcome & Agenda:
   A. Welcomed committee members and reviewed the agenda.

IV. Consent Items:
   A. A vote was conducted to approve the March 24, 2026, Advocacy Committee Meeting Minutes and the April 21, 2026, Development Committee Meeting Minutes from March 24, 2026. Frank Glover made a motion to approve, and Zane Major seconded the motion.
   B. The motion was approved unanimously, with no abstentions and no opposition.

V. Discussion Highlights:

A. Mission Moment

The committee reflected on their shared "WHY" for supporting KIPP, emphasizing educational equity, student opportunity, and community impact. Members highlighted the importance of service, strong relationships, and investing in resources that support student success. The discussion reinforced the committee's collective commitment to advancing KIPP's mission and creating lasting opportunities for students and families.

B. Chair Share

The committee Chair reviewed the scope and purpose of the newly formed Advancement Committee, including development, advocacy, government relations, and KIPP Forward. Key priorities include strengthening external relationships, supporting fundraising efforts, and preparing for upcoming charter renewals. The committee emphasized the importance of ongoing advocacy and relationship-building with authorizers, donors, and community partners.

C. Government Affairs Primer

- The committee reviewed the Government Affairs strategy, emphasizing proactive relationship-building with elected officials, civic leaders, and key community stakeholders. The goal is to strengthen trust, advocacy, and external support for KIPP Atlanta and its scholars. The discussion also focused on improving KIPP's brand and storytelling, particularly around KIPP Forward and scholar impact. The Advancement Committee will help cultivate donors, partners, and champions while equipping board members to advocate effectively.

D. Advancement Primer

- The committee reviewed enrollment progress for the 2026–2027 school year, including current enrollment, re-enrollment trends, and application activity. Early retention remains strong, with anticipated declines as enrollment stabilizes in the fall. The discussion also covered the impact of school closures, pipeline management through SchoolMint, and targeted outreach efforts.

Next steps include continued monitoring, school tours, and focused recruitment efforts to support enrollment targets.

E. KIPP Forward Primer
- The committee reviewed KIPP Forward's role in supporting long-term college, career, and scholar success, including efforts to improve persistence, completion, access, and workforce readiness. The discussion also covered progress toward the $4.5 million fundraising goal and the need to diversify revenue through individual, corporate, and grant opportunities. Additional priorities include expanding partnerships, strengthening donor engagement, improving fundraising data and reporting through Salesforce, and coordinating outreach across teams. Together, these efforts support KIPP Atlanta's broader 2030 goals and long-term impact.

F. 2025-2026 Year in Review
- The committee reviewed 2025–2026 fundraising performance, noting that overall goals were exceeded while also identifying opportunities to strengthen and diversify the funding portfolio. Foundation support continues to represent the majority of current funding, highlighting the need to expand grants and other revenue sources. The committee also discussed opportunities to grow existing funding relationships and increase grant activity. A more detailed fundraising strategy and development plan will be reviewed at the next meeting.

G. 2026-2027 Plan
- The committee reviewed the 2026–2027 advancement plan, with a focus on building a more diversified, year-round fundraising and relationship-development strategy. Priorities include strengthening the donor pipeline, expanding the case for investment, and creating more opportunities for stakeholders to experience KIPP through school tours, events, and personalized engagement. The committee also discussed improving fundraising reporting and campaign tracking to better understand performance across revenue sources. Continued improvements to donor data and systems will support more effective relationship management and long-term growth.

H. Night of Impact Donor/Prospect Committee
   - The committee reviewed Night of Impact planning aligned to the 2030 strategic plan. Co-host responsibilities will focus on attendance, sponsorships, prospect outreach, and advocacy. An updated committee directory will also be created to support outreach and coordination.

I. Next Steps
   - The committee discussed next steps for strengthening government affairs outreach and ensuring key influential stakeholders are identified. Members will take ownership of select relationships and maintain consistent outreach throughout the year. Existing files and stakeholder lists will be reviewed to support coordination and avoid gaps in engagement.

VI. Adjournment:
   A. A motion to adjourn the meeting was moved by Frank Glover & seconded by Michael Davis and unanimously approved.
   B. The meeting adjourned at **10.59 am.**
   C. Respectfully submitted by Amy Blalock.

VII. Summary of Actions:

Action Item	Owner	Deadline/ Status
Add key KIPP Forward metrics and relevant program data to the Board dashboard for future meetings	TBD	
Distribute the meeting slides to committee members following the meeting.	Amy/ Michael	9/4
Share the new Managing Director's bio and KIPP Forward team information with the committee.	Michael	9/4

Create a digital committee member directory, using the existing Board directory as a template, to include each member's photo, name, email address, and phone number. Save the completed directory to the shared drive for committee access.	Michael Amy	9/27