

Development Committee Meeting Notes 4/15/2024

Time: 5:30pm

Present: Yousef Mayel, Barukh Kiorglo, Carmen Garnica, Mike Frost, Sherry Morisch,
James Draznin, James Neale, Jill Blanchard

Note taker: Jill

AGENDA

- Budget: 6-month update
- Major donors
- Outreach
- Match pool calls

NOTES

Budget: 6-month update

- James and Danielle are working on the 6-month budget update
 - They will present to the Finance Committee this week

Major donors

- James explained that he would like to have more board members participate in communications with major donors
 - Like the calls we are making tonight
 - Invite major donors to events
 - Invite major donors to coffee

Outreach

- James, Arty, and Kate are working on tabling opportunities in addition to the live remote events this summer
 - KBOO will be able to have a presence in 2 places at once.
 - Sign up members
 - Give aways
 - Sell merchandise

Match pool calls

- During this committee meeting, board members called major donors to ask for their participation in a match pool for the Spring Drive.
- 2 rounds of calls
 - Tonight
 - Next week

- James prepared a phone script and reviewed it with the board members who attended the meeting at KBOO
 - Mike, Barukh, Sherry, Jill
 - James is happy to practice the script with anyone who would like to role play
- Carmen asked if the calls would be in English or Spanish
 - James responded that the calls would be in English until we can identify Spanish speaking donors.
- Major donor list contains 36 names/phone numbers
 - They have given more than \$500 in the past year
 - They have not been contacted for donation in the past 6 months
- Spring Drive begins on Saturday, 4/20
- Jill reminded everyone that this is a fun activity - the members we are calling have given a lot of money to KBOO and they love hearing from us.
 - James reminded everyone to take notes if member/donors mention things they love or would like to change about KBOO.
 - James can record these notes in Donor Perfect for future reference.
- Board members made their assigned calls
 - Left several messages
 - Spoke with a handful of donors

Next Meeting

- Monday, 5/20/2024
 - 4:30pm
 - via Zoom