

Development Committee Minutes
December 8th, 2021 1530 - 1630
Via Zoom Conference

Committee Members

Brittany Faber, Committee Member
Chuck Smith, Board Member
Martha Johnson, Board Member
Peter Hiltz, Board Member

Guests/Staff

Iain Probert, *Director of Strategic Partnerships*, Lead Staff Advisor
Sarah Bunch, *Donor Relations Manager*, Staff Advisor
Emma Price, *Donor Relations Specialist*
Laura Williams-Parrish, *Community Relations Manager*

Excused Absences

Sam Adams, Committee Chair

Opening

Iain opened the meeting at 1532 with prayer.

Review of Minutes

November minutes were approved.

Board Portal Updates

- Board members need updated instruction on how to log into portal

FY22 Contributions: November and FY22 to date- Iain Probert

- Dashboard Financial overview provided before meeting and shared on screen during meeting
- Corporate donations significantly underperforming, but planned to improve
- Individual donations over performing
- Grants underperforming, but will correct over-time
 - Laura Williams-Parrish provided an update on El Pomar grant. Shared that the funds for the grant at ReStore Northeast have been approved and will be released mid-December, and that the remaining amount from the Home Depot Foundation has been approved.

2021 Year End Funding Campaign Update- Sarah Bunch

- Giving Tuesday Appeal (November 30)
 - Goal was \$12,000; realized \$9,226
 - Happy with that amount considering we were not able to push out as many communications as planned
- Gingerbread Home Build (Appeal)
 - Goal of 37 builders; 14 builders registered
 - Goal of \$9,600 from registration funding; realized \$5,400
 - All but 1 builder purchased a building permit kit which provided an additional \$630
 - Currently have \$5,100 from donation votes (21% of goal)
 - Total goal of \$36,000; currently realized over \$11,000
 - Best way to support the event is encourage people to vote
- Colorado Gives Day Appeal
 - Goal of \$20,000; realized \$17,257
 - Waiting on final numbers from Community First Foundation

- Martha raised the question of the value of participating in both Giving Tuesday and Colorado Gives Day
 - Pros and cons to doing both
 - Indy Gives also mentioned as a possibility for the future
 - Iain and Martha plan to speak about this more in depth over brunch
- Year End Mail Appeal
 - Will hit mailboxes Monday, December 20
 - Goal of \$17,000 from individuals
- 12 Days of Christmas Appeal
 - December 25- January 5, 2022
 - Goal of \$4,500 from individuals

FY21 Review- Iain Probert

- Iain highlighted the print version of FY21 document that was mailed out
- FY21 document shared prior to meeting and shared on screen during meeting
- Everyone agreed, this kind of YIR is more engaging and easier to read than a typical YIR
- Will continue to format future YIRs like this

Dollhouse(s) Silent Auction Overview- Emma Price

- Emma shared video of Marjorie Rapp as well as flyer
- Silent auction ends Dec. 17; won't know how much money raised until opening the bidding box on the 17.
- If future dollhouses are donated, would hope to make it a traditional auction with a virtual bidding element

Sam's Dream Time- Iain Probert

- Due to time constraints, this section was skipped

Other Business

- Peter will be transitioning to the Faith relations committee, effective immediately
- Reminder to pencil in January 22 Ground Blessings and Home Dedication

Closing

Adjournment at 1638

Date of next meeting:

Wednesday, January 12th from 1530 to 1630 via Zoom with key topic being 2021 Year End Funding Campaign Results, Analysis, and Lessons Learned (conclusions)