Gail called the meeting to order at 11:03 a.m.

- Minutes from the December meeting were presented and approved.
  - Gail moved to approve, Todd seconded the motion and all voted in favor.
- The committee discussed the success of the Major Donor Station luncheons (and one breakfast) that occurred in mid-February.
- Ellen reviewed progress toward FY19 goals:
  - Major giving (received and pledged) is currently 66% towards the annual goal.
  - Revenue is still slightly ahead of this time last year, but there is lots of work to do to meet FY19’s aggressive goal.
- The committee reviewed plans for the Spring Drive (April 8-13), as well as other tactics to help us reach our major donor goals with a big push over the next few months.
  - The committee discussed ideas for donor upgrades, including an “insiders” email and the Innovation Fund that is a joint effort between Development and Underwriting.
  - Stewardship and fundraising event possibilities were also discussed (for which the committee and the Board will be asked to help create the guest lists).
- Ellen shared lists of spring renewals, lapsed donors, as well as additional gift and new major donor prospects for the committee to review and assign appropriately for follow-up.
- There was much discussion regarding potential fundraising and stewardship events planned for May and June. Ellen will continue the conversation with the Membership and Events team and provide an update in the next meeting.
- The committee was asked to brainstorm non-Board member volunteers who may be good additions to the Development Committee, with a goal to add new members in the summer. Committee members should email those ideas to Ellen or come prepared with them in the March meeting.
- The next Development Committee meeting is scheduled for March 25 at 11 a.m.

The meeting adjourned at 12:25 p.m.