Todd called the meeting to order at 10:00 a.m.

- Minutes from the June meeting were presented and approved.
- Ellen reviewed the final revenue reports from Fiscal Year 2018-2019:
  - Raised $354,666 in major gifts ($2,400+) throughout the year from more than 60 donors just under the ambitious goal of $356,000.
  - Major giving grew 31% in FY19 over FY18 and major gifts accounted for 14% of overall membership revenue, which was $2,551,041.
  - Ellen thanked the committee for their help securing gifts throughout the year.
- The committee discussed the recent Board Retreat and action items that came out of the discussion, including:
  - A basic elevator speech/mission and vision statement and reach numbers to share as a simple collateral piece and an online, copy/paste version for Board Members;
  - List of events to which Board members can bring donor prospects;
  - Summary of awards/accomplishments.
- Todd suggested a basic tutorial for the Board on Facebook fundraising for LPM during drives, etc.
- Eric suggested a Board Survey asking Board Members key questions like:
  - On what other boards do you serve?
  - What makes you proud to serve on LPM’s Board?
  - In what ways would you like to be involved on the Board?
  - What do you think we, as an organization, do really well? What could we improve upon?
  - Ellen will work on drafting the survey.
- FY20 goals were reviewed, including a goal of $422,200 in major gifts (growth of 18% over FY19). The committee discussed ideas for reaching this goal, including some special projects, events, matching challenges, and a focus on new prospect cultivation.
  - The new Development Associate position has been posted on the LPM website, CNPE and AFP sites and we have begun receiving resumes for the role.
- We have been working on growing the Development Committee beyond the Board and have some interest. Ellen will continue to meet with potential volunteers with a goal to do an orientation meeting in September to determine how best they can contribute.
- The committee reviewed the latest prospect and renewal lists in order to make assignments for cultivation and solicitation.
- Ellen will send a doodle poll to schedule the August meeting so the committee can reconvene before the fall membership drive (September 9-14).

The meeting adjourned at 10:55 a.m.