

Development Committee Meeting
Tuesday, July 19, 2022 at 4:00 p.m.
Meeting occurred via Zoom Meeting

- I. The meeting was called to order at 4:04 pm. Without a quorum, the June minutes will need to be reviewed in the August meeting.
- II. Ellen shared a presentation showing preliminary FY22 revenue results and then shared FY23 goals and strategies.
- III. Ellen thanked the committee for their idea to host a Young Professional Meet-Up at the June 29th Waterfront Wednesday. We partnered with five YP organizations and collected 124 email addresses - 104 of them brand new to us! We will plan to do something similar each year.
- IV. How to Help:
 1. The Fall Drive is on the horizon (Sept. 10-16) with Give for Good Day on Sept. 15. We'll again ask the Board to structure their annual gifts or any additional giving around this time to help create a powerful matching challenge for the last day of the drive. Last year the \$30,000 challenge resulted in 260 donations and 71 new members joining.
 1. Heather will mention at the full board meeting on Tuesday and she and Ellen will follow-up with emails, calls and letters.
 2. Friend-raising effort:
 1. Ellen reminded committee members to reach out to 2-3 assigned Board members to help them brainstorm an introduction (someone with similar interests, who is civically or musically engaged, etc.)
 2. Heather and Alan shared the status of their outreach.
 1. Alan has a foundation to introduce us to.
 3. This work is even more important as we have some fall events coming up and we need to start cultivating new potential major donors.
- V. Things to attend/listen to/share:
 1. *WFPK Waterfront Wednesday* 20th Season - invite someone!
 1. July 27 Moon Taxi, Sarah Shook & the Disarmers, Routine Caffeine
 2. *Words for the People*: new eps monthly
 3. *Race Unwrapped*: Season 2, new eps every 2 weeks
 4. *The Music Box* Season 6, new eps every Thursday
 5. WUOL's *New Lens* July 17 at 21C and on Facebook
 1. July 17: Bourbon Baroque plays Philip Glass - sold out and video available on Facebook
 2. August 12: Longleash Piano Trio (at LPM)
 6. LPM tabling at the Parkland Plaza Grand Opening (7/23) and LIBA Buy Local Fair (7/30)
 7. August is Member Appreciation Month
- VI. The next meeting will be August 16, 2022 at 4:00 pm on Zoom.
The meeting adjourned at 4:42 pm.