



**ATLANTA NEIGHBORHOOD
CHARTER SCHOOL**

helping students learn to use their minds well

Atlanta Neighborhood Charter School

Fund Development Committee Meeting

Date and Time

Wednesday August 10, 2022 at 9:00 AM EDT

In accordance with Georgia's open meetings requirements, notice of this meeting has been posted at both campuses and on the ANCS website.

Agenda

	Purpose	Presenter	Time
I. Opening Items			9:00 AM
A. Record Attendance		Barrett Coker Krise	1 m
B. Call the Meeting to Order		Barrett Coker Krise	1 m
C. Approve Minutes	Approve Minutes	Barrett Coker Krise	3 m
Minutes from the April meeting needs approval			
Approve minutes for Fund Development Committee Meeting on May 12, 2022			
II. New Business			9:05 AM
A. Fund Development Report	FYI	Paige Teusink	15 m
<ul style="list-style-type: none"> • FY 2022 Gather and Grow results • July 2022 Financial Report • Q1 and Q2 Fund Development Planning 			
B. Wonderball Event	Discuss	Paige Teusink	10 m

	Purpose	Presenter	Time
• Tasks for 2023 event			
C. 2022-2023 Sponsorship Program	Discuss	Paige Teusink	15 m
D. 20th Anniversary Fundraising Campaign	Discuss	Chuck Meadows	15 m
III. Closing Items			10:00 AM
A. Adjourn Meeting	Vote	Barrett Coker Krise	2 m

Coversheet

Approve Minutes

Section: I. Opening Items
Item: C. Approve Minutes
Purpose: Approve Minutes
Submitted by:
Related Material:
Minutes for Fund Development Committee Meeting on May 12, 2022
2022_05_12_fund_development_committee_meeting_minutes.pdf

DRAFT



**ATLANTA NEIGHBORHOOD
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Minutes

Fund Development Committee Meeting

Date and Time

Thursday May 12, 2022 at 9:00 AM

In accordance with Georgia's open meetings requirements, notice of this meeting has been posted at both campuses and on the ANCS website.

Committee Members Present

Barrett Coker Krise (remote), Jenna Civitello (remote), Pouya Dianat (remote)

Committee Members Absent

Michele Kresge, Narin Hassan, Susannah Darrow

Committee Members who arrived after the meeting opened

Pouya Dianat

Guests Present

Chuck Meadows (remote), Paige Teusink (remote)

I. Opening Items

A. Record Attendance

B. Call the Meeting to Order

Barrett Coker Krise called a meeting of the Fund Development Committee of Atlanta Neighborhood Charter School to order on Thursday May 12, 2022 at 9:00 AM.

C. Approve Minutes

Committee did not have a quorum, will vote on the minutes from April electronically

Pouya Dianat arrived.

II. New Business

A. Fund Development Report

Paige Teusink reported that Gather and Grow performed well in April and parent/caregiver participation is up to 50%.

The committee held a discussion about the structure of Gather and Grow, what "counts" towards the goal. As it currently stands, Gather and Grow only covers individual giving, it does not include sponsorships, Wonderball, supply donations, etc. The committee feels this can cause confusion in the broader community when the school is asking for money, but also creates challenges for tracking donations. In an effort to continue streamlining our processes. The committee recommends that Gather and Grow be considered the Neighborhood Charter School's annual fund, each constituency or project/program would be tracked individually, but ultimately all donations would roll up into Gather and Grow. The committee will work on how we might strengthen the messaging around Gather and Grow to help make the best case.

B. Wonderball Event

Wonderball numbers are still being reconciled. We have received the survey results which were overall very positive. The survey indicated people liked the location at the Middle Campus, enjoyed it being a more casual and less expensive event and enjoyed how it made the event more inclusive. There were some elements that were identified as areas of improvement-DJ, layout of the space and the drink set up were a few areas that would be easy for next year's committee to address. There was also feedback from a few sponsors who were displeased that this event eliminated the VIP tables/section. This was a conscious decision on the part of the WB committee, fund development committee and school leadership to reflect a more inclusive event that better aligns with our diversity, equity, inclusion and belonging goals. Paige has spoken with the sponsors and worked to offer solutions. Moving forward we will be revising the sponsor benefits to better reflect our equity goals and the new look and feel of the event.

Paige Teusink has drafted a Roles and Responsibilities framework for Wonderball to help ensure the event runs smoothly in future years. The document includes more oversight of budgeting reporting to the Fund Development committee and a stronger structure to help support the committee.

C. Gratitude Week Update

Gratitude Week will be the week of May 16-20 and will be a pure thank you rather than accompanied by a fundraising ask. Pouya Dianat is designing video and static assets to use for Gratitude Week on the school's social channels. Jenna Civitello, Barrett Krise and Paige Teusink will meet at the Elementary Campus to film students, teachers and staff sharing messages of gratitude that will be included in Pouya's designs. Jenna will commit to posting each day on the ANCS Family Facebook page. Paige will post on the school's official pages and will tag sponsors.

D. Fund Development Committee Planning 2022-2023

Barrett Krise has agreed to serve as chair again for the 2022-2023 school year. The committee discussed challenges with the committee, including low numbers and lack of engagement. Chuck Meadows shared a wish to continue streamlining

efforts at the school and the committee's hope to better thread equity and diversity into each event or fundraising opportunity. We'll be working over the summer to recruit new members and think about the best structure to support the school.

III. Closing Items

A. Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 10:22 AM.

Respectfully Submitted,
Barrett Coker Krise

Documents used during the meeting

- 2022_04_14_fund_development_committee_meeting_minutes (1).pdf
- Fund Development Report Apr 2022.pdf
- May 2022 FD Meeting Presentation.pdf
- Wonderball Roles & Responsibilities.pdf
- 2022-23 Fund Development Outline.pdf

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Coversheet

Fund Development Report

Section: II. New Business
Item: A. Fund Development Report
Purpose: FYI
Submitted by:
Related Material: August 2022 FD Meeting Presentation.pdf

Fund Development Committee Meeting

August 10, 2022

Fund Development Committee Monthly Financial Report - June 2022

*Financials from Bloomerang may not match QuickBooks due to processing delay

**30% of sponsorship income is allocated to the PTCA

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Cumulative
INDIVIDUAL GIVING													
<i>Revised Goals</i>								\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$10,000.00	
20-21 Goals	\$3,000.00	\$7,000.00	\$5,000.00	\$20,000.00	\$23,000.00	\$20,000.00	\$4,000.00	\$7,000.00	\$16,000.00	\$15,000.00	\$10,000.00	\$10,000.00	\$140,000.00
20-21 Actuals*	\$3,972.01	\$8,764.49	\$6,247.88	\$30,009.00	\$33,514.76	\$23,343.88	\$5,247.15	\$6,887.58	\$4,099.54	\$5,392.00	\$10,832.45	\$10,453.00	\$148,763.74
Variance	\$972.01	\$1,764.49	\$1,247.88	\$10,009.00	\$10,514.76	\$3,343.88	\$1,247.15	\$2,887.58	\$99.54	\$1,392.00	\$832.45	\$453.00	\$34,763.74
SUPPLY DONATIONS													
	\$6,548.85	\$3,410.18	\$100.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,059.03
SPONSORSHIP**													
	\$0.00	\$18,760.22	\$9,778.73	\$1,250.00	\$0.00	\$750.00	\$1,500.00	\$0.00	\$2,500.00	\$5,000.00	\$0.00	\$1,000.00	\$40,538.95
TOTAL REVENUE	\$10,520.86	\$30,934.89	\$16,026.61	\$31,259.00	\$33,514.76	\$24,093.88	\$6,747.15	\$6,887.58	\$6,599.54	\$10,392.00	\$10,832.45	\$11,453.00	\$199,261.72

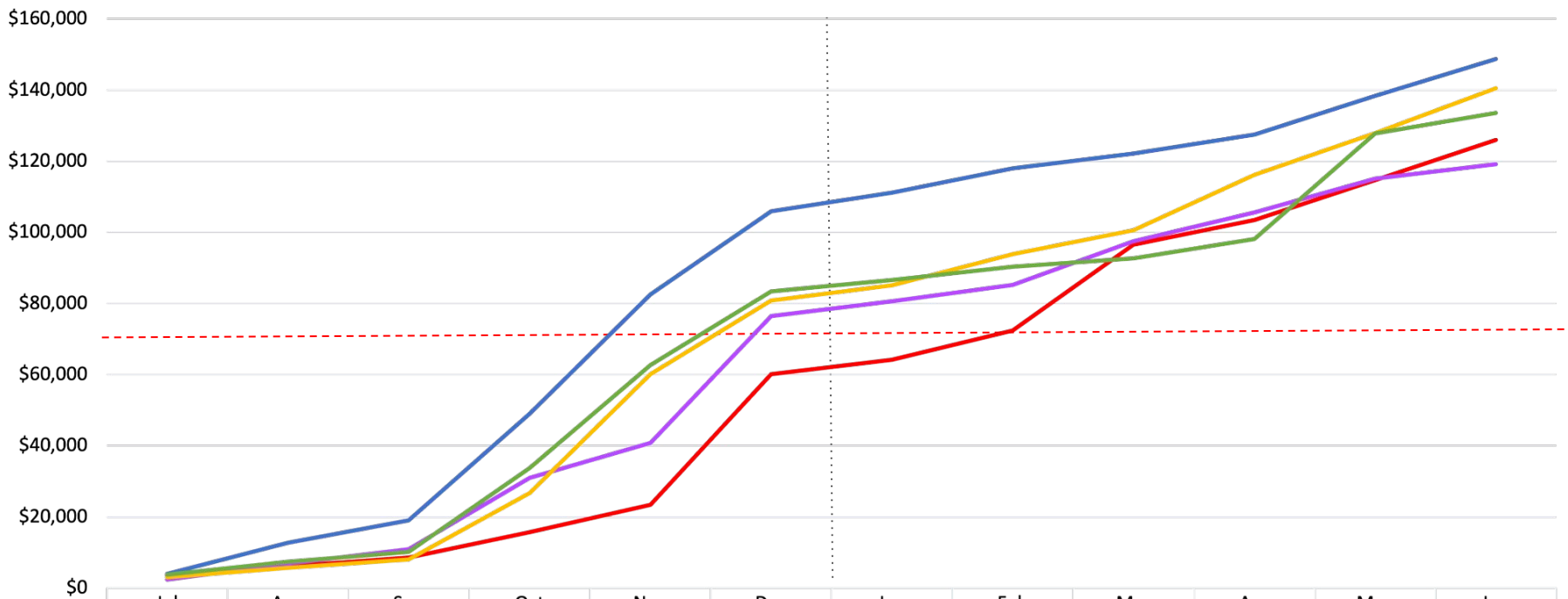
<i>Recurring</i>													
Donations/Pledges	\$1,604.20	\$2,356.96	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$2,099.09	\$3,845.41	\$24,668.94

HISTORICAL GIVING													
20-21	\$3,496.52	\$2,552.42	\$2,469.48	\$7,142.44	\$7,674.91	\$36,722.68	\$4,073.17	\$8,259.88	\$24,137.88	\$6,867.90	\$11,226.49	\$11,369.74	\$125,993.51
19-20	\$2,342.15	\$4,471.12	\$4,117.36	\$20,059.86	\$9,784.23	\$35,619.88	\$4,227.01	\$4,610.71	\$12,266.42	\$8,131.94	\$9,433.23	\$4,066.79	\$119,130.70
18-19	\$2,939.00	\$2,677.80	\$2,375.98	\$18,728.84	\$33,429.90	\$20,669.81	\$4,255.27	\$8,719.02	\$6,753.07	\$15,614.18	\$11,720.37	\$12,658.17	\$140,541.41
17-18	\$3,689.36	\$3,635.65	\$2,850.50	\$23,585.50	\$28,874.49	\$20,778.70	\$3,214.50	\$3,691.50	\$2,298.50	\$5,513.14	\$29,673.67	\$5,738.56	\$133,544.07

GIVING BY DONOR TYPE (HOUSEHOLDS)			
	<u># of donors</u>	<u>Total amount</u>	<u>Participation Rate</u>
Parent/Guardian	272	\$107,400.00	62%
Grandparent/Special Friend	94	\$40,430.00	10%
Board Member	12	\$7,341.54	100%
Faculty/Staff	17	\$4,515.67	15%
Alumni Parent	9	\$1,891.19	7%

FY22 FUND DEVELOPMENT BUDGET			
Annual Campaign	\$140,000	Software	\$3,200
Wonderball	\$60,000	Marketing/Direct Mail	\$6,425
Sponsorships	\$30,000	Wonderball	\$30,000
Other Fundraising	\$3,000	Other Events	\$7,000
TOTAL INCOME	\$233,000	TOTAL EXPENSES	\$46,625

Gather & Grow Historical Giving



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
21-22	\$3,972	\$12,737	\$18,984	\$48,993	\$82,508	\$105,852	\$111,099	\$117,987	\$122,087	\$127,478	\$138,310	\$148,763
20-21	\$3,497	\$6,049	\$8,518	\$15,661	\$23,336	\$60,058	\$64,132	\$72,392	\$96,529	\$103,397	\$114,624	\$125,994
19-20	\$2,342	\$6,813	\$10,931	\$30,990	\$40,775	\$76,395	\$80,622	\$85,232	\$97,499	\$105,631	\$115,064	\$119,131
18-19	\$2,939	\$5,617	\$7,993	\$26,722	\$60,152	\$80,821	\$85,077	\$93,796	\$100,549	\$116,163	\$127,883	\$140,541
17-18	\$3,689	\$7,325	\$10,176	\$33,761	\$62,636	\$83,414	\$86,629	\$90,320	\$92,619	\$98,132	\$127,806	\$133,544

Fund Development Committee Monthly Financial Report - July 2022

**Financials from Bloomerang may not match QuickBooks due to processing delay*

***30% of sponsorship income is allocated to the PTCA*

	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Cumulative
INDIVIDUAL GIVING													
22-23 Goals	\$10,000.00	\$7,000.00	\$5,000.00	\$7,000.00	\$45,000.00	\$30,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$10,000.00	\$140,000.00
22-23 Actuals*	\$10,867.28												\$10,867.28
Variance	\$867.28	\$7,000.00	\$5,000.00	\$7,000.00	\$45,000.00	\$30,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$4,000.00	\$10,000.00	\$10,000.00	\$129,132.72
SPONSORSHIP**													\$0.00
TOTAL REVENUE	\$10,867.28	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$10,867.28

<i>Recurring</i>													
<i>Donations/Pledges</i>	\$1,604.20	\$2,356.96	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$1,845.41	\$2,099.09	\$3,845.41	\$24,668.94

HISTORICAL GIVING													
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19-20	\$2,342.15	\$4,471.12	\$4,117.36	\$20,059.86	\$9,784.23	\$35,619.88	\$4,227.01	\$4,610.71	\$12,266.42	\$8,131.94	\$9,433.23	\$4,066.79	\$119,130.70
18-19	\$2,939.00	\$2,677.80	\$2,375.98	\$18,728.84	\$33,429.90	\$20,669.81	\$4,255.27	\$8,719.02	\$6,753.07	\$15,614.18	\$11,720.37	\$12,658.17	\$140,541.41
17-18	\$3,689.36	\$3,635.65	\$2,850.50	\$23,585.50	\$28,874.49	\$20,778.70	\$3,214.50	\$3,691.50	\$2,298.50	\$5,513.14	\$29,673.67	\$5,738.56	\$133,544.07

GIVING BY DONOR TYPE (HOUSEHOLDS)			
	<u># of donors</u>	<u>Total amount</u>	<u>Participation Rate</u>
Parent/Guardian	136	\$10,867.28	31%
Grandparent/Special Friend	0	\$0.00	0%
Board Member	5	\$225.05	42%
Faculty/Staff	8	\$653.93	7%
Alumni Parent	0	\$0.00	0%

FY23 FUND DEVELOPMENT BUDGET			
Annual Campaign	\$140,000	Software	\$3,200
Wonderball	\$60,000	Marketing/Direct Mail	\$6,425
Sponsorships	\$30,000	Wonderball	\$30,000
Other Fundraising	\$3,000	Other Events	\$7,000
TOTAL INCOME	\$233,000	TOTAL EXPENSES	\$46,625

Q1 & Q2 Fund Development Plans

July 2022						
S	M	T	W	Th	F	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

20-29 Faculty/Staff Planning

July

- Distribute welcome letter from ED, calendar magnet, and ANCS sticker or magnet to all families
- Update forms and GG language for new school year on website

August 2022						
S	M	T	W	Th	F	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

1 Faculty/Staff Planning

2 First Day of School

August

- Send gift to \$1K+ donors
- Finalize packet & solicit sponsorships
- Plan donor reception
- Recruit Wonderball chairs

September 2022						
S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

5 Labor Day

September

- Donor reception: \$1,000+ GG donors, sponsors (include last few years), and Wonderball chairs
- PTCA Kickball Tournament: Sept 25th

Q1 & Q2 Fund Development Plans

October 2022						
S	M	T	W	Th	F	S
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	31					

10 Indigenous Peoples' Day - Faculty/Staff Planning
11-14 Fall Break

November 2022						
S	M	T	W	Th	F	S
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

21-25 Thanksgiving Break

December 2022						
S	M	T	W	Th	F	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

16 Last Day of 1st Semester (Early Dismissal)
19-30 Winter Break

October

- Design GPSF mailer

November

- Grandparents & Special Friends Day: Nov 4
- Send GPSF mailer following the event
- Giving Tuesday: Nov 29th

December

- Direct email and social media push to encourage year-end giving

Wonderball Roles & Responsibilities

FUND DEVELOPMENT COMMITTEE

- Recruit Wonderball chairs
- Set overall financial goals for Wonderball including major donations & sponsorships
- Identify date to hold Wonderball (tentatively set for April 22, 2023)
- Review and approve major decisions: date, venue, theme (includes review and approval of logo and branding elements)

22-23 Sponsorship Levels & Benefits



22-23 SPONSORSHIP LEVELS & BENEFITS

		Platinum \$5,000	Diamond \$3,000	Gold \$1,000	Silver \$500	Bronze \$250
General School Exposure	Logo in Community Newsletter (1K+ on distribution list)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo in ANCS Yearbook	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on ANCS T-Shirt	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on ANCS website (2022-2023 school year)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Acknowledgment in ANCS weekly Courier Newsletter	2 times	1 time	1 time		
	Promotion on ANCS social media	2 times	1 time	1 time		
Logo displayed on ANCS campus	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier	
Wonderball	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on event website	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Event tickets	10	8	6	4	2
	Live acknowledgement during event	✓	✓			
Kickball Journey	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Optional onsite activation at event	✓				
Run with the Wolves 5K & 1 Mile	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Race entries (with t-shirt)	6	4	2	1	1
	Product inclusion in race bags	✓	✓	✓	✓	✓
	Logo on event t-shirt	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Optional onsite activation at event	✓				
Bingo/ Game Night	Logo on electronic recognition (email and/or social media)	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Logo on signage during event	1st Tier	2nd Tier	3rd Tier	4th Tier	5th Tier
	Live acknowledgement during event	✓	✓			