DRAFT

Environmental Charter Schools

Minutes

ECS Development Committee Meeting

Date and Time
Friday November 17, 2017 at 8:00 AM

Location
Via zoom https://zoom.us/j/960998972

Development Committee Members
Julie Vo, Co-Chair
Denise Berger, Co-Chair
Alison Diaz
Cathy Creasia
Lindsey Jurca
Lucy Tseng

Guests
Alli Takido
Justin Thongsavanh
Sona Geiger

Development Committee Charter

- Partners with staff to develop sustainable, long-term financial resources to support the organization's mission and strategic plan
- Reviews and proposes plans for fundraising, including capital campaigns, grant proposals, individual giving, program giving, special events, and campaigns,
- Sets and reviews Board 'give / get' expectation

- Participates in planning, organizing, hosting and/or sponsoring fundraising activities
- Note: Committee is NOT responsible for raising money, but helps to ensure that funds are raised. Encourages all board members to participate in the process

Committee Goals 2017-2018

- Monitor and report progress on board of directors' individual commitment forms.
- Monitor the success and support the execution of the fundraising plan
- Review upcoming events, foundation proposals (for reference) and prospective funders/donors and make introductions as appropriate.
- Ensures the board is equipped with the necessary tools and knowledge to support a culture of fundraising
- Prospect individuals, strategies and resources to support fundraising and development goals

THE ORDER OF BUSINESS MAY BE CHANGED WITHOUT NOTICE

Notice is hereby given that the order of consideration of matters on this agenda may be changed without prior notice.

REASONABLE LIMITATIONS MAY BE PLACED ON PUBLIC TESTIMONY

The Governing Board's presiding officer reserves the right to impose reasonable time limits on public testimony to ensure that the agenda is completed.

SPECIAL PRESENTATIONS MAY BE MADE

Notice is hereby given that consistent with the requirements of the Bagley-Keene Open Meeting Act, special presentations not mentioned in the agenda may be made at this meeting. However, any such presentation will be for information only.

REASONABLE ACCOMMODATION WILL BE PROVIDED FOR ANY INDIVIDUAL WITH A DISABILITY

Pursuant to the Rehabilitation Act of 1973 and the Americans with Disabilities Act of 1990, any individual with a disability who requires reasonable accommodation to attend or participate in this meeting of the Governing Board may request assistance by contacting ECS at 812 West 165th Place, Gardena, CA 90247; telephone (310) 214-3400; fax (310) 214-3410.

FOR MORE INFORMATION

For more information concerning this agenda or for materials relating to this meeting, please contact ECS at 812 West 165th Place, Gardena, CA 90247; telephone (310) 214-3400; fax (310) 214-3410.

Committee Members Present

Alison Diaz (remote), Cathy Creasia (remote), Dr. Denise Berger (remote), Julie Vo (remote), Lucy Tseng (remote)

Committee Members Absent

Lindsey Jurca

Committee Members who arrived after the meeting opened
Alison Diaz, Cathy Creasia

Guests Present
Justin Thongsavanh (remote), Ken Deemer (remote)

I. Opening Items

A. Record Attendance and Guests

B. Call the Meeting to Order

Julie Vo called a meeting of the Development Committee of Environmental Charter Schools to order on Friday Nov 17, 2017 at 8:04 AM.

II. Review and Approval of Agenda

A. Motion to Approve the Agenda

Alison Diaz made a motion to Approve.
Julie Vo seconded the motion.
The committee **VOTED** unanimously to approve the motion.

Roll Call

Alison Diaz	Aye
Lindsey Jurca	Absent
Lucy Tseng	Aye
Julie Vo	Aye
Cathy Creasia	Aye
Dr. Denise Berger	Aye

B. Approve Previous Development Committee Meeting Minutes

Julie Vo made a motion to approve minutes from the ECS Development Committee Meeting on 10-13-17 ECS Development Committee Meeting on 10-13-17.
Dr. Denise Berger seconded the motion.
The committee **VOTED** unanimously to approve the motion.

Roll Call

Alison Diaz	Aye
Dr. Denise Berger	Aye
Lindsey Jurca	Absent
Julie Vo	Aye
Lucy Tseng	Aye
Cathy Creasia	Aye

III. Discussion Items / Updates

A. Fundraising Progress to Date

As of earlier this week, we are at $311k of our goal of 1.1 million.

We've met $94,773 of $352,800 for General Fund
We've met $121, 411 of $300,000 for Possibilities Fund
We've met $66,000 of $478,000 for Capital ($478K is a 2-year goal)

Please reference the 2017-2018 Development Dashboard for specific break-down and further detail.

Alison: What's different about this year is that this fundraising goal is now reflected in our budget. There is a gap between the amount that we said we are going to raise and what we actually raise. We need to start thinking about how to fundraise for the year ahead.

Julie: Ex, the some of the grants we got last year but are to be used for this FY, even though they hit the books last FY.

Questions?
Ken: What is your first objective feelings about where we are?
JV: largest gap right now is our capital. Still hopeful because of Prop K should be completed in early 20118. Closing out that project enables us to submit Final Reports to Ahmanson Fdn and re-apply for capital support. We've needed to finish the previously funded project before applying for future projects.

We will also be launching our Connect the Dots Campaign which will support the capital goal. The campaign supports the creation of a donor wall at ECMSI. Similar to the vine campaign that we did at ECMSG.
Alison Diaz arrived.
Cathy Creasia arrived.

B. Recent Events Update

Thank you to Committee Members who attended either Career Day or Harvest Festival/Ribbon Cutting! How was your experience at either event?

Cathy: Harvest Festival was really fun. Took the kids with me. A great chance to see the Inglewood campus.
Denise: Harvest Festival was really well done and bigger than I expected it to be. The students I brought loved it and wanted to connect with the school more. It was great to see the campus.

Lucy: Career Day - It was great. Was in a Take Action Session relating to health and society. Kept it real, spoke with the seniors about the different perspectives they can pursue. Two seniors have reached out for civic action support.
Julie: I'm working with Jane, ECHS AP, to work on a civic action mentor description.

We will also be sending out a Connect the Dots appeal and Harvest Fest TY within the next week.

Action for all Committee members - Please identify pick 5 people on the speaker's list HERE (see CD Speaker Follow-up tab) and send them a personal thank you email for being a part of our Career Day. Ask them if they could stay connected and take action with ECS with one of the following. Note: Please choose five who are not yet highlighted in pink on the spreadsheet.
1) Take a student-led tour
2) Sponsor a student and/or ECS program ($300/year supports 1 student)
3) Volunteer as a mock interviewer in Spring 2018
4) Become a Civic Action Mentor
5) Attend an ECS Best Practice Worshop (Green Ambassadors Institute)
6) Host a Lunch & Learn

Discussion
Denise: Ken, did you receive any feedback from MB Rotary on their involvement at Career Day?
Ken: Alison spoke to our club following Career Day as well. People were super impressed. Received great feedback from Rotary and Devon from Hammitt. Trying to get the club to be more engaged with ECS, as a starting point they have approved a $1000 donation to support the MESA program at the High School. Hoping to get another $1000 to be used as a scholarship. Bruce Greenspon is about to become a member as well.

THANKS to Ken for stewarding the relationship with MB Rotary. If there is any way we can continue to engage with them let us know. Ken wants to bring more of them on a tour. We can also create a special tour for Rotary or host a breakfast mtg at ECHS followed by a student-led tour.

Re: Bruce Greenspon Scholarship
THANKS to Ken for making the appeal from Board members, since then we have had some donations from Board members.
Denise - Zena saved me from a jam that we got into Max's college essay. Worked out a plan, Zena will donate money paid from Denise to go towards the Bruce scholarship.

ECHS Alumni Jose Garcia (class of 2013), interested in being a Board Member. It would be cool if Ken or Denise can reach out to him. Alison will write him an email to invite Jose to the meeting.

Action Items: go through this list and choose 5 people to reach out to, initial next to them. JV will send speaking points.

IV. 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 8:30 AM.

Respectfully Submitted,
Julie Vo
Julie Vo made a motion to adjourn the meeting.
Alison Diaz seconded the motion.
The committee **VOTED** unanimously to approve the motion.

Roll Call	
Lucy Tseng	Aye
Julie Vo	Aye
Alison Diaz	Aye
Dr. Denise Berger	Aye
Lindsey Jurca	Absent
Cathy Creasia	Aye