



# The GLOBE Academy

## Development Committee Meeting

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### **Date and Time**

Tuesday February 18, 2020 at 7:30 PM EST

### **Location**

Conference Call

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Notice of this meeting was made in accordance with the applicable statutes. Call-in information is listed below:

### **Remote Access Information:**

(Zoom Meeting) Computer:

Login: <https://zoom.us/j/443983647?pwd=VkhaT3lFYW5LZmFYdTIEbmg3d3FjUT09>

Meeting ID: 443 983 6470

Password: 806812

Phone: (929) 205-6099

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### **Agenda**

	Purpose	Presenter	Time
<b>I. Opening Items</b>			<b>7:30 PM</b>
Opening Items			
<b>A.</b> Complete Agenda			
<b>B.</b> Record Attendance and Guests			
<b>C.</b> Call the Meeting to Order			
<b>II. Next Steps from Previous Meeting</b>			
<b>III. Fundraising Policy</b>			
<b>IV. Database Management</b>			

	Purpose	Presenter	Time
<b>V. Donor Relations</b>			
<b>VI. Donor Relations</b>			
<b>VII. GLOBE Website</b>			
<b>VIII. Donor Videos</b>			
<b>IX. Old &amp; New Business</b>			
<b>X. Closing Items</b>			
A. Adjourn Meeting	Vote		

# Coversheet

## Complete Agenda

**Section:** I. Opening Items  
**Item:** A. Complete Agenda  
**Purpose:** FYI  
**Submitted by:**  
**Related Material:** GLOBE Development Committee Meeting Agenda 2.18.20.pdf

**The GLOBE Academy  
Development Committee Meeting Agenda  
Tuesday, February 18, 2020 at 7:30 pm**

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**1. Next Steps from Last Meeting**

- a. Donor relations best practices (for schools specifically)
- b. Alternative wall donor recognition options (like monitor)
- c. Data management systems (school fundraising only)
- d. Grant prospects for general operating/computers
- e. Other schools' giving pages for best practices

**2. Fundraising Policy (see attached)**

- a. Need to make revisions for board approval
- b. Please send suggestions by Friday, 2/21

**3. Database Management**

- a. Creating centralized list that includes Annual Fund, GLOBE Trot and GLOBE Rocks
- b. Excel with past Auction/PTCC donors?
- c. Annual Fund Donor Data
  - i. Major Donors: 10 (6 families; 4 organizations)
  - ii. \$3K+ Total Donors: 19 (17 families/2 organizations)
  - iii. \$1K+ Total Donors: 111 (100 families/11 organizations)
  - iv. \$1K+ in a Single Gift Donors: 81 (68 families/13 organizations)
  - v. 5-Year Sustainer Donors: 17 families
  - vi. 4-Year Advocate Donors: 24 families
  - vii. 3-Year Supporter Donors: 67 (61 families & 6 organizations)
- d. Single Donor Database – need help researching/demos

**4. Donor Relations**

- a. Legacy Wall Issues – need help researching alternatives
- b. Donor levels for 2020-2021 school year
- c. Personalized thank yous to 2019-2020 donors

**5. GLOBE Website – Update “Support” Pages**

**6. Donor Videos - Filmed on Feb 10; 8-10 weeks for postproduction**

**7. Next Development Committee Meeting via Zoom: Tuesday, March 17, 2020 @ 7:30 pm**