Hill View Montessori

Development Committee Monthly Meeting

Published on August 6, 2026 at 8:23 AM EDT

Date and Time

Tuesday August 11, 2026 at 6:30 PM EDT

Agenda

		Purpose	Presenter	Time
I.	**Opening Items**			**6:30 PM**
A.	Record Attendance		Jeff Landry	1 m
B.	Call the Meeting to Order		Jeff Landry	1 m
C.	Approve Minutes	Approve Minutes	Jeff Landry	1 m
	Approve minutes for Development Committee Monthly Meeting on July 14, 2026			
II.	**Development**			**6:33 PM**
A.	Fundraising Travel Presentation	FYI	Jenny Greene	20 m
B.	Upcoming Development Opportunities	FYI	Jeff Landry	5 m
	America's 250th wrap-up party - 8/17 (Jeff & Hannah) Popsicle Party - 9/1 at 4:30pm, HVM (All encouraged to attend)			

		Purpose	Presenter	Time
	Wildflower Block Party 9/19 - 3-6pm, Harbor Place (Jeff, Hannah, all others encouraged to attend) Haverhill Chamber of Commerce - 9/22 at 8am, HVM (All encouraged to attend) Haverhill Art Walk 9/26 (Jeff, need volunteers)			
C.	Development Strategy Next Steps	Discuss	Jeff Landry	30 m
	Slide Deck Annual Fund Merchandise DonorPerfect			

III. Closing Items — 7:28 PM

		Purpose	Presenter	Time
A.	Agenda for Next Meeting		Jeff Landry	5 m
B.	Adjourn Meeting	Vote		

Coversheet

Approve Minutes

Section: I. Opening Items
Item: C. Approve Minutes
Purpose: Approve Minutes
Submitted by:
Related Material: Minutes for Development Committee Monthly Meeting on July 14, 2026

Hill View Montessori

Minutes

Development Committee Monthly Meeting

Date and Time
Tuesday July 14, 2026 at 6:30 PM

Committee Members Present
A. Fergus (remote), H. Herklotz (remote), J. Landry (remote), S. Stecher (remote), T. Polanco (remote)

Committee Members Absent
H. Pearson, J. Gibbons, J. Greene, J. Hood, M. Borden

I. Opening Items

A. Record Attendance

B. Call the Meeting to Order

J. Landry called a meeting of the Development Committee of Hill View Montessori to order on Tuesday Jul 14, 2026 at 6:31 PM.

C. Approve Minutes

II. Development

A. Annual Fund Discussion

Hannah begins presenting that the basis for getting DEV work done is that we need to know who is in our community. We are starting to have a base of individuals who will contribute. The next natural step is to start an annual fund that doesn't focus on money but more on the cadence of giving.

For year one, Hannah wants to limit Annual Fund to a push to Giving Tuesday, so that we can give RnR Bingo its space. It will be a good learning experience.

Andy questioned if we would be drowned out by other organizations that are asking for money on Giving Tuesday. Hannah said we're starting work beforehand and the campaign would end on Giving Tuesday.

Hannah said Giving Tuesday would be the finish line.

Scott agrees that participation is more important that money at this point. He asked it the people we've loaded into DonorPerfect are mostly family, and Jeff pointed out it was a mix of immediate and extended families.

Andy asked if there was a history of larger donors that were not directly connected to the school. There is not, as Hannah has been told by Tai.

Scott asked when we would start prospecting those companies/individuals, and asked if it would be concurrent with annual fund push. The consensus was yes, but focus would be on building the base.

Hannah referenced the strategic plan and how we have a benchmark to build so many relationships over the next 3 years.

Andy asked if we wanted to ID the top 30 individuals in Haverhill, could Donor Perfect could do that. Hannah answered that Donor Perfect can search for locals who have contributed charitable donations. He asked if you could use town data to estimate wealth.

Hannah shared screen to show the Phase 1 calendar and asked how everyone felt about the deliverables. Hannah stressed that Board must participate in terms of donating.

Andy asked if 1000 people contributing was reasonable. Hannah thought that was ambitious and the group settled on 500 individual donations.

Andy asked if rolling this out in September was too early. Hannah clarified that it would be soft launched in Sept, and would have a hard roll-out in Oct.

Jeff raised concerns about the annual fund being another ask, and that messaging is important to get buy-in.

Scott brought up the template for the Deck. He asked if the intention was to use this to approach outsiders, and Hannah confirmed. Scott mentioned that having real stats that made HVM look good is important. Jeff referenced honor roll %, and Hannah referenced reading.

Scott and Andy will comment on deck, and Jeff and Hannah will take the notes and work on deck.

B. Community of Service Award/Event

Jeff will send around information on this. Need to firm up name of award.

C. Donor Perfect Review

Hannah is currently going through Donor Perfect Training. Will share that knowledge once she is ready.

Need to check with Foundation to see if they completed Payment set-up.

III. Closing Items

A. Agenda for Next Meeting

Keep next meeting, 8/11 at 6:30

B. Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 7:33 PM.

Respectfully Submitted,
J. Landry