APPROVED

BOSTON PREP

Boston Preparatory Charter Public School

Minutes

SY26 Development Committee Meeting #5

Date and Time
Wednesday May 27, 2026 at 8:00 AM

Location
https://bostonprep-org.zoom.us/j/7171526696

The public is welcome to attend any meeting of Boston Prep's Board of Trustees or its subcommittees. If communication assistance or any other accommodations are needed to ensure equal participation, please contact Lily Jewell at ljewell@bostonprep.org at least two (2) business days prior to the meeting. Any changes in the agenda will be posted on Boston Prep's website and will be electronically filed with the secretary of state at least forty-eight (48) hours in advance of the meeting.

Boston Prep does not discriminate on the basis of race or color, religion, sex, sexual orientation, gender identity or expression, disability, age, country of ancestral origin, or veteran status in administration of its admissions or educational policies, curricular programs, other school-administered programs, or in its hiring and employment practices in accordance with applicable Federal and Massachusetts laws and regulations

Committee Members Present
C. Newton (remote), K. Borchert (remote), K. Dumornay (remote), T. Huff (remote), V. Centeio (remote)

Committee Members Absent
None

Guests Present
B. Clark (remote), J. Grandin (remote), L. Jewell

I. Opening Items

A. Record Attendance

B. Call the Meeting to Order

C. Newton called a meeting of the Development Committee of Boston Preparatory Charter Public School to order on Wednesday May 27, 2026 at 8:03 AM.

C. Public Comment

Opened for public comment

D. Approve Minutes

T. Huff made a motion to approve the minutes from SY26 Development Committee Meeting #4 on 03-04-26.
K. Borchert seconded the motion.
The committee **VOTED** to approve the motion.

Roll Call	
T. Huff	Aye
K. Borchert	Aye
V. Centeio	Aye
C. Newton	Aye
K. Dumornay	Aye

E. Mission Moment

Reviewed the mission moments from BP this month: Art show and Track, our girls won the championship

II. Development

A. SY26 Progress to Date

Reviewed the fundraising progress to date in terms of Toast, individuals, and foundations goals.

B. SY26 High Level Forecast & LBYUNTS

Discussed that there is a still a 22k projected fundraising gap. Recruited the committees help to secure new gifts and remaining lybunts.

C. Trustee Engagement Update

Updated the committee that 94% of trustees have donated. We feel confident we will secure 100 percent.

III. Toast

A. Committee Feedback

- Debriefed the toast- highest yield event, and highest number of attendees in recent years. Our plan is to return to Museum of Science next year. Feedback was positive, committee liked the engagement pieces. Feedback to have more lights on the podium area. More tables couldve been helpful. The two student presentation areas couldve been more foot practice. At check in tell more about what the showcases. A couple of students for when they walk in to help with check in. Announce the bar closing
- Cultivating more before, share with people who is coming, and more about trustee engagement- specific asks, bring at least 1 person along
- Reviewed the progress against the charter-- progress against goals and the outcomes

IV. SY26 Development Committee Charter

A. Committee Discusses Charter

The committee reviewed progress against the goals set in the committee charter. Goals and outcomes below:

New Prospect Goal: Add at least 25 new high-capacity individual or corporate prospects to the pipeline, with a minimum of 10 qualifying moves (meeting, ask, or cultivation step) by end of Q2

- **Outcome: There are 24 new high-capacity prospects in our pipeline now, 11 of whom gave a gift of $1,000 or more in FY26. We remain confident that we will close on many of the others in FY27, and we also believe that new additions to our Committees/Boards will yield additional high-capacity prospects. We have not seen the high-level ($10,000-$25,000) transformational gifts from this group yet.**
- **Retention & Promotion Goal:** Achieve 80%+ retention of FY25 donors giving $1,000+ and upgrade 20% of them to a higher giving tier.
    - **Outcome: Currently at 65% retention $1,000+; projecting 82% retention for $5,000+; currently working on $1,000-$4,999 level - at 60%. Gift increases from 12% of the entire $1,000+ group.**
- **Board Engagement:** 100% of Development Committee and Board members complete at least one of the following: Personal ask to a donor, host or co-host an event, OR sponsor/co-sponsor a stretch gift
    - **Outcome: Currently 88% of trustees have made a personally meaningful gift, we feel confident we will have 100% by June 30th. 43% of trustees have referred a gift or supported solicitation efforts.**

- **Corporate Sponsors:** Secure at least 5 new corporate sponsors, with a minimum of $75,000 in new corporate revenue, and establish a tiered sponsorship structure tied to specific events (Toast, Career Networking, etc.).
    - **Outcome:** We secured 3 new sponsors (Bank of America, Barton Gilman, Cross Insurance, plus gifts from Arbella and Cambridge Savings Bank) and upgraded KPMG to from 10k up to 25k. Increasing sponsorships $22,500. But we lost two SY25 sponsorships (Triple Tree and JP Morgan). Emphasizing the importance of strengthening new sponsorship relationships who are mission aligned. We also solidified two new Corporate gifts at the 1k level, and hope to deepen these relationships.

- **Foundation Sponsors**: Submit 15 strategic foundation proposals, including 3 new funders, and secure at least 2 multi-year grants that align with school priority initiatives.

Outcome: Submitted or did personal outreach to 15 foundations. We received foundation support from 9 foundations, and are waiting to hear back in late May/Early June from 2 more.

V. SY27 Development Planning

A. SY27 Projections

Discussed that school is planning across several fronts:. We are Currently forecasting for individuals, Toast, foundations (see attached pdf),We are projecting $551k for individuals, $372k for foundations, and $477k for Toast. Total projection is $1,400,000. Multi-year commitments include $415,000

Committee discussed the goal recommendation to recommend to the board. FY27 Goal Recommendation. The Budget calls for $1.4M , and we are Currently projecting $1.4M . The School team recommended 1.5.

B. Strategies

School team shared strategies to meet 1.5 goal and surpass the currently projected 1.4 mil.

C. Proposed Meeting Dates

D. Vote on Proposed Fundraising Goal

C. Newton made a motion to Recommend 1.5 million fundraising goal to the board.
T. Huff seconded the motion.
The committee **VOTED** unanimously to approve the motion.

Roll Call

K. Borchert	Aye
K. Dumornay	Aye
C. Newton	Aye
V. Centeio	Aye
T. Huff	Aye

VI. Closing Items

A. Upcoming Important Dates

Discussed end of year events.

B. Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 8:48 AM.

Respectfully Submitted,
C. Newton