



KIPP Academy Massachusetts

Minutes

KIPP MA Development Committee Meeting

Date and Time

Friday January 10, 2025 at 9:00 AM

Location

<https://kippma-org.zoom.us/j/89754313953>

Committee Members Present

D. Alexis (remote), D. Boudreau (remote), M. Gaburo (remote), R. Barnes (remote)

Committee Members Absent

None

Guests Present

J. Fetbroth (remote), John Kalafats (remote), Kyle Rosencrans (remote), P. Maleh (remote), S. Pierre-Louis (remote), S. Pizzimenti (remote), Z. Trotsky (remote)

I. Opening Items**A. Record Attendance****B. Call the Meeting to Order**

M. Gaburo called a meeting of the Development Committee of KIPP Academy Massachusetts to order on Friday Jan 10, 2025 at 9:03 AM.

C. Approve Minutes from 8/6 and 9/12

M. Gaburo made a motion to approve the minutes from 8/6 and 9/12.

R. Barnes seconded the motion.

The committee **VOTED** to approve the motion.

Roll Call

R. Barnes Aye

D. Boudreau Aye

D. Alexis Aye

M. Gaburo Aye

II. Development Updates

A. Update on Growth

A member of the KIPP MA Team provided an update on growth. We recently submitted an amendment to our application with additional options for enrollment. It was noted that different seat totals could impact eligibility for federal funding.

A member of the KIPP Foundation clarified eligibility for CSP funding- assuming we get funding, we should assume 0 CSP funding regardless of source if we are awarded less than 50% of our current population.

It was noted that if we were to be awarded a different number of seats than the original total, it would move up our enrollment over two years versus over seven. It would also allow us to do it faster and in a more financially viable way, to grow and maintain programming quality we have, to focus on staffing and ramping up academics, not necessarily raising money for a new building.

A member of the Committee asked if enrollment would happen over all grades, and it was explained that it could happen across K, 2, 4, 6, 8, 9 and 10 instead of just K and 6 depending on the number of seats we're granted.

It was asked if we could be offered a different number of seats than requested and the KIPP MA Team explained that it believed so.

A member of the Committee asked what percentage of the LPS population is represented by the seats we applied for, and how many students we would grow by if we received different numbers of seats.

Our second proposal assumes no grant funding, but the Board is aligned on wanting to set an ambitious fundraising goal regardless.

--

Jesse Fetbroth

B.

Update on CDO Search

The Executive Director gave an update on CDO search. She recently met with a strong candidate with solid experience, and was introduced to another candidate.

The KIPP MA Team is ultimately waiting to see if we are granted any seats to see what we do next, and then would like input from the Committee on the path forward for the Development Team.

C. State of 2024 Funding

A member of the KIPP MA Team gave an update on our current progress to goal for fundraising. It was explained that we intend to meet our targets.

III. Planning

A. Growth Campaign Planning

A member of the Committee noted that the Committee should focus on how much we can fundraise for growth.

A member of the Committee asked about the feasibility of faster enrollment. A member of the KIPP MA Team explained that it's realistic from our waitlist, but organizationally would still be significant.

It was asked how many more staff we would have to allocate based on the levels of enrollment. A member of the KIPP MA Team said if we were awarded all seats, we would need to hire a total of 430 staff members from 250, whereas lower amounts could involve a smaller increase from 250 to 290.

A member of the Committee noted the impact growth will have on academics-- generally we get kids in kindergarten in Lynn and they stay with us, and if we are awarded seats we would be getting new students consistently, which would be an adjustment.

The Committee needs to discuss how we get people to invest in growth. Could we raise enough to cover the entire cost of renovating the Wheeler Annex? Why not? What do we raise? What's the story?

A member of the KIPP Team explained that QPD was helping provide these estimates-- to redo everything including facade, we're talking \$15 million total, and this number doesn't include a gym. We don't currently have our own gym, we have the YMCA next door. This had been discussed with a previous architect- we'd love to include a gym in the project, and that's an additional 3 or 4 million, so conservatively we're talking about \$20 million.

If we have gym as part of the project, we'll have kid buy-in, which can help with investing donors.

A member of the Committee noted that this is part of the difference between an MD of Development and a Chief-- the ability to really bring in new money, differentiation in skill set, etc. As we continue to look into growing, we need to think about who we're hiring.

Most of fundraising currently goes to KIPP forward and family engagement - this is why we're able to maintain it.

When we think about growing our campaign, there are so many other things we need to do- everything we're talking about is the ask.

A member of the Committee noted Growth is a catalyst we shouldn't let go to waste-- it's something we can invest others in.

B. Board Giving

A member of the Committee noted we need to do a campaign within our own board. We currently have 3 board members have given. It says something for all board members to give.

A member of the KIPP Foundation spoke to the success of other KIPP regions in leveraging their Board and donor events.

A full-time Development staff member could help plan an exciting event.

A member of the Board asked if there was any connection between tenure and giving, and noted it was worth looking into.

One suggestion for board engagement is having students make the ask- did that ever happen? Could it? It was noted it can be hard to connect with kids unless you're in the schools.

A member of the Board discussed the Board of families and alumni in investing the Board.

A member of the Board noted he hasn't given yet, but not because of interest, he just needs a reminder.

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 9:53 AM.

Respectfully Submitted,
M. Gaburo

Documents used during the meeting

None

Materials reviewed during this meeting:

- 1.10.25 Development Deck