

APPROVED



KIPP Academy Massachusetts

Minutes

KIPP MA Development Committee Meeting

Date and Time

Monday January 26, 2026 at 10:45 AM

Location

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

Committee Members Present

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

Committee Members Absent

D. Alexis

Guests Present

J. Fetbroth (remote), Michael Giuliano (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 Monday Jan 26, 2026 at 10:49 AM.

C. Approve Minutes

M. Gaburo made a motion to approve the minutes from KIPP MA Development Committee Meeting on 09-05-25.

R. Barnes seconded the motion.

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

II. 25-26 Fundraising Forecast

A. 25-26 Fundraising Forecast

The committee reviewed the 25-26 fundraising forecast. A member of the KIPP MA Team shared that KIPP MA decided to revise its fundraising goal to be more conservative. Even with the revision, we are expected to be OK from a budget perspective given health insurance costs continue to be down and we are still on a path to meet debt covenants for the rest of the year.

The committee reviewed 24-25 donations to make conservative estimates for the rest of the year.

III. Development at KIPP MA: Current State

A. 12/19 Meeting Recap

The committee reviewed fundraising strategy. They reviewed asks not currently reflected in the forecast and the strategy behind those asks, including small dinners hosted by Board members.

The committee reviewed donor pitches, including Match vs. Persistence work with KIPP Forward and facilities funding.

The committee discussed the new to bring new donors to our pipeline.

The committee discussed a minimum ask of Board members moving forward. A member of the committee recommended we either say \$5,000 a year or give/get \$5,000 a year. The Chair of the committee recommended starting with \$5,000 a reassessing in coming years. We need to look to the Board to be a meaningful source of revenue for KIPP. A member of the KIPP MA team will revise the onboarding materials for Board members and add the recommendation to the agenda for the February Board meeting.

The committee then discussed the current state of Development at KIPP MA. We are no longer working with a consultant and plan to hire for a Managing Director of Development by the end of the year. The committee discussed what we would be looking for in this role and what the scope of work would include. This should be linked to a 5 year plan for the organization. Are we hoping to sustain our development work, or expand it? We should have a multi-year plan to expand resources based on what we're expecting.

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 11:32 AM.

Respectfully Submitted,
M. Gaburo

Documents used during the meeting

None

Documents reviewed during the meeting:

- Devo Committee meeting PPT