



Navigator Schools

Development Committee Meeting

Date and Time

Thursday December 4, 2025 at 4:00 PM PST

Location

Development Committee Meeting

Thursday, November 13 · 4:00 – 5:00pm

Time zone: America/Los_Angeles

Google Meet joining info

Video call link: <https://meet.google.com/aen-ihom-bez>

Or dial: (US) +1 929-256-1024 PIN: 915 011 377#

More phone numbers: <https://tel.meet/aen-ihom-bez?pin=2862248955087>

This meeting will be held in compliance with modified Brown Act requirements as outlined in Executive Order [N-25-20](#).

Individuals in need of a disability-related accommodation, modification, or auxiliary aid/service, should direct requests [via e-mail](#) to Ami Ortiz, Director of Compliance & Operations.

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Agenda

	Purpose	Presenter	Time
I. Opening Items			4:00 PM
A. Call the Meeting to Order		Chuck Daggs	1 m
Chuck Daggs, Committee Chair, will call the meeting to order.			
B. Record Attendance & Guests	Vote	Chuck Daggs	1 m
The Committee Chair will identify guests and hold a roll-call vote to take attendance.			
C. Approve Minutes from Prior Meeting	Approve Minutes	Chuck Daggs	1 m
Committee members will participate in a roll-call vote on the approval of prior minutes.			
Approve minutes for Development Committee Meeting on September 18, 2025			
D. Public Comments		Chuck Daggs	3 m
The Committee Chair will review requests for public comments (if any).			
E. Thoughts and Updates from the Committee Chair		Chuck Daggs	5 m
The Committee Chair will offer general thoughts and updates concerning the Development Committee.			
F. Opening Comments from the Development Officer		Shun Dorsey	5 m

	Purpose	Presenter	Time
Shun Dorsey, Development Officer of Navigator Schools, will provide brief general opening comments and an overview concerning the items on the Committee agenda.			
II. Development			4:16 PM
A. Development Progress to Date	Discuss	Shun Dorsey	10 m
Shun Dorsey, Development Officer for Navigator Schools, will provide a snapshot of our fundraising progress toward our \$1.3 million goal. The update will also include highlights of grants received and submitted, the Navigator Scholars Enrichment Fund (NSEF), and Navigator Schools' digital campaign.			
B. Fundraising Targets and Key Metrics	Discuss	Shun Dorsey	10 m
Shun Dorsey, Development Officer for Navigator Schools, will provide a recap of the FY25–26 revenue targets by funding stream, along with expected high-probability pipeline contributions.			
C. CSP Grant Alignment and Support	Discuss	Shun Dorsey	10 m
Shun Dorsey, Development Officer for Navigator Schools, will provide an overview of how the Development team is supporting CSP implementation.			
D. Board Engagement and Stewardship	Discuss	Shun Dorsey	10 m
Shun Dorsey, Development Officer for Navigator Schools, will provide an update on board-led introductions, as well as a review of quarterly expectations and activation milestones.			
III. Closing Items			4:56 PM
A. Confirm Next Committee Meeting	Discuss	Chuck Daggs	3 m
The Committee will discuss and confirm the date and time of its next meeting.			
B. Adjourn Meeting	Vote	Chuck Daggs	1 m
Members will vote on the approval of meeting adjournment.			

Coversheet

Approve Minutes from Prior Meeting

Section:	I. Opening Items
Item:	C. Approve Minutes from Prior Meeting
Purpose:	Approve Minutes
Submitted by:	
Related Material:	Minutes for Development Committee Meeting on September 18, 2025

APPROVED



Navigator Schools

Minutes

Development Committee Meeting

Date and Time

Thursday September 18, 2025 at 4:00 PM

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Join Zoom Meeting

<https://navigatorschools.zoom.us/j/96250192906>

Meeting ID: 962 5019 2906

Passcode: 733356

Committee Members Present

Chuck Daggs (remote), Niña Rosete (remote)

Committee Members Absent

None

Guests Present

Kirsten Carr (remote), Shun Dorsey (remote), Tom Peraic (remote)

I. Opening Items

A. Call the Meeting to Order

Chuck Daggs called a meeting of the Development Committee of Navigator Schools to order on Thursday Sep 18, 2025 at 4:04 PM.

B. Record Attendance & Guests

C. Approve Minutes from Prior Meeting

Niña Rosete made a motion to approve the minutes from Development Committee Meeting on 04-24-25.

Chuck Daggs seconded the motion.

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

D. Public Comments

There was no public comment.

E. Thoughts and Updates from the Committee Chair

Chuck Daggs, Committee Chair, shared that he appreciates the real focus on development, that Navigator is in a better position for lift, and that there are clear objectives and buy-in across the organization.

F. Opening Comments from the Development Officer

Shun Dorsey, Development Officer, offered that during the meeting he will dive-in and share the development impact and reflect on progress.

II. Development

A. Fundraising Policy

Chuck Daggs made a motion to recommend to the Governance Committee that it recommend the policy to the Board for approval.

Niña Rosete seconded the motion.

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

B. Development Snapshot: Progress to Date

Shun Dorsey, Development Officer of Navigator Schools, provided the Committee with year-to-date highlights and progress against Navigator's fundraising goal.

C.

Strategic Fundraising Targets for Fiscal Year 2025-26

Shun Dorsey, Development Officer of Navigator Schools, highlighted Navigator Schools' segmented fundraising targets for fiscal year 2025-26.

D. Grants Calendar, Fundraising Strategies, and Pipeline Update

Shun Dorsey, Development Officer of Navigator Schools, led the Committee in a discussion concerning donor cultivation events, the digital giving strategy, and the school expansion strategy.

E. Board Engagement and Stewardship Plan

Shun Dorsey, Development Officer of Navigator Schools, led the Committee in a discussion concerning Navigator Schools' shift from "Askers" to "Advocates and Openers."

III. Closing Items

A. Confirm Next Committee Meeting

The next Committee meeting is scheduled for November 13, 2025.

B. Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 4:56 PM.

Respectfully Submitted,
Tom Peraic

Documents used during the meeting

- Navigator Schools Fundraising Policy (09.18.25).pdf
- Development Committee Strategic Planning FY25-26 (09.18.25).pptx.pdf
- Development Committee Strategic Planning FY25-26 (09.18.25).pptx.pdf

Coversheet

Development Progress to Date

Section:	II. Development
Item:	A. Development Progress to Date
Purpose:	Discuss
Submitted by:	
Related Material:	Development Committee Meeting_ DEC 2025.pptx.pdf



Advancing Development Goals: Progress, Partnerships & Pipeline

Development Committee | December 2025

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- Staff has advanced FY25–26 fundraising targets and pipeline activation
- The development team continues to support cross-functional efforts tied to the \$12M CSP grant
- Navigator has deepened donor and partner engagement
- Board engagement remains critical to FY 25–26 goals

The development team has made progress toward key milestones

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Board Engagement Driving Leads:	<ul style="list-style-type: none">● Received multiple warm introductions to foundation leaders via board members.

Staff has advanced FY25–26 fundraising targets and pipeline activation

2025-26 Budget Commitments

Metric	Amount
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Total Budgeted Fundraising commitment	\$5,275,051
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Highly Likely (CSGF)	\$5,900,000
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Funding Source	% of Likelihood	Budget
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Board engagement remains critical to FY25–26 goals

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Thank You!



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Charting a new course in education

Shun Dorsey

Development Officer

Shun.Dorsey@navigatorschools.org

Coversheet

Fundraising Targets and Key Metrics

Section:	II. Development
Item:	B. Fundraising Targets and Key Metrics
Purpose:	Discuss
Submitted by:	
Related Material:	Development Committee Meeting_ DEC 2025.pptx.pdf



Advancing Development Goals: Progress, Partnerships & Pipeline

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CSP Grant Alignment and Support

Section:	II. Development
Item:	C. CSP Grant Alignment and Support
Purpose:	Discuss
Submitted by:	
Related Material:	Development Committee Meeting_ DEC 2025.pptx.pdf



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Board Engagement and Stewardship

Section:	II. Development
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Purpose:	Discuss
Submitted by:	
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