

## **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: <a href="https://meet.google.com/aen-ihom-bez">https://meet.google.com/aen-ihom-bez</a>

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 <u>via e-mail</u> to Ami Ortiz, Director of Compliance & Operations.

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### Agenda

			Purpose	Presenter	Time
l.	Ор	ening Items			4:00 PM
	A.	Call the Meeting to Order		Chuck Daggs	1 m
		Chuck Daggs, Committee Chair, will call the meet	ing 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 ve	ote on the appro	val of prior minutes.	
		Approve minutes for Development Committee Med	eting on Septem	ber 18, 2025	
	D.	Public Comments		Chuck Daggs	3 m
		The Committee Chair will review requests for publ	ic comments (if	any).	
	E.	Thoughts and Updates from the Committee Chair		Chuck Daggs	5 m
		The Committee Chair will offer general thoughts a Development Committee.	nd updates cond	cerning the	
	F.	Opening Comments from the Development Officer		Shun Dorsey	5 m

Purpose Presenter Time

Chuck Daggs

Chuck Daggs

Discuss

Vote

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 Sour fundraising progress toward our \$1.3 million go highlights of grants received and submitted, the Nation (NSEF), and Navigator Schools' digital campaign.	oal. The update	will also include	
	В.	Fundraising Targets and Key Metrics	Discuss	Shun Dorsey	10 m
		Shun Dorsey, Development Officer for Navigator S FY25–26 revenue targets by funding stream, along pipeline contributions.	•	·	
	C.	CSP Grant Alignment and Support	Discuss	Shun Dorsey	10 m
		Shun Dorsey, Development Officer for Navigator S how the Development team is supporting CSP imp		ride an overview of	
	D.	Board Engagement and Stewardship	Discuss	Shun Dorsey	10 m
		Shun Dorsey, Development Officer for Navigator S board-led introductions, as well as a review of qua milestones.	•	·	
III.	Clo	sing Items			4:56 PM

The Committee will discuss and confirm the date and time of its next meeting.

Members will vote on the approval of meeting adjournment.

A. Confirm Next Committee Meeting

B. Adjourn Meeting

3 m

1 m

## 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



## **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



Development Committee | December 2025

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- Staff has advanced FY25–26 fundraising targets and pipeline activation
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- Navigator has deepened donor and partner engagement
- Board engagement remains critical to FY 25–26 goals

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Board Engagement Driving Leads:	Received multiple warm introductions to foundation leaders via board members.  3 11 of 39

# Staff has advanced FY25–26 fundraising targets and pipeline activation

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Total Budgeted Fundraising	
commitment	\$5,275,051
Total Committed to Date	\$4,101,573
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Remaining to Raise for Budget	\$1,173,478

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Funding Source	% of Likelihood	Budget
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- Maintained documentation tracking, grant file organization, and internal handoffs for deliverables.
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# Local Fundraising & Match Activation

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- Identified CSP-aligned funding priorities in STEM, family engagement, and student wellness for positioning in upcoming proposals.
- Held off on federal drawdown until shutdown delays clear, while preparing backend infrastructure for post-approval implementation.

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# Board engagement remains critical to FY25-26 goals

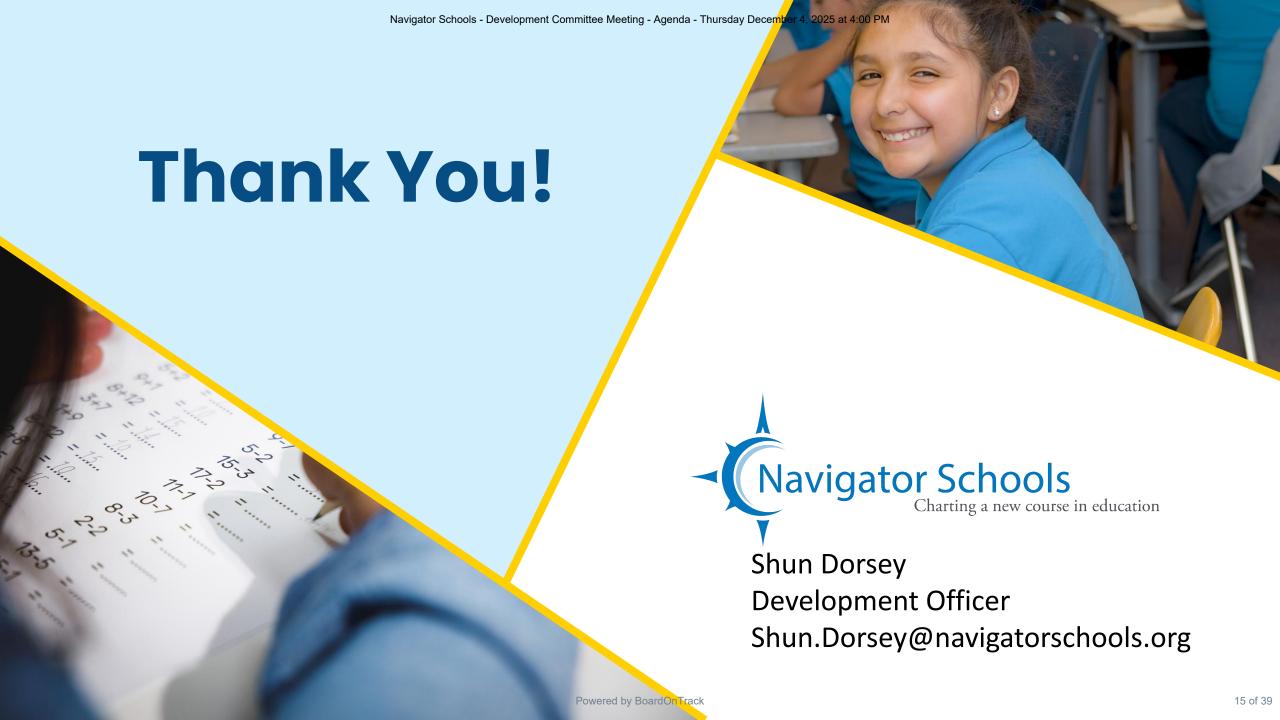
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## Coversheet

## 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



Development Committee | December 2025

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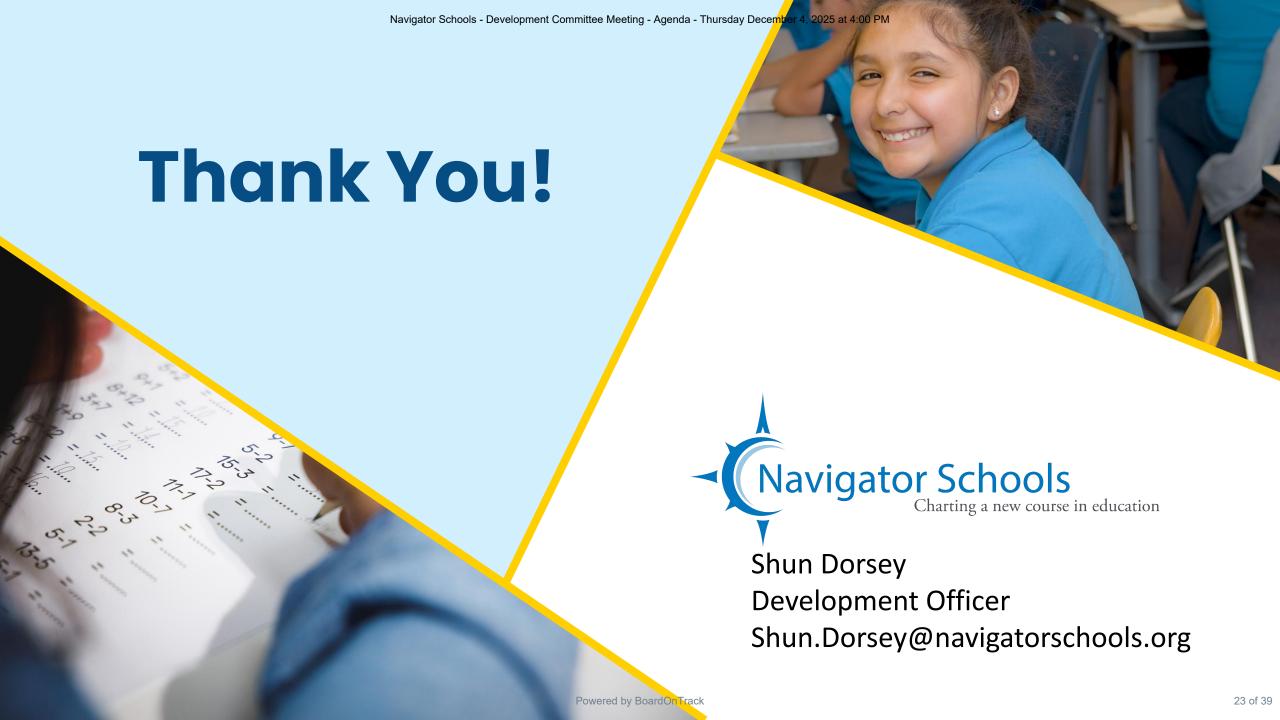
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## Coversheet

## **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



**Development Committee | December 2025** 

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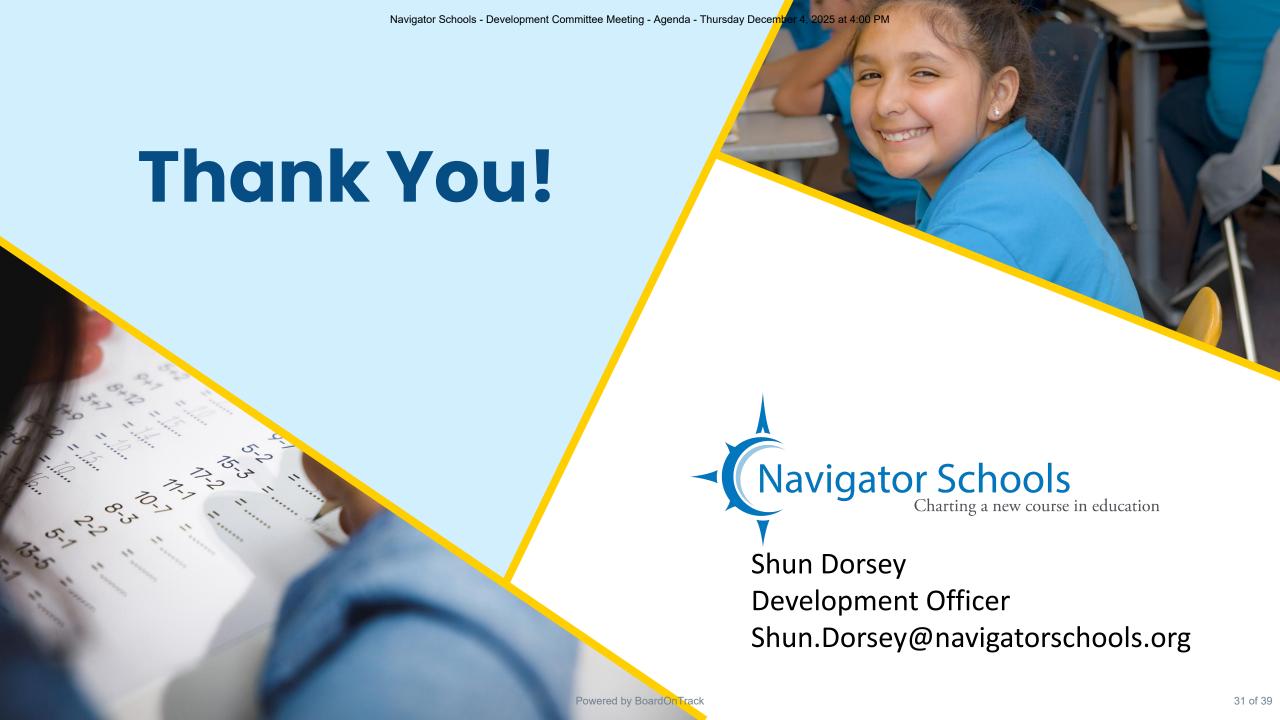
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## Coversheet

# Board Engagement and Stewardship

Section: II. Development

Item: D. Board Engagement and Stewardship

Purpose: Discuss

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