APPROVED

Libertas Academy Charter School

Minutes

Development Committee Meeting

Date and Time
Tuesday June 1, 2021 at 5:00 PM

Location
Zoom Meeting
https://us04web.zoom.us/j/7748636583
Meeting ID: 774-863-6583
Password: 12345

Join Zoom Meeting
https://us04web.zoom.us/j/7748636583

Meeting ID: 774-863-6583
Password: 12345

Committee Members Present
D. Barrows (remote), K. Diamond Kayiatos (remote), L. Flynn (remote), M. Montero (remote)

Committee Members Absent
L. Davis

Ex Officio Members Present
K. Frett (remote)

I. Opening Items

A. Record Attendance and Guests

B. Call the Meeting to Order

D. Barrows called a meeting of the Development Committee of Libertas Academy Charter School to order on Tuesday Jun 1, 2021 at 5:04 PM.

C. Approve Minutes

L. Flynn made a motion to approve the minutes from Development Committee Meeting on 05-04-21.
K. Diamond Kayiatos seconded the motion.
Reviewed topics in the minutes from last month.

Modesto: Hoping to hear back from some more grants. including a grant through DESI for summer programs. Looking positive. Partnering with Westfield State. Also, looking to work do a community project with the kids and Linked to Libraries to create small libraries in the community to encourage kids to read.

Katie: Newsletter went out last week. Working on last June solicitation email. Then will send a final newsletter in July wrapping it all up.

Modesto: meeting with President Dr. Dumais (of Elms) was rescheduled so waiting for a new date.
The committee **VOTED** unanimously to approve the motion.

II. New Business

A. Chair Remarks

Reminder about the Board Retreat on June 5.

Feeling good about where we are in fundraising

And the weather today after the weekend of rain is pristine. Hope all is enjoying it.

B. Review Dashboard

Small gain toward fiscal goal since last meeting. Currently at 70% toward dollar goal ($103,662 of $150,000).

New database is up and running! Looks awesome! Working on getting data in for donors who haven't given this year but did in the past so we have all the history. Laurie and Kari offered to help with this project. Dana asked if we can track donors who have access to matching funds through their companies. Not sure, Laurie/Katie to look into it. Dana wants to be sure this shows so we can remind/encourage people to get the match if they

have access to it. Laurie suggested making a group in the database for "potential matching grants" so we can know all the organizations that match. Will create a group for those who have never given (prospects).

Dana: Reminder that as we add names to our database, we should also be looking to cleanse the database too. Katie, noted that she'd like to keep all historical data but make sure our grouping/active groups are current. All agreed. Make sure there are segmentations so we focus on the right people and don't get distracted with the others. Dana asked: does the database have a way to segment? Yes, can do it through the grouping options again.

Kari: Asked about adding current families/students as once they graduate college, and become established they may become our best donors. Dana mentioned wanting to add a group for anyone who attended any of our events.

Mass Mutual plan is somewhat on hold. Lauren will reach out to Dennis Dumais this summer to tee up our hopes for their support next year with the high school and potential building plans.

Plan with Elms, Modesto is going to ask about getting a new date on the calendar. Dana will then follow up.

C. FY21 Campaign

70% to goal. Looking to send a final solicitation in June.

D. Quarterly Newsletter

Sent most recent issue last week to all in our database.

III. Closing Items

A. Adjourn Meeting

Dana: Poldark suggested for all to watch if we want to dive into more British shows. There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 5:38 PM.

Respectfully Submitted,
K. Diamond Kayiatos