



AGENDA

Development Committee Meeting

March 19, 2026

3 pm - 4:30 pm

The times listed after each agenda item are an approximate timeline only.

1. Call to Order

2. Informational Items

a. Development KPI Update (3 pm - 3:10 pm)

- i. Raise at least \$3,445,000 of income classified as Foundation Revenue/Grants, Governmental Grants, Individual Contributions/Family Foundations, and Corporate/Organizational Revenue, as assumed in the FY26 budget.
 - 1. Total as of 3/17/26: \$3,096,497
 - 2. YE Projection as of 3/17/26: \$3,610,000
- ii. Increase number of donors and average gift size by 4% by the end of Calendar Year 2026

	Number of Donors		Average Gift Size	
	CY26 Goal	As of 3/17/2026	CY26 Goal	As of 3/17/2026
\$1 - \$499	300	44	\$148	\$49
\$500 - \$999	52	21	\$602	\$580
\$1,000 - \$249,000	199	94	\$10,625	\$8,861

b. Night For Champions Financial Review, 3:10 – 3:20 pm

See document A in the board portal

3. Discussion/Presentation Items

a. Night For Champions Debrief, 3:20 – 3:40 pm

- i. Share reflections regarding the evening, including strengths and opportunities

b. Update on Mid- and Major Donor Qualification for Closer Relationship, 3:40 – 4:00 pm. See document B in the board portal

c. The Role of Events in Relational Donor Acquisition and Stewardship – the Possibility of Holding Multiple, Smaller Gatherings in lieu of a Gala in FY27, 4:00 – 4:25 pm with Richard Perry of Giving Pathways joining us See document C (Multiple, Smaller Gatherings) in the board portal

4. Closing Remarks & Adjournment, 4:25 – 4:30pm