



Development Committee Meeting

April 21, 2026

3 pm - 4:30 pm

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

Zoom Link: <https://zoom.us/j/96402276720>

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 4/16/26: \$3,400,967
 - 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 4/16/2026 | CY26 Goal | As of 4/16/2026 |
| \$1 - \$499 | 300 | 74 | \$148 | \$72 |
| \$500 - \$999 | 52 | 31 | \$602 | \$601 |
| \$1,000 - \$249,000 | 199 | 116 | \$10,625 | \$8,435 |

3. Discussion/Presentation Items

a. Donor Prospect Prequalification & Introductions, 3:20 – 3:40 pm

- i. May 12th 6:00 pm Opportunity

b. Review Gala Donor List to determine cultivation plan

3:40 – 4:10 pm. See document A in the board portal

- i. Give consideration as to which of these donors would prefer to give at an event vs receiving an individual ask; and what type of event they would most prefer to attend.

4. Closing Remarks & Adjournment, 4:10 – 4:30pm