



AGENDA

Development Committee Meeting

January 28, 2026

8:30am – 10:00am

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

1. Call to Order

2. Creating a Culture of Philanthropy - Fundraising Philosophy (8:30am – 9:00am)

You are welcome to read or skim the white paper entitled *Building a Culture of Philanthropy*, posted as Document A in the portal meeting folder. This is not required to prepare for the meeting.

3. Informational Items (9:00am – 9:30am)

- a. Update on FY26 fundraising revenue and budget expectations
- b. Review fundraising KPI's as approved by the Board of Directors on 1/20/2026

Our Strategic Roadmap is posted as Document B in the portal meeting folder. The second half of page 3 lists the fundraising KPIs.

c. Reminder of **FY26 Committee Goals**

- i. Assist with identifying potential prospects and, upon request, assisting with a specific ask
- ii. Be available to make warm introductions of prospects to Champions For Learning team members and to participate in cultivation efforts, as needed
- iii. When needed, represent CFL, in specific meetings, events and other marketing, PR, fundraising, and networking encounters
- iv. Provide feedback on draft strategic roadmap language relating to development
- v. Provide feedback on the emerging implementation of a consistent, systematic fundraising approach that provides structure

4. Discussion Items (9:30am – 10:00am)

- a. **Identifying Prospects and Making Introductions** – open discussion on identifying prospects to begin engagement

5. Closing Remarks & Adjournment