

## ***11\_12\_2013 FINAL minutes, Development Committee Meeting***

Present voting members: Craig Nowicke, Alan Levy, Nancy Stearns, Evelyn Bless, Pat Keeley, Libbie Jae

Also present: Todd Dunkle, Paul Berg

Chair: Evelyn; minutes: Libbie

Called to order at 3:12

Minutes from September & October were approved by a motion by Alan, seconded by Nancy.

### **\*\*Review of Friend-Raiser: October 18, 2013**

Overall, everyone was quite pleased. Best part was Craig's video.

The sequence of events went well. Socializing in the beginning went well too. RSVP list was very accurate. We had people who RSVPd at last minute, not on original list. IT IS Important that people thank the guests who came to the breakfast from their invite list, either by calling or emailing.

For future fund-raiser breakfasts, suggestions are:

- Invites should have gone out earlier
- More Board involvement in cultivating invitees, before and after
- Hard cut-off dates for invite list
- We don't look hungry enough (???)
- If a subcommittee is formed, please communicate to all members

### **\*\*Future Fund-Raising Breakfasts:**

- Do it quarterly? No – too much. Two times in a year: next April 25 – after taxes & October. Ask attendees to recommend people. Many people who were invited and declined said they wanted to come to the next one.
- Packet of written materials should be handed out after the film & speakers, by the table captains.
- Hold a 3<sup>rd</sup> friendraiser specifically for business members. Do it after Craig Nowicke's event, inbetween the two other friendraisers.
- Other avenues to consider – business to business asks?
- Should we also hold a *fundraiser*? Only if come up with idea that is small scale and relatively easy to implement. Primary focus will be on increasing "friends" next year.
- Expenses will not be as much: some bottom-line expenses such as silverware, won't have to be purchased again. Ask the Board to underwrite food, by each member contributing \$50/breakfast or \$100/ year
- Next e-blast needs to thank the Board of Directors for underwriting the breakfast

### **\*\*New Development Ideas, follow up on action items**

- Pat Keeley, Evelyn and Alan have gone out talking to potential corp. members. Unable to round up sponsors for Pandolfi—event is too close.
- Corporate sponsors - possibly connect w' corporate sponsors w/ an invitation to the next Friendraiser breakfast.
- Chuck Loring gave a seminar 10/29 fundraising for non-profits, attended by some of our BOD members. He's the guru on the subject. Spoke on roles of the BOD and committees with respect to this. We will have training for BOD and committees in the ideas.

- Grant-writing – Mary w/ Work Force writes grants and has offered to help us.
- Craig Nowicke:
  - Are we still a member of CABA? Yes – we are – they hold meetings at the CCC. Good source of members.
  - On January 25, Nowicke Real Estate is sponsoring an event “Sean Hopper” (guitar player), whose fee is \$2400. Craig’s paying half and ticket sales will pay the other half. Anything above this will be profit for CCC. Craig would like a representative from the CCC to be at a table at this event to answer questions about the Center. He’ll introduce the event with a soft plug for Nowicke Real Estate and explanation of the Center and then onto Sean Hopper.
  - He plans to do this 4 times a year, and hopefully become a model for future event corporate sponsors.
  - He’ll advertise through Sean Hopper’s sites, direct mailing, his client base etc. Has a direct mail method that is automatic delivery to all addresses at low price; Center may be able to use this kind of mailing in future.
  - Corporate equivalent of a friend-raiser. This will be unique to real estate – a real differentiator.

2013/2014 Budget: Have not met budget goals for 2013 in many areas. Will be more realistic in 2014 budget: modest goals. Grant amount reflects that only likely to get partial disbursement, and receive only half in a calendar year. Budget will be reviewed by Finance Committee and Develop committee will see 2<sup>nd</sup> draft for final comments in December.

Adjourned 3:40 p.m.

Next meeting: December 10, 2013