

**Development Committee Meeting
February 15, 2023
Meeting Minutes**

Present: April Wozniak, Jaclyn Fierro, Alida Baranowski, Susan Snyder, Aaron Clubb, Charles Campbell

Meeting Start Time: 2:00 pm

Revenue Update

LEARN's annual goal is to raise \$5M in new contributed revenue. To date, we have raised \$9.5M. The annual appeal generated \$816,509 to date and a few more gifts could trickle in throughout February.

Regarding the Anniversary Fund campaign, we have raised 87% of the \$20M goal. There is an additional \$1.2M in pending requests.

The committee also discussed fundraising goals for LEARN DC. The Development team has several pending proposals and plans to apply for a large grant through the Department of Defense.

General Updates

The committee discussed ways to re-engage and recruit members for the Associate Board through upcoming networking events. Upcoming events include the spring benefit concert and field day. One of LEARN's board members is also planning a career day for 8th grade students.

On staffing, we hired a new Director of Marketing and Communications who is in the early phase on onboarding and goal setting.

New Business Development Discussion

The committee discussed ways to expand LEARN's network to new donors and prospects. Some of the ideas discussed included small cocktail events, school tours, small dinner events (e.g. an awards ceremony/celebration).

Meeting End Time: 3:05 pm