

Development Committee Meeting
August 29, 2022
Meeting Minutes

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

Meeting Start Time: 11:30am

FY22 Final Contributed Revenue

LEARN raised a total of \$7,933,137 in contributed revenue.

Anniversary Fund Update

LEARN has secured \$11,991,486 (60%) towards its \$20M Anniversary Fund. There are \$5,245,000 in planned solicitations. Over 100 new prospects have been identified. The Development Team is utilizing iWave, a sophisticated prospecting tool, to rank top prospects.

FY23 Goals

The committee discussed goals for FY23, including goals for annual operating, campaign, capital needs, and LEARN DC. The Development Team will also undertake the transition from Salesforce to EveryAction to improve our fundraising operations and efficiencies.

Recent and Upcoming Events

Upcoming events include Walgreens donation of supplies and backpacks and the ITW Women's Group fundraiser. One of our board members hosted LEARN alumni through the summer internship program.

Meeting End Time: 12:30 pm