

Development Committee Meeting
February 22, 2022
Meeting Minutes

Present: April Wozniak, Sonia Jones, Alida Baranowski, Susan Snyder, Vineeta Raketich , Aaron Clubb

Meeting Start Time: 4:00 pm

FY22 Fundraising

LEARN has raised \$4.8M (91%) toward its annual goal of \$5.3M. Development staff are planning a spring appeal to help close the gap.

The committee discuss the need for either a full-time or part-time position to work on LEARN DC fundraising, in tandem with IL.

Anniversary Fund Update

The committee discussed the difference between a comprehensive and a capital campaign. A comprehensive campaign includes a broad set of goals and activities, fuels general operating funds, and grows the base of donors over a longer period of time. A capital campaign is a short-lived campaign, usually for a very specific project or initiative. LEARN's anniversary fund is a comprehensive campaign. The committee discussed which gifts should and shouldn't be counted toward the campaign.

The Development Team would like to host small breakfast events, targeting corporate executives, once the COVID restrictions have been lifted. LEARN is also exploring opportunity to expand corporate employee engagement to foster deeper and new corporate partnerships.

ITW is hosting a cookbook fundraiser, on LEARN behalf.

FY23 Revenue Budget

The Development Team is partnering with finance to determine the fundraising goal for FY23. We also need to determine the fundraising goal for LEARN DC, including operations and capital needs. There is a need for a local person to help cultivate and build relationships with donors.

Meeting Adjourn: 5:20pm