



Development Committee Meeting

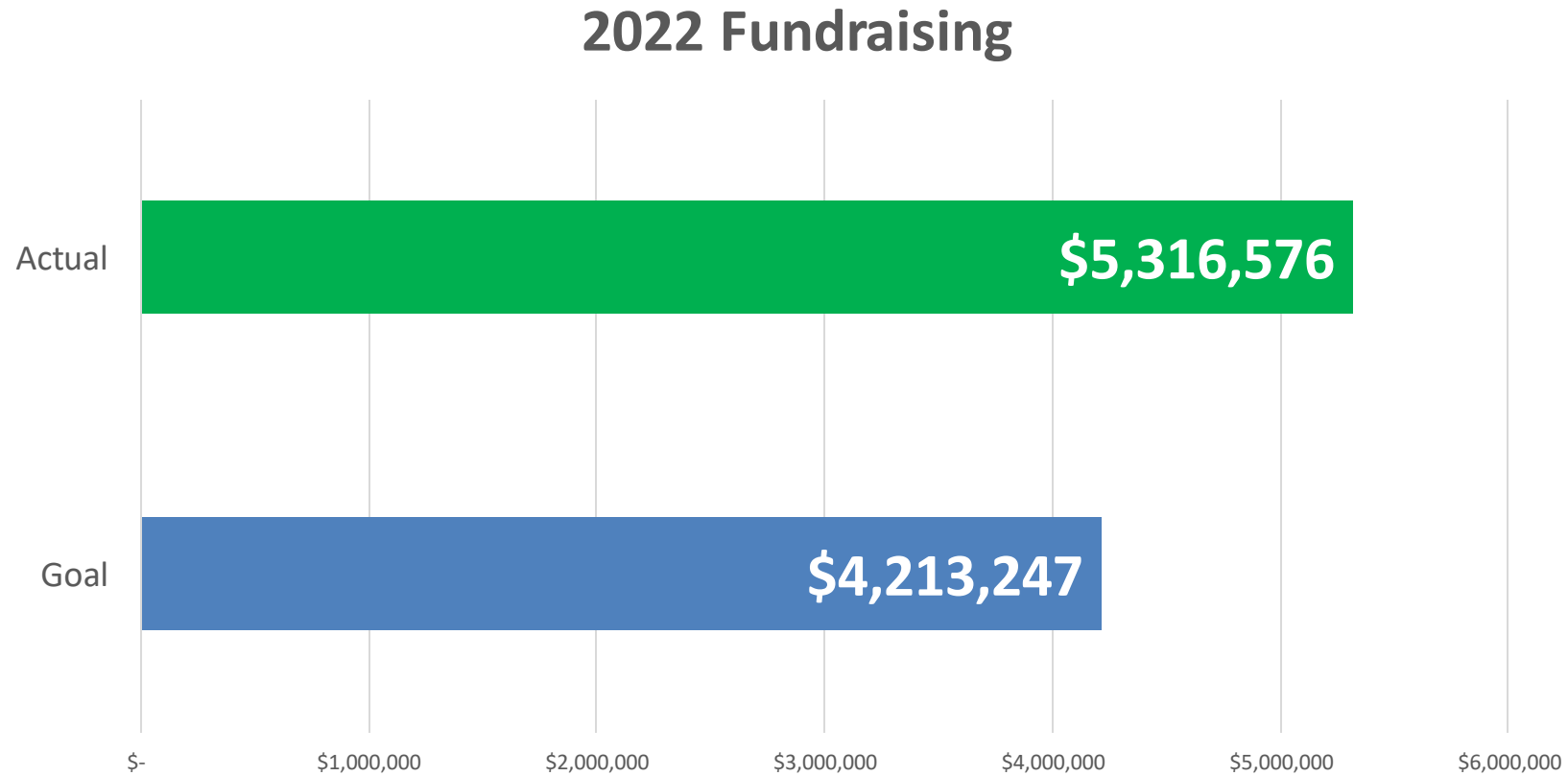
January 27, 2023

Meghan Parsons, CDO



TOPIC	FACILITATOR	ACTION	TIME
1. Welcome and Call to Order	John Bayne		3
2. Prayer/Poem/Positivity	John Bayne		2
3. Approval of October 28, 2022 minutes	John Bayne	Approve	3
4. Fundraising update	Meghan Parsons	Presentation	10
5. 2023 committee goals	Meghan Parsons	Discussion	25
6. 2023 Board solicitation process	John Bayne	Review	20
7. Circle to Feed Hope name wall	Meghan Parsons	Discussion	10
8. Action items review & member report out	John Bayne	Discussion	15
9. Next meeting dates <ul style="list-style-type: none"> • May 5 • September 8 • November 15 	John Bayne		
10. Adjourn	John Bayne		

Revenue 26% OVER budget goal*



*Will not match income statement due to differing processes

New Director of Communications starts 2/13



Corning Leader of the Pack event 3/9

Initiated by Corning Foundation

10 teams of 10 people each

Internal fundraising competition

Corning teambuilding

FBST donor cultivation

Annual intention

You're invited to volunteer!

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(New board member orientation slide)



We need YOU!

100% Board participation!

Annual financial contribution Q1 pledge/gift

Thank donors!

Sign up to make donor thank you phone calls

Support campaigns!

Participate in campaigns and attend events – and share your feedback

Introductions!

Help us connect to potential donors & influencers

Collect intel!

Share information bits with us

\$1 can help provide 3 meals!

Educate community about food vs. fund drives

Share social posts!

Follow/Like us on social media & share posts

Spread the word!

You are a valued advocate within your spheres of influence - invite others to follow and learn more

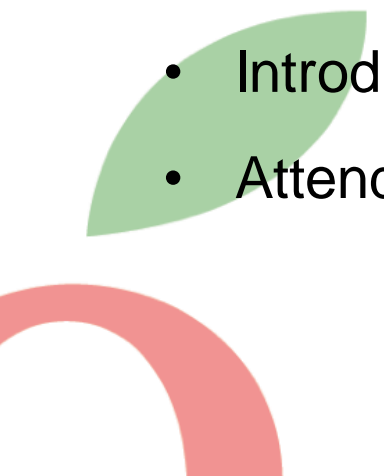
Brag!

Add your Board service to your LinkedIn profile & tell anyone who will listen

Elevator pitch!

Find talking points and stories that resonate to share with others

2023 Development Committee goals/objectives

- Help staff reach \$4,413,247 budgeted revenue goal
 - 100% Development Committee participation in giving – Q1
 - 100% BOD participation in giving – Q1
 - Support/attend Corning Leader of the Pack event – March 9
 - Support/attend Corporate Partner Leader of the Pack event – September
 - Make thank you phone calls to X number of potential Circle to Feed Hope donors
 - Introductions of X people you know
 - Attend X # donor meetings
- 
- A decorative graphic in the bottom left corner consisting of a green leaf shape and a red circular arc.

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2023 Board member solicitation process

Why: Giving & giving early sends signal to community of donors

Process steps:

- Development Committee Chair makes ask to Development Committee members at January meeting & follows up with email
- Development Committee Chair makes ask and shares process at February board meeting & follows up with email
- Chief Development Officer & Major Giving Officer internally set individual giving goals in late January after previous FY reconciled
- Chief Development Officer & Major Giving Officer meet with each Board member to make personal ask
- Chief Development Officer sends weekly report to Board Chair & Development Committee Chair until 100% participation achieved
- Board Chair & Development Committee Chair follow-up with members in March until 100% participation achieved
- Board is notified & thanked for meeting 100% participation goal
- Pledge reminders are sent by Annual Fund Coordinator per agreement with donor

Consideration: Should we follow the same process for all committee members?

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October 28th Action Items

Action Items	Responsible	Due Date
Follow up with remaining Board & Committee Members for 2022 giving	Meghan	12/31/2022
Board & Committee Goals / Individual Asks	Meghan	2/15/2023

