

Zoom Link	https://salemacademycs.zoom.us/j/87970794228?pwd=hmYx0luzKLjgWtsDTbQc2hdjHbXDub.1
Members Present	Domina DiBiase, Laurie Kennedy
Members Absent	Toyuwa Newton
SACS Staff	Stephanie Callahan
Recorder	Fallon Burke
Guests	
Start Time	8:02 am
End Time	8:45 am

Minutes

- I. The committee unanimously approved the minutes from the previous meeting and finalized 2025 committee goals. The goals will be presented at the December Board meeting.

- II. The committee discussed plans for trustee engagement. Laurie Kennedy recommended the announcement come from Stephanie Callahan and the Chair to ensure credibility and emphasize organizational backing. Fallon will lead this initiative and schedule meetings between January and April. The committee decided that Domina will make the announcement, representing the sentiment and goals of the Development Committee. She expressed excitement about participating in the planning process over the past few months.

- III. In regards to year end giving, Laurie suggested emphasizing the critical role of philanthropic giving in providing high-quality education to scholars. The goal is to reach 50% of the FY25 target by December 31. Cost per student in private funding was discussed, calculated as the annual fund divided by 480 students, equaling \$230 per student. Currently, 152 students (30%) are covered. Appeals should highlight how funding supports individualized student services and Social-Emotional Learning (SEL) programs that go above and beyond entitlement funding.

- IV. Lastly, the committee discusses Gala planning. The committee decided to move forward with the Hawthorne Hotel as the gala venue, as Hamilton Hall is not handicap accessible. Fallon will reach out to Saphier Events to review their proposal from last year and request modifications to exclude certain services like marketing and communications. The committee prioritized event logistics and on-site management and discussed the need for potential backup options if

Saphier Events is unavailable. In regards to Sponsorship Levels, a draft sponsorship packet will be prepared for review at the January meeting. Key points include:

- A. Highlighted sponsor level set at \$5,000.
- B. Inclusion of a \$250 sponsorship option.
- C. Focus on providing more value for less cost to sponsors.

V. The meeting adjourned at 8:45 am.

Documents Referenced During the Meeting:

- December 4th Meeting Minutes
- December Development Report
- Development Committee Draft Goals 2025