**RD Committee Minutes for 3/9/22 Meeting**

**Attending: Marji Ackermann, Karen Dils, Brian Beaulieu, McKenzie Musser, Scott Erchul, Duncan Campbell, Dustin Nichols, Jeanine Zeman, Felicia Hermosillo**

1. **Gala Update (Gala is 9/28/22 at Mt. Princeton Hot Springs) (Jeanine)**

Jeanine looked into hiring a sand artist for the Gala’s entertainment, but their fees are likely too high for our budget. Scott said comedians are a good choice. Jeanine will look into comedians. Brian has secured Jim Wilson as our auctioneer and Leo Accaira for our AV needs.

Through his BGCA contacts, Brian is pursuing national BGCA spokesperson and Club alum Denzel Washington to see if he would possibly record a video for our Gala. Also discussed Shaun White as an alternative well-known BGC alum who might record a video for us.

1. **Status of employing part-time RD professional (Brian)**

Marji, Brian and Duncan have conducted 5 interviews; hope to have decision in March and someone in place in April.

1. **Working with BGCA’s Resource Development team (Marji)**

BGCA.net has lots of good info on both fundraising and marketing. Karen Santoni is a BGCA RD professional for our region and is helping to guide us as we build an RD program and hire an RD professional.

1. **2022 Business Sponsorship Campaign (Marji)**

Amount raised to date - @ $32,450

How is everyone doing? Businesses not coming in fast this year. May want to let businesses know that YOY is coming up on March 17 and offers an opportunity for sponsors to be publicly recognized.

Status of email and mailer campaigns for companies not assigned a solicitor (Brian) – Emails will be sent out but too late to do snail mail campaign for inclusion in YOY recognition.

1. **Fundraising Tips (Scott)**

Scott gave us some tips and Duncan recorded them. He advised new solicitors to start with a small group of people at businesses you know or patronize. It can take some time and repeated contacts to forge a relationship with a sponsor. Scott mentioned he has emailed his companies the sponsorship packet but will not pursue them hard until June when the companies have a better handle on their finances and what they can contribute. Scott recommends mentioning the Colorado Childcare Tax Credit in solicitations.

1. **Youth of the Year on March 17, 5:30 p.m., at Silver Cliff Ranch (Brian)**

Status – Follow up with companies you are soliciting and let them know YOY is one of two annual BGCCC events where we publicly recognize our sponsors.

Marketing – McKenzie shared YOY program brochure she has created. Will email to RD Committee in case they want to share with any of the businesses they are soliciting.

1. **BV Capital Campaign Update (Scott)**

Reviewed three levels of folks helping with campaign:

Leadership—can use their name. Connectors—know a lot of people. Worker bees—serve on committees and get the job done.

Encouraged folks to get with their potential leadership team. Still in quiet phase of CC. Tuesday, April 19, is the kick-off meeting for the campaign. Will offer it online at two times: 10 a.m. and 5:30 p.m.

1. **Molly’s Playground Dedication on April 8, 4 p.m., at Salida Club (Brian)**

Board members are invited to attend.

1. **Grant Report (Brian)**

We lost Co. Health Foundation grant ($68K) for Spark Fitness program. This grant comes through our BGC State Alliance, and all the Boys & Girls Clubs in Colorado lost their grant money for this program. Co. Health Foundation has new staff, and they are changing their focus to serving low-income and people of color. Co. Alliance head, Danielle Felder, negotiated $25K bridge funding for us. We also received $23K Office of Behavioral Health grant so are basically under about $20K for the year.

Danielle is leaving her position at the State Alliance.