**10/11/23 RD Meeting Minutes**

**Gala – Recap and Feedback (Marji, Tessa)**

Check-in and Checkout

Food & Venue

Marketing

Program:

Inclusion of Club kids (greeters, Irene speech)

Comedian(s)

Club Heroes

Live Auction and Jim Wilson

Fund a Future

PowerPoint loop

Program Video

Club Heroes

Sponsor commercials and other sponsor recognition

Short programming video

Gala Proceeds

**NOTES:**

* We made more money than in previous two Galas (gross proceeds over $71k, net should be about $53k)
* Marji felt like our event was successful in terms of money raised and attendee response. Auction went better than the one at the hospital gala.
* We heard mixed reviews about the food, but there isn’t much we can do about that.
* Still a long bar line; Tessa will ask again next year if there is anything else we can do to shorten that.
* Still frustrating to deal with people that show up without registering or show up with a plus one without an RSVP. Again, what can we do about this though?
* Brian said we missed many of our individual donors, because they were away, however, we should make sure to invite the top individual donors sooner next year🡪 Next year we need to make sure we do targeted invites to the top donors early and set a response deadline.
* We have too many tickets allotted to sponsors 🡪 Next month, we will discuss adjusting the business-sponsor benefits as we prepare for 2024 sponsorship solicitations.
* Many people thought the event was too long, possibly don’t have entertainment anymore? Explore the idea of incorporating entertainment throughout the night. The group has conflicting opinions on the importance of entertainment at the gala and the type of entertainment. We may not do a comedian next year 🡪 need to mix up the event. Tessa is determined to make it feel a little more exciting and keep it tighter.
* APPETIZER highlights: salmon and brie 🡪 Will order those again next year for sure.
* Tessa 🡪 Reserve Mt. Princeton for next fall again
* Will ask to have salad included in the buffet next year instead of plated at tables; should help speed up the dinner service. Salad isn’t that important anyway if we have apps.

**2023 Business Sponsorship Campaign (Marji, Tessa)**

Goal: $100K; Total as of 10/6: 92 sponsors contributed $120,874 ($22,999 was in-kind)

**NOTES:**

* Great job everybody! Thank you, Marji very much for captaining this effort.

**Upcoming Date to Confirm (Brian)**

* 2024 YOY 🡪 Around March 10 or the first week of April for our YOY. Brian will discuss with Kiki and Jen and reach out to Silver Cliff Ranch.
* YOY state competition is April 21st

**EOY Plans (Brian)**

Impact Report

Campaign Letter

Personal Note

EOY Stuffing date - Nov. 10th?

**NOTES/PLAN:**

* Want to have the letters in the mail on November 10th
* Need final drafts of letter and Impact Report to be sent to printer on November 1st, will have stuffing party 7th, 8th, or 9th. Need to see what works for people of those three options.
* Tessa will ensure we print a sample to make sure that the address fits in the envelope box.
* Consider including dollar amounts with corresponding

**STOKE event proceeds (Brian)**

**NOTES**

* Kid event at the Salida Club on 9/22 was great
* We don’t have high expectations for 9/23 fundraising at dinner at STOKE
* We will do a thank you to Stoke on the website home page and include on Facebook and in the fall newsletter.

**BV Capital Campaign Update (Scott)**

**NOTES**

* Overshot at the Gala 🡪 Paddle raiser flopped a bit in terms of results, but attendees did let us know they appreciated the updates, and it went over well at their tables.
* We billed Julie for $129k this month, yay!
* BVCC will present to Finance Committee next week.
* Revised building estimate is $10 million.

**Grant Update (Brian)**

**NOTES**

* We got $50k from Climax and $50k from El Pomar–still have several grants pending.

**Other Business**

* We need to work on intentional stewardship with the kids, make plan to deliver cookies to our business sponsors. Brian and Tessa will work more on this.