**1/10/24 RD Meeting Minutes**

**Present: Scott, Brian, Karen, Marji, Tessa**

**EOY Results (Brian)**

Spoiler Alert: We knocked it out of the park. Thank you, Scott and Karen!!

* Budget goal for the year was $135k
* $168k in 248 gifts, compared to last year’s $148k in 230 gifts
* Marketing was very successful, great Colorado Gives Day
* A small amount of the money that came in during end of year was actually moved to BV Capital Campaign after conversation with donors and their requests of course.

At our Clubs, 46% of the fundraising comes from businesses and individuals.

**Business Sponsorship Update (Marji and Tessa)**

Outstanding 2023 amounts:

* Blue Triton, $5k – Brian sent an email, waiting to hear from them.
* Elevation, $3k – Brian will follow up.
* High Country Bank, $3k – will come first half of 2024.
* Fleming and Associates, $500 (donated $275 at end of year, Brian will follow up)
* Not pursuing Amicas/ Stoke any more.
* Also not pursuing $500 Little Red Hen sponsorship– check bounced.

Discussion of “Sustaining Members”

* Should we create a new level for sponsorship for top-tier sponsors such as High Country Bank and BV Vet that consistently give at an above and beyond level for years on end?
* Name could be “Foundational Sponsor”, “Sustaining Sponsor” or “Foundational Investor.”
* Threshold will be if they’ve given $50k or more to the organization; we will include individual donors (after asking if they want to be included). Marji, Tessa and Brian will further discuss parameters for this level of sponsorship/investment and report back to RD.

**Recognition of Julie Mordecai at Gala (Brian)**

* RD recommends Julie be the Club Hero for 2024 Gala
  + Julie is a good pick for both ends of the county because of her contributions to both capital campaigns 🡪 recommendation is that she is the sole Club Hero for 2024
  + Picking Julie is a strategic pick for the BV Capital Campaign as well. We will need to have further discussions as the Gala gets closer.
  + Marji will ask Gwen to add to board meeting agenda.

**DEI and Impact on Fundraising – See attached DEI draft for BGCCC website (Marji and Brian)**

* All committee members in attendance agree we need to have DEI statement on our website due to impact on fundraising.
* Please send edits on the statement; Marji will ask Gwen to get this on the board meeting agenda.

**Alliance Funding: Exec. Director Kaycee Headrick is leaving (Brian)**

* Kaycee is resigning; she is working for us until March 1.
* She’s done so much for Colorado Clubs in her short time and brought in a lot of funding for our Club so we will definitely feel her loss.
* This will impact our funding stream at the state level beginning 2024-2025.

**BV Capital Campaign Update (Scott)**

* Karen suggested inviting people to give RMD earlier 🡪 will discuss in BV Capital Campaign mtg.
* **Tessa**: Send a final End of Year and Capital Campaign gifts spreadsheet to Scott and Karen
* Capital Campaign committee is having in-person kick-off meeting next week.
* End of year capital gifts did not come through as we had hoped
* We will be discussing new strategies for this new year to not have to wait until the end of year for people to make their gifts
* Plan to use assessor’s list to do new wealth study
* Primary focus–looking for $100,000 minimum donors.

**Grant Update (Brian)**

**Gift Acceptance Policy**

* This group doesn’t feel strongly about the stock liquidation policy, we will defer to investment committee and trust their decision making.
* We will discuss naming rights policy next month.
* Marji will respond to Jan Schmidt.

**Upcoming Dates:** Youth of the Year: 4/4/24, Silver Cliff Ranch

Gala: 9/25/24, Mt. Princeton Hot Springs