Feb 2023 Board of Directors and Development Committee Agenda

1. Review fundraising (direct mail in particular) for the year. Note that in the budget the Foundation has $250,000+ to raise above where we are this year and will need BOD involvement in fundraising and major donor prospects.

2. BOD Donation (Give/Get) Policy Review and Discussion.

a. Review the policy during the BOD (Development Committee Report time slot) so there is no confusion on what the expectations are for BOD members each year.

b. Development Committee. Does the policy need further revision to include a section for failure to meet the annual requirements? Should the policy include a discussion of “in kind” credit for work a Board member performs in support of MCA (which should only be by exception)? If “in kind” credit will be accepted, the policy needs to include a process to explain how a BOD member submits for consideration, and the process for approval of “in kind” work.

3. Review the BOD Development Committee Charter and the responsibilities. Review some of the potential leads developed after the Major donor proposal that Alex Henegar and Mike Martz brought up at the August 2022 Committee meeting.

4. Review upcoming events with a view towards donor development opportunities, especially in Dallas and Houston.

5.  Discuss other possible fundraising events we can develop for 2024 that could yield a higher net without excessive fundraising costs.

a. We currently have our Giving Day, golf tournament and virtual runs scheduled as fundraising events, but the net from all of them is not significant.

b. Is it feasible to host a high net profit event? Are there types of events Committee members are involved in on other boards or organizations?

c. BOD members can also guide prospects to planned giving/estate planning.

6. Other items for discussion.