

Board of Directors (virtual) Meeting, 8 December 2021  
Chairman, Development Committee & VP, Foundation

1. Fundraising.

a. Review Statement of Activities (as of 31 Oct 2021): \$1,368,846 in total revenue from contributions (ahead of budget). Unfortunately, program expenditures are below budget projection by about \$14,000. M&G under budget by approximately \$11,000.

b. Year end campaign. Lautman direct mail out earlier to account for anticipated USPS delays. Up to \$25,000 matched; expect the “match” to be \$50,000 in 2022.

2. Board of Directors obligation (give/get) update.

a. Development Committee Chairman give/get update (percentage of requirement met/exceeded).

b. Michele Collins provided all BOD members an individual status update earlier in November. For any BOD members who still have questions about amounts owed, contact Michele.

3. 2022 planned Foundation fundraising events.

a. Virtual Challenges through the year (5 events)

b. 2<sup>nd</sup> Annual Giving Day, Tuesday, April 19

c. Virtual Auction for Nicole Horn Paintings, May (date TDB)

d. Unit Subscription Program Fundraising Day, September (date TDB)

e. 5th Annual Golf For The Marines Tournament, Monday, October 17. Silent auction Sunday, October 16 – Monday, October 17.