



**COMMUNITY
FOUNDATION**
of Middlesex County

Philanthropy • Leadership • Legacy

TO: Development Committee
FROM: Gary Salva and Deborah Moore, Co-Chairs
DATE: October 9, 2015

Thursday, October 15, 2015
8:00 – 9:30 AM
Community Foundation of Middlesex County
Downstairs Conference Room

Our tentative agenda includes:

- **Minutes of July 16, 2015 Meeting – Attached**
- **Updates and Development Activities**
Results to Date (09.30.15) – To Be Distributed
- **Preliminary 2016 Planning Discussion**
 - **2016 Event - Goodspeed**
 - **2016 Friend Raisers**
 - **President's Society Expansion**
 - **Planned Giving Campaign**
 - **20th Anniversary Preparation and Planning**
 - **Other Discussion Items**
- **Old Business**
- **Next Meeting – Thursday, January 14, 2016**
- **Adjourn**

Please contact Doretta at 860-347-0025 or Doretta@MiddlesexCountyCF.org if you are unable to attend.

**Community Foundation of Middlesex County
Development Committee
Downstairs Conference Room – Middletown, CT
July 16, 2015
MINUTES**

Presiding: Deborah Moore and Gary Salva

Present: Marc Levin, Anna Wasescha, Wally Jones, ex-officio, and Cynthia Clegg.

Ms. Moore called the meeting to order at 8:10 AM

Minutes of the May 21, 2015 meeting were unanimously accepted on a motion by Deborah Moore, seconded by Marc Levin.

A. Updates and Discussion Items:

1. Results to Date (through June 30, 2015).

- Year-to-date figures reflect revenues of \$730,425 versus a 2015 budget of \$650,000.00. Unendowed funds continue to show the strongest growth (YTD \$442,317 versus a 2015 budget of \$170,000.00).
- Endowed Funds revenues are \$104,735 versus a budget of \$170,000.00. CFMC has received notification of an additional \$60,000 to potentially be received this year (1 bequest; 1 new fund).

2. President's Society

- As of June 30, 2015 forty-five generous (45) donors are members of the President's Society. Cynthia noted that expectations are that at least 18 addition members will renew. She has 2 new prospects and will follow up with them as soon as possible.
- Gary will finalize the "President's Society's sales sheet".

3. Friend Raisers

- The CFMC Friend Raiser was held at Marley's in Essexon July 1st. Cynthia has at least one potential new fund to follow up on. The highlight of the evening proved to be the selection of 3 nonprofits to receive grants from the proceeds of the event.
- Cynthia will follow up on another friend raiser offer for the fall.

4. CFMC Goodspeed Event

- The committee received the events' (June 19th – "Guys and Dolls" and June 16th – "Patrons' Party") results and the auction totals. The group agreed that the event should be moved to the June timeframe and that a Friday night encouraged a new, younger group to join in the festivities.
- The group also agreed that the "gaming/grant making" template should become a separate annual event. Deborah and Cynthia will outline the perimeters and budget for 2016.

- The committee mapped out events for the remainder of 2015, 2016 and 2017:
 - 2015 – Friend Raisers, Honorary Recognition Program, Legacy Society gathering
 - 2016 – Goodspeed, “Patrons’ Party”, Honorary Recognition Program, Friend Raisers
 - 2017 – 20th Anniversary Gala
- Anna suggested that CFMC look for opportunities to partner with others for events (ex: Middlesex Community College and the CT Ballet for August 2016).

B. Donor Outreach

- The group decided to table the ice cream card concept for, perhaps, implementation in 2016.

C. 2015-2016 Focus

- Donor Analysis, Follow Up and Cultivation
- Private Foundations
- Professional Advisors
- Brand Awareness
- Emphasis on Impact Stories

D. Next Meeting: Thursday, September 17, 2015, CFMC, Downstairs Conference Room.
There being no further business, the meeting was adjourned at 9:15 AM.

Respectfully submitted,

Cynthia H. Clegg

Development Committee
Through September 30, 2015

<u>Fund Type</u>	<u>YTD</u>	<u>Budget</u>	<u>Prior YTD</u>
Endowed Funds	\$170,651	\$170,000	\$196,529
Unendowed Funds	\$512,586	\$170,000	\$419,337
Operations (Includes Goodspeed)	\$214,925	\$310,000	\$220,569
Totals	\$898,162	\$650,000	\$836,435

<u>Admin Fees</u>	\$161,349	\$195,000	\$162,841
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<u>Operations Funding</u>	<u>YTD</u>	<u>Budget</u>	<u>12/31/2014</u>
Presidents Society	\$172,750	\$160,000	\$141,885
Goodspeed	\$43,856	\$45,000	\$47,721
	<i>additional \$1,000 to be collected</i>		<i>(net)</i>

** 2014 President's Society	<u>10/23/2015</u>	<u>12/31/2014</u>	<u>12/31/2013</u>
Community Benefactors	8	6	0
Chairman's Circle	17	20	26
President's Society	40	39	33
Totals	<u>65</u>	<u>65</u>	<u>59</u>

*(YTD Fund Totals refer to the FIC Statement of Activities and includes interfund transfers)
Includes Guilford Savings Bank Fund pledge of \$50,000 not booked through FIMS*

**Community Foundation of Middlesex County
2016 Events**

- Goodspeed/Becky Thatcher (TBD)
- Patrons' Party (TBD)
- Honorary Recognition Gathering (TBD)
- Legacy Society Gathering (September)
- Leadership Society Luncheons (November and December)
- Friend Raisers (3)
 - Confirmed – Pough Interiors (January)
- Donor Luncheons (2) (March and April)
- Planned Giving Events (June and September)