



**KIPP ACADEMY LYNN PUBLIC CHARTER SCHOOL AND
KIPP ACADEMY BOSTON PUBLIC CHARTER SCHOOL
MINUTES OF THE MEETING OF THE BOARD OF TRUSTEES
DEVELOPMENT COMMITTEE
November 22, 2021 | 3:00pm**

The meeting of the Board of Trustees of **KIPP ACADEMY LYNN PUBLIC CHARTER SCHOOL** and **KIPP ACADEMY BOSTON PUBLIC CHARTER SCHOOL Development Committee** (collectively, the “Schools”) convened at 3:00pm on November 22, 2021 in person and by Zoom held in compliance with the open meeting laws, at which a quorum of the Trustees was present.

The following Trustees were present: Michael Kendall (Chair), Amanda Seider, Nikki Barnes
Additional participants: Danielle Boudreau, Rebecca Hazlett, Jennifer Davis

The meeting commenced at 3:00pm

Annual Fund Update and Questions

1. Progress to goal of raising 1.3 million by 6/30/2022
2. Current YTD fundraising: \$521,803
 - a. Expect: \$771,803 by 12/31/2021 (Herring’s Capital Gift of \$250,000)
 - b. Goal is to raise at least \$700,000 by 12/31/2021 to stay on track to 1.3 million
3. Submitted a grant to DESE for summer academy reimbursement
4. Nunnally Dinner happening in January
5. Richard Barth visit happening in January
6. Mike asked to see the December fundraising from 2020 and 2019 as a comparison. Mike also asked why the 1.3 million dollars, where did that come from? He believes KIPP should hold steady, and match what we’ve done before. The philanthropy is to hold a surplus. Narrative is sustainable on the public dollar, and the money we raise is for above and beyond/ support surplus

CCS Task Force Update

1. What should fundraising look like over the next 5 years? KIPP contracted with CCS and started a task force. There has been a really strong turnout of the task force: members include Paul Maleh, Celtics, Nancy Stager, Katie Everett, Danielle Boudreau. People are really interested in hearing about our need as an innovative small high school, expanding to pre-k, what we’re doing in Lynn with KIPP Forward we do with our students in Boston

- a. Distinguish what is the filter between what we want to do and what we're ready for people to fund
 - b. Mike feels like we need to do a lot of work before January. He explained that if he looks at this proposal, his presumption as a funder is that everyone in the organization thought hard and these are the priorities that were picked
 - c. Really interested in that next level on granularity - those numbers feel really big and nice and round
 - d. High School side- be clear on what we're asking for and breakdown of what each costs
2. What is KIPP Forward cost and what is Boston cost
 - a. Really clear answer on why we invest in both and why we want to invest in a tiny high school
 - b. What are we not doing and why
 3. Infrastructure - if you're going to raise \$25 million you need to have the right people to do it
 - a. How it's put forth, that it isn't perceived reactive in some way
 - b. How does project 2031 cost the same amount as a pre-k
 - c. Radically re-imagining schooling - project 2031
 - i. For every million you want to raise, you need a staff person - capacity issues depending on the amount of money you want to raise
 - ii. Update on the state of the union on development
 - iii. How many donors do we have? How much will it be new money? Who are our prospects? ○ Co-workers interested in joining a committee like this

Proposed Committee Goals

1. The Development Committee has the right people on it (not just on the board, but is in the fundraising space)
2. Create a Development Dashboard with agreed metrics that the committee can monitor and view, as well as share at board meetings
3. By the final meeting the committee has a deck/pitch/one pager on our fundraising strategy for the board
4. Formalize our Board Involvement in Development (give, recruit, get involved)

Next Steps:

1. Meet in January
2. What is the state of things- the good and the challenges
3. Nail down the pitch

The meeting adjourned at 4:00pm

Michael Kendall

[Committee Chair]