

APPROVED



KIPP Academy Massachusetts

Minutes

KIPP MA Development Committee Meeting

Date and Time

Friday March 14, 2025 at 9:15 AM

Location

<https://kippma-org.zoom.us/j/89754313953>

Committee Members Present

D. Alexis (remote), D. Boudreau (remote), M. Gaburo (remote), R. Barnes (remote)

Committee Members Absent

None

Committee Members who arrived after the meeting opened

D. Alexis

Guests Present

J. Fetbroth (remote), John Kalafatas (remote), M. Kendall (remote), Paul Ketterer (remote), S. Pierre-Louis (remote), Shane Dunn (remote), T. Beecher (remote)

I. Opening Items**A. Record Attendance****B. Call the Meeting to Order**

R. Barnes called a meeting of the Development Committee of KIPP Academy Massachusetts to order on Friday Mar 14, 2025 at 9:21 AM.

C. Approve Minutes from 1/10

M. Gaburo made a motion to approve the minutes from KIPP MA Development Committee Meeting on 01-10-25.

D. Boudreau seconded the motion.

The committee **VOTED** to approve the motion.

Roll Call

R. Barnes Aye

M. Gaburo Aye

D. Boudreau Aye

II. Development Updates

A. Update on Growth

The Executive Director shared an update on our plans for expansion. We were not approved for seats by the Board of Secondary and Elementary Education, though we were identified as a proven provider by the Acting Commissioner.

The Executive Director has engaged in many conversations since the vote to discuss the outcome.

The Executive Director discussed a proposed a bill to reduce the charter cap in MA to 7%. The MCPSA has been following it very closely. A member of the Committee asked for more information on the current strategy.

The KIPP MA team is working to ensure our programming is as strong as possible and finding someone who can continue to speak on our behalf.

A member of the Board asked for clarification on how charters are working together to oppose anti-charter legislation to advocate for students and families.

What lessons can we take from Q2? What's different this time?

B. State of 24-25 Funding

D. Alexis arrived at 9:26 AM.

The Committee reviewed current progress to fundraising goals. A new member of the KIPP MA team supporting Development work discussed the high-level strategy to close our progress to goal.

C. Board Giving

The Committee reviewed an update on Board giving. 40% of the Board has currently donated.

D. Development support through EOY

A new member of the KIPP MA Team has been contracted to help close the fundraising gap between now and the end of the year.

E. Considerations for FY25-26

We are still pursuing growth in Boston through other channels. Some of these channels would make us eligible for CSP grants. We are not far enough along to determine the exact timing or what this looks like.

III. Planning

A. Development Goal 25-26

The Chair of the Committee encouraged the team to discuss an ideal state for Development and not be fueled by uncertainty.

A member of the Board shared that historically we've raised a lot of money for building and starting schools, and that was a compelling starting point.

A member of the KIPP MA Team shared that we should come to the next meeting with more ideas for fundraising strategies.

The Board Chair shared that operating on the public dollar is not a selling point anymore-- we don't just want to come to people when we need to, but because we're serving kids all the time.

Our fundraising efforts in the past have been very focused on programming, which has restricted us. What if we imagined what was possible? How do we move from what we need to what we haven't even considered yet?

We need an intersection of our wish list and what donors are energized by. Also what we have data for. Most of our money is for KIPP Forward-- persistence support. With that, we have 86% of our students enrolling. This is a big selling point.

The Committee is going to come back together at end of May to formalize a goal with a proposal from the KIPP MA Team, and then this will be presented to the full Board in September at the retreat.

Once we have a brainstorming list and the data to back it up, we can decide what we want to pursue. We need to leverage impact on students and families-- these are things people want to give to.

The KIPP MA welcomes input from the Committee and Board about what this should look like and how it will impact people. Some of these threats and uncertainties could actually be leveraged.

IV. Closing Items

A. Adjourn Meeting

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 10:11 AM.

Respectfully Submitted,
R. Barnes

Documents used during the meeting

None

Documents reviewed in the meeting:

- 3.14 Devo Committee deck