



**The North Carolina Partnership for Children  
Fund Development Committee Meeting  
January 9, 2024 Minutes  
8:30-9:30 a.m.**

Members Present: Madison Shook Downing – Chair, Charles Bowman, Stuart Mills, Joseph Patterson, Tina Sherman, and Channah VanRegenmorter  
Others Present: Amy Cabbage, Julie Fogg, Marta Hester, Safiyah Jackson, and Maura Pherson – recording secretary; Board Development Committee members Ashley Neal, and Elizabeth Star also joined.

The Fund Development Committee (Committee) of the North Carolina Partnership for Children (NCPC) Board of Directors (Board) met on January 9, 2024 via Zoom video conference. Chair Madison Shook Downing called the meeting to order at 8:30 a.m. The presence of a quorum was established. Stuart Mills was welcomed and introduced.

**Approval of Agenda and Minutes**

A motion was made by Joe Patterson and seconded to approve the agenda. **Motion carried.**

A motion was made by Joe Patterson and seconded to approve the minutes of the September 12, 2023 meeting. **Motion carried.**

**Update on Board Giving**

Channah VanRegenmorter contacted board members at the end of 2023 for board giving. Several members contributed. She will follow up with additional emails and phone calls. The goal is \$16,000 for the fiscal year, which supports flexible operating costs and staff well-being.

**Grant Opportunities**

NCPC reapplied for the Z. Smith Reynolds (ZSR) State Level Systemic Change grant in July 2023. Previously, ZSR had awarded NCPC \$90,000 over 3 years (January 2021-December 2023). On December 14, 2023, ZSR approved NCPC for a renewal of \$100,000 over 2 years (January 2024-December 2025), which will be used for general operating support, communications, and outreach.

NCPC submitted a pre-application to The Duke Endowment (TDE) on December 15, 2023, for the Child and Family Well Being “Commit to Innovation” grant opportunity. On December 20, 2023, TDE approved NCPC to submit a full application by January 30, 2024, for \$1,000,000 over 3 years to further the work done on the Carolina Collaborative for Early Childcare Innovation (CC4ECI) by creating an Innovation Track in Smart Solutions. The Committee was provided highlights of Smart Solutions, an evidence-based/evidence-informed (EB/EI) web-based program catalog. Smart Solutions provides an innovative way for local communities to evaluate programs and elevate the EB/EI status, thereby allowing the programs to be paid for by Smart Start funding. South Carolina cohorts will also support and use this catalog.

NCPC received a \$10,000 grant from Aeroflow to provide a lactation room for staff, other tenants, and visitors.

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**Fundraising Consultant**

NCPC is considering hiring a consultant to assist Julie Fogg. Julie met Lauren Batten with VandeverBatten to consult on corporate partnerships, assistance with grants, and locating foundations that Smart Start has not yet engaged. Other consultants were also suggested for Julie to investigate.

**2024 Annual Conference Sponsorships**

This year Julie worked with the Communications department to create elevated tiers for Smart Start Conference sponsors. They were capped at \$5,000 in the past and will now have tiers up to \$25,000. Hopefully, this will bring in additional corporate donors with sponsorship as an entry point for other relationships. The goal for 2024 will be set at \$75,000; \$55,000 was raised in 2023. The cost of the Conference is covered by both sponsorships and registration fees. Some local partnerships are not able to attend due to lack of funds. If they need to be subsidized, corporate donors may make that possible.

**SECC Federation**

Julie Fogg reported that the State Employees Combined Campaign is submitted as the Smart Start federation and is due on March 1, 2024. Local partnerships send their documents to NCPC so they can be submitted as one federation for greater visibility. Partnerships receive quarterly payouts from state employee payroll deductions that range from \$100-\$1,800.

**Raiser’s Edge NXT**

Fundraising data has transitioned from e-Tapestry to Raiser’s Edge. There will be two training courses in January. Stuart Mills suggested demonstrating how Raiser’s Edge can make executive directors’ job easier at either the next ED Forum or at a Peer Networking call.

**Recap action items and Follow-up:**

- Next meeting is March 12, 2024
- Board Development will be invited one more time to the next meeting

**Adjournment**

Having no further business, the meeting adjourned at 9:30 a.m.

Minutes submitted by:

DocuSigned by:  
*Julie Fogg*

3/12/2024 | 10:55 AM EDT

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DocuSigned by:  
Julie Fogg, Committee Liaison

Date

*Maura Pherson*

3/12/2024 | 10:23 AM EDT

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Maura Pherson, Recording Secretary

Date

