



**The North Carolina Partnership for Children
Fund Development Committee Meeting
March 12, 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: Joseph Brownlee, Amy Cabbage, Julie Fogg, Marta Hester, Safiyah Jackson, and Maura Pherson – recording secretary; Board Development Committee members: Rev. Renee Bethea, Dr. Louis Finney, and Elizabeth Star; Dan Gerlach, fundraising consultant

The Fund Development Committee (Committee) of the North Carolina Partnership for Children (NCPC) Board of Directors (Board) met on March 12, 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.

Approval of Agenda and Minutes

A motion was made by Channah VanRegenmorter and seconded to approve the agenda. **Motion carried.**

A motion was made by Joe Patterson and seconded to approve the minutes of the January 9, 2024 meeting. **Motion carried.**

Introduction of CFO Joe Brownlee

Amy Cabbage introduced the new CFO, Joseph Brownlee, who started with NCPC today.

Introduction of Fundraising Consultant – Dan Gerlach

Julie Fogg introduced Dan Gerlach, the fundraising consultant who has been hired for a 4-month contract to assist with corporate donors and other fundraising issues.

The Duke Endowment Grant Proposal

Julie Fogg provided an update on the Smart Solutions \$1 million grant proposal to integrate collaboration with DSS. The Duke Endowment board meets May 7 to review NCPC's proposal.

Fund Development Committee Workplan

The current workplan is:

1. Craft and implement a corporate giving plan to grow NCPC's private funding.
2. Create an internal system for managing private dollars through department cross-collaboration.
3. Research and provide a donor management/cultivation system as a shared service for all local partnerships.
4. Incorporate diversity, equity, inclusion, and belonging (DEIB) into each step of the fund development process.

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Julie Fogg provided a brief overview of accomplishments met from the workplan. Tiers for the 2024 Conference will go up to \$15,000 which were previously capped at \$5,000. Julie will send out list of potential long-term corporate support.

There was some discussion over rewording #2 to be more specific in the next plan. Raiser’s Edge NXT will go live for all local partnerships on March 20, 2024.

The Board giving requirement was revised to make it more inclusive with objective #4. The Committee will continue to incorporate DEIB into funding requests.

Julie asked for a small workgroup to revise the plan for this fiscal year. Stuart Mills and Dr. Louris Finney are willing to join a small workgroup. Julie will contact them to revise the workplan.


Recap action items and Follow-up:

- Next meeting is May 14, 2024
- Potential long-term corporate support
- Julie with follow up with the subgroup to revise the committee workplan

Adjournment

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

Minutes submitted by:

DocuSigned by:


5/14/2024 | 12:02 PM EDT

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DocuSigned by: Julie Fogg, Committee Liaison

Date



5/14/2024 | 11:33 AM EDT

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Maura Pherson, Recording Secretary

Date