



DRAFT

**The North Carolina Partnership for Children
Fund Development Committee Meeting
May 14, 2024 Minutes
8:30-9:30 a.m.**

Members Present: Madison Shook Downing – Chair, Stuart Mills, Joseph Patterson, Tina Sherman, and Channah VanRegenmorter
Others Present: Amy Cubbage, Joseph Brownlee, Julie Fogg, Safiyah Jackson, and Maura Pherson – recording secretary

The Fund Development Committee (Committee) of the North Carolina Partnership for Children (NCPC) Board of Directors (Board) met on May 14, 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 Joe Patterson and seconded to approve the agenda. **Motion carried.**

A motion was made by Stuart Mills and seconded to approve the minutes of the March 12, 2024 meeting. **Motion carried.**

The Duke Endowment

The Trustees of The Duke Endowment approved a grant to NCPC in the amount of \$931,080, to test the Innovate, Develop, Evaluate, Adapt and Scale (IDEAS) framework, Smart Solutions Innovation grant. This grant allows NCPC to support the Smart Start network with innovative programming responsive to community needs through development of an option in Smart Solutions, the online catalog of programs and services fundable with state Smart Start funds. Additionally, it supports building the capacity of the Smart Start network to improve quality of program evaluations, implementation, and impact.

2024 Smart Start Conference

The annual Smart Start Conference was held last week. NCPC raised over \$70,000 in sponsorships, more than was raised in 2023. Governor Cooper was present for a speech on the first day.

Update on Contract with Dan Gerlach, Fundraising Consultant

NCPC has 6 weeks remaining of the 4-month initial contract with Dan Gerlach, fundraising consultant. He is balancing corporate engagement, grant opportunities, and reviewing state-wide opportunities.

Early Childhood Grant Opportunities List

Julie Fogg reviewed the 2024 Smart Start Network Early Childhood Grant Opportunities shared by Channah VanRegenmorter from the Dogwood Health Trust.

Fund Development Committee Workplan

Julie Fogg reviewed the workplan for 2022-23, which has continued through 2023-24.

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.

A workgroup of Julie Fogg, Stuart Mills, and Dr. Louris Finney (Board Development Committee) met to revise the plan for this fiscal year. The new draft includes:

- 1. Assist with review and approval of 2-year (FY 2024-26) fundraising plan for NCPC and Smart Start Network
- 2. Oversee corporate engagement efforts to raise \$200,000 in FY 2024-25
- 3. Identify and review grant opportunities for increased collaboration efforts between NCPC and local partnerships
- 4. Increase engagement of key constituents in 3 sets of portfolios: major donors, advocacy partners, local partnerships

The Committee discussed the revisions and offered ideas for milestones, such as contacting the Economic Development Partnership of North Carolina (EDPNC). Internal targets and milestones will be added and a workplan calendar will be created for Committee meetings. Julie Fogg will edit the document and prepare it for the June 2024 Board Meeting. As capacity for grant writing and relationship building is strained, the Committee suggested NCPC use a contract employee or full-time employee to help with this work.

Board Giving

Channah VanRegenmorter will follow up with Board members who have not yet contributed to the Board giving campaign this fiscal year. The total this year has surpassed last year, mostly due to funds raised for Dan Gerlack, the fundraising consultant.


Recap action items and Follow-up:

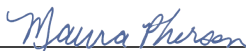
- Next meeting is July 9, 2024
- Updates will be made to the 2024-25 Work plan and shared at June 2024 Board Meeting

Adjournment

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

Minutes submitted by:

DocuSigned by:


Safiyah Jackson, Committee Liaison
DocuSigned by:


Maura Pherson, Recording Secretary

1/16/2025 | 8:38 AM EST

Date

1/14/2025 | 10:02 AM EST

Date