

GIRL SCOUTS HEART OF NEW JERSEY COMMITTEE/TASK GROUP MEETING MINUTES

COMMITTEE: FUND DEVELOPMENT COMMITTEE
DATE: Thursday, August 6, 2020
TIME: 7:00 pm
LOCATION: Zoom
CHAIR: Maureen McNamara
PURPOSE OF MEETING: General Meeting

INVITEES / ATTENDEES:

Name	Present
Dianna Beck-Clemens: Board Chair	Y
Natasha Hemmings	Y
Malissa Cass	Y
Maureen McNamara	Y
Charles Mierswa	Y
Mary Beth Dunn	Y
Kathleen Olivieri	Y
Jessica Viotto	Y
Mara Tolas	Y

AGENDA:

1. Overall Giving/Special Events fundraising is at 59% to goal for FY20. Of note our FY runs from Oct 1-Sept 30.
2. Review/revisions of committee charge: All members were asked to carefully review and provide their comments on the Fund Development Charge via email to Maureen McNamara.
3. Review of remaining 2020 meeting calendar:
 - a. FD Committee Meeting: September 3rd
 - b. Board Meeting: September 21st
 - c. YWOV Leadership Summit: September 18th
 - d. FD Committee Meeting: October 8th
 - e. FD Committee Meeting: December 3rd
4. Fund Development Updates/Special Event ROI: Mara
 - a. The amount of effort required by staff to support special events is not translating into meaningful return. Staff could be spending their time working on delivering programs to our girls. The committee will need to carefully assess if it is worth the time for staff to continue supporting these events. If we do not have a critical mass of volunteers to run events like the Cookie Cook-off we may need to reconsider running events like this one.
5. Preliminary Results from Cookie Cook-Off: The event did better than expected considering the quick switch from in person to virtual. Gross revenue exceeded that from 2019. We did not auction the wine and a decision is needed as to what we can do with the approx. 70 bottles which were donated for the event.

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6. *YWOV Update: Mary Beth*
 - a. *Sponsorships are still needed. We need all board members to support this event. The committee set a fundraising goal of \$50K/ Theme for the event is 'Taking action today to build a sustainable tomorrow'.*
7. *Thank you calls:*
8. *G.I.R.L Community Champions: Decals were sent to all board members. Charles has started Charlie's Challenge: He will match the first \$250 of revenue from decal sales sold by each board members through end of our FY (Sept 30th).*