



**Chapter Meeting**  
**Tuesday, September 25, 2018**  
**10:00 – 11:30 AM**

**Meeting Agenda**

**Attendance:** Collins Desselle, Betty Barnard, Daniel Fullerton, Annette Van Devore, Alexis Buchanan, Tiffanie Robinson, Jo-Ann Lawrence, Toni Dixon, Skye Thompson, Janice Jacoby, Cynthia McGuinness, Barbara Peters, Nathan Krupa, Meredith Hammons, Ryan Braid, Deb Cook, **WebEx:** Shelley Wales, Samantha Bishop, Nydia Akins, Catherine Bridgers, Simone Escho, Rose Baldwin

**Welcome and Introductions**

**Pat Duboise**

Pat asked everyone to go around the room and introduce themselves.

**Guest Speaker:**

- **Introduction – Lisa Kennedy**

**Pat Duboise**

This presentation was a majority question answer session.

Development of a project, basic elements of fundraising (Case, Leadership, Planning)

**Case:** building a case for support (ex. Identifying a need and how to solve it). Being a facilitator to different parts of the organization and what questions need to be answered. Difficulty getting people to understand it's not what the organization needs, but what the community needs. How are we serving/helping the community? What are the first things anyone has done to start bringing people together? Get appropriate people in a room together, develop a work plan. Always communicate with funders.

**Leadership:** Staff leadership/CEOs/Board members. Difficulties: Board not being actively involved; providing ideas, but no resources; hard to get attention of leadership to see vision of how steps will lead to funding; different leaders can be motivated by different things. Learn from trying something that didn't work and how to make it better the next time. Recruit and engage people, over and over to get buy in. Really engage board in fundraising and communicate with them, they need to be involved in as many conversations as possible, build those relationships.

**Planning:** Have a plan of prospects to solicit every year. Work through those lists and have a plan in place for each one. Each prospect will have a different plan. That is due to different histories with prospects, different missions, etc. Build the culture and everyone needs to be on the same page as to why funds are being raised/needed. Just like staff leadership/board members, have constant conversations with prospects.

## Chapter Business:

- **President's Report** **Jo-ann Lawrence**
  - GPCI Board**-Seeking Board Members (Handout)
  - GPA Dues Increase**-Handout
  - GPA National Conference-Chapter Outing**-Lizzie McNeill's Irish Pub, Thursday, November 8 @ 6:30 pm in Chicago, IL.
  
- **Treasurer's Report** **Jo-ann Lawrence**
  
- **Every Chapter Challenge** **Jo-ann Lawrence**
  - The Every Chapter Challenge will end October 31<sup>st</sup>. Jo-ann provided a handout to attendees.
  
- **Committee Reports**
  - Membership** **Jo-ann Lawrence**
    - 75 members as of the beginning of September
    - New Members: Tiffanie Robinson, City of Forest Park; Dan Fullerton; Jennifer Baker, JIB Marketing; Barbara Peters, CaringWorks
  - Program** **Ryan Braid**
    - Next meeting is October 23, 2018. Our speakers will be Danny Blicht, City of Roswell, and David Broussard, Dickerson-Bakker and Associates. They will be speaking about measuring grant success with the grant ROI calculator.
    - Thanks to those who came to the Fall Happy Hour.
    - If anyone has speaker leads or topic ideas, please let Ryan or any of the board members know.
  
- **Job Announcements** **Group**
  
- **Other Business**
  
- **Adjourn**
  - Next Meeting: October 23, 2018