Development Committee Meeting Minutes  
Wednesday, November 12, 2014

Attending: Crystal Faulkner (chair), Brian Brockhoff, Sean McGrory, Peg Valentine, John Frank, Jr., Peter Alpaugh, Margaret Valentine, Terry Horan, Woody Uible, Julie Heath, Jim Ortman, Justin Vanderglas, Adrijana Kowatsch and Lorrie Penner.

I. Welcome  
Crystal Faulkner (Chair) welcomed everyone and the meeting was called to order.

II. Development Position Update  
The Center’s vacant development position is now posted on the UC Foundation’s website. Julie Health advised the committee that she has sent the posting information to the Board of Trustees and is asking that the Center’s trustees pass the position posting along to professional contacts who have the necessary qualifications and may be interested. The position is a UC Foundation position with a benefits package very similar to that of the University. At the time of the committee meeting, Julie has not been apprised of the salary range and will find out more details at a later meeting with UC Foundation. Although reporting to the UC Foundation, this position is a full time position, still housed at the Center and is primarily devoted to raising funds for the Center’s programs.

III. Pending Foundation Proposals and Fundraising Reports  
Adrijana Kowatsch shared a list of foundations to inquire whether the committee had further connections to any of the board members on those foundations, and to follow up from last meeting’s assignments. The Center currently has proposals out to the following and is requesting support for Center proposals;

L&L Nippert Charitable Foundation ($20k) - The Center has a proposal in for the StEP program at Pleasant Run and Pleasant Hill. A decision should be made in December. The process for selection is that a book of proposals is sent out to all of the trustees and if the majority votes for a particular project it becomes the recipient of funds.

- Carter Randolph – Brian Brockhoff has touched base; Warren Falberg has connected with also.
- Larry Kyte – Susan Zaunbrecher; Terry Horan
- Dr. Timothy Johnson - Woody Uible to contact; Peg Valentine to assist.
- Nancy Walker - Sean McGrory to contact

William P Anderson Foundation ($10k) – the Center’s proposal is to support StEP at Covedale in Price Hill. A decision should be made in December.

- John Campbell – Crystal Faulkner to contact
- David Whittaker – Woody Uible
- Michael A Coombe – Woody Uible to contact
Sutphin Family Foundation ($20k) – Mary Alice Cook is coordinating. Brian Brockhoff has offered to contact Wendy Rich on board of the Foundation; Crystal mentioned that Wendy will be attending her Christmas Party on December 4th.

Luther Foundation – after an unsuccessful proposal to the John Hauck Foundation, Narly Haley referred the Center to the Frances Luther Foundation. Brian has been in contact Narly regarding the support of the Center’s programs.

Helen Steiner Rice Foundation ($20k) – Don Weston is contacting Angie Reuhlman to put in a good word for the Center’s proposal.

Good Neighbor Foundation ($100k) - decision should be soon.
Don Feldman – Don Westin to connect with; Sean McGrory can also support.
James -Minutello - Terry Horan to contact
Emily Uhl – Don Weston to call, Chris Habel to assist with---

RC Durr Foundation – Adrijana advised the committee that efforts toward this foundation are on hold until we Center has a developed project for Northern Kentucky. Julie Heath advised the committee members that she has a very good working relationship with the Director of the Economics Center at NKU and that anything Center did in Northern Kentucky would be coordinated with the Director there. The Center will move ahead with cultivating RC Durr.

Carol Ann and Ralph V Haile Foundation - the Center is interested in submitting a proposal, but have not done so at this time. At the last committee meeting a request was made to see if the committee had any connections and might introduce the Center to someone on the board of these foundations and discover more about their prospective application processes. Woody offered a possible introduction to Leslie Maloney.

Jim Ortman of the Center’s YP Committee has made some efforts in finding out details regarding the foundation’s interests. They have a strong education focus toward pre-K through third grade, so the Center has send some materials about StEP.

Richard Davis, a former Center Trustee has some connections to the Haile Foundation and the committee agreed that further inroads should be funneled through him if he is willing to assist. Sean will contact Mr. Davis to ask about the Center’s desire to submit a proposal and what that process would be.

From the Fundraising Income Report dated 07/01/2014-11/11/2014, Adrijana commented on some other pending proposals;

Key Bank – the Center has been talking to the organizer of Key Bank’s C.A.R. program and feels that approach is not productive. The committee recommends that YP, Jonathan Papin be approached to see if he can assist with Key Bank processes.

State Farm – we feel the Center’s proposal is in good shape and should hear a decision in December.

US Bank – The Center is trying to reignite their relationship with US Bank. Crystal has offered to set a lunch meeting up for Julie and Gene Fugate. The type of proposal that the Center would be suggesting to US Bank is sponsorship for teacher training and the high school summer program, TL2 (Today’s Learners Tomorrows Leaders).

PNC – Bill Robinson is making connections for the Center at PNC.
IV. Stewardship
The Center relies heavily on corporations and foundations to support the Center through donations, grants and sponsorships and to a lesser degree on individuals. Adrijana directed the committee member’s attention to an Individual Prospect list, which contains names of individuals who have supported the Center in the past. The Center would like to reinvigorate their relationship with these past supporters and are asking the committee for assistance. Committee members volunteered to assist with the following:

Michael Baker – Brian
Bob Buchner – Crystal
Hap Castleberry – John
Ed Diller – Julie and Sean
Robert Dinerman – Julie and John
Walter Frank – Sean
Barbara Henshaw – Sean
Don Kaplan – Crystal
Jerry Leamon – Woody
Jim Lippert – Woody
Jenn Stein – Adrijana

The committee discussed more specific ways of asking for support. As an example, the Center will be engaging close to 4,000 students in the StEP program this school year.
If an individual wanted to support that program, we could ask for them to support a class for $500, a bus (for transport to Market Madness) for $250 or even $33/per child for work books or supplies.

The committee also briefly discussed having an introductory luncheon or breakfast, a private reception held at a home of a trustee, where a number of these individuals could be invited rather than doing individual meetings. This line of brainstorming will be resumed at the next committee meeting; special focus on expanding the pool of individual donors.

V. Annual Award Luncheon
Brian indicated that the date and the venue are still in question pending confirmation from GE on their corporate calendar for 2015. Brian will follow up.

VI. NEXT MEETING
The next meeting of the committee was set for Wednesday, December 10 at 8:00 a.m. at the Center’s offices at 225 Calhoun, Room 359.

The meeting was adjourned.