

**Development Committee Report to the UUSJ Board of Directors
October 3, 2020**

Members: David Strauss, At Large, Gary Magnuson of UUC Frederick, Peter Bishop of Washington Ethical Society, Bob McCarthy of Fairfax UUC, Larry Underwood of Bull Run UUC, Eleanor Piez, Mt. Vernon UUC, and Dean Wanderer, Accotink UUC.

Ex Officio members: Pablo DeJesús, Executive Director and Bob Denniston, Board Chair

Charge: The group was formed in May 2018 to help stabilize and grow UUSJ's financial base as we advance our commitment to advocate for the issues arising from the principles and values of our UU faith.

The Development Committee (DC) began fiscal 2020-2021 by working in conjunction with the Membership Committee (MC) and our ED to conduct a new member campaign and to solidify memberships from lapsed members. The two committees have been conducting appreciative inquiry calls to a list of about 100 large donors to UUSJ, seeking their input on our current activities and their ideas for future work. These donors will be asked to provide more support during the End of Year campaign that will begin toward the end of October.

December 1, 2020 will be Giving Tuesday. We will participate, hoping to raise some funds from those who don't usually give to UUSJ.

Finally, we have scheduled our major fundraising event for the year: **On December 12 from 4-6 PM we will hold our first virtual Gala, our 20th Anniversary celebration.** Bob McCarthy is chairing the event and he will fill you in on some specifics later. Suffice it to say, we have an exciting speaker who will catch the wave of optimism that will hopefully be generated by the results of the November elections. It will be an exciting time that will bring so many UUs together over a Zoom platform.

These activities and events have no specific financial goal attached. There is a budget item that tasks us with raising \$11,000 for the general funds of UUSJ. I believe we will easily exceed that number if we all, including you at this meeting, work hard together throughout the year.

With that, I want to challenge us to meet the generosity provided by three of our fellow Board members. These three people have each put up \$2,000 to be matched by others. So far, about \$500 has been raised, leaving a need for another \$5,500. While that may not end with this Board, it needs to strongly begin here. Please join me now in writing a check or pressing the Donate button to help unlock these matching funds.

As always, we welcome your thoughts and ideas as we move ahead with development work.

Submitted by David Strauss on behalf of the Development Committee