

Development Committee Report
To UUSJ Board
September 13, 2021

Committee members: Eleanor Piez (chair), Norma Flores Lopez, Kat Donovan, David Strauss (non-board member)

Meeting schedule: The committee meets monthly on the second Friday at 1 pm.

Charge: The committee supports UUSJ's mission by coordinating all fundraising efforts as per the annual budget.

Current focus:

1. **Annual Gala Event** – scheduled for **Sunday November 7 between 4 and 8 PM. All board members please plan to attend and sell tickets.**
 - The featured speaker is Rev. Mary Katherine Morn, CEO & President of the Unitarian Universalist Service Committee (UUSC).
 - Awards will be awarded to recognize exemplary UU social justice efforts.
 - The remaining program is still in development, will introduce new board members.
 - The ticket price has been set at \$60. No one will be turned away for lack of funds, but we do need to raise \$\$\$, see below. Complimentary ticket policy is in process now.
 - Total goal (gross) as per budget is \$12,000. We need to sell at least 200 tickets @ \$60 to reach the goal. Last year we exceeded that number with close to 240 attending, so we believe this will be doable.
 - Sadly, due to family health issues, our longtime and capable event chairperson Bob McCarthy has had to step down. David Strauss has stepped in and welcomes all the help he can get. Contact David at [dstrauss42@gmail \(dot\) com](mailto:dstrauss42@gmail.com).
2. Board Member Donations – are very welcome! Please give generously. ☺ There will be a more formal pitch in future.
3. Annual Fundraising Plan – this will be the primary focus of the committee moving forward.

Current activities include:

- a. Various regularly scheduled email appeals, including end-of-year that is coming up soon;
- b. The gala event;
- c. Occasional grant proposals;
- d. Membership dues in coordination with Membership Committee.

We will be looking at additional activities and scheduling so as to make sure we raise the needed money within our capacity of staff, volunteers and technology. I am particularly interested in 1) cultivating *major donors*, 2) *grants* as appropriate based on issue work, 3) developing policy and strategy around *crowd sourcing and social media*, which I am not expert in, but I believe there is potential if we are careful about how we target our appeals.