

DEVELOPMENT ROAD MAP – 3/11/22	MARCH	APRIL	MAY	JUNE
Development Committee Agenda	<ul style="list-style-type: none"> <li>✓ Committee transition</li> <li>✓ Sponsorship Update</li> <li>✓ FY23 Annual fund Design</li> </ul>	<ul style="list-style-type: none"> <li>○ Finalize FY23 sponsorships</li> <li>○ FY23 Annual Giving design/timeline</li> <li>○ Committee recruitment</li> </ul>	<ul style="list-style-type: none"> <li>○ Annual Fund prospect development</li> <li>○ Committee recruitment</li> </ul>	<ul style="list-style-type: none"> <li>○ Annual Fund prospect development</li> <li>○ Committee recruitment</li> </ul>
Individual Giving	<ul style="list-style-type: none"> <li>✓ Complete Board Campaign</li> </ul>	<ul style="list-style-type: none"> <li>○ FY23 Annual “Friends” Program Design</li> </ul>	<ul style="list-style-type: none"> <li>○ Complete FY22 Campaign</li> </ul>	<ul style="list-style-type: none"> <li>○ Begin FY23 “Friends” Campaign</li> </ul>
Corporate Giving	<ul style="list-style-type: none"> <li>✓ Solicit FY23 sponsorships</li> </ul>	<ul style="list-style-type: none"> <li>○ Confirm all FY23 sponsor agreements</li> </ul>	<ul style="list-style-type: none"> <li>○ Complete all FY23 sponsor agreements</li> </ul>	<ul style="list-style-type: none"> <li>○ Season brochure recognition page</li> </ul>
Grants	<ul style="list-style-type: none"> <li>✓ Town Grant presentation</li> <li>✓ Develop annual grant calendar</li> </ul>	<ul style="list-style-type: none"> <li>○ NCAC and ASC Requests</li> <li>○ Town Grant review process</li> </ul>	<ul style="list-style-type: none"> <li>○ NCAC and ASC Requests</li> </ul>	<ul style="list-style-type: none"> <li>○ Grant research</li> </ul>
Stewardship	<ul style="list-style-type: none"> <li>✓ Design annual benefits to maximize cultivation &amp; stewardship opportunities</li> </ul>		<ul style="list-style-type: none"> <li>○ Plan donor recognition event (July)</li> <li>○ Schedule Thank-a-thon</li> </ul>	<ul style="list-style-type: none"> <li>○ Plan donor recognition event (July)</li> <li>○ Hold Thank-a-thon</li> </ul>
Capital Campaign	<ul style="list-style-type: none"> <li>✓ Major gifts</li> <li>○ Upgrade early donors</li> <li>○ Brick engravings sent to Pine Hall Brick</li> </ul>	<ul style="list-style-type: none"> <li>○ Major gifts</li> <li>○ Update website – 4 x 8 outdoor bricks only</li> </ul>	<ul style="list-style-type: none"> <li>○ Major Gifts</li> <li>○ Recognition plaques designed</li> </ul>	<ul style="list-style-type: none"> <li>○ Major Gifts</li> <li>○ Recognition plaques ordered</li> </ul>
Behind the scenes	<ul style="list-style-type: none"> <li>✓ Finalize Volunteer Program</li> </ul>	<ul style="list-style-type: none"> <li>○ Committee leadership slots filled</li> <li>○ Volunteer training process begins</li> </ul>	<ul style="list-style-type: none"> <li>○ Website redesign</li> <li>○ Volunteer training</li> </ul>	<ul style="list-style-type: none"> <li>○ Website redesign</li> <li>○ Volunteer training</li> <li>○ Secure new Development Committee members</li> </ul>