



OSA Advancement Committee Meeting MINUTES
Friday October 9, 2020 11:00 AM

OSA Board Committee Members:

Josefina Alvarado Mena, Steve Borg- Committee Chair

Agenda:

Meeting convened at 11:20

- **Public Comment** - none

Finance coming up with a 2 to 3-year budget in January.

- **Reviewal of timeline given to both Finance and Advancement for their respective pieces connected to the Pillar 4 Sustainability goal.**

Discussion: Kathryn attending Finance meetings now to ensure the sustainability conversation has all stakeholders. Lisa - we are on the pinnacle of a big shift.

- **Review of the work that Advancement has done so far this fiscal year.**

Kathryn shared a snapshot of YTD fundraising. About \$200k so far against overall goal of \$800k. \$112k to AF goal of \$500k and \$88k toward 'other' goal of \$250k. Positive response to \$1500 ask, including those who have never given in past.

New member of the team, Valerie Salley - new to OSA and comes with a lot of knowledge. Plan around growing the donors, researching those who can participate in Capital Campaign.

Step It Up - in the past 3-4 donors have supported this program. Applying now for funding. Complicated funding cycles around this, timing is important.

350 RSVPs for OSA Creates!

Year-end communication piece going out, with direct asks, strategic communication, case statement. First time we've had a case statement in about 12 years.

Development & creation of Annual Report for this year. Ideally it would be ready by Thanksgiving.

Spotlight 1st quarter edition will be sent out today - different from internal OSA Newsletter.

- **Discussion about the template that the Advancement Committee should adopt moving forward for the rest of the year in order to meet the timeline for the Pillar 4 Sustainability goal.**
- **Review the Roles and Responsibilities of Advancement Committee members.**