## NSLCFC Minutes, 6/7/11, 7pm, Town Hall

Members Present: Jane Urban, Susie Mosher, Weezie Houle, Karen Traub and George Arvanitis

Visitors present: Becky Torres

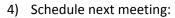
- 1) Approve the Minutes from April 20, May 12 & 23, 2011 as amended
- 2) Discussion of donor cultivation training
  - a) Option of having Matt Blumenfeld, which would include the booklet he is providing
  - b) Sharon Davenport would do it informally for free
  - c) Susie would like it video tape it.
  - d) Jane talked about using scripts, talking points
  - e) Discussion of Mary Ann's suggested list of potential donor cultivation training
  - f) **Motion made:** Hire Matt for training on June 28<sup>th</sup>, possibly including a few more donor cultivators. That meeting to be followed up by a practice session and then at a later point our group would become trainers for others.

**Seconded:** Karen. **Discussion:** This will help us move forward. We need to start educating ourselves to be ready for training. **Motion passed,** four in favor, one opposed.

- g) **Note:** practice before the 28<sup>th</sup>.
- h) Weezie will ask Matt if he will come and if we could videotape him. , 7pm.
- i) Jane, Weezie & Karen will get together on the 12<sup>th</sup>. NSLCFC will meet on the 16<sup>th</sup>
- j) Motion and Second to accept Giving Level names and categories:
  - i) Stewards
  - ii) Supporters
  - iii) Builders
  - iv) Library Family
  - v) Circle of readers

Discussion. Motion amended to be the names and categories below:

- i) Visionary \$50+K
- ii) Leader \$25-49K
- iii) Steward \$15 24K
- iv) Pillar \$10-14K
- v) Benefactor \$1,547.62 \$9,999
- vi) MN Spear Club \$1547.62
- vii) Circle of readers<\$1547.62
- b) Naming Opportunities: edited list. Questions for Matt
  - i) How do we handle small donations toward naming
  - ii) Do we have enough \$5K, \$10K, \$15K, \$20K, & \$25K options
  - iii) Susie will get Leverett's and Jane will get Wendell's naming opportunities
- c) Weezie will edit materials and distribute
- d) Weezie will post Matt's PDF of Feasibility.
- 2) Review documents prepared by the Donor Cultivation working group and others (Susie & George):
  - a) A Narrative an expanded vision statement with history, programs, services, and the state grant process reviewed. (Susie, et al)
  - b) A Fact Sheet including the cost, the cost for the avg. tax payer (George can provide)
  - c) Ways of Giving
  - d) Naming Ops
  - e) Giving Levels
  - f) Number of Gifts needed to get to goals at each level
  - g) Pledge Card
- 3) New Business
  - a) Open Meeting Law: There must be 48 hours' notice for all groups, including working groups, with agendas, and take minutes. You can cancel a meeting at any time, 48 hours' notice for reschedules.
  - b) Cliff Read's group raised \$200+ for the new library
  - c) Start keeping slogans



a) June 12, 3pm, AC, Review donor materials, Practice Asking, June 16, 7pm, Town Hall: Practice Asking, June 28, 7pm, Town Hall: Training, Tuesday, July 5, 2011, 7pm, Town Hall