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**Development Committee Meeting**

**August 28, 2018**

**10:00 A.M.**

**Times Union Center of the Performing Arts**

**300 Water Street, Jacksonville, FL 32202**

**Present:**

Members- Kemal Gasper & Pam Smith

Staff- Chelsey Cain, Tony Allegretti, Cedric Lewis (Call in)

**Call to Order 10:03 A.M.**

1. Mr. Allegretti, Executive Director, opened the conversation with the history of the Cultural Council of Greater Jacksonville’s funding revenues. He put emphasis on the cuts in state funding.
2. There was discussion on who is leading development; the agency’s Board of Director’s or CCGJ staff. Ms. Smith discussed how this is a big strategic question that needs to answered by the Board and the new Executive Director.
3. Mr. Lewis, Finance Director, proposed the fundraising goal for the next fiscal year (FY 2018-2019) is $156,000. These funds will support the agency’s basic operations.
4. There was conversation on the difference between advocacy and development.
5. Mr. Gasper discussed the idea of advancing advocacy. He suggested the following: Board Members writing “Thank You” notes to City Council Members and Board Members attending City Council meetings.
6. **Action: The Development Committee will define clear expectations for fundraising and advocacy.**
7. Mr. Gasper, mention the possibility of hiring a Development Consultant. Staff and Ms. Smith were open to this idea.
8. Finally, there was discussion on defining what fundraising events the Cultural Council wants to undertake year to year.

**Adjourned 10:58 A.M.**