Development Committee Minutes
Zoom Meeting on May 19, 2026
Final

Committee Members Present: Rosann Bocciarelli (in-person), Scott Belleman, Ron Felmus, Janet Gale, Josh Goldberg (in-person), and Katie Roeper

Staff: Dan Brandeis, CEO, and Lauren Plotkin, Life & Legacy Director (in-person)

I. Welcome—Dan Brandeis

Dan called the meeting to order at 12:01 PM.

II. Approval of February 3, 2026 Minutes

The minutes of the February 3, 2026 meeting were approved without objection.

III. Foundation Development Update

a. **Development Activity:** Dan noted that donations were up significantly this year over the prior year, including agency funds, which saw almost $3 million in new additions.

   Dan reviewed the goals set by the Board, which include raising 12 new DAFs. The current total is five, with three awaiting donor signatures. The goal of seven endowment funds is currently at six funded, with two in progress and one donor expected to be the first to use the matching funds, bringing the total to seven or more. Dan encouraged committee members to facilitate introductions with potential new donors.

   Dan met with Or Atid regarding endowment benefits and the matching grant opportunity. KBI is in the "quiet phase" of an endowment campaign, with one significant principal gift being secured. The matching grant is being used to open conversations with other congregants.

b. **Grinspoon Update:** Lauren Plotkin provided an update on the Life & Legacy program, including the new dashboard and partner meetings. Lauren noted that the dashboard was developed with help from Janet and Katie and is intended to motivate partners. She reported that the goal of six new commitments and six formalizations has been surpassed, with 10 new commitments and nine formalizations to date.

Lauren has scheduled meetings with all partners in May, having completed meetings with the Federation and KBI, with Beth El scheduled for the following day. In addition, a Zoom call has been scheduled with all Life & Legacy partners for June 11 to discuss the matching grant opportunity.
Lauren announced that the Grinspoon Life & Legacy Annual Conference will be held October 19–21, 2026, and encouraged partners to attend, noting that funding is available for those who wish to participate. Registration is expected to begin in June.

c. Publishing Fundholder Names on the Website and in the Annual Report

Dan asked whether RJF should publish DAF, endowment fund, and Life & Legacy fundholder names on the Foundation's website. The committee discussed donor privacy, administrative burden, low website traffic, and the risk of unwanted solicitation. Members noted that an internal list could be useful for stewardship and future marketing, with donor acknowledgement preferences clarified before any public posting. The committee favored recognizing fundholders in a printed annual report rather than maintaining a public website list at this time.

d. Endowment Matching Grant – Communication and Marketing Materials

Dan summarized outreach to date, including emails and calls to partner agencies, the L'dor V'dor announcement, an *Online* Reflector article, and a Federation video message.

Katie proposed a two-sided flyer for donor conversations and presentations, along with RJF and partner email templates and story-based examples. Ron suggested a targeted Board-level effort to encourage Genesis Fund giving.

The committee endorsed Katie's focus on simple, consistent, story-based messaging and suggested using real fund examples with donor consent and forward-looking language.

e. Annual Meeting Distribution of Matching Grant Materials

Dan noted early interest in the match, including from several Board members. Katie confirmed that finalizing the flyer is the top priority and that the annual meeting is an appropriate distribution venue. The committee recommended one additional partner email before the meeting to highlight the June 11 call, with Lauren sending targeted invitations to Life & Legacy chairs, committees, lay leaders, and professional staff. A final flyer will be ready for the June 3 joint annual meeting.

Dan concluded the meeting at 1:12 PM.