

ADVANCEMENT BOARD MEETING

October 19, 2017
Board Room of Ministry Center 7:00 p.m.

Minutes

I. OPENING PRAYER

A. Craig Bennett open the meeting with a prayer.

II. PRESIDENT

A. Robert Lembach was selected to be the acting secretary for October.

III. OLD BUSINESS

A. There was no quorum, so there was no approval of September 17 meeting minutes.

IV. COMMITTEE REPORTS

A. Update on Golf Outing

1. Frank Glowaty reported that the 2017 golf outing made approximately \$75,000.
2. Nick Gabrione reported that planning for the 2018 golf outing is underway.

B. Universal Fundraising

1. Frank mentioned that no meeting of the Universal Fundraising Committee took place since the last Advancement Board meeting.

C. Virtuous CRM Software

1. Craig discussed that SSPP currently has a CRM software called ResultsPlus. Currently, the cost for the software is \$973 a year for one license. For a cloud based version of the software (which is comparable to Virtuous CRM), the cost would rise to \$250 a month (\$3,000 a year).
2. Frank reported that he talked to a school that is currently using the Virtuous CRM software. Given the size of school and its mission, their experience with Virtuous CRM did not provide enough insight to draw any conclusions on how SSPP could benefit from this software.
3. A group discussion took place about the benefits of using ResultsPlus vs. Virtuous.
4. It was determined that the next steps should be to schedule a webinar with ResultsPlus to learn more about its cloud based product.

BE A PART OF OUR FAMILY

- D. Donor Appreciation Gathering – November 16 at Val & Nick Gabrione’s house
 - 1. Nick reported there are 21 confirmed guests and 18 have replied that they will not be able to come to the event.
 - 2. Nick asked everyone to spread the word about the Donor Appreciation Dinner and to respond to the Evite invitation.

- E. Status of Annual Report
 - 1. Frank discussed that SSPP will be issuing the Annual Report electronically. If things go well, we could publish the Annual Report by the end of next week.
 - 2. Last year the printing of the Annual Report cost approximately \$10,000. By issuing the Annual Report electronically in 2018, it will only cost about \$2,000.

- F. Advancement Board openings
 - 1. Frank said that he spoke to Jennifer Nagle about joining the Board. If she accepts, she could attend the November board meeting.

- G. Young Alumni Facebook page
 - 1. Frank reported that Tommy Walter is working on the Facebook page and planning an event for alumni in the Spring.

- H. Finance
 - 1. Rob Lyon discussed that the earning on the Endowment Funds for the last three months exceeded the withdrawals from the Funds.

V. NEW BUSINESS

- A. Annual Fund Drive
 - 1. Wil and Frank led a group discussion that covered the following topics:
 - 1. A late November mailing will be made to allow people to make donations in either 2017 or 2018 for tax planning purposes.
 - 2. The PEBP Incentive will still be the focus of the Annual Fund Drive.
 - 3. No Advancement Board Matching Gift is planned for the 2018 Annual Fund.

 - 2. Craig asked if there should be a long-term goal established (i.e. large capital improvement like a fieldhouse) to generate a strategic need for Annual Fund Drive. A group discussion ensued, and it was determined that establishing a long-term goal for the Annual Fund should be discussed further at future meetings.

VI. CLOSING PRAYER

- A. Will closed the meeting with a prayer.

Next Advancement Board meeting: Thursday, November 9
Donor Appreciation Gathering: Thursday, November 16

BE A PART OF OUR FAMILY

201 E. FRANKLIN AVE. • NAPERVILLE, ILLINOIS 60540 • (630) 355-0113
WWW.SSPETERANDPAULSCHOOL.COM