

Development Committee Meeting Summary
November 11, 2024, 6PM

- I. Opening/Call to Order at 6:06PM

- II. Attendance & Quorum
 1. Attendees: Keishia Niblack (KN), Tomika Jones (TJ), John Kenneth White (JKW)
 2. Absences: Gavin Samms (GS)
 3. Quorum: A quorum is present.

- III. Announcements & Recognition – None.

- IV. Discussion Items
 1. Lance Lucas and Associates
 - a. KN reminded the committee that GS shared his hesitation about continuing with LLA due to high expenses and limited progress was discussed; GS is expected to decide on next steps by the next development meeting.
 - b. JKW advocated for a stable, long-term fundraising strategy to ensure consistent funding, raised concerns about the consultancy fees and questioned the ROI while considering the school’s ongoing funding needs.
 - c. TJ and KN highlighted the need to maintain momentum, and this is our third attempt at securing a fundraising strategy consistently, with past efforts have not showing favorable results.
 - d. All came to a consensus on the need to finalize a long-term strategic plan. TJ acknowledges a strategic plan was started during the Board Retreat in July and emphasized the importance of setting tangible goals, focusing on making our current building excellent and establishing a unique value proposition that will attract enrollment.
 - e. JKW discussed the anticipated changes at the Federal level that could impact funding for Genesis, specifically around diversity focused education support. Proposed strategies to fight against these shifts include enhancing enrollment efforts and highlighting STEM to align with the vision of Genesis.

- V. Public Forum – None.

- VI. Executive Session – None.

- VII. Action Items
 1. Past Action Items
 - a. The committee will revisit the cadence of the meetings once JKW becomes acclimated to the Board.

 2. New Action Items

- a. GS will provide an update by the next committee meeting on his next steps with LLA.

VIII. Next Meeting – **December 10, 2024, 6PM**

IX. Adjournment @ 6:43PM