

APPROVED



## Salem Academy Charter School

# Minutes

## Development Committee Meeting

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### Date and Time

Wednesday January 7, 2026 at 8:00 AM

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The Salem Academy Charter School Development Committee will meet at 8:00 AM via Zoom:  
[https://salemacademycs.zoom.us/meeting/register/OSEL6L1OT2C6nQ-O8wh\\_pg](https://salemacademycs.zoom.us/meeting/register/OSEL6L1OT2C6nQ-O8wh_pg)

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### Committee Members Present

Fallon Burke (remote), Laurie Kennedy (remote), Nohara Lopez-Okoli (remote), Stephanie Callahan (remote)

### Committee Members Absent

Giselle Ortega

### Guests Present

Domina DiBiase (remote)

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## I. Opening Items

### A. Record Attendance

### B. Call the Meeting to Order

Fallon Burke called a meeting of the Development Committee of Salem Academy Charter School to order on Wednesday Jan 7, 2026 at 8:04 AM.

### **C. Approve Minutes**

Nohara Lopez-Okoli made a motion to approve the minutes from Development Committee Meeting on 12-03-25.

Stephanie Callahan seconded the motion.

The committee **VOTED** unanimously to approve the motion.

## **II. Development**

### **A. Development Report**

Fallon Burke presented the Development Report as of December 31, 2025, and reviewed the results of the December Appeal with the committee.

### **B. FY26 Campaign Updates**

Fallon Burke gave the committee an update on GivingTuesday and the December Appeal, sharing reflections on performance and early progress toward fundraising goals.

### **C. RFC Gala 2026 Planning**

The committee discussed the Reach for College Gala Sponsorship Packet, with a focus on reviewing and refining the sponsorship levels. Saphier Events' proposed levels included \$250, \$500, \$750, \$1,500, \$3,000, and \$4,500, while last year's levels were \$250, \$500, \$1,000, \$3,000, and \$5,000. The committee considered increasing the entry-level sponsorship from \$250 to \$300 and, based on FY24 data, potentially raising the top tier to \$500. Additional ideas included offering a plaque for the highest sponsor and exploring whether sponsorship benefits could include a table, with ticket quantities aligned to the number of seats. Ultimately, the committee agreed to move forward with four sponsorship levels for this year: \$500, \$1,000, \$3,000, and \$5,000. The committee also discussed honoring a community partner and confirmed that the silent auction will be hosted online, with donated items listed through the auction platform.

### **D. 2026 Development Committee Goal Setting**

The committee agreed to table the 2026 goal-setting discussion and will revisit and finalize goals at the next meeting.

## **III. Closing Items**

### **A. Adjourn Meeting**

There being no further business to be transacted, and upon motion duly made, seconded and approved, the meeting was adjourned at 9:03 AM.

Respectfully Submitted,  
Fallon Burke

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**Documents used during the meeting**

- Development Reports FY26 - 12.31.25.pdf
- RFC Gala 2026 Sponsorship Packet - DRAFTS.pdf