

APPROVED



Salem Academy Charter School

Minutes

Development Committee Meeting

Date and Time

Wednesday March 4, 2026 at 8:00 AM

Location

Zoom: https://salemacademycs.zoom.us/meeting/register/OSEL6L1OT2C6nQ-O8wh_pg

The Salem Academy Charter School Development Committee will meet at 8:00 AM.

Committee Members Present

Fallon Burke (remote), Giselle Ortega (remote), Laurie Kennedy (remote), Stephanie Callahan (remote)

Committee Members Absent

Nohara Lopez-Okoli

Committee Members who left before the meeting adjourned

Laurie Kennedy

I. Opening Items

A. Record Attendance

B. Call the Meeting to Order

Laurie Kennedy called a meeting of the Development Committee of Salem Academy Charter School to order on Wednesday Mar 4, 2026 at 8:03 AM.

C. Approve Minutes

Stephanie Callahan made a motion to approve the minutes from Development Committee Meeting on 02-04-26.

Giselle Ortega seconded the motion.

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

II. Development

A. Development Report

Fallon Burke presented the February Development Report as of February 28, 2026. The majority of recent activity is related to planning for the REACH for College Gala.

Sponsorship totals have more than doubled compared to year-to-date February 2025, reflecting strong momentum. The committee noted the importance of maintaining this momentum in the lead-up to the event.

B. Progress Toward 2026 Committee Goals

The committee reviewed progress toward 2026 goals, noting that the school is currently 78.55% of the way toward the Annual Fund goal. To support continued progress, the committee discussed planning 1:1 check-ins with trustees to encourage recurring (monthly) giving and deeper engagement. The group also agreed to add trustee giving and engagement as a standing item on the monthly agenda to ensure consistent tracking and accountability. Additionally, the committee discussed identifying a date for a Lunch & Learn “friendraiser” event to support donor cultivation and expand the school’s network.

C. RFC Gala 2026 Planning

The committee reviewed updates for the Reach for College Gala. Sponsorships have reached approximately \$30,000, and 31 tickets have been sold to date, including staff and guest attendance. The committee discussed the event program, which will include student performances such as an acoustic guitar class or pianist and a performance by the dance team.

Regarding the honoree, NC declined the invitation. The committee will continue to move forward with recognizing a Service-Learning Community Partner as part of the program.

The committee also discussed auction planning, including potential high-value items such as Sail Boston experiences and a private boat charter. To strengthen auction procurement and broader engagement, the committee discussed ways to better leverage the school community. One idea includes developing a family engagement form to capture information about family-owned businesses, professional networks, and potential connections that could support sponsorships, donations, and auction items.

Laurie Kennedy left at 8:24 AM.

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 8:36 AM.

Respectfully Submitted,
Fallon Burke

Documents used during the meeting

- Development Reports FY26 - 2.28.26.pdf