



ballet

**DES MOINES**

## **CAMPAIGN COMMITTEE MEETING NOTES**

December 4, 2023 | Collaborate DSM

11:00 AM – 12:00 PM

In attendance: Joyce Chapman, Jeff Fleming, Tom Smull, and Connie Wimer

Staff: Blaire Massa

Consultant: Nikki Syverson

### **CAMPAIGN STATUS**

Connie Wimer that the campaign now at \$867,000 which is 38% to our goal. New gifts have been confirmed from Polk County, Kathleen deLaski, Joany & Mic Jurgens and Joey Patino. Pending gifts include the Lauridsens and Dr. Doug Dorner & Carole Villeneuve.

### **DONOR PROSPECTS UPDATES**

- Blaire
  - Destination Iowa: Connie will schedule a dinner with Debi and Blaire
  - EMC: a meeting is scheduled with Foundation reps on January 5
  - Principal: submitted LOI on 11/17. Next step is in February.
- Connie
  - Kemin: Connie is talking with Chris Nelson this afternoon
  - Meredith Foundation: Steve encouraged us to send a request letter addressed to Mell to him at the Foundation
  - Linda & Tom Koehn: have not responded to either Connie or Jeff. We will wait a bit on reaching out again.
  - Kathy & Bill Ferman: will ask for meeting next time they are in person together
  - Krause Group: met with Emily Bahnsen on 11/13. Ask is pending.
  - MidAmerican: trading voicemails
- Jeff
  - Pam & Harry Bookey: trading messages to set meeting
  - Virginia & Nix Lauridsen: ask is pending. Trying to schedule rehearsal visit, but will wait to reach out again until January
  - Dr. Deming – meeting on Dec 6
- Joyce
  - MidAmerican: Kathryn declined meeting. Connie will follow-up
  - Ruan Family Foundation: Not interested in attending Nutcracker or rehearsal. Blaire will send email to Rachel
  - Judy Blank: no response
  - Mike Simonson: will reach out
- Tom

- Kathleen deLaski and Edward Grub: confirmed!
- Pam & Rene Stephens: setting time for dinner.

### **BDM FINANCIAL OVERVIEW**

Blaire walked the committee through the Ballet's current and past financial overview, explaining nuances for specific line items. Cash flow has been and remains strong for Ballet Des Moines.

### **CAMPAIGN TIMELINE**

It's important to stress urgency in January and February to get as much accomplished before the downtown space is complete. Rehearsals will begin again January 8 which is a great way to cultivate donors. Meetings will move to monthly in January, with weekly emails still sent while ISC is on board,

### **NEXT MEETING**

The next meeting will be held on Monday, January 8 at 11am at Collaborate DSM.