



ballet

DES MOINES

CAMPAIGN COMMITTEE MEETING NOTES

November 20, 2023 | Zoom

11:00 AM – 12:00 PM

In attendance: Kirk Besh, Joyce Chapman, Jeff Fleming, Alissa McKinney, Tom Smull, Chuck Swanson, and Connie Wimer

Staff: Blaire Massa

Consultant: Nikki Syverson

CAMPAIGN STATUS

Kirk Besh reported that the campaign now at \$827,000 which is 33% to our goal. New gifts have been confirmed from Kay Myers and Bridget Penick. Pending gifts include Polk County, Lauridsen, deLaski/Grubb, Jurgens and Dorner/Villeneuve.

Blaire updated the committee that she received a grant agreement from Polk County for \$100,000. This will be officially voted by the Supervisors at an upcoming meeting. This brings the total to \$927,000 or 37% to goal. Nikki stated that the campaign is on track to-date, however we do need a couple of lead gift commitments in the next month to keep the right pace.

DONOR PROSPECTS UPDATES

- Alissa:
 - Doug Dorner & Carole Villeneuve: had a very positive meeting. Carole is especially interested and Alissa is working to find a time to visit rehearsal
 - Sheri Avis Horner: sent letter asking for meeting
 - Virginia & Craig Petermeier: will meet with Lindsay first; working on time
 - Deb Pulver: sending letter and casebook
 - Dr. Steve & Marsha Stephenson: declined
- Blaire
 - Destination Iowa: Ballet Des Moines does not meet guidelines. May approach Debi about an exception
 - Polk County: confirmed!
 - Joany & Mic Jurgens: met on 11/7. Ask is pending
 - Principal: submitted LOI on 11/17. Next step is in February.
- Connie
 - Kemin: will email Chris Nelson for meeting
 - Meredith Foundation: will approach Steve Lacy to find out process
 - Linda & Tom Koehn: have not responded to emails. Jeff Fleming will follow-up
 - 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: Connie will follow-up with Kathryn

- Jeff
 - Pam & Harry Bookey: back from Chile and setting meeting
 - Virginia & Nix Lauridsen: ask is pending. Working to get Nix and Virginia to a daytime rehearsal for the week of Nov 27
 - Dr. Deming – meeting on Dec 6
- Joyce
 - MidAmerican: Kathryn declined meeting. Connie will follow-up
 - Ruan Family Foundation: invited to Nutcracker tea – no response. Will now reach out regarding attending a rehearsal
 - Kay Myers: confirmed!
 - Judy Blank: will contact to gauge interest based on Kay Myers suggestion
- Kirk
 - Atlantic Bottling: will contact
 - Mollie & Britt Baker: playing phone tag
 - Mary & Don Coffin: meeting when Mary is back from Scottsdale
 - Brian & Mary Lohse: Will listen, but not their focus area
 - Deb & George Milligan: meeting Dec 6
 - West Bank: will discuss in December so can apply Jan 1
 - Rich & Kim Willis: working on time to discuss
 - Kyrie & Tom Wong: have discussed casually and will set time to formally discuss
- Mike
 - Steve Crowe
 - Jonathan Fletcher
 - Doug Olson
- Tej
 - Principal
 - EMC
- Tom
 - Kathleen deLaski and Edward Grub: met on October 28. Waiting for response
 - Hillman Family: have not responded and did not attend Jekyll & Hyde. May not be viable prospect
 - Pam & Rene Stephens: setting time for dinner.

A representative from Americans for the Arts will be in Des Moines on Thursday, November 16 for a series of events. Blaire will inquire regarding additional invitations should committee members want to attend.

BDM UPDATES

The company will be able to rehearse in the big studio downtown beginning January 5. There will still be construction, but it will be ready for dancers. The goal is for the space to be complete in March. BDM needs to be out of the Valley Junction space by December 31.

The committee is welcome to offer hard hat rehearsals and tours beginning in January.

Blaire will share the Ballet's current and previous year financials at the next meeting, so committee members feel prepared to answer questions about the Ballet's financials in donor meetings.

NEXT MEETING

The next meeting will be held on Monday, December 4 at 11am at Collaborate DSM.