



ballet

DES MOINES

CAMPAIGN COMMITTEE MEETING NOTES

November 6, 2023 | Zoom

11:00 AM – 12:00 PM

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

Staff: Blaire Massa

Consultant: Nikki Syverson

CAMPAIGN STATUS

Connie Wimer reported that the campaign now at \$800,500 which is 32% to our goal. All but one committee member has made a gift to the campaign. Pending gifts include Polk County, Lauridsen and deLaski/Grubb.

DONOR PROSPECTS UPDATES

All committee members have received their initial assignments.

- Alissa:
 - Doug Dorner & Carole Villeneuve: have not heard back
 - Sheri Avis Horner: sending letter asking for meeting
 - Virginia & Craig Petermeier: will meet with Lindsay first
 - Deb Pulver: sending letter and casebook
 - Dr. Steve & Marsha Stephenson: dinner was interrupted. Will follow-up to make request
- Blaire
 - Destination Iowa: Ballet Des Moines does not meet guidelines. May approach Debi about an exception
 - Polk County: pending
 - Joany & Mic Jurgens: meeting 11/7
 - Principal: requesting \$500,000 for campaign. Waiting to hear back from Jo Christine. Letter of intent is due Nov 20.
- Connie
 - Kemin
 - Meredith Foundation
 - Linda & Tom Koehn: have not responded to emails. Will try to talk at Sages event
 - Kathy & Bill Ferman: will ask for meeting 11/6
 - Krause Group: meeting with Emily Bahnsen on 11/13
 - MidAmerican: Connie will follow-up with Kathryn
- Jeff
 - Pam & Harry Bookey: discussing after Chile trip (back Nov 17)

- Virginia & Nix Lauridsen: ask is pending. Working to get Nix and Virginia to a daytime rehearsal
- Dr. Deming – attending ballet on Friday
- Joyce
 - MidAmerican: Kathryn declined meeting. Connie will follow-up
 - Ruan Family Foundation: invited to Nutcracker tea
 - Kay Myers: made ask. Kay is also talking to friends about gifts. Joyce and Tom will give her some time.
- Kirk
 - Atlantic Bottling: getting Kirk's cell
 - Mollie & Britt Baker
 - Mary & Don Coffin: meeting when Mary is back from Scottsdale
 - Brian & Mary Lohse: Will listen, but not their focus area
 - Deb & George Milligan
 - West Bank
 - Rich & Kim Willis
 - Kyrie & Tom Wong
- 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.

DONOR CULTIVATION OPPORTUNITIES

Blaire reminded the committee of upcoming cultivation opportunities to introduce donors to the ballet:

- Nov 14 from 5 – 7 pm: dsm Unveiling
- Nov 15 at 5:30: Mulberry Tavern happy hour
- Nov 30: open rehearsal with trainees
- Dec 7: opening night party after the Nutcracker

Additionally, there is an opportunity to invite prospective donors to a daytime rehearsal to expose donors to Ballet Des Moines.

Blaire will share the Ballet's 2022 financials with the committee, so they feel prepared to answer questions about the Ballet's financials in donor meetings.

NEXT MEETING

The next meeting will be held on Monday, November 20 at 11am at Collaborate DSM.