



ballet

DES MOINES

CAMPAIGN COMMITTEE MEETING NOTES

October 23, 2023 | Zoom

11:00 AM – 12:00 PM

In attendance: Kirk Besh, Jeff Fleming, Alissa McKinney, Tom Smull, and Chuck Swanson

Staff: Blaire Massa

Consultant: Nikki Syverson

CAMPAIGN STATUS

Kirk Besh reported that the campaign is still at \$743,000 which is 30% to our goal. A \$100,000 grant from Polk County is pending.

Blaire will send individual emails to each board member asking for their commitment by October 31.

POLK COUNTY SUPERVISOR REQUEST

Blaire Massa reported that final documents were sent to Polk County last week detailing over \$250,000 in assets that Ballet Des Moines will own out-right. Kirk shared that he had positive conversations with Matt McCoy and Steve Van Oort. Jeff Fleming also reported that Angela Connolly is very supportive.

DONOR PROSPECTS UPDATES

All committee members have received their initial assignments.

- Alissa will make contacts with each this week:
 - Doug Dorner & Carole Villeneuve
 - Sheri Avis Horner (will send letter first)
 - Virginia & Craig Petermeier (will talk with Lindsay first)
 - Deb Pulver
 - Dr. Steve & Marsha Stephenson
- Blaire
 - Destination Iowa: alerted Blaire that they are delayed and will be in touch
 - Polk County: pending
- Connie
 - Kemin
 - Meredith Foundation
 - Linda & Tom Koehn
 - Kathy & Bill Ferman

- Krause Group
- Jeff
 - Greg & Andrea Abel – pledged \$25,000
 - Pam & Harry Bookey – discussing after Chile trip (back Nov 17)
 - Virginia & Nix Lauridsen – working on meeting date (Chuck can join)
 - Dr. Deming – attending ballet on Friday
- Joyce
 - MidAmerican
 - Ruan Family Foundation
 - Kay Myers
- Kirk: received assignments last Thursday so will initiate calls this week
 - Atlantic Bottling
 - Mollie & Britt Baker
 - Mary & Don Coffin
 - Brian & Mary Lohse
 - Deb & George Milligan
 - West Bank
 - Rich & Kim Willis
 - Kyrie & Tom Wong
- Mike
 - Steve Crowe
 - Jonathan Fletcher
 - Doug Olson
- Tej
 - Principal
 - EMC
- Tom
 - Kathleen deLaski – meeting set October 28
 - Hillman Family
 - Pam & Rene Stephens

Nikki reminded the group to try to set a meeting with Blaire when making leadership asks so we can share the vision and paint the story of their impact.

DONOR CULTIVATION OPPORTUNITIES

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

- Jekyll & Hyde rehearsal: Oct 26 at 6:30 pm
- Jekyll & Hyde performances: Oct 27-29
- DSM Unveiling: Nov 14 from 5 – 7 pm (270 attendees are already registered!)

NEXT MEETING

The next meeting will be held on Monday, November 6 at 11am at Collaborate DSM.