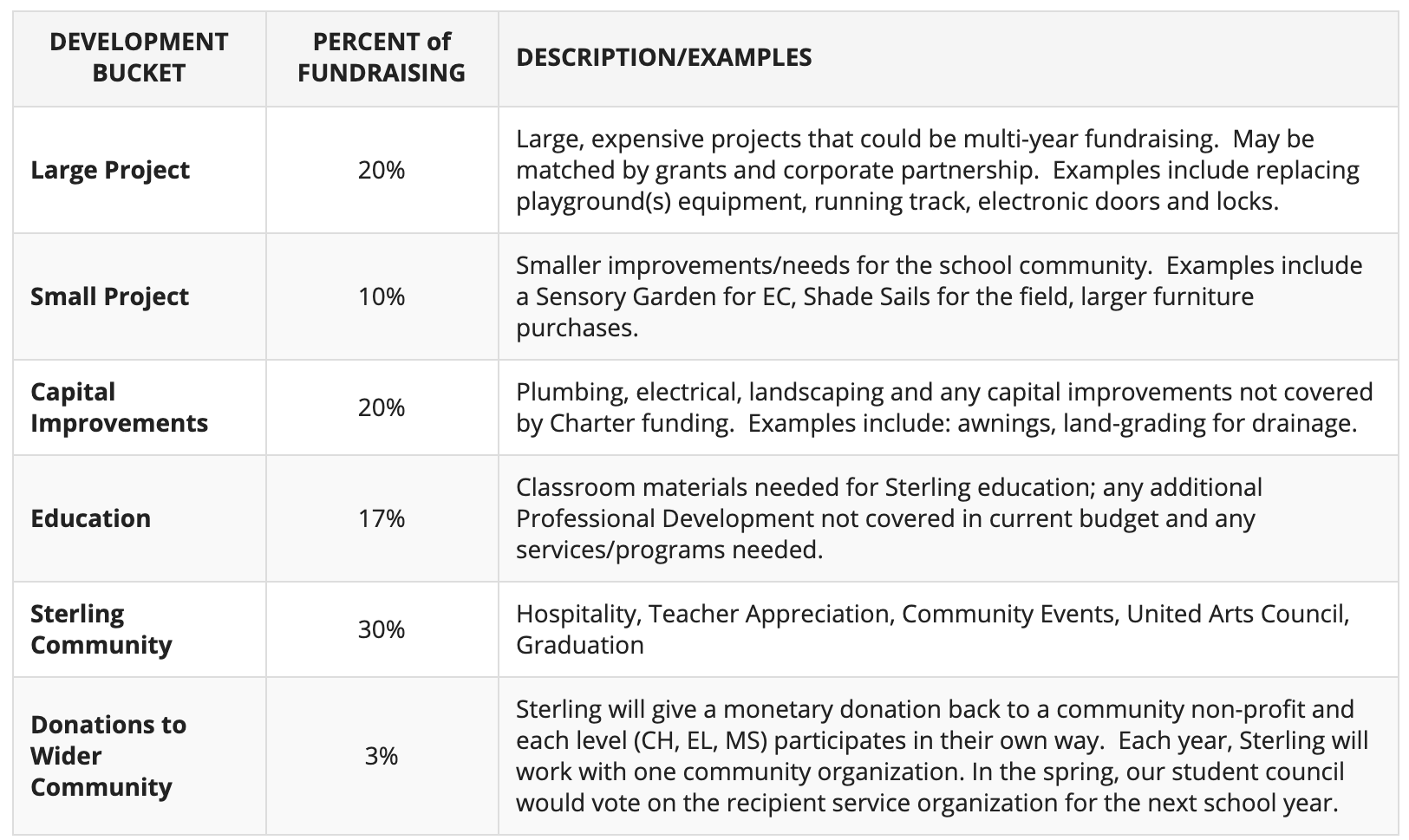
**Development Committee Update 2021/22**

**Thursday, September 9, 2021**

* ESSER III funds (~$197k) to be used for **outdoor environments - leading drive for Development focus**
  + Parent Survey of needs/wants - Review what was asked previously from families
  + Team Rep questions (to poll classes/levels for outdoor needs) - Josie met with them on Tuesday, Sept 7
    - What type of outdoor improvement would you like to have near your classroom?
    - How would this improvement be incorporated into Montessori education for your students?
    - What feature would you like added to Sterling in any outdoor environment?
    - How can you imagine this feature/improvement enhancing the student’s Montessori experience?
  + LE/UE/MS Student requests - present at Student Council and have them follow up. Assigned to Justin/Carrie to discuss at the first meeting (Oct 1)
* From the above feedback, we can create a story about our goals for 2021/22. This can then be taken to businesses - creating a “Package” with the plan for this year, and the Annual Report from last year
* Charleston Wrap virtual fundraiser to run the next two weeks. Information has been distributed to classrooms with the class goals. Jenn Jewett is charing
* Meeting with Morrisville Chamber of Commerce - in person - on Tuesday, September 14th for Meet & Coffee (first in-person in a long time)
* **Need to have 100% Board participation** - only ⅓ of directors have contributed. Again, this makes for a compelling argument. The same would be true for Administration, at the very least.
* Grandparents and Sponsor campaign “Growing into our Future”?? In addition to our compelling story - would love involvement in generating ideas to hook grandparents
  + Have pulled information from Infosnap - need to import it into Little Green Light
  + Worth doing a digital and snail mail campaign/postcards?
* Reminder of our Development Buckets and current totals
  + Development Account - currently at $17,734.55 ($16,424.12 was “rollover” from previous year)
  + 21/22 Annual Fund collections (since July 1) - $3,491.96
  + All money out to date has been for PFSA - Spirit Wear, Movie Night licenses, Yearbook (2020/21) and we paid for $350 for the compasses for PE with the grant we won last year.



Annual Fund 2021/22 Calendar/Timeline