



**Class of 2010
November 14, 2009 Minutes**

The YGAB Class of 2010 met November 14, 2009 at the Thomas Medical Center in Daphne. Charlene Lee, Smart Coast Representative, spoke to the board on the work of Smart Coast within our region. Smart Coast is a non-profit committed to building a healthy coastal region by empowering and inspiring local citizens through education, research and balanced dialogue. Ms. Lee brought several visual aids that demonstrated the tremendous amount of growth our region has had over the years. Ms. Lee said that the tremendous amount of growth in our area could damage our coast if we are not environmentally conscious of our effects on our surroundings. Smart Coast is involved with issues like Managed Traffic – Health Air – and Clean Water. Smart Coast embraces the concept of “Complete Streets” – communities designed for pedal, foot or metal – where residents can stroll or bike while waving to neighbors and enjoying conversations. Additional Smart Coast information can be found: www.smartcoast.org – info@smartcoast.org – P.O. Box 246, Fairhope, AL 36533.

Fundraising: Lindsey Hutchinson, representative for the Mobile Association for Retarded Citizens, spoke to the board about fundraising. Please see the information below which summarizes her presentation:

- YGAB individual minimum goals of \$250
- Melissa reminded the board that the members will receive Mr/Miss YGAB points for collecting the \$250 in funds.
- Set a goal - Gather Information
 - What are you raising money for?
 - Example- MARC-Art- A art program for all people with disabilities in Mobile County. It is always great to have an example of what you are talking about.
 - Do your research and have facts.
 - Prepare an elevator speech. 30 secs. that summarizes what you are doing. Write it down and practice it.
 - Prepare a longer version 3-5 minutes that you would give to summarize what you are doing. This is what you would give to introduce your program to a potential donor. Write it down and practice it.
 - Practice makes perfect is not just a novel idea, it actually works. You don't have to give the speech word for word, but it helps to have a general flow of ideas. That was you don't get lost in your presentation.
- Make your target donor list.
 - List names, address, phone numbers, emails for the people you plan to contact about making a donation.

- Also add to your list your association to that person.
 - For example: If the person is a friend of your father, mother, aunt, teacher, coach.
- It often helps to have that person who is your connection to the potential donor with you to make the ask.
 - For example: If you are meeting with a friend of your dad about making a donation, it might be helpful to take your dad with you so he can give his vote of confidence in what you are doing.
- Make an appointment.
 - Be early, be brief and be attentive.
 - Dress accordingly.
 - People are much more likely to take you seriously if you take the time in your personal presentation. Wear a suit, wear a dress, wear a tie.
- Know what you are asking for.
 - Be prepared to ask specifically for an amount. If you know that the person you are asking is capable of making a \$100 donation, ask for \$100. If you leave it vague, they may only give you \$20. You still may not get to \$100 donation, but you are much more likely to get it if you ask.
 - Have materials prepared.
 - Get creative, make a Flip video, make a DVD, make a powerpoint presentation you can burn to a CD. Utilize pictures.
 - Leave them with materials to consider.
 - Thank them for their time.
 - Be passionate. Make sure the person you are asking for money knows why this program is important to you. It will not be important to them until it is important to you.
 - Pick a topic you can get passionate about.
 - Don't forget to remind them of the personal benefits.
 - Tax deductible
 - Worthy cause that might be personal to them.
- Follow up with a thank you note.
 - An actual thank you note with written words and a stamp on the outside. It seems simple and old fashion, but that individual took time out of their day to meet with you.
 - Time is a persons most valuable commodity.
 - If they have made a donation, thank them in any way you can think of. If they are listed in a newsletter as a donor to this program, make sure they get a copy.
- Practice- This process is intimidating and it helps to practice. You will be amazed the response you will get if you take these steps and be prepared. People appreciate young people in the community getting involved and showing good character. Your response will be positive.
- Don't get discouraged, be creative and be passionate.

Business: Community Needs Assessment Update – Melissa asked the board if there were any questions or problems with completing (4) of the Assessment Forms. No one had any questions

or problems; however, a few people had not signed up for their (4) non-profits. If you do not have your (4) nonprofits, please contact Melissa Creighton IMMEDIATELY (251-445-2090).

If you have a negative interaction with ANY of the (4) nonprofits that you are calling/visiting, please contact Melissa Creighton IMMEDIATELY (251-445-2090). Please use the “Community Needs Assessment – Script for calling nonprofits” as you are calling/visiting your (4) nonprofits.

Please remember that your (4) CNA forms are due at next YGAB meeting, December 11th. Melissa reminded the board that the script and CNA forms are available on the CFSA website. (<http://www.communityendowment.org/ygab.htm>)

Melissa Creighton distributed the census data and the board reviewed the material. This data is important to remember while deciding on where the money collected will go. The data can show you where the greatest need in the community is by looking at unemployment, low birth weight, graduation rate, etc,

Planning a Nonprofit Budget: Members were divided into 4 groups. The members were asked to read and complete Lesson 3: Making Good Money Choices – Handout 4 – Planning a Nonprofit Budget. Each group reported on budgets, noting key revenues and expenses. The members were asked to report their budget numbers on the Board. Some groups had just enough funds to function, while other groups’ budgets had a surplus of funds. Each group reported and was asked the following questions:

1. What did you notice about the budget process for nonprofits?
2. How important is the knowledge of budgets?
3. How important are nonprofit organizations when you consider either economy or society as a whole?
4. Will you think differently about nonprofits today? Why?

The members present who had not already taken their individual pictures were asked to do so.

Nonprofit Careers: Members were divided into 4 groups. The members were asked to read and complete Lesson 1: Careers and the Nonprofits – Handout 1 – So What Do You Know About Careers and the Nonprofits. The answers were true or false and some were fill in the blanks. Every group reported their answers out loud to the board. Members are encouraged to know these answers.

Community, Community Capital, Serial Reciprocity: Melissa wrote the following on the chart for all of the members to see and write in the CFSA YGAB Syllabus:

- Community - *A group of people living in the same area and under the same government; a class or group having common interests and likes.*
- Members named several communities out loud. Members were asked how communities develop and continue to function. The members mentioned several problems for each of the communities named and different members wrote the problems on the chart.
- Capital - *available resources for a business, organization or social endeavor.*
- Community capital – *Available resources within a community to enable participants to act collectively to more effectively pursue shared objectives.*

- Members discussed how they would “run things” in their communities and discussed problems and solutions for each community.
- Serial reciprocity - *The process occurring when one person gives to another, by means of time, talent or treasure, and thus causes a continual chain of giving to occur in a linear rather than circular pattern.*

Citizenship: Members discussed and wrote down on the chart what rights are important to them. They said the following: Right to Vote, Bare Arms, Freedom of Religion and Speech and the right to assembly.

Melissa gave out the “What is a Good Citizen?” Handout and asked for examples of each trait and wrote it on the chart. With certain rights, come certain responsibilities, such as: giving back to the community, voting, paying taxes, etc.

Melissa passed out the “Quotes about being a Good Citizen” and members looked over the handout.

Philanthropy - *The giving of one’s time, talent or treasure and taking action for the sake of another for the common good.*

Members discussed and gave examples of "random acts of kindness." “Random acts of kindness” is a form of philanthropy. Members were asked to intentionally **perform** a “random act of kindness” during the coming weeks and **report at the December 11th meeting.**

Next Meeting: Friday, December 11th from 4:30 – 7:30 at The Community Foundation of South Alabama (212 Saint Joseph Street, Mobile, Al 36602)

- Bring (4) COMPLETED Community Needs Assessment forms
- Members are to bring an inexpensive, new, unwrapped child’s gift. Gifts will be donated to the Angel Tree (Salvation Army)