**Notes from Calendars at Board Retreat 1/27/17**

**February:**

Donor Thank-a-Thon

**Events** – Adil to identify a StewardFest location

**Business Engagement** – Thank you letter to conference sponsors with impact report (week of 2/27);

**Major Donor:** at Annual Conference have a special recognition for donors

**Steward Activiation:**  Recruit Stewards to sit on Steward Engagement Task Force at Annual Conference; include page in Steward Handbook for Steward Fundraising

**March:**

**Development Committee:** Contact Board to see who they are cultivating by March 28th;

**Major Donor:** Identify Special Rec Donors & Cultivators (MDTF)

**Events**: Bring Board to stormwater tour March Board meeting

**Steward Activation**: First Task Force Meeting with stewards identified in Annual Conference; Identify a vendor (ex. retail nursery) to partner with to raise $ via a plant sale with a portion of proceeds of sales to WSA – coordinate with Business Engagement Task Force

**Business Engagment**: Cultivation coffees with business partners, one per month

**April:**

**Development** Committee: work with Steward Activation Task Force to create cultivation plan for Steward Donors; identify soft cultivation targets and have plan in place for cultivation

**Events** – Have entire Board invite people to stormwater tour the last week of April; Rick Kissel and Kathy Kubic to possibly host

**May:**

**Events: Stormwater Tour**

**Business Engagement** – Invite Sponsors to stormwater tour

**June:**

**Green Give**

**Steward Activation**– Identify 3 Stewards to lead a community appeal in their neighborhoods

**Business Engagement** – StewardFest – Invite business sponsors and give them some love

**Events** – StewardFest June 4th, 24-hour Green Give, Raffle?

**July:**

**August:** Conference Committee Convenes - set venue,

**September:**

**Events** – Cultivation Event for donors who didn’t give, possibly at the Maritime Museum, week of the 18th after work, Stewards show projects

**Business Engagement** –Thank you letter (USPS) to Sponsors / partners showing this is what your money has done;

**October:**

WSA Certification Course Starts

**Business Engagement** – 2018 Conference Sponsor Packet sent out and follow-up

**Major Donor**– Donor asks

**November:**

**Annual Appeal Mailed**

**December:**

Class 9 Graduation