

DONOR NAME Proposal Meeting
MONTH XX, 2024 at XX XM CT

Location:

In the Meeting:

Goals:

- Have conversation with DONOR about their gift
- Understand what DONOR are excited about with the campaign

Materials

- Link presentation
- Link packet

Agenda:

1. Welcome/Chit Chat - SLIDE 1- Jacob
 - a. We're so grateful and excited to be at this pivotal point in the Capital Campaign
 - b. We know you have a deep love for Jacobs Camp
 - c. Thank you for giving us the opportunity to have this conversation with you.
2. Vision and Impact - SLIDE 2 - Anna
 - a. The Our Camp. Our Home. Our Future. Campaign is truly is about securing the future of Judaism.
 - b. Our ability to attract and retain campers and then engage them in a wholly Jewish experience when they are at camp influences them to grow up into proud Jewish leaders in our communities
 - c. And the buildings that we are going to build and renovate will attract and retain those campers.
3. SLIDE 3- Jacob
 - a. These maps show the camp impact graphically.

- b. The map on the left shows the 2024 campers and their home states.
 - c. These campers and the over 500 each year after are the people who are going to be impacted by your generosity.
 - d. And on the right, you can see our donor reach.
 - e. Jacobs Camp is a major philanthropic anchor in the Jewish summer camp sector
 - f. Our nearly 800 annual donors deeply believe in our mission, and this campaign gives us the opportunity to engage them in a more meaningful way
 - g. Your leadership in the campaign and the leadership of your donation is going to inspire others to really stretch their own philanthropy when it is their turn
4. Core Values - SLIDE 4-6- Anna
- a. Gift will impact campers and staff by amplifying core values
 - b. Through construction and renovation, campers and staff will:
 - i. Live Jewishly through camp- After Oct 7, it is more important than ever to grow proud jewish identities
 - ii. Experience personal growth
 - iii. Build lifelong friendships
 - c. You are an example of how living Jewishly though camp leads to a lifelong connection to judaism
 - d. During Shabbat at the chapel by Lake Gary, in the Dining Hall, and in friendship circles, campers learn the words to prayers and our traditions, and then they take them home where Judaism now grows in their family.

- e. When we talk about personal growth, we see campers learn self-confidence, teamwork, and leadership.
- f. Skills that will take them far in life.
- g. Alumni of Jacobs Camp become leaders in their field - changing the face of the internet, becoming medical professionals, and serving as rabbis, and they attribute much of their success to the lessons they learned at Jacobs Camp
- h. And they learn them on the basketball court, on the adventure course, in the art room, and in their cabin
- i. Only in an immersive experience like Jacobs Camp are children able to try new things, test their skills, fail and get up and try again.
- j. And the friendships that form are the foundation that makes the experience so much more meaningful.

5. Projects - SLIDE 7-19 - Jacob

- a. Athletic Complex
 - i. It is unique that our biggest project will be complete before our campaign launches publicly, have a significant donor who was motivated to have this completed before summer 2024
- b. Bayit
 - i. From FJC census– Staffing numbers exceed pre-pandemic totals. Camps are hiring more staff members, as fewer of them commit to working the full summer. Overnight camps reported that they are still understaffed because they now require more unique staff members than in previous summers to cover the full summer.

- ii. The field is experiencing the same staffing challenges.
Must hire more staff, need more room, need bayit to alleviate other space for staff.

- c. Cabins
 - d. Lakefront Pavilion
 - e. Facility Sustainability Fund
6. Your Contribution - SLIDE 20- Anna
- a. When y'all think about your contribution to camp, what comes to mind for you?
 - b. How do you want to leave your impact at camp?
 - c. Would you consider a \$\$\$\$ donation to the capital campaign
7. Potential Gift Opportunities - SLIDE 21- Jacob
- a. List Naming Opportunities
8. Wrap Up/Thank You- Anna