

**AGENDA for Fundraising Committee Meeting**  
**Tuesday, February 18, 2020**  
**CCMS Office – 6 p.m.**

1. Call to order
2. Roll call
3. Handouts: Agenda
4. Old Business
  - Update: *2019 CAPE CHARLES MAIN STREET IN MOTION CAMPAIGN*
    1. Contributions: Individual--\$1,400.00; Corporate--\$12,375.00. Out of town Businesses--\$7,850.00
    2. Lessons Learned: Postage, letter distro, timeliness of thank-you notes, tracking, others?
    3. Improvements???
  - 50 Years of Love: Income: \$13,185.00 + \$9,296.76(merch)=\$23,481.76; Expenses: \$10,914.45 (COGS) + \$16,417.02=\$27,331.47
  - Merchandise: Sales \$19,529.05; COGS \$30,361.02; O/H \$10,600.00
  - Christmas Ornament—165 left for sale. Next ornament will be Kelly's
  - Festive Fridays—Revenue \$25,118.82 Expenses \$18,398.24
5. New Business
  - *2020 CAPE CHARLES MAIN STREET IN MOTION*
    1. Scrub Corporate listing
    2. Develop timeline
    3. Discuss Way Head
  - Love 5K Run/Walk
6. Adjournment

Next Meeting: March 17, 2020, CCMS Office, 6 p.m.