



FUNDRAISING & SPONSORSHIP COMMITTEE MEETING

Minutes

2010-09-07, 2:00p.m.

Toronto Zoo Training Room

361A Old Finch Avenue

Present: Councillor G. Mammoliti (Chair), Councillor R. Cho, Mr. J. Torzsok, Ms. C. Yelle

Regrets: Councillor P. Ainslie, Dr. Ming-Tat Cheung, Councillor G. De Baeremaeker, Councillor N. Kelly

Staff Present: J. Tracogna, S. Curtis, S. Gunton, R. Hale, W. Rapley, M. Zimmer

Confirmation of the Minutes

On motion by Councillor G. Mammoliti the minutes of the Fundraising & Sponsorship Committee meeting held 2010-06-28 were confirmed.

Review of Recommendations

The Committee had before it a revised report and recommendation on the Capital Campaign Management and Consulting Services, originally submitted to the Board of Management on 2010-08-24 for consideration and approval. This report provided additional information regarding the resources for the Capital Campaign.

S. Curtis provided a presentation to the Committee, with an overview of the resourcing for the Capital Campaign.

S. Curtis recommended that the “hybrid” staffing consulting model be used as the Development division currently does not have the capacity to resource the campaign. The recommendation to hire three staff positions in the second quarter of 2011 will shorten the consulting time considerably. The objective moving forward is to become self-sufficient.

On motion by Councillor G. Mammoliti, the Committee directed the Chief Executive Officer to include in the staff justification in the 2011 budget submission a strong emphasis on building internal capacity for fundraising.

On motion by Ms. C. Yelle, the Zoo approved the contract for Capital Campaign Management and Consulting Services with KCI (Ketchum) Canada Inc., include the following revisions:

1. the first phase amounting to \$180,000 (plus tax) for campaign counsel, communications and research services, and
2. ongoing monthly consulting services for 2011, subject to approval of the 2011 Operating Budget.

G. Mammoliti, Chair

Meeting adjourned at 3:02 p.m.
A. Lovelace
Secretary

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