

**MHCO Financial Development Committee
Meeting Minutes
February 12, 2026**

Present: Speed Hallman, Peggy Myers, Jerry Gantt, Eddie Gaskins, Archie Martin, Jimmy Moore, Daniel Lebold, Brenda Dickerson-Daniel, Chris Richardson, Chris Allabaugh, Kristyn Butts, LuAnne Clark, Alvin Billings, Tabatha Boyd, Savannah Harris, Sara Becker

Absent: Tim Daniels

Call to Order

Peggy Myers called the meeting to order and welcomed attendees, including new board members Daniel Lebold and Brenda Dickerson-Daniel, and new staff members Kristen Butts, Sara Becker, and Savannah Harris. Alvin Billings delivered the opening prayer.

Approval of Minutes

Peggy Myers called for approval of the previous minutes. The minutes were approved as presented.

Development Report (Luanne Clark)

Luanne Clark presented the fourth quarter development report. Total revenue for 2025 was \$6.2 million, reflecting an 8% decrease from \$6.8 million in 2024. Unrestricted and expendable revenue increased to \$4.3 million, up 31.86% from \$3.3 million. Wills and estates revenue declined to \$1.2 million from \$2.8 million in 2024 but remained consistent with historical averages. The print shop deficit decreased by \$74,000 compared to the prior year.

Donor Development Discussion

Recurring monthly gifts were confirmed to be counted as separate contributions. Increased donor participation was attributed to the year-end appeal and back-to-school mailing campaign. Peggy Myers noted appreciation for the growth in both gifts and donor numbers.

North Carolina Masonic Foundation Report (Chris Richardson)

Chris Richardson reported on foundation distributions supporting Masonic charities and the children's home, including an \$83,000 allocation for a new development position. He reviewed projected planned gifts, noting many remained revocable. Distributions from endowed funds, including the Rufus Walston fund for dental care, were also highlighted.

Strategic Planning and Fundraising

Peggy Myers emphasized the need for a comprehensive strategic plan, with a focus on growing the endowment through planned giving. Priorities included increasing annual individual contributions, pursuing grant opportunities, establishing a financial development event calendar, and improving database accuracy for targeted communications.

Development Report (Alvin Billings)

Alvin Billings reported stable returns, with an average gift of \$4,763. Fourth quarter direct

donations totaled \$161,209, with \$23,000 in in-kind contributions, for a total of \$247,829. Forty-eight new donors contributed approximately \$58,000. A motorcycle raffle initiative was discussed, with a fundraising goal of \$100,000.

Marketing and Events (Chris Allabaugh)

Chris Allabaugh reviewed upcoming events, including Great Landscape Day (March 14), Baccalaureate (May 17), and the Time for Kids Gala in Charlotte (June 20), with a goal of netting \$100,000. Homecoming (October 9–10) plans included a golf tournament, cookout, rides, and parade. Marketing efforts reflected reduced television spending and increased use of data analytics to evaluate return on investment.

Raffle and Marketing Strategy Discussion

Opportunities to promote the motorcycle raffle at regional bike rallies were discussed. Alvin Billings agreed to explore participation options. Consistent branding and messaging across marketing materials were emphasized.

Adjournment

With no new business, a motion to adjourn was made, seconded, and approved. Alvin Billings closed the meeting with a prayer. Meeting was adjourned at 2:28 pm.

Respectfully submitted,

Sara Becker

Administrative Assistant