



MEMO

To: ACF Board of Trustees
From: Katie Esquibel, Advancement Committee Chair
Date: April 7, 2026
Re: Advancement Committee Update

The Advancement Committee met on April 7, 2026. The meeting focused on giving circle updates, development performance, strategic initiatives, and key partnership efforts.

Key Highlights

Giving Circles & Engagement

- The Future Future Fund giving circle successfully met its \$10,000 matching goal, reflecting strong donor engagement.
- Collaboration is expanding in our giving circles, including a joint initiative between Future Fund and PRIDE for June events. PRIDE and Future Fund continue to grow participation through events such as PRIDEzilla and an upcoming Wine & Dine held at the Foundation.
- The Social Giving Club is maintaining strong membership momentum into 2026.
- Maggie's Giving Circle celebrated its 20th anniversary and is nearing a \$7,500 matching gift milestone.

Development Dashboard & Performance (Q1)

- Endowments remain steady at \$168M toward a \$200M goal.
- 16 funds have been closed year-to-date (up from 10 last year).
- Two planned gift commitments have been secured (compared to 0 in Q1 of 2025).
- Corporate partnerships have generated \$30K to date.
- Professional advisor relationships continue to expand, supported by recent conference engagement.
- Action items include identifying new major gift prospects and evaluating the impact of CEO Open Houses on relationship-building.

2026 New Mexico Estate Planning Conference

- The 2026 conference doubled in scale, with 70 attendees and 14 speakers.
- Generated over \$22K in revenue.
- Positive participant feedback and increased sponsorship levels indicate strong growth potential.
- The Committee is exploring recognition/award opportunities for long-time contributor Ken Leach, and other key Professional Advisors of the Foundation.



New Mexico Community Trust (NMCT) Overview

Marisa provided an overview of NMCT to Committee membership, highlighting key donor relationships.

- NMCT continues to be a major driver of impact and revenue:
 - 25% of Foundation revenue
 - 40% of total grantmaking
- Growth areas include fiscal sponsorship, capacity building, and statewide partnerships.
- Strategic partnerships (e.g., Las Campanas Community Fund) are strengthening donor pipelines and expanding reach.
- NMCT remains in a growth phase with significant long-term potential.

Board Forum Reflections

- Insights from the Buffalo Community Foundation emphasized:
 - The importance of impact-driven strategies
 - Deep community knowledge and engagement
 - Relationship-building as a core driver of change
- Trustees reflected positively on the Foundation's role in advancing meaningful community impact across New Mexico.

Next Steps

- Advance major gift prospecting efforts
- Gather feedback on development reporting tools and engagement strategies from CEO Open Houses
- Formalizing recognition plans for key contributors in professional advising

Conclusion

The Advancement Committee reports strong progress across fundraising, partnerships, and community engagement. Momentum in giving circles, growth in development metrics, and the expanding role of NMCT position the Foundation well for continued impact and advancement in 2026.