

PHILANTHROPY COMMITTEE MINUTES

Thursday August 27, 2020

Zoom/Teleconference

3:00 – 4:30 p.m.

*Members Present:* Terry Atkinson (Chair), Tom Isaak, Robert U’Ren, Ian Hannah,

Mario Perez

*Committee Staff Present:* Kyle Bishop-Gabriel

# Opening Comments

Meeting opened at 3:08pm.

Perez welcomed all to the first Philanthropic Committee meeting. He shared the importance and significance of the role this new Committee will play with helping SSU move forward with fundraising efforts.

Perez continued to discuss his vision and goals for the Committee including the following:

* Strengthen engagement with Alumni
* Strengthen fundraising
* Enhance awareness of SSU
* Support campus programs
* Work with Foundation Governance Committee to identify new Board members and prospective SSU donors

# Review Charter

*(see 8.27.20 meeting packet)*

Hannah reviewed Committee Charter and discussion ensued.

# Review of Historical SSU Fundraising

*(see 8.27.20 meeting packet)*

Hannah reviewed past 3 years of Philanthropic summary reports with Committee to give snapshot of where fundraising efforts currently stand. Also noted was the current fundraising goal of $9.5M in gift commitments for SSU for 20/21.

# Annual Giving Program

*(see 8.27.20 meeting packet)*

Hannah shared and reviewed the Annual Giving Program calendar provided by Sr. Director of Alumni Relations & Annual Giving, Tiffany O’Neil. Noted were several dates including annual appeals to be sent out to current donors and SSU Alums.

Perez noted the importance of building the alumni giving base and building the pipeline and consistency in giving.

He also noted that the Board will need to be the biggest advocate and champion for SSU to help increase support and fundraising efforts. Committee discussed ways Board can support those efforts and noted that it will be a change in the role of the Board being primarily endowment management.

Some thoughts included:

* Encourge Board members to be donors themselves
* Committee and other Board members need to assist in contacting potential supporters and to follow up with those contacts
* Committee and Board can assist in introductions with networks who share an interest and would like to support programs and initiatives of SSU

# Philanthropic Board Approach and Board Member Identification

Committee discussed further strategies to continue moving the Board into a more philanthropic role for the campus as well as ideas on how to identify new Board members.

Committee agreed that building a pipeline of donors and prospects would be most important. Some strategies brainstormed were the following:

* Assist in building Alumni and annual giving base
* Report to Committee and Board status of Fundraising efforts and associated data of those efforts to help guide decisions
* Discuss with Board their role and identify those that can assist with giving and help identify those that would support donating to SSU
* Identify leaders of units on campus that can highlight their needs and initiatives to give Committee and Board a direction

# Open Items

Meeting closed at 4:30pm.

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Kyle Bishop-Gabriel – Redacted Signature

Ian Hannah – Redacted Signature

Minutes Approved by: Minutes Prepared by:

Ian Hannah Kyle Bishop-Gabriel

Chief Operating Officer, SSUF Advancement/Foundation Analyst, SSU