

PHILANTHROPY COMMITTEE MINUTES

Thursday November 5, 2020

Zoom/Teleconference

2:00 – 3:30 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 2:02pm.

Atkinson welcome Committee members and expressed his excitement to help the Foundation Board move forward with raising money and building the endowment.

He noted that SSU has a great story to tell and is in an ideal position to grow it’s fundraising efforts.

Atkinson mentioned he reviewed the information that will be shared in the meeting and he is very pleased with the information being provided.

# APPROVE 8.27.20 MEETING MINUTES

* (see 11.5.20 meeting packet)

Action: Committee unanimously approved 8.27.20 minutes.

# SSU PHILANTHROPIC DATA BREAKDOWN

Hannah presented to the Committee a Philanthropic Data Presentation on SSU’s historical and current fundraising efforts. Some of the topics covered were:

* Campus Budget and Advancement Budget
* Advancement Organization Structure
* CSU Campus Advancement Group Categories
* Review of 10 year history of total SSU giving
* Return on Investment
* 19/20 Gift Commitments

The data shared gave a picture of where SSU currently stands and where the areas of growth could be.

After presentation Committee discussed several ideas on focus areas to improve giving/fundraising efforts. Committee discussed the following topics:

* SSUF Board Member Giving – how to improve annual giving and account for long-standing members who goverened the Board differently 5+ years ago. Does the Committee implement an annual giving requirement for Board members and what would that look like? Staff noted researching other CSU Foundation Boards giving requirements to see where SSU is in comparison.
* Improving Alumni giving participation – how to engage and increase giving.
* Perez added Advancement is currently working on some strategies to improve engagement and giving.
* Growing Foundation’s Endowment.

# OPEN ITEMS

Meeting adjourned at 3:45pm.

Kyle Bishop-Gabriel – Redacted Signature

Ian Hannah – Redacted Signature

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*Minutes Approved by: Minutes Prepared by:*

Ian Hannah Kyle Bishop-Gabriel

*Chief Operating Officer &*  *Sr. Advancement/Foundation Analyst, SSU Secretary, SSUF*