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**PHILANTHROPY & GOVERNANCE JOINT COMMITTEE MINUTES**

Thursday February 16, 2023

In-Person(Salazar 2043B)/Zoom (hybrid)

3:00 – 4:30 p.m.

*Members Present:* Mario Perez (Joint Chair - Phil & Gov), Terry Atkinson (Chair - Phil), Tom Isaak (Chair – Gov), David Felte (Gov),

Ian Hannah (Phil & Gov), Robert U’Ren (Phil),

Ali Pourghadir (Gov), Jean Bee Chan (Phil)

*Committee Staff Present:* Kyle Bishop-Gabriel

1. Opening Comments

Mario Perez opened meeting at 3:01pm.

Perez welcomed Terry Atkinson back after being absent recently as well as Ali Pourghadir & Jean Bee Chan for first meeting as official members of the Governance Committee (Ali) & Philanthropy Committee (Jean Bee).

Perez provided some campus updates to the Committees and noted the following:

* Fall was quite busy with several great events that occurred including President Meet & Great, Seawolves Say Thank You and the Stevenson Hall Ribbon Cutting.
* Last Board meeting fell on heals of the ribbon cutting event held in and was hosted in one of the new conference rooms of Stevenson Hall showcasing a beautiful view of the campus.
* Spring semester is beginning to ramp up with Commencement planning as well as SSU’s Annual Giving Day on April 6th.

Perez continued with reviewing some changes to the frequency of Philanthropy and Governance Committee meetings which were discussed at the last Executive Committee meeting and announced at the December 2nd Board meeting.

Executive Committee discussed the need to have quarterly meetings for both Philanthropy and Governance Committees and it was decided that due to current considerations of an Interim President, the development of institutional priorities and timing considerations of a future comprehensive campaign, the Committee proposed more limited meetings and separate rather than meeting jointly.

Perez shared that both Committees will continue to meet jointly through the end of this fiscal year and then asked for any additional Committee feedback to see if there were any questions or concerns. Philanthropy Committee members generally felt it would still be good to meet twice a year minimum instead of once a year. Staff made note of request and will adjust meetings to be twice a year, generally as follows:

* Governance Committee to be held twice a year in May and November prior to June and December Board meetings.
* Philanthropy Committee to be held twice a year in August and February with the August meeting to cover end of fiscal year philanthropic productivity and plan for year ahead.

1. Approval of Minutes – 9.8.22

*(see 2.16.23 meeting packet)*

Action: Committee unanimously approved 9.8.22 minutes.

1. Board of Committee Member Term Renewals

Perez reviewed with committee that there are a number of term renewals coming up for several Board members. He reminded that for community/alumni board members there are three terms of three years each term (9 years total before terming off). Many individuals are nearing the end of term 3 of 3 on their second term. Renewal would be at the Annual Board meeting in June.

Perez shared there may be potential transitioning off for identified board members either through their own self nomination or an additional discussion with Board member due to attendance/engagement issues and lack of philanthropic participation. Perez noted that he will liikely need to have 1:1 dicussions with each Board member in coming months to identify those members who wish to term off the Board.

Perez asked for Committee feedback on the handling of terming off of members and how to build back up with new engaged, philanthropic and diverse board members. Committee discussed possible strategies to create a little bit of a pipeline of potential new Board members, particularly through looking at member make-up from various angles, such as: geographic regions, demographics, industy expertise, alumni, contacts they bring. It was also recommended that members terming off could potentially recommend a new member.

Discussion of this topic will likely be brought back to the next meeting.

1. Philanthropic Productivity Update

*(see 2.16.23 meeting packet)*

Mario reviewed highlights with Committee from the 21/22 CSU Donor Report focusing on SSU notables. He shared the following:

* Chancellor’s message and story highlighting the 2022 SSU Graton Summer Bridge Program.
* SSU philanthropic productivity totaling $10.0M in FY 21/22 and an average of $9.1M in gift commitments over last three fiscal years.
* SSU falls into CSU peer group II and are expected to raise gift commitments equivalent to 10-15% of campus state budget. SSU raised 12% of it’s campus budget in FY 21/22 vs. the average of Group II totaling around 11%.
* Total annual number of individual donors to SSU was 1,914.
* SSU endowment market value totaled $60.8M for FY 21/22.

Ian Hannah reviewed the summary slide of CSU Advancement Peer Group II with Committee and discussed why SSU falls into peer group II.

Perez reviewed recent philanthropic report for SSU. He noted the following:

* Gift Commitments were approximately $4.7M through 12/31/22. Currently puts SSU just under 50% of goal at halfway point for the year.
* Number of individual donors are nearly 50% of goal as well and are up 24% from this time last year.
* Number of alumni donors are up 5% from this time last year.

Perez highlighted the recent Stories from Sonoma postcard that was recently mailed out which highlighted the ribbon cutting event for the opening of Stevenson Hall.

Lastly, Perez and Hannah shared the [Giving Day Promotional Video](https://drive.google.com/file/d/12CgoUm6NwblliQKHv5uRuIDWhni1BUdr/view) being used to promote the upcoming event on April 6th.

1. Institutional Priorities

Perez updated on current priority for general scholarships and the impact on attracting and keeping students here in light of recent strategic enrollment and budgetary challenges. Perez posed the question about ideas for the Board to potentially participate in a challenge/match gift for upcoming Giving Day or towards building an endowment fund in support of general scholarships.

Perez also updated Committee on Health Sciences initiative and movement going forward. He along with other campus administrators have been meeting with CEO’s of largest health care institutions to discuss how increase in health sciences could help build up health care workforce.

Senator Mcguire could be a potential advocate in this space as well. SSU’s nursing program is #7 out of more than 200 in the state but can only admit small cohorts of students and turns down hundreds of eligible candidates.

1. Open Items

Tom Isaak noted the upcoming event, Marin Sonoma Impact Ventures (MSIV) entrepreneurs event, to be held on 4/25 at SSU, as a potential opportunity for prospective donors and board members.

Isaak also requested to have a discussion at a future meeting around the degree to which data management leads to successes in fundraising.

Next Board meeting is scheduled for Friday March 10th 10am-noon at the Student Center Sonoma Valley room followed by lunch from 12-1pm.

Meeting adjourned 4:33pm.

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 &*

*SSUF Assistant to the VP, SSU*