

PHILANTHROPY & GOVERNANCE JOINT COMMITTEE MINUTES

SSU Foundation Philanthropy & Governance Committee

Thursday June 1, 2023

3:00 – 4:30 p.m.

Location: Salazar 2043B or Zoom

Members Present: Mario Perez (Chair, Phil & Gov), Terry Atkinson (Phil), David Felte (Gov), Ian Hannah (Phil & Gov), Tom Isaak (Phil & Gov), Robert U'Ren (Phil), Ali Pourghadir (Gov)

Committee Staff: Kyle Bishop-Gabriel

Guests Present: Joseph Huang

Absences: Jean Bee Chan (Phil)

I. Opening Comments

Meeting opened at 3:05pm.

Mario Perez began meeting with a campus report to committee. He shared it has been a whirlwind of a year and it's hard to believe that 10 months Advancement conducted a meet and greet with President Lee.

Perez noted the following:

- Chancellor's office announced appointment of President Lee.
- 2023 Commencement just wrapped up – SSU graduated 2200 graduates. In addition, Advancement hosted this year's honorary doctorates with an evening reception honoring this year's nominees - Anne and Dan Benedetti & Herm Hernandez. Was very celebratory week with additional affinity group celebrations.
- Other recent events hosted on campus included MSIV as well as today's NBBJ Economic Outlook Conference.

- With President Lee's appointment the University can focus on Presidential priorities and how to move them forward. Salon type of events are being planned to introduce President to potential donors, broader community, etc.

II. Approval of Minutes – 2.16.23
(see 6.1.23 meeting packet)

Action: Committee unanimously approved 2.16.23 meeting minutes.

III. Philanthropic Productivity Update
(see 6.1.23 meeting packet)

Perez reported to Committee on the following updates regarding philanthropic productivity:

- Gift Commitments are at approximately \$6.5M through 3/31/23. This puts the campus as 65% of it's fundraising goal at the 3/4 point for the year.
- Activity since 3/31/23 included Giving Day donations as well as Grad Pack sales leading up to and during Commencement weekend.
 - 2023 Giving Day Campaign Activity totaled approximately \$382K.
 - Raised from more than 800 individual gifts from 675 individual donors, over 180 of which were first time donors. Over 125 funds supported.
- As of 4/30/23 campus sits at \$7.1M in gift commitments.
 - Number of individual donors at 88% of goal and are up 19% from this time last year.
 - Number of alumni donors at 96% of goal and up 14% from this time last year.

IV. Data Management and Software in Fundraising
(see 6.1.23 meeting packet)

Ian Hannah reported to committee regarding some key points in data management at SSU and software used in fundraising. His report comes in response from a request from the Committee at the last meeting to better understand how Advancement collects and uses data regarding donors and philanthropic efforts.

Total of about 3.5 FTE personell in Advancement who oversee the management of the database including gift processing, data analyzing, reporting, etc.

Hannah reviewed various software used that keeps database up to date with donor and alumni constituents of SSU. He noted the importance of various folks to continually update the information.

V. Bylaws Revision per CSU Compliance Audit
(see 6.1.23 meeting packet)

Ian Hannah shared with Committee a minor revision in the SSUF Bylaws at direction of the CSU audit team. They recommended to strike a sentence (on page 2) that is not typical/best practice in CSU auxiliary bylaws.

After some minor discussion – Committee agreed with the edit and recommends to Board for final approval.

VI. Board Term Renewals and New Board Prospects/Recommendations

Perez reviewed Board Changes with Committee for term renewals and Committee additions.

Staff provided a summary sheet for viewing that noted the following Board and Committee changes to be approved at the next Board meeting:

- New Board Members
 - Cassandra Garcia - New Associated Students President and Student Rep to the Board.
- Continuing Board Members (thus far)
 - Brigitte Lahme continuing as Board Faculty rep - beginning second term.
 - Randy Pennington will be continuing for third term.
 - Andrea Neves will be continuing for third term.
 - Brent Thomas will be continuing for third term.
 - Travis Saracco continuing 1 more year as Alumni Association Rep.
- Board Members Stepping Down
 - Jean Bee Chan
 - Irv Rothenberg
 - Dan Libarle
- Waiting for Confirmation
 - Tom Gillespie
 - Anita Christmas
 - Mike Sullivan
- New Committee Appointments & Changes
 - Travis Saracco agreed to join Governance Committee.
 - Joe Huang agreed to join Governance Committee.
 - Jean Bee Chan departing Philanthropy Committee.

Perez shared he joined Huang, Saracco and Felte in a brainstorming meeting to begin working on a potential prospects list for the SSUF Board and help fill in professional diversity as well as philanthropic giving.

Governance committee will turn its' focus to recruitment and nomination of new Board members.

Action: Committee recommends Board changes for approval by Board.

VII. Open Items

Hannah informed the Committee of the CSU request for campaign contribution in support of the General Obligation bond supporting education - Senate Bill 28 and Assembly Bill 247. The request is for \$10K in the next coming year to support the initiative. The request will be brought up at the upcoming Board meeting for approval.

Meeting adjourned at 4:33pm.

Signature redacted

Minutes Approved by:
Ian Hannah
Chief Operating Officer
SSUF

Signature redacted

Minutes Prepared by:
Kyle Bishop-Gabriel
Sr. Advancement/Foundation Analyst &
Assistant to the VP, SSU