

PHILANTHROPY COMMITTEE MINUTES

SSU Foundation Philanthropy Committee

Wednesday, September 4, 2024

3:00 – 4:30 p.m.

Location: Salazar 2043B or Zoom

Members Present: Tom Isaak (Chair), Frank Chong, Ian Hannah, Libby Payan (zoom – beginning of meeting only), Mario Perez, Robert U'Ren

Members Absent: Ernesto Olivares

Committee Staff: Alicia Hodenfield

I. Opening Comments

The meeting was called to order by Committee Chair, Tom Isaak at 3:02 pm. Libby Payan was introduced to the committee and is serving on the Board of Directors as the Past President of the Alumni Association.

II. Approval of Minutes

Isaak asked if there were any objections to approving the February 29, 2024 Philanthropy Committee meeting minutes. None expressed and the minutes were approved.

III. Philanthropic Productivity Update and

IV. University Advancement Updates

Mario Perez provided the Philanthropic Summary Report and University Advancement Updates:

In the 2023/2024 fiscal year there were \$6.5M in gift commitments from 2,304 individual donors with 685 of these being alumni donors. This compares to 2022/2023 figures of 2,350 individual donors with 804 of these being alumni donors. The Presidential transition at year end slowed progress, causing some large gifts to be held back. Good news is many of those gifts that paused are not going away, and through the first two months of this fiscal year, \$2.5 million has been raised.

Perez advised the committee that the Advancement team has begun meeting with the Deans and Associate Deans to engage them in Development activities. Potential for Deans to join at a future Philanthropy Committee meeting(s).

Perez provided information of major donor prospects. In a recent assessment, University Advancement identified 833 priority donors (scored highly on wealth screenings and had prior giving history), of which only 190 are being actively engaged. The remaining 643 are not. Each fundraiser manages a portfolio of roughly 80-100 major giving prospects. Each year it is expected about 10% are evaluated off. With the current staff, it would take about 12 years to work through this current list. We are missing out on great potential and opportunities. The committee asked if it would warrant sharing the list in some capacity with the committee, having the Deans scan the list or a letter from the President.

Questions were presented to Perez regarding the protest activities from last fall and this school year. Perez reiterated that the university will follow the Path Forward document that Acting President Nathan Evans had released last spring and that an interim Time, Place and Manner Policy has been communicated to all faculty, staff and students.

V. Retreat Recap and Next Steps for Philanthropic Committee

Due to time constraints, this was not discussed at the meeting.

VI. Review Statement of Understanding Doc (Roles and Responsibilities for Board members)

Hannah presented a draft revised version of the Statement of Understanding document, often referred to as Roles and Responsibilities for Board members, with recommendations for updates to the document. The intent is to encourage 100% board giving each fiscal year (annually), to help identify prospective board members as well as donors, and to begin the creation of personal engagement plans.

An updated process for annual review/acknowledgement of document was discussed – perhaps at same time as annual audit and conflict of interest responsibilities review in September.

The committee agreed that this is ready to move forward to the full board for review.

VII. Foundation Board Philanthropic Initiatives

Perez reported that Allied Health is still a key initiative and that interim President Cutrer has put her support behind this effort. Dr. Elisabeth Wade, Dean College of Science, Technology and Business and Perez met with key individuals for feedback on the whitepaper and recently met with and toured Ives Hall with Mike McGuire.

Also, a key medical industry executive has agreed to serve as the professional medical expert and advocate in this venture.


A new approach is being taken with this initiative. Instead of starting with the building, the goal is to secure endowment funding for the programs. Once we have secured \$15 M for programing, outreach to the Chancellor's Office will be asked to move the space renovation up the list. Ives Hall is being identified as the probable location.


The Center for Study of Holocaust and Genocide is another key initiative that has merged together two factions. The lecture series produced is required in many courses and has been going for 40 years.

VIII. Open Items

Out of the retreat, it came to our attention that the SSU Foundations is celebrating its 50th Anniversary and we will be working on some sort of formal acknowledgement and celebration.

Next Board meeting is Fri Sept 27th 10am-noon at Sonoma Valley Room in Student Center followed by lunch from noon-1pm.


Minutes Approved by:
Ian Hannah
Chief Operating Officer & Secretary,
SSUF


Minutes Prepared by:
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