



SACRAMENTO
STATE

**The University Foundation
at Sacramento State**

6000 J Street • Sacramento, CA 95819-6030
T (916) 278-7043 • F (916) 278-5709

**The University Foundation at Sacramento State
Board of Directors Meeting
December 5, 2013**

Members Present:

Pam Stewart, <i>Chair</i>	George Crandell	Alice Perez
Alexander Gonzalez, <i>President</i>	Mark Drobny	Ann Perez
Margot Bach	Nielsen Gabriel	Gary Quattrin
Craig Barth	Muriel Johnson	Vince A. Sales
David Bugatto	Garry Maisel	Ann Stoltz
Bill Campbell	Mike Lee	Holly Tiche
Sonney Chong	Tracy Newman	Tina Treis

Advancement Staff:

R. Paul Villaluz

MEETING MINUTES

1. Call to Order and Adoption of December 5, 2013 Board Agenda

Chair Pam Stewart called the meeting to order at 12:08pm and explained the reformat of the planned all-day retreat to a regular meeting. She also gave feedback on the success of Sac State's first Giving Tuesday. The agenda was adopted.

2. Approval of Minutes, September 30, 2013 Board Meeting

Minutes of the September 30, 2013 board meeting were unanimously approved with modifications: delete several references of the retreat. (Bach/Chong)

3. President's Report

President Gonzalez started his report with news that a new provost will start the first week of February 2014.

This is the first time in 11 years that there are no reductions in the budget. There are several searches in progress for new faculty, enrollment is good and there are currently approximately 22,000 students enrolled plus 8,000 full time staff and faculty.

In the spring, the university will look at a different way of funding for the events center, which will be a similar approach as building The WELL and Broad Fieldhouse. He will also need to make the case to the community to make Sac State a destination campus. Construction for the events center will take 18 months. Additionally, the Union expansion will continue. This approach will give the university more flexibility in terms of how to

operate the events center and the revenues generated from it. ASI has been supportive in the approaches thus far. A campaign of this level has not occurred on this campus.

Next steps are to develop a task force/steering committee to include Foundation board members, students, and other community and campus members.

4. Committee Reports

4.a. Board Development Committee

Tina Treis explained the process of committee meetings throughout the year to develop potential names and recommendations to the President. She introduced David Bugatto and Garry Maisel as new members of the board, and Nielsen Gabriel as the student representative. All three were unanimously approved to join. (Bach/Chong)

Additionally, Fred Teichert asked to step down from the board due to his commitments to Rotary. He will be asked to come back to the pool of candidates for the board in the future. The board thanked him for his service. (Chong/Ann Perez)

4.b. Donor Relations Committee

4.b.i. Planned Giving Advisory Board Update

Mark Drobny declared that in 7 of 8 years, University Development and Planned Giving has made goal. Planned Giving will meet goal this fiscal year, as well. He invited board members to attend the Estate Planning 101 seminars.

4.b.ii Nursing Campaign Update

Ann Stoltz thanked everyone who attended the Unveiling of the Donor Wall and Crandell Gallery in the School of Nursing. Mr. Crandell added that it was a very heartwarming event for him and his wife. Substantial gifts were also made at the event. Ms. Stewart declared it a successful campaign, and was a good practice for the upcoming events center campaign.

4.b.iii Alumni Campaign Update

Holly Tiche reported that the goal to finish the campaign was pushed to June 2014. The totals are just shy of the \$1,000,000 goal.

4.c. Executive Committee

Vince Sales gave reported on the campus' participation in Giving Tuesday. There was 100% Alumni Association Board participation.

Alice Perez is the Foundation Board's representative on the Alumni Association Board stated that there used to be a competition issue between both boards. Margot Bach reiterated that it is a friendly competition and both boards should meet for joint strategic planning session.

Tracy Newman informed the board of nearly 400 accounts for scholarship endowments and continuing account transfers to the foundation from the Chancellor's Office.

Bill Campbell informed the board about the property transfer from Les and Anita Harper. There is no major downside to holding on to the property and to sell when the economy improves.

Pam Stewart updated the board on the one-on-one interviews she and Mr. Sales conducted with each board member. The interviews are half complete with the remaining interviews to be completed by February. She will give a comprehensive summary at the June meeting.

4.d. Investment Committee

Mr. Campbell's update included the satisfactory decision to hire Sand Hill Global Advisors as the investment advisors for both UEI and the Foundation.

Craig Barth motioned to approve the transfer of \$4,000,000 in restricted short-term investments currently residing in LAIF to: 1) \$2,000,000 in corporate bonds 2) \$1,000,000 in municipal bonds 3) \$1,000,000 in certificates of deposit. Also to charge expenditure accounts the lesser of the return rate or the annual 1% administrative and management fee. He reiterated that Sand Hill provided consultation and that this is the best course of action. (Barth/Chong)

4.e. Audit Committee

Tina Treis and Craig Barth recommended an RFP for auditing services. The Foundation is technically no longer under contract with MGO. Ms. Treis has been in contact with MGO to address concerns.

Mr. Barth added that the Chancellor's Office audit of auxiliaries starts in January.

4.f. Finance Committee

Mr. Barth presented the UEI proposal and cost analysis for services to the Foundation. The Executive Committee will review the proposal and vote on adoption at the next board meeting.

5. Advancement Update

Vince A. Sales attended the Alumni Association Board meeting and noted he was excited to see how Advancement divisions are integrating, working in tandem and building synergy, which is the direction he wants to take the operation.

6. Adjournment

Chair Stewart thanked the board and adjourned the meeting at 1:51pm.

Respectfully submitted,



R. Paul Villaluz for University Foundation Executive Officer, Vince A. Sales