



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
Minutes of the February 28, 2013 Meeting

Members Present:

Pam Stewart, <i>Chair</i>	Sonney Chong	Ann Stoltz
Alexander Gonzalez, <i>President</i>	George Crandell	Fred Teichert
Craig Barth	Mike Lee	Holly Tiche
Brooke Butler	Alice Perez	Tina Treis
Bill Campbell	Vince A. Sales	

Members Absent:

Mark Drobny	Ann Perez	Gary Quattrin
Muriel Johnson		

Guests:

Lori Bachand, <i>Advancement Communications & Stewardship</i>	Kevin Gonzalez, <i>University Development</i>
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Advancement Staff:

R. Paul Villaluz

1. Call to Order and Adoption of February 28, 2013 Board Agenda

Chair Pam Stewart welcomed the board and called the meeting to order at 12:12pm. The agenda was unanimously adopted.

2. Approval of Minutes, December 13, 2012 Board Meeting

Minutes of the December 13, 2012 board meeting was unanimously approved. Follow-up/Action Item #1 regarding the formation and meeting of the Campaign Committee did not occur. Spring 2013 is the target, after President Gonzalez talks with the student body first to discuss the plans for campus. (Chong/Campbell)

3. President's Report

President Gonzalez reported on CSU highlights. The 23 campus presidents met with new Chancellor Timothy White, who is scheduled to visit Sac State on March 10-11. The budget remains flat for the CSU, and will remain the same. Rather than increasing the budget, Governor Brown wants the CSU to run more efficiently. Chancellor White understands the CSU system and under his leadership: 1) It is not business as usual/one size does not fit all; 2) We have to look at alternative ways of financing future projects. Future campus plans can still move forward, albeit a little longer, but the process has started: 1) Preliminary discussions with some of the students, as well as the University Union occurred; 2) Mike Lee

was asked to look into the possibilities for the financing of projects, as well as have drawings done through an architectural firm.

Overpaid tuition by students were refunded following the passing of Proposition 30. Student enrollment needing remediation dropped by 10%. The 60 unit transfer emphasis is taking hold from the community colleges; the focus is now on upper division courses.

The Board of Trustees voted that all majors need 120 units for graduation, which begins fall 2014. People, Places, and Programs is the focus of Chancellor White and to increase the level of research from faculty.

4. Advancement Update

Mr. Sales reported that the Green & Gold Gala is almost sold out--58 out of 60 tables were secured. The event committee was key to success and outreach to the community. The Alumni Directory project by Alumni Relations concludes in 3-6 weeks. This project went very well, gathering current email, cell phone numbers, and addresses from alumni. In the June board meeting, Ms. Jennifer Barber will present about the Alumni Directory project and Alumni Attitude survey.

Ms. Lori Bachand presented an overview of the elevated profile of Foundation board members and the University. Various forms of media raised 205% more gifts and 300 new donors due to the integration of online and direct mail tactics.

The Council for Advancement and Support of Education (CASE) District VII awarded Sac State with the Silver Award of Excellence for the Annual Report of Giving/Endowment Stewardship publication in 2012.

5. Committee Reports

5.a Executive Committee

5.a.i Alumni Association Board Retreat

Ms. Stewart reported that the Alumni Association Board is enthusiastic about developing a closer relationship with the University Foundation. The general consensus is that it is a good idea to have cross-representation/liaisons between the two boards, and possibly hold a joint meeting/summit in fall 2013.

An amendment to the bylaws was passed: Section 4.2.b.vi.: *A member of the alumni Association Board as designated by the Alumni Association Board Executive Committee.*

RESOLVED, that the Board of Director of the University Foundation at Sacramento State approves the amendment to the Bylaws. (Alice Perez/Chong)

5.a.ii Gift Fees

Mr. Craig Barth motioned for the elimination of item #2 on the Action Item and the 1% fee would be charged on a recurring basis on the market value of the investments to be redistributed as the board designates. The motion was unanimously passed:

RESOLVED, that the Board of Directors of The University Foundation at Sacramento State approves the funding of Advancement priorities after the Foundation has paid all expenses and \$50,000 is set aside as operating expenses.

5.a.iii Endowment Payout

The board deferred the payout rate discussion to another time in the future, given the investment environment we are in at the moment.

5.b Investment Committee

Mr. Campbell reported that 11 proposals for new investment committees were received, and five were chosen for interviews. He added that it is good practice to review investment management services periodically. He presented the last investment summary from Savant Investment Group, LLC. The stock market is doing well the last few years. Every group interviewed cautioned that the 5% payout rate is too high.

5.c Finance Committee

Mr. Barth provided updates on the quarterly financial reports. The investment firms interviewed will save the Foundation 1/2% points on fees, about \$75-85K/year.

5.d Audit Committee

Dr. Teichert proposed to add Vince A. Sales and Kevin Gonzalez as authorized representatives on the board's behalf on the Wells Fargo Marda Lee West account. (Teichert/Chong).

5.e Board Development Committee

There were no updates.

5.f Donor Relations Committee

5.f.i Nursing Campaign Update

The Donor Wall will be completed in May for Nursing Week.

5.f.ii Alumni Campaign Update

Ms. Tiche reported that there is an additional \$15-20K that the Alumni Campaign staff is working on to add to the campaign totals.

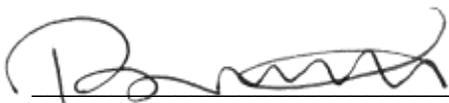
5.f.iii Development and Planned Giving Advisory Board Update

Kevin Gonzalez informed the board that University Development hired Suzette Riddle as the new Director of Corporate & Foundation Relations.

6. Adjournment

The meeting was adjourned at 2:02pm.

Respectfully submitted,



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

**The University Foundation at Sacramento State
February 28, 2013 & December 13, 2012 Foundation Board of Directors Meetings
Follow up Items**

Item	Discussion	Action	Outcome
Alumni Association	Alumni Association board wants to develop a closer relationship with UF board.	Hold a joint meeting/summit of the two boards; assign representation from both boards to each other's board; amend UF bylaws.	Ongoing
Fundraising Campaign	Campaign committee.	The board is to appoint a core campaign committee:	Ongoing. Candidates: Muriel Johnson, Holly Tiche, Ann Perez, Pam Stewart, George Crandell, Bill Campbell, Brooke Butler, Vince A. Sales.
Goethe Funds		The board to receive a recommendation from Mr. Barth at the spring meeting.	Ongoing.