

**The University Foundation at Sacramento State  
Board of Directors  
Minutes of March 7, 2012 Meeting**

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**Members Present:**

George Crandell, Chairman  
Alexander Gonzalez, President  
Craig Barth  
Bill Campbell  
Sonney Chong  
Patricia Clark-Ellis  
Mark Drobny  
Mike Lee  
Vince Sales  
Pam Stewart  
Ann Stoltz  
Fred Teichert  
Holly Tiche  
Tina Treis

**Members Absent:**

Muriel Johnson  
Alice Perez  
Ann Perez

**Guests:**

Brooke Butler  
John Kepley

**Advancement Staff:**

R. Paul Villaluz

**1. Call to Order and Adoption of March 7, 2012 Board Agenda**

Chairman George Crandell called the meeting to order at 12:07pm and welcomed guest Brooke Butler. The agenda was unanimously adopted.

**2. Approval of Minutes, December 8, 2011 Board Meeting**

Minutes of the December 8, 2011 board meeting was unanimously approved. (Stewart/Chong)

**3. Adoption of Union Bank Resolutions**

The motion to adopt the change from Bank of America to Union Bank was unanimously passed. (Chong/Teichert)

**4. President's Report**

President Gonzalez updated the board regarding the \$200M reduction for the CSU. He presented the University's new initiative, "Redefine the Possible."

## **5. Advancement Update**

Mr. Sales introduced the Graduation Initiative, one piece of the President's "Redefine the Possible" initiative, for which the board's role is to raise private funds. Former Vice President for University Advancement and board member Carole Hayashino sent her thanks and gratitude for her farewell gift via Mr. Sales.

## **6. Committee Reports**

### **6.1 Executive Committee**

#### **6.1.a. Conflict of Interest Statements**

Chairman Crandell instructed the board to fill out and leave their signed Conflict of Interest Statements to update the files.

#### **6.1.b. Risk Management Policy**

The Risk Management Policy was adopted during the December 8, 2011 board meeting. Chairman Crandell motioned to have Mr. Sales as the designated executive. The motion was unanimously approved. (Stewart/Treis)

### **6.2 Investment Committee**

Mr. Campbell informed the board of the name change of the Savant Group to Savant Investment Group, LLC. There were no other updates. Chairman Crandell motioned to keep the 5% payout distribution rate, recommended by the Executive Committee, the same as the previous year. The motion was unanimously approved. (Teichert/Chong)

### **6.3 Finance Committee**

Ms. Stewart presented the report. Chairman Crandell added that there will be a budget report at the next board meeting.

### **6.4 Audit Committee**

Ms. Treis reported that the 990 tax return is due on May 15. The Audit Committee will meet in the next month and take the lead in handling the return.

### **6.5 Board Development Committee**

Dr. Teichert reported that candidates for the board will be presented to President Gonzalez for review. Brooke Butler will be invited as the student representative starting in June.

### **6.6 Donor Relations Committee**

#### **6.6.a Nursing Campaign Update**

Ms. Stewart stated that the second proposal to the Doyle Foundation for \$500K was declined, and urged the board to help reach out to their contacts to help bridge the gap with outstanding proposals and prospects.

#### **6.6.b Alumni Campaign Update**

Ms. Treis and Ms. Tiche reported that \$320K of \$1M goal has been met with mostly internal gifts. The committee has a new concept of looking at student organizations on campus to raise funds as a group.

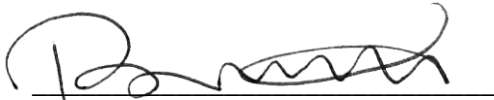
#### **6.6.c Planned Giving Advisory Board Update**

Mr. Mark Drobny stated that he taught the 19<sup>th</sup> Estate Planning 101 class the previous week, with a couple more classes upcoming. He commended the staff of getting the right people in the room to attend. Dr. David Wagner will work with Mr. Drobny and Planned Giving. There are now at 85 out of the 100 goal Legacy Circle members

#### **7. Adjournment**

Ms. Stewart presented the Annual Report of Giving to the board. Chairman Crandell thanked the board and adjourned the meeting at 1:39 pm. The majority of the board stayed to hear Mr. Sales speak about the Graduation Initiative.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'R. Paul Villaluz', written over a horizontal line.

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

**The University Foundation at Sacramento State**  
**March 7, 2012 Foundation Board of Director's Meeting**  
**Follow up Items**

| <b>Item</b>           | <b>Discussion</b> | <b>Action</b>   | <b>Outcome</b>                   |
|-----------------------|-------------------|---|----------------------------------|
| Graduation Initiative |                   | Mr. Sales to send out advocacy leave-behind and nursing insert.     | Completed.<br>In board packet.   |
| Operating Budget      |                   | Mr. Crandell to report at June board meeting.                       | Approved by Executive Committee. |
| 990 Tax Return        |                   | Mr. Sales to send 990 Tax Return to the board via email by 3/23/12. | Submitted to IRS on deadline.    |
| Board Development     |                   | Candidates to be presented to President Gonzalez.                   | Completed.                       |