



**The University Foundation
at Sacramento State**
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**The University Foundation at Sacramento State
Board of Directors Meeting
April 2, 2015, 11:30-2:30pm
President's Conference Room | Sacramento State**

Members Present:

Alexander Gonzalez, <i>President</i>	David Bugatto	Tracy Newman
Pam Stewart, <i>Chair</i>	George Crandell	Vince A. Sales
Margot Bach	Lauren Lombardo	Holly Tiche
Bernice Bass de Martinez	Garry Maisel	Tina Treis
Craig Barth		

Members Absent:

Bill Campbell
Sonney Chong
Mark Drobny
Mike Lee
Alice Perez
Gary Quattrin

Guests:

Cory Parish, *Conf. Claimants' Endowment Board of the California/Nevada Annual Conference of the Methodist Church*
Lori Bachand, *AVP, Advancement Communications & Stewardship*
Judy Nagai, *Campaign Director, Development*
Kevin Gonzalez, *Dir. Major & Planned Gifts, Development*
Pierre Balthazard, *Dean, College of Business*
Amy Kautzman, *Dean and Director, Library*
Tim Howard, *Assoc. Professor, Communication Studies*
Elyssa Seals, *Student, Communication Studies*

Advancement Staff:

R. Paul Villaluz

MEETING MINUTES

1. Call to Order and Adoption of April 2, 2015 Board Agenda

Chair Pam Stewart called the meeting to order at 11:41am and the agenda was unanimously adopted.

Vince A. Sales introduced the guests: Pierre Balthazard, Dean of the College of Business; Amy Kautzman, Dean and Director of the Library; Cory Parish, Conference Claimants' Endowment Board of the California/Nevada Annual Conference of the Methodist Church; Tim Howard, Associate Professor of Communication Studies; Elyssa Seals, student, Communication Studies; Judy Nagai, Campaign Director, Development.

2. Approval of Minutes, December 3, 2014 Board Meeting

Minutes of the December 3, 2014 board meeting were unanimously approved.
(Bach/Bass de Martinez)

3. Committee Reports

3.a. Donor Relations Committee

3.a.i. Planned Giving Update (Kevin Gonzalez)

Kevin Gonzalez stepped in for Mark Drobny and provided highlights of planned gifts.

3.a.ii. Alumni Campaign Update (Holly Tiche)

Holly Tiche passed around the printed program from the April 1, 2015 dedication ceremony/naming of the Leslie and Anita Harper Alumni Center and provided a recap of the event. The campaign goal of \$1 million was exceeded by \$2.8 million for a total of \$3.8 million.

3.a.iii. Green & Gold Gala (Vince A. Sales)

Mr. Sales shared highlights from the March 27, 2015 Green & Gold Gala: 1) the event grossed approximately \$600,000 with an estimated net of \$450,000, 2) the paddle auction raised \$70,000 in 11 minutes. He thanked the sponsors and the partners for a true team effort.

3.a.iv. Power of 1,000 Hornets (Tim Howard, Elyssa Seals)

Professor Tim Howard and his student Elyssa Seals presented about the Power of 1,000 Hornets, a crowdfunding campaign to raise more than \$1 million from 1,000 dedicated Hornets (alumni and friends) to support a Sacramento State Event Center by pledging \$1,140 as seed funding.

3.a.v. Development Update (Tracy Newman)

Tracy Newman provided a recap of the Development department's highlights.

3.b. Governance Committee (Tina Treis)

Cory Parish was introduced and was unanimously affirmed as the liaison to Alumni Association Board. (Treis/Bugatto)

The Board Member Self-Assessment will be available to fill out electronically and is due by the next board meeting in June.

3.c. Executive Committee (Pam Stewart)

Pam Stewart recapped her experience at the Association for Governing Boards of Universities and Colleges (AGB) conference. The topics were mostly about fundraising. She encouraged other board members to attend future conferences.

3.d. Investment Committee (George Crandell)

George Crandell provided the committee report on behalf of Bill Campbell. He shared the report provided by Sand Hill Global Advisors.

The payout rate of 4% for 2015-2016 was unanimously approved. (Stewart/Bugatto)

3.e. Audit Committee (David Bugatto)

David Bugatto advised the board that a committee meeting with external auditor K-Coe Isom is scheduled for April 24.

3.f. Finance Committee (Craig Barth)

Craig Barth reported normal financial statement activity.

4. President's Report (Alexander Gonzalez)

President Gonzalez welcomed the new deans and Judy Nagai to campus. He thanked everyone for their support of the Green & Gold Gala. He mentioned the Les and Anita Harper Alumni Center dedication ceremony that took place the day before and provided a brief history of the Alumni Campaign.

He thanked Professor Howard and his students for their work on the event center campaign. The building of new campus housing was approved by the Board of Trustees; in addition, the City Council will review Sac State's acquisition of the baseball fields near Napa Hall by lease-purchase agreement with the City of Sacramento.

Sac State is clearly now a destination campus with over 60% of the student applicants coming from outside the region. The plan is to keep enrollment at around 30,000 students. A new parking structure is planned to be built at the north end of campus.

The new president will start on July 1, but will visit with each Cabinet member in April. Financially, the campus is in good shape.

5. Advancement Update (Vince A. Sales)

Vince A. Sales re-introduced Judy Nagai, the new Campaign Director for Development, who gave updates and follow-up on the comprehensive campaign that was presented a few months prior. Lori Bachand and Tracy Newman also provided input during the Q & A portion of the presentation. A main focus is developing the statement of intent into a case statement and fine-tuning the messaging to the community and the prospect pool.

6. Other/Adjournment

Lauren Lombardo stated that this will be her last Foundation board meeting since she will not be seeking re-election with ASI Student Government. Chair Stewart thanked the board and adjourned the meeting at 2:25pm.

Respectfully submitted,



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