

**The University Foundation at Sacramento State  
Board of Directors Meeting  
September 30, 2013**

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**Members Present:**

|                                      |                 |                |
|--------------------------------------|-----------------|----------------|
| Pam Stewart, <i>Chair</i>            | George Crandell | Ann Perez      |
| Alexander Gonzalez, <i>President</i> | Mark Drobny     | Vince A. Sales |
| Margot Bach                          | Muriel Johnson  | Ann Stoltz     |
| Craig Barth                          | Mike Lee        | Holly Tiche    |
| Bill Campbell                        | Alice Perez     | Tina Treis     |
| Sonney Chong                         |                 |                |

**Members Absent:**

Gary Quattrin

**Guests:**

|   |  |
|---|--|
| Lori Bachand, <i>Advancement Communications &amp; Stewardship</i> | Tracy Latino-Newman, <i>University Development</i> |
| Leslie Davis, <i>University Union/The WELL</i>                    | Russell Robertson, <i>MGO</i>                      |

**Advancement Staff:**

R. Paul Villaluz

**MEETING MINUTES**

**1. Call to Order and Adoption of September 30, 2013 Board Agenda**

Chair Pam Stewart called the meeting to order at 12:03pm. The agenda was adopted.

**2. Approval of Minutes, June 13, 2013 Board Meeting**

Minutes of the June 13, 2013 board meeting were unanimously approved. (Ann Perez/Chong)

**3. President's Report**

President Gonzalez reported that enrollment is on target, there are currently 29,000+ students this semester, 106% of where it was last year. Chancellor White continues to lead the system in the right direction. This is the first year in a while that President Gonzalez hasn't said there's a reduction in the budget, another benefit of the passing of Prop. 30.

President discussed with Provost Charles Gossett a hiring plan for faculty.

There are two significant initiatives currently: 1) Strategic Planning: will focus and guide all aspects of the University for the next five years. 2) Revising the campus physical master plan. Forums are scheduled in the next few months. AC Martin architectural firm is working with Sac State.

The Chancellor's Office is giving each campus more leeway in how each one operates, and is supportive of alternative approaches (corporate partnerships) to develop the campuses given economic, political, and financial scenarios.

Ms. Leslie Davis, Executive Director of The Union and The WELL presented about the expansion project of the Union WELL/Events Center.

#### **4. Advancement Update**

Mr. Sales introduced the new Associate Vice President for University Development, Tracy Latino-Newman, who starts on October 1. Mr. Sales reported that for seven of eight years, Development exceeded the 10% fundraising goal.

Membership to Alumni Association increased by 15%, about 7,000 members.

Lori Bachand spoke about the latest issue of Sac State Magazine and its online presence. She reminded the board about the 2<sup>nd</sup> Annual Endowment Breakfast, which will include the rollout of the annual report of giving.

#### **5. Committee Reports**

##### ***5.a Executive Committee***

~~Ms. Stewart mentioned the all-day board retreat on December 5 as a must-do event for this board. The Alumni Attitude survey results will be presented at the retreat.~~

Mr. Barth proposed a fee relating to accounting and administrative services that UEI provides for the Foundation of \$150,000 for 2014-15 to increase in increments of \$25,000 not to exceed \$250,000, over a five year agreement, expiring in June 2020. Currently the three year extension was a flat fee until 2014-15. The board will vote on the fee at the December 5 meeting.

##### ***5.b Investment Committee***

Mr. Campbell stated that the committee has been generally pleased so far with Sand Hill Global Advisors, the new investment advisors for the Foundation. He presented the dashboard of the portfolio review provided by Sand Hill, which included highlights of financial activities.

##### ***5.c Finance Committee***

Mr. Barth pointed out that the Statement of Net Position in his report was formerly called Statement of Net Assets. An increase of \$3.1 Million equated to the surplus the Foundation generated this year, were driven by investment returns (which cannot be counted on in the future), increases in fundraising, and also by well-managed operating expenses. Overall, the report implied a healthy balance sheet, and debt-free. It is a positive financial profile

##### ***5.d Audit Committee***

The Audit Committee met the prior week and had the board vote on approving the audited financial statements prepared by MGO. Russ Robertson from MGO presented the reports and pointed out highlights of the changes throughout the year including GASB Statement 63: *Financial Reporting of Deferred Outflows of Resources, Deferred Inflows of Resources, and Net Position*. There were no uncorrected statements and no difficulties found in the audit.

Ms. Treis commended Mr. Barth and Ms. Emily Chu of UEI and their team for their work in the audit. The Audit was accepted. (Chong/Ann Perez)

##### ***5.e Board Development Committee***

Several board members' terms are expiring and they will be asked of their interest in continuing to serve on the board. Mr. Sales has talked with several potential members that the Committee discussed.

One or both of the potential student representatives are good picks.

Dr. Fred Teichert will leave the board due to his extended duties for Rotary. The board accepted his resignation. Dr. Teichert will be formally acknowledged at the December 5 reception and dinner.

Mr. Garry Maisel accepted the invitation to join the board. He will attend the December 5 meeting ~~and retreat~~. Mr. David Bugatto also accepted. Ms. Stewart and Mr. Sales have been conducting one-on-one interviews with the board members and will give an update at the next meeting. Each member present signed the Board Member Responsibilities and Expectations form.

***5.f Donor Relations Committee***

***5.f.i Nursing Campaign Update***

Dr. Stoltz and Mr. Sales updated the board on the activities of the campaign. The current totals are \$1.6 of the \$1.8 Million goal. More proposals were submitted to Sutter Health, Dignity Health, and The California Wellness Foundation. An unveiling of the Donor Wall and Crandell Gallery is scheduled in November. In the tradition of "Sac State Day @" events, one will be planned for Kaiser to engage alums and potential donors.

***5.f.ii Alumni Campaign Update***

Ms. Tiche reported that the numbers haven't changed much since the last meeting. The committee hopes to complete the campaign by June 2014 and have names for the patio and Founders Room; the campaign will begin soliciting at the \$2,500 level.

***5.f.iii Planned Giving Advisory Board Update***

Mr. Drobný commended the great work done by Lisa Woodard-Mink and Kevin Gonzalez of University Development to bring continuity, by getting the right people to the Estate Planning 101 seminars.

**6. Adjournment**

Chair Stewart thanked the board and adjourned the meeting at 1:55pm

Respectfully submitted,



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