CAL STATE EAST BAY
EDUCATIONAL FOUNDATION BOARD

Development Committee Meeting
President's Conference Room and via Zoom
Thursday, June 15, 2023
3:45pm-5:00pm

Trustees present: *Cherrie Nanninga, Chair; Evelyn Buchanan; Jack Acosta; Bette Felton; Richard Sherratt; Patrick Devine; Hank Salvo; Marvin Remmich; Randy Davis; Johan Klehs; Amy Schioldager*

Absent: *Linda Renteria; Derek Jackson-Kimball*

Staff present: *May Hernandez, Director, Educational Foundation; Brad Vartan, Associate Vice President, Development; Fern Tyler, Director, Advancement Services & Analytics*

MINUTES

1. **Call to Order:** Chair Cherrie Nanninga called the meeting to order at 4:03pm with a quorum present.

2. **Approval of February 23, 2023 Meeting minutes:** Nanninga asked the committee if they had any adjustments to the minutes. No changes were brought forward.
On motion duly made, seconded, and unanimously carried, the following Minute Action was taken:

   MINUTE ACTION: The committee approves the minutes as prepared from February 23, 2023.
   Motion by: Bette Felton Seconded by: Patrick Devine Motion: Passed

3. **Development Update**
   a. **YTD Fundraising Report as of May 31, 2023:** Buchanan introduced Brad Vartan, Associate Vice President for Development to the committee. Vartan provided the fundraising update as of May 31, 2023, stating there are two weeks left in the fiscal year, the goal was $6M and we estimate to end the year slightly under this projection, but there is still a possibility that another gift may close before this to push past the goal. Most CSU's did not reach their fundraising goals this year due to the economic climate.
   The development team has spent time targeting lapsed donors and will continue to do so in the coming year. The remainder of the Development team is being hired, so they are spending time learning about portfolios and data points to maximize fundraising efforts in the year ahead.
   The Associate Director for Annual Fund was recently hired, and that area surpassed its goal in FY 22/23, and Vartan discussed the outreach efforts planned for FY 23/24. The Development team will also emphasize planned giving this year.

4. **Vice President's Report**
   a. **Staffing Update:** Vice President Evelyn Buchanan gave a brief staffing update. She gave a presentation on the Applied Sciences Center project and reminded the committee of the fundraising goal. Buchanan shared a timeline of the final fundraising phases for the project.

5. **Other Business:** None presented.

6. **Adjournment:** With no further business to discuss, Nanninga adjourned the meeting at 4:27pm.

Dated: June 15, 2023