

UNIVERSITY OF MASSACHUSETTS

AMHERST•BOSTON•DARMOOUTH•LOWELL•WORCESTER

**MINUTES OF THE MEETING OF THE
DEVELOPMENT COMMITTEE**

**Tuesday, February 15, 2005; 3:00 p.m.
Engineering Conference Room
Falmouth Hall 300
One University Avenue
University of Massachusetts
Lowell, Massachusetts**

Committee Members Present: Chair Mahoney; Chair Karam; Trustees Labrecque and Pearl

Committee Members Absent: Vice Chair O'Shea; Trustee Fey

University Administration: President Wilson; Chancellors Lombardi, Motley and MacCormack; Vice President Julian; Deputy Chancellor Stanton; Mr. Goodhue, Alumni Affairs; Ms. Phalen, Assistant to the President for University Relations

Development Staff: Dr. Dale, Vice Chancellor for University Advancement and Executive Director, UMASS Amherst Foundation; Mr. Fencil, Acting Vice Chancellor for Institutional Advancement, UMASS Boston; Mr. Ramsbottom, Executive Director, UMASS Dartmouth Foundation; Mr. Eynon, Executive Director, University Advancement, UMASS Lowell; Mr. Miller, Chief Executive, UMASS Memorial Foundation

Faculty Representatives: Professor O'Connor, UMASS Amherst; Professor Schwartz, UMASS Boston

Chair Mahoney convened the meeting at 3:00 p.m.

The first item on the agenda was **Consideration of Minutes of the Prior Meeting of the Committee.**

It was moved, seconded and

VOTED: To approve the minutes of the November 9, 2004 meeting of the Committee.

Chair Mahoney reported that to date we are half way through the 2005 fundraising goal.

The Development Officers then provided an update on the **2004 Fundraising Results** and **2005 Fundraising Goals.**

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Dr. Elizabeth Dale of the Amherst campus reported on second quarter activities. Highlights included:

- Eugene Isenberg, Chair of the UMASS Amherst Foundation made a \$1M gift for professorships; a \$500,000 cash gift was also made for the Isenberg Building Fund;
- Paul Carney, former founding CFO of Google made a \$500,000 cash gift to establish a series of scholarship endowments both in the School of Education and in the School of Management;
- An anonymous gift of \$500,000 was made to invest in the campus;
- Bill Hubbard, CEO of American Specialty Underwriters, made a \$500,000 cash gift to support the Sports Management Program;
- Richard and Nancy Kelleher made a \$175,000 contribution towards the Hospitality Management Program;
- An \$800,000 gift for the library is underway. This is the largest gift ever for the library.
- The Annual Fund is up 15%;
- Last week 8,000 alumni couples celebrated the Annual Fund Valentine's Day Appeal;
- Both Jess Kane and Paul MacDonald hosted leadership briefings; other leadership briefings have been scheduled.

Dr. Dale then announced that the next meeting of the UMASS Amherst Foundation Board will take place on March 4. The new members of the Board are Paul Carney former CFO of Google; Doug Cliggott, who serves on the Investment Committee; Trustee Grace Fey; and Ken Feinberg, former special master of September 11.

There was then a brief discussion on the previous trend of football players participating in fundraising activities.

Mr. Thomas Fencil of the Boston campus reported the following:

- The Boston campus is at 46 % of goal;
- The campus is doing everything to support the University's urban mission;
- There is a \$330,000 proposal receiving positive feedback from Boston Scientific; A \$140,000 proposal is underway;
- UMASS Boston is planning a second Gala to take place on April 20th. It is anticipated that the Gala will generate \$400,000.

Professor Schwartz asked if any progress had been made in the naming of the Campus Center. It was indicated that efforts are still underway.

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Mr. Donald Ramsbottom of the Dartmouth campus reported the following fundraising activities:

- Cash and pledges are at 30% of the goal;
- Grants are over the goal for the year;
- Total Support is at 40% of the goal for the year;
- This year's theme is "Breaking New Ground – A Tradition of Innovation";
- The Chancellor's Circle Campaign is underway;
- A faculty member pledged \$20,000 towards the campus campaign;
- An emphasis is being placed on gifts-in-kind by faculty and staff;
- A President's Weekend celebrating past presidents and chancellors was held;
- Pioneers Society/Retirement Association/Second Half Programs are working to connect people to the University;
- The Alumni Association has generated a \$100,000 in new revenues from Affinity Programs such as credit cards, selling wine and other items.

Other fundraising activities include:

- The Portuguese American Archives raised \$1M;
- The Pilgrim Foundation received a \$550,000 donation;
- A \$300,000 donation from Lady Eccles' estate is underway;
- There are three finalists for the Vice Chancellor of Institutional Advancement;
- The UMASS Dartmouth Foundation has been reorganized;
- A Director of Donor Relations has been hired;
- A Director of Annual Fund has been hired;
- The campus is cultivating the top 200 alumni prospects for major gifts;
- Campaigns are being coordinated with college deans;
- The Parent Association is active and engaged in fundraising.

Mr. Matthew Eynon of the Lowell campus reported the following:

- The Lowell campus is at 64% of goal;
- Cash/pledges is at 75% of goal;
- The Lowell campus received a \$670,000 gift from the estate of Cheney Cooke;
- Joe Day finalized his commitment of \$270,000;
- Two \$250,000 gifts have been finalized;
- Celebrated the 50th anniversary of plastics engineering; the department expects to raise \$50M at a scheduled event on May 2nd;
- A Reception will be hosted at the Mar-A-Lago Club on March 3rd;
- In the process of finalizing two draft case statements, one for nanotechnology and the other for the School of Health and Environment.

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Mr. Rod Miller of the Worcester campus reported the following:

- UMASS Worcester reported a \$1.5M gift from an Estate;
- UMASS Worcester secured commitments to cancer research in excess of \$1M;
- Outreach is increasing to parents, leadership alumni, corporate leaders and private foundations;
- Substantial media coverage was reported for gifts and research, especially RNAi;
- UMASS Worcester is finalizing documentation for an eight-figure gift and another for \$1M.

Chair Mahoney then introduced Kathleen Phelan, Assistant to the President for University Relations in support of development efforts.

Chair Mahoney indicated that a date for the breakfast for volunteerism is forthcoming.

The meeting adjourned at 4:02 p.m.

Zunilka Barrett
Staff Associate