

**UNIVERSITY OF MASSACHUSETTS**

**AMHERST•BOSTON•DARTMOUTH•LOWELL•WORCESTER**

**MINUTES OF THE MEETING OF THE  
ADVANCEMENT COMMITTEE**

**Wednesday, May 23, 2012; 10:00 a.m.  
Lowell/Dartmouth Room  
225 Franklin Street – 33rd Floor  
Boston, Massachusetts**

**Committee Members Present:** Chair Peters; Vice Chair DiBiaggio; Trustee Tarr

**University Administration:** President Caret; Interim Executive Vice President Goodhue, UMass Foundation; Chancellors Motley, MacCormack, Meehan and Collins; Vice Chancellors Leto, Capello, Eatough, Chiu, and Pagnam

**Faculty Representatives:** Professors Adrion and May, UMass Amherst; Ms. Gibbs, UMass Dartmouth

**Document Used:** Fiscal Year 2012 3<sup>rd</sup> Quarter Fundraising Results, Doc. T12-041

Chair Peters convened the meeting at 10:12 a.m. and asked for a motion to approve the **Minutes of the Previous Meeting.**

It was moved, seconded and

**VOTED:** To approve the minutes of the November 16, 2011 meeting of the Committee.

**Reports:**

**Chair's Report:**

Chair Peters reported that third quarter results indicate that the goal of \$100.2M may be reached, participation numbers are up, and 56,190 individual gifts were received, the most in 5 years, and 3,236 gifts from organizations were received, the 2<sup>nd</sup> most in 5 years. He indicated that it is vital that we continue to increase these numbers in the future.

Chair Peters congratulated Chancellor MacCormack on her upcoming retirement. He noted that she has changed the fundraising climate at UMass Dartmouth. A celebration for her long and distinguished career at the Dartmouth campus and in the UMass System will be held on June 9. The goal is to raise \$500,000 for scholarships. Chair Peters encouraged all Trustees to participate.

**Advancement Committee**  
**May 23, 2012**

**President's Report:**

President Caret reported that we are two-thirds of the way towards this year's fundraising goal of \$100M. A series of alumni events held in Florida this spring were very successful, including a Reception and Red Sox Game, a UMass Golf Tournament which netted approximately \$25,000 for scholarships, as well as an opportunity to meet with key individual alumni such as Eugene Isenberg and John Kennedy.

President Caret then reported that an Advisory Committee has been formed for the search of a Vice President for University Advancement. Witt Kiefer is the search firm; the Committee members are Trustee Norm Peters (Chair); Chancellor Michael Collins, former Trustees Karl White and Robert Mahoney, and Executive Vice President James Julian. The search for a Vice President for Administration and Finance is also moving forward.

Discussions are underway for the consideration of launching a system-wide fundraising campaign with a fundraising goal of \$1.2B.

**Vice President's Report:**

Interim Executive Vice President Goodhue extended his congratulations to Chancellor MacCormack and said that he will forever be indebted to her for acquiring the law school at UMass Dartmouth. He reported that the Foundation Investment Committee's endowment is growing. The Committee voted a spending rate of 4% and will be returning \$16M to the campuses in July. The RFP process is underway for an Endowment Investment Advisor.

With input from President Caret, the Development Committee has developed gift threshold guidelines. A number of scholarships out of the President's Office, many of which some have laid dormant for years, have been organized by Maryellen Yates and are up and running again.

**Vice Chancellors Reports: Year-to-Date Fundraising Results** (Doc. T12-041)

The Vice Chancellors from each campus summarized activities on their campuses regarding fundraising, alumni, and other development efforts to-date. Reports were provided by Vice Chancellor Leto from Amherst, Vice Chancellor Cappello from Boston, Vice Chancellor Eatough from Dartmouth, Vice Chancellor Chiu from Lowell, and Vice Chancellor Pagnam from Worcester.

Interim Executive Vice President Goodhue noted that the application filed with the Commonwealth of Massachusetts Employee Charitable Campaign, COMECC, to permit state employees to make voluntary charitable payroll contributions to the University, has been accepted.

Chair Peters congratulated Trustee James Tarr on graduating and wished him continued success in all his endeavors.

**Advancement Committee**  
**May 23, 2012**

The meeting adjourned at 11:00 a.m.

Zunilka Barrett  
Assistant Secretary to the Board