

UNIVERSITY OF MASSACHUSETTS
AMHERST•BOSTON•DARTMOUTH•LOWELL•WORCESTER

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

Wednesday, February 13, 2013; 10:00 a.m.
Lowell/Dartmouth Room
225 Franklin Street – 33rd Floor
Boston, Massachusetts

Committee Members Present: Chair Peters; Trustees Carpman, Geoffroy and Furman

Conference Call: Trustee Xifaras

Committee Members Absent: Trustees Campbell, Encarnacion, Malone and Marvel

University Administration: President Caret; Vice President Pagnam; Chief Operating Officer Goodhue; Chancellors Motley, Grossman, Subbaswamy, Meehan, and Collins; Vice Chancellors Leto, Capello, Skinner and Chiu; Associate Vice Chancellor Hayes; Associate Counsel Flynn, Director of Planned Giving, UMass Foundation

Faculty Representatives: Ms. Gibbs, UMass Dartmouth

Documents Used: -Quarterly Fundraising Report, Doc. T13-026

Chair Peters convened the meeting at 10:18 a.m. and stated that Trustee Xifaras will be participating by telephone pursuant to 940 CMR 29.10, as adopted by the Board of Trustees and permitted under Section 29.10 (5)(e), since she is traveling and geographically distant from Boston making it unreasonably difficult for her to attend the meeting in person.

Chair Peters then asked for a motion to approve the **Minutes of the Prior Meeting of the Committee.**

It was moved, seconded and

VOTED: To approve the minutes of the November 28, 2012 meeting of the Committee.

Reports:

Chair's Report:

Chair Peters reported on the status of Trustee giving, noting gifts and pledges totaling nearly \$75,000. He added that almost all Trustees had committed to the development efforts and that the goal was 100 percent participation. Chair Peters also commented on the importance of creating a culture of philanthropy across the University.

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President's Report:

President Caret thanked the Trustees who have given to-date and added that the University would match Trustee giving, dollar for dollar. President Caret also remarked on successful fundraising in the 2nd Quarter. President Caret noted the upcoming Florida trip and its' various events as well as the event to honor former Board Chair Jim Karam at the end of April.

Vice President's Report:

Vice President Pagnam thanked President Caret for the opportunity to serve at the system level. He noted the 2nd Quarter numbers, highlighting the increase in new pledges. The system was starting to change the conversation and was moving from having donors, to having investors. Vice President Pagnam provided an update on the CRM project and added that discussions were underway with UITS about lessons learned to date. Vice President Pagnam reported on the market value of the endowment at the end of 2012 and on upcoming events and initiatives, including the potential for a golf event in the spring and the system-wide capital campaign roll-out.

Discussion Items:

Year-to-Date Fundraising Results

The Vice Chancellors from each campus briefly summarized activities on their campuses regarding fundraising, alumni and other development efforts for the second quarter of Fiscal Year 2013. Reports were provided by Vice Chancellor Leto from Amherst, Vice Chancellor Capello from Boston, Vice Chancellor Skinner from Dartmouth, Vice Chancellor Chiu from Lowell and Associate Vice Chancellor Hayes from Worcester.

Trustee Xifaras remarked that she was pleased that Dartmouth hired a development person dedicated to the Law School. She noted an upcoming event with Attorney General Holder that would be used as a springboard for outreach. Trustee Xifaras also noted a promotion she received about BU's annuity program. Chair Peters agreed that annuities should be something that is given serious consideration.

Chair Peters commended the outstanding work and remarked that it was a banner year from a fundraising perspective.

Fiscal Cliff Legislation and Philanthropy

Vice President Pagnam introduced the meeting's special topic: The Fiscal Cliff and its potential ramifications on philanthropy. Associate Counsel Flynn, Director of Planned Giving from the UMass Foundation provided background on the fiscal cliff and its potential impact on donors at various income levels. There was a discussion about the impact on federal student aid and the apprehension of donors because of the uncertainty.

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Chair Peters commended President Caret for his support of the campuses and his ability to build relationships. President Caret noted the challenges of being part of a system, as most donors “belong” to a campus and offered to be a resource, whenever it was appropriate.

Trustee Carpman inquired as to whether students had been made aware of the potential federal cuts.

There was a discussion about Dartmouth’s potential prospects and the need to cultivate them. Chancellor Grossman noted alumni from across the country that held impressive leadership positions. Chair Peters added that Dartmouth was in the position that Lowell had been in just a few years prior.

There being no other business, the meeting adjourned at 11:09 a.m.

Kate Wilkinson
Staff Assistant