

**UNIVERSITY OF MASSACHUSETTS
AMHERST•BOSTON•DARTMOUTH•LOWELL•MEDICAL SCHOOL•UMASSONLINE**

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

**Wednesday, June 1, 2016; 12:00 p.m.
University of Massachusetts Club
One Beacon Street – 32nd Floor
Boston, Massachusetts**

Committee Members Present: Chair Peters; Trustees Carpman, Epstein, Furman, Manning, Robinson and Xifaras

Committee Members Absent: Trustees Campbell, Fubini and O'Brien

University Administration: President Meehan; Vice President Pagnam, Chancellors Subbaswamy, Motley, Helm, Moloney and Collins

Advancement Officers: Michael Leto, UMass Amherst; Joseph Medina, UMass Dartmouth; John Feudo, UMass Lowell; John Hayes, UMass Medical School

Documents Used: -Meeting Minutes: November 18, 2015
-FY2016 Quarterly Fundraising Reports (2nd & 3rd Quarter), Doc. T16-036

Chair Peters convened the meeting at 12:06 p.m. and stated that the Committee had been provided with draft minutes of the November 18, 2015 meeting. Chair Peters asked for any corrections. With no corrections, the minutes were approved.

Reports:

Chair's Report

Chair Peters commented on the tragic Memorial Day incident involving Gina Cappello, the UMass Boston Vice Chancellor for Advancement. Chancellor Motley provided a brief update on the incident and thanked the University community for their outreach. He especially thanked Chancellor Collins and the Medical Center for their support.

Chair Peters thanked the Chancellors and their advancement teams for welcoming him, the President, and Vice President Pagnam to the campuses over the spring to learn more about the functioning of development efforts underway and the challenges and opportunities each campus is facing. He stated that a report highlighting the campus visits will be shared with Chair Woolridge. He then welcomed Joe Medina, the interim Vice Chancellor for Advancement for the Dartmouth campus.

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Chair Peters commented that FY16 continues to be more challenging than FY15. However, while year-to-date new commitments are down 18% from this time last year, cash totals are up by 40%.

Chair Peters provided an update on a series of training programs developed by the UMass Foundation for advancement staff across the UMass system that are designed to take advantage of economies of scale in the system and provide professional development training opportunities, while helping advancement staff from the five campuses to continue to grow and mature in their roles.

President's Report

President Meehan echoed Chair Peters comments regarding the fundraising challenges this year, as well as commented on their campus visits. He looks forward to working with the Chancellors on implementing a long-term strategy for advancement that will ensure the University's ability to grow at a pace that is necessary for a university of its caliber.

President Meehan then provided fundraising highlights across the campuses including: collectively, year-to-date first-time donors are up over 24%; UMass Amherst surpassed its \$300 million goal by \$56.5 million; cash gifts from alumni, including pledge payments are at a five-year high at the Boston campus; UMass Dartmouth has increased its alumni donors over 100%; as the Lowell campus kicks off the public phase of its campaign, cash gifts are up; and new cash gifts are also up at the Medical School.

President Meehan commented on other initiatives he's undertaken that will have an important impact on the University moving forward. Systematic conversations have begun with some of the Commonwealth's top CEOs to learn more about their experiences with UMass and its graduates to get a better understanding of their perception of the role or future role UMass plays or should be playing within the state. System-wide regional alumni events are under consideration for the fall in Baltimore, Washington, DC, on the West Coast, and other locations.

Vice President's Report

Vice President Pagnam provided several highlights through 3 quarters. New cash gifts are up for the system by \$6.4 million; the total value of new endowment funds established in previous years have just about been matched; the Amherst campus significantly increased its support from organizations over the past five years reaching \$23.4 million this year; UMass Boston secured 1,200 more friends gifts through the same period last year and alumni cash gifts are at a 5-year high; UMass Dartmouth reached a 5-year high in the number of alumni gifts received and just about doubled its 5-year high in gifts from friends; new cash gifts are up \$1 million over last year at Lowell and the number of alumni donors is at a 5-year high and new commitments from organizations have just about doubled from five years ago; and the Medical School has been able to raise \$11.5 million in new cash gifts, and new commitments from friends are up.

The Foundation's Board vote to prohibit direct investing in fossil fuel came after a very healthy exchange of ideas amongst the Board members in attendance at its meeting. The endowment return for the year through April is down 4.3% and had a value of \$728 million.

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Vice President Pagnam noted other initiatives. The four training programs mentioned by Chair Peters will be up and running over the next three weeks. More than 60 staff members will participate in the training programs. As a result of the change in leadership at the University, the Foundation has contracted for several studies to be undertaken to insure it is in line with today's accepted best practices. One study will focus on the Foundation's investment oversight mission. Cambridge Associates' Enterprise Advisory Practice will evaluate the Foundation's portfolio conditions, risk and opportunities. The University's IT group has been contracted for another study on cyber breaches. The group will perform a review of the Cyber Security systems, as well as to assist with establishing a response plan in the event of a security breach. Vice President Pagnam also noted that several system events are planned for over the summer as well as in the fall.

Discussion Item:

Quarterly Fundraising Reports

Trustee Carpman asked that the Vice Chancellors reports obtain any feedback, comments, or issues related to the Pioneer Institute Study. There was an inquiry at the Amherst campus to which University Relations responded, and at UMass Boston there was feedback from other university presidents surprised at the release of the report. There were no inquiries at the Dartmouth, Lowell and Medical School campuses.

The Vice Chancellors briefly summarized fundraising activities, alumni and other development efforts on their campuses for the second and third quarter of FY2016. Reports were provided by Vice Chancellor Leto from Amherst, Interim Vice Chancellor Medina from Dartmouth, Vice Chancellor Feudo from Lowell and Associate Vice Chancellor Hayes from the Medical School. Chancellor Motley provided the report for the Boston campus. Interim Vice Chancellor Medina commented on his assessment of the Advancement operations at the Dartmouth campus.

Trustees Carpman and Furman departed the meeting at 12:59 p.m.; Chair Peters announced that there was no longer a quorum of the Committee present with their departure.

President Meehan sadly announced the passing of Vice Chancellor Gina Cappello to the Committee. The President then asked for a moment of silence.

The time was 12:59 p.m.

Zunilka Barrett
Secretary to the Board of Trustees