

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

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

**Wednesday, September 7, 2016; 8:00 a.m.
Boston Room
One Beacon Street – 32nd Floor
Boston, Massachusetts**

Committee Members Present: Chair Peters; Trustees Campbell, Carpman, Feinberg, Furman, Manning and Xifaras

Committee Members Absent: Trustees Epstein and Fubini

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

Advancement Officers: Leto, UMass Amherst; Feeley, UMass Boston; Medina, UMass Dartmouth; Feudo, UMass Lowell; Hayes, Medical School

Documents Used: -Meeting Minutes: June 01, 2015
-Fiscal Year 2016 4th Quarter Fundraising Results

Chair Peters convened the meeting at 8:09 a.m. and stated that the Committee had been provided with draft minutes of the June 1, 2016 meeting. Chair Peters asked for any corrections. With no corrections, the minutes were approved.

Reports:

Chair's Report

Chair Peters provided an overview of the day's agenda and provided FY16 campus highlights. The Amherst campus completed its campaign on June 30th with a total of \$379 million, well above their \$300 million goal. The Lowell campus kicked off its campaign last spring and is more than two-thirds of the way towards its goal of \$125 million, with \$85 million raised. The Medical School has raised nearly \$150 million towards its goal of \$250 million. The system raised \$117.1 million in new commitments, with three of the five campuses meeting their FY16 fundraising goal.

Chair Peters reported on the findings of his campus visits with President Meehan and Vice President Pagnam. The findings of the site visits provided insight and opportunities to consider to enhance the University's current advancement operations system-wide.

Advancement Committee
September 7, 2016

President's Report

President Meehan reported on advancement highlights from the campuses. The Amherst campus surpassed its annual fundraising goal and was also able to get back to having over 20,000 alumni donors; Boston increased its first time donors from 3,319 to 5,767; Dartmouth is up nearly \$1 million in new commitments and has seen an increase in new cash; Lowell surpassed its annual goal and alumni donors have increased by more than 1,000 over last year, after remaining relatively consistent since FY12. Cash gifts are also up by \$4.3 million; and the Medical School exceeded its fundraising goal and its total cash is up \$6.6 million to \$41.6 million.

President Meehan also updated the Committee on recent activities and events including the inaugural luncheon for the Manning Prize for Excellence in Teaching and the fundraising Golf Outing hosted by the UMass Foundation. He also commented on the initiatives of his campus visits with Chair Peters. President Meehan stated that he is committed to growing the University's fundraising efforts and establishing strategic and tactical guiding principles.

Vice President's Report

Vice President Pagnam provided an update on the University's endowment. He noted that 2016 was a challenging year as difficult market conditions resulted in a decline of -3.67% during the fiscal year. Total endowment assets were \$734 million as of June 30, 2016. Vice President Pagnam also provided an update on alumni engagement and the future strategies to increase the University's fundraising efforts and alumni engagement.

Discussion Items:

The Vice Chancellors provided the **Quarterly Fundraising Reports** and **Highlights of the FY17 Advancement Plans**. The Vice Chancellors briefly summarized fundraising activities and other development efforts on their campuses for the fourth quarter of FY2016 and reported on their FY17 Advancement Plans. Reports were provided by Vice Chancellor Leto from Amherst; Associate Vice Chancellor Feeley from Boston; Interim Vice Chancellor Medina from Dartmouth; Vice Chancellor Feudo from Lowell; and Associate Vice Chancellor Hayes from the Medical School.

The time was 9:43 a.m.

Christina Kelley
Assistant Secretary to the Board of Trustees