

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

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

**Wednesday, September 5, 2018; 8:00 a.m.
Boston Room
University of Massachusetts Club
One Beacon Street – 32nd Floor
Boston, Massachusetts**

Committee Members Present: Chair Burns; Vice Chair Epstein; Trustees Mallett, Nair, Peters and Tariq

Committee Members Absent: Trustee Fubini

University Administration: President Meehan; Deputy General Counsel Furth; Vice President Pagnam; Chancellors Subbaswamy, Newman, Johnson, Moloney and Collins; Vice Chancellors Fuller, Wise, Duffy, Chrisler, Feudo and Hayes

Faculty Representatives: Professor Abdallah, UMass Lowell

Documents Used: -Meeting Minutes: May 30, 2018
-FY2018 Quarterly Fundraising Reports (4th Quarter) & FY19 Campus Strategic Planning Update

Chair Burns convened the meeting at 8:02 a.m.

Consideration of Minutes of the Prior Meeting of the Committee

Chair Burns stated that the Committee had been provided with draft minutes of the May 30, 2018 meeting and asked for any corrections. With no corrections, the minutes were approved.

Chair's Report

Chair Burns announced the meeting's agenda and welcomed Student Trustees Jiya Nair from UMass Amherst; Sara Tariq from UMass Boston; and Katherine Mallett from the UMass Medical School to their first Advancement Committee meeting. She thanked them for undertaking this important service to the University. She also welcomed Interim Chancellor Katherine Newman, and Vice Chancellor for University Advancement Adam Wise from the Boston campus, and thanked Ali Duffy, for serving as Interim Vice Chancellor for University Advancement.

Chair Burns stated that the Committee was provided with the 4th quarter fundraising results. She commented that the system's total commitments were down 5 percent from this time last year, and noted that the Lowell campus and the Medical School are both in positions to reach their campaign goals early—UMass Lowell is at \$122 million of their \$125 million goal and the Medical School is at \$235.5 million of their \$250 million goal.

Advancement Committee
September 5, 2018

Chair Burns then announced her plans to visit the campuses to meet with each Vice Chancellor and their teams to better understand their advancement operations and long-term goals and strategies.

President's Report

President Meehan welcomed Trustees Nair, Tariq, and Mallett, and congratulated them on being selected by their peers to represent them. He also welcomed Interim Chancellor Newman, and Vice Chancellor Wise to the Committee, and acknowledged Ali Duffy for stewarding the Boston campus' Advancement office for the past two years.

President Meehan provided a quick overview of the fundraising results and stated that he remains committed to assisting the campuses.

Vice President's Report

Vice President Pagnam joined Chair Burns and President Meehan in welcoming the Student Trustees, Interim Chancellor Newman, and Vice Chancellor Wise. He then commented on fundraising growth opportunities with the changes in the leadership of the Advancement offices at the Amherst, Dartmouth and Boston campuses over the past four months. He noted the importance of the campuses having longer-term plans.

Vice President Pagnam provided updates on the new CRM product and the University's endowment. Affinaquest, a software product that sits on the salesforce platform has been selected and a contract has been extended to the consultant overseeing the review and implementation process on the five campuses. The endowment ended the fiscal year up 7.2 percent which will be slightly below the NECUBO average. An internal CIO office has established. Investment Committee discussions around risk, governance and asset allocation, particularly the percentage allocated to equities are ongoing.

Discussion Item: FY2018 Quarterly Fundraising Reports (4th Quarter) & FY19 Campus Strategic Planning Update

The Vice Chancellors provided their **Quarterly Fundraising Reports**. They briefly summarized fundraising activities and other development efforts on their campuses for the fourth quarter of FY2018. Reports were provided by Vice Chancellor Fuller from Amherst; Interim Vice Chancellor Duffy from Boston; Vice Chancellor Chrisler from Dartmouth; Vice Chancellor Feudo from Lowell; and Vice Chancellor Hayes from the Medical School. Vice Chancellors Chrisler and Feudo also provided a brief FY19 Campus Strategic Planning Update. Discussion ensued.

The time was 9:14 a.m.

Zunilka Barrett
Secretary to the Board of Trustees