

CAL STATE EAST BAY EDUCATIONAL FOUNDATION

Board of Trustees Meeting Minutes

Saturday, November 17, 2018

MPCC Beach House

Pebble Beach, CA

Trustees Present: Jack Acosta, Jennifer Case, Patrick Devine, Evelyn Dilsaver, Bette Felton, Howard Hyman, Edward Inch, Bill Johnson, James Klescewski, Leroy Morishita, Cherrie Nanninga, Marvin Remmich, Richard Sherratt, James Songey, Gary Wallace, Allen Warren, Myles Watkins

Trustees Absent: Richard Carson, Debbie Chaw, Alan Gould, Tessie Guillermo, James Hannan, Derek Jackson-Kimball, Kent Kelley, Johan Klehs, Kumar Malavalli, Louis Miramontes, Micky Randhawa

Trustees On Leave: Janet Owen

Staff Present: May Hernandez, Holly Stanco, Richard Watters

I. Call To Order / Approval of Minutes:

Chair Remmich called the Cal State East Bay Educational Foundation Board meeting to order at 10:00am with a quorum present.

September 28, Board Meeting Minutes: The board reviewed the minutes from the September 28, 2018 Board meeting.

MINUTE ACTION: The board approves the minutes from September 28, 2018:

Motion by: Rich Sherratt

Seconded by: Evelyn Dilsaver

Motion: Passed

II. Cal State East Bay President's Report:

Dr. Leroy Morishita thanked the board members for attending the annual Educational Foundation Retreat. He mentioned that we are close to our \$60M campaign goal, but our focus is on raising the match of the \$15M gift. He talked about how the board could partner with the university to help reach the goal.

III. Finance & Investment Committee:

Chair Dilsaver went over the investment summary as of September 30, 2018 stating we are on track with target allocation, we are outperforming the market (including fees) and our investment manager is doing an excellent job. She also gave a report on the operating budget actuals through September 30, 2018 and explained we are on track in this area as well.

IV. Campaign Steering Committee:

Co-Chair Devine reported to the board the fundraising YTD campaign total is currently \$59M (including the \$15M match gift.) He highlighted that we are performing well in raising funds for

scholarships and faculty awards. Devine covered the campaign designations report, and the board discussed fundraising strategies and the campaign priorities.

V. Communications & Constituent Engagement Committee:

Chair Felton told the board about the upcoming alumni magazine, and they discussed that the magazine will be better aligned with campaign priorities. Bill Johnson directed the board to the survey in the back of the magazine conducted by University Communications in order for them to get feedback on publications.

VI. Nominating Committee:

Chair Rich Sherratt said the committee is gathering a lot of information on new prospects for the board. He asked the board to give feedback from those trustees that sat with potential prospects at the Distinguished Alumni Gala.

VII. University Advancement Update:

Vice President of Advancement Bill Johnson gave a year to date overview for Advancement. Associate Vice President for Development, Holly Stanco, gave a major gift update, noting that planned giving was a big part of our success thus far, and the staff is being trained to speak about the many planned giving options. The board discussed some ideas including hosting alumni events in Sacramento and having board members help write thank you notes as a stewardship activity.

Johnson moved on by doing a relationship mapping activity with the trustees around the Koret Foundation.

Richard Watters, Executive Director of Alumni & Constituent Engagement and Annual Giving, talked about the upcoming initiative, #GivingTuesday (National Day of Philanthropy), and this year will be Cal State East Bay's first time participating. The board discussed their ideas around crowdfunding.

VII. Chair's Report:

Chair Remmich chose to give his report at the end of the meeting. He thanked trustee Howard Hyman for hosting the group in Pebble Beach and announced that our trustee Jack Acosta was honored at the Association of Fundraising Professionals National Philanthropy Day Luncheon earlier that day.

VIII. New or Old Business:

With no further business to discuss, Chair Remmich adjourned the meeting at 11:36a.m.

Dated: November 17, 2018



James Klescewski, Secretary

Recorded by May Hernandez, Educational Foundation Analyst