

CAL STATE EAST BAY EDUCATIONAL FOUNDATION

Educational Foundation Campaign Steering Committee Meeting Minutes

Wednesday, September 20, 2017

SA 4600

Trustees Present: Patrick Devine, Richard Sherratt, Marvin Remmich, and Jim Klescewski

Trustees Absent: Johan Klehs, Derek Kimball, Evelyn Dilsaver, Lou Miramontes, Jack Acosta, Henry Salvo, and President Morishita

Staff Present: Bill Johnson, Rich Watters, Edward Inch, Kristin Loheyde, Valerie Schutz, Penny Peak, and Myra Drouillard

I. Meeting was called to order at 10:03 am

II. Welcome Remarks/Introductions

Patrick Devine started the Cal State East Bay Educational Foundation Steering Committee meeting without a quorum present.

Patrick would like to have the July 26, 2017 minute approved via email.

III. Campaign Update

Patrick's opening question is regarding any new gifts \$20,000 or above. Bill responded that we are working on one \$25,000 at this time.

At 65% of our goal we still have some ways to go. Transitions do effect our four-year projection; we will do what we can to meet the goal aiming to match our best year which was \$6M.

Valley Foundation – Rich reached out yesterday and is not sure if our proposal has reached their board yet. December is their next scheduled board meeting.

We are also working on a major gift from another foundation which may come to a decision by December.

IV. 90-day Plan

a. CORE Update

During the retreat this weekend we will cover more information about CORE. We are developing a case for support of the CORE building, creating a profile of what this donor would look like, and sending this out for board review.

b. Data Assessment Update

We are working with Jim Langley to give us a better idea of what we need for this campaign. Rich noted that they want to know if we are getting our “bang for the buck” and Bill acknowledged the need to question this and welcomes any advice on making the first 90-days more useful.

c. Key Stakeholder Meeting Update

Priority needs to be set for more Steering Committee engagement. This is a dynamic group and a little appreciation goes a long way. This also leads to revisiting the existing committee members and their participation in the meetings. We need to have more turn out or not continue to be part of the committee.

V. **Adjourn**

We adjourn with a round of thank you's to the board members who have participated in bringing a potential donor to campus as well as having a guest speaker in his class who is now re-engaged with Cal State East Bay. It is these types of occurrences that will lead us to the bigger picture.

ADJOURNMENT

There being no further business to discuss, Patrick adjourned the meeting at 10:55 *am*.

Co-Chair Patrick Devine

Date

Dated: September 22, 2017

Recorded by Myra Drouillard, Administrative Assistant to Associate Vice President,
Development