

# CAL STATE EAST BAY EDUCATIONAL FOUNDATION

Development Committee Meeting Minutes  
Thursday, February 23, 2023

## **IN ATTENDANCE**

Patrick Devine  
Hank Salvo  
Evelyn Buchanan  
Bette Felton  
Rich Sherratt  
Derek Jackson-Kimball  
Johan Klehs  
Mike Coke  
Randall Davis  
Linda Renteria  
Evelyn Dilsaver  
Jim Songey

## **ABSENT**

Cherrie Nanninga, Chair  
Jack Acosta

## **STAFF PRESENT**

May Hernandez

1. **Call To Order:** Evelyn Buchanan, President of the Educational Foundation, called the meeting to order at 3:20pm with a quorum present.
2. **Welcome Remarks:**  
Evelyn led the meeting in Chair Cherrie Nanninga's absence.
  - a. **Approval of the November 17, 2022 Meeting Minutes:** The committee reviewed the minutes from the November 17, 2022 meeting. On motion duly made, seconded, and unanimously carried:  
**MINUTE ACTION:** that the committee approves the minutes for the November 17, 2022.  
Motion by: Johan Klehs      Seconded by: Derek Jackson Kimball      Motion: Passed
3. **Development Update:**  
Evelyn reviewed the fundraising report as of January 31, 2023. The goal for this fiscal year is \$6M, we are currently at \$3.8M and have \$2.2M left to goal. We hope to exceed our goal for this year.  
For major giving, our overall dollar amount raised is strong, but would like to see more visits. There are still key Development positions that need to be filled. We hope the new staff members can help increase these numbers.

For major giving, last year we had 50 donors in this category, while this year there are already 57, so we are tracking in the right direction.

Annual giving did lose some donors this year, but we are hiring a new Director and hope to bring a fresh perspective to the program. She discussed the pivotal role Annual Giving plays in laying the foundation for major giving.

4. **Vice President's Report:**

- a. **Staffing Update:** Evelyn reviewed the open Advancement positions with the committee. She gave an update on the new Development staff she has hired, as well as those she's in process of. The committee finished with a lively discussion on the landscape of fundraising.

**ADJOURNMENT**

There being no further business to discuss, Evelyn Buchanan adjourned the meeting at 4:25am.

Dated: February 23, 2023

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Cherrie Nanninga, Chair