



Development Committee Meeting

CORE 159 and via Zoom

Thursday, June 13, 2024

2:15pm-3:30pm

Trustees present: Linda Renteria, Vice Chair; Evelyn Buchanan; Patrick Devine; Johan Klehs; Jenny Linton; Derek Jackson-Kimball; Hank Salvo;

Non-Committee

Members Present: Randy Davis; Robert Scribner

Absent: Cherrie Nanninga, Chair; Jack Acosta; Larry Hilty; Rich Sherratt

Staff present: Beth Herman, EBH Consulting; May Hernandez, Director, Educational Foundation; Brad Vartan, Associate Vice President, Development; Fern Tyler, Director, Advancement Services & Analytics

MINUTES

1. **Call to Order:** The meeting was called to order at 2:17p.m. with a quorum present.
2. **Approval of February 22, 2024 Meeting minutes:** The committee reviewed the minutes from February 22, 2024 with no changes presented.
On motion duly made, seconded, and unanimously carried, the following Minute Action was taken:

MINUTE ACTION: The committee approves the minutes as prepared from February 22, 2024.

Motion by: Johan Klehs

Seconded by: Patrick Devine

Motion: Passed

3. **Development Update**
 - a. **YTD Fundraising Report as of May 31, 2024:** Brad Vartan delivered the fundraising report, noting that the team is performing exceptionally well, having already surpassed the \$10M fiscal year goal. He expressed optimism for a strong start to FY 24/25. The committee also discussed planned giving and the anticipated gifts expected to come in before the fiscal year closes on June 30.
4. **Presentation: Fueling Big Dreams with a Phased Campaign presented by Beth Herman, EBH Consulting**

Beth Herman, the consultant hired by CSUEB to assist with the campaign, gave a presentation on phased campaigns, their relevance to CSUEB, and the key findings from her campaign study.
5. **Other Business:** None presented.
6. **Adjournment:** With no further business to discuss, the meeting was adjourned at 3:35pm.

Dated: June 13, 2024