

**CSUSB Philanthropic Foundation
Board of Directors Meeting
Thursday, May 24, 2018 ~ 6:00 p.m.
Redlands Country Club**

Pursuant to notice given, the Board of Directors of the CSUSB Philanthropic Foundation convened for a regular meeting at Redlands Golf Club on Thursday, May 24, 2018.

Members Present:

Dr. Donald Averill
Ms. Andrea Davalos
Mrs. Lois J. Carson '67
Dr. Dorothy Chen-Maynard
Mr. Mark Edwards, Esq.
Dr. Ronald Fremont
Dr. Douglas Freer

Mr. Robert Garcia
Dr. Brian Haynes
Mr. James Imborski
Mr. Cole R. Jackson
Ms. April Lane
Mr. Gary McBride '94 & '08
Ms. Barbara McGee
Dr. Shari McMahan
Dr. Tomás Morales

Dr. Paulchris Okpala
Mr. Richard R. Oliphant
Mr. Steve PonTell
Dr. Alexandru Roman
Mr. Paul M. Shimoff, Esq.
Mr. William M. Stevenson '84
Dr. Edward C. Teyber
Mrs. Ellen G. Weisser '68

Members Absent:

Mr. Amro A. Albanna '91
Mr. Bob Burlingame
Mr. Al Cayir
Mr. Benjamin P. Cook
Mr. Nicholas J. Coussoulis '75
Mr. James Cuevas
Mr. Sundip R. Doshi '90

Mr. Gerald Fawcett '74
Mr. James Ferguson
Mr. Paul Granillo '91
Mr. Mark A. Kaenel '84 & '89
Mr. Wilfrid Lemann, Esq.
Dr. Yolanda T. Moses '68
Ms. Madelaine Pfau
Mr. Neale A. Perkins

Dr. David Senteney
Mr. James C. Ramos, Jr. '02
Mr. Ali C. Razi
Mr. Phillip M. Savage, IV, Esq.
Dr. Ernest H. Siva
Dr. Samuel Sudhakar
Mr. Bruce D. Varner

Guests Present:

Monica Alejandre '02 & '07
Terry Ballman
Terri Carlos
Anabel Castaneda '17
Niani Coker

April Fields
Jeffrey Fischer-Smith
Pam Langford '85 & '88
Davina Menchaca
Julie Nichols

Lawrence Rose
Bob Tenczar
Carolina Van Zee
Crystal Wymer-Lucero '07

A. Welcome

Greetings were made around the room.

B. Call to Order

Ellen Weisser called the meeting to order at 6:58 p.m.

C. Approval of the Minutes

Motion: The minutes of the March 15, 2018 Board of Directors meeting were reviewed and approved as written (Shimoff/Chen-Maynard/Unanimous).

D. Committee and other reports

1. Welcome New Members

Weisser welcomed Board Members and guests. Weisser introduced Debbie Brown to the Board, and asked her to say a few words.

Brown thanked the Board Members for the honor of being on the Board. She noted that she is very much looking forward to witnessing first hand Jack's legacy gift at both the University and in the students.

Weisser also introduced Karen Suarez from Wells Fargo to the Board, and thanked both new members.

2. Executive Director Report

Fremont welcomed Moni Becerra, coordinator of MPA program of Public Health in the College of Natural Sciences and the Representative of the Faculty Senate. Fremont thanked outgoing ASI President Andrea Davalos for her service on the Board.

Fremont invited everyone to look at the Dashboard Indicators, and reported that University Advancement had raised just short of \$7.2 million in the fiscal year to date. As of today, CSUSB is at 93%, or \$46.5 million of its campaign goal, which is only in the 20th month of its public phase.

Fremont Introduced the Corporate and Foundation team, Anya Dixon and Deborah Logan, and highlighted the \$3.6 million received to date, which reflected a 75% increase from last year. Fremont also shared that Wells Fargo committed \$25,000 for Coyote First Step, and Development is in the final stages of closing a gift for Pfau Library with Dean Cesar Caballero. He is donating a collection of books valued around \$400,000.

Fremont introduced Carolina Van Zee as the new Director of Annual Giving, and celebrated her very successful first #GivingTuesday campaign and the ambitious student goal to raise \$50,000, to which they surpassed by raising \$52,000 for student scholarships. The Faculty/Staff Campaign also exceeded its goal and raised \$102,000. Notably last month, a student caller received the largest gift of \$30k from an alum over phone. Fremont thanked Carolina and her team for all their hard work.

Fremont noted Jim Ferguson decided to step off the board due to family commitments. The Board thanks him for his service.

The Board was invited to turn to page 13 to view the Goal Matrix Dashboard. It was highlighted that CSUSB's cost to raise a dollar is \$.18. The peer average among the CSU system is \$.19. CSUSB's return on investment is around \$5.50.

Fremont discussed alumni giving. In general across the state, alumni giving has been very low. To help increase the alumni numbers, CSUSB has invested in our alumni team and development officers. Due to this investment, alumni donor numbers have gone up consistently every year. Three years ago. Alumni donors were at 1,168, and this past year they're at 1,830. This increase helps establish our future pipeline and continued growth.

Fremont shared that the Investment Committee met to discuss the current \$40 million endowment, and whether the endowment is being effectively invested. After considerable discussion, the committee unanimously decided to start an RFP process to analyze what endowment management companies are out there. Doug Freer was asked to speak about what the next steps will look like.

Freer discussed that it will take about a month to clean up documents and send it out for a public bid. The goal is have a set of finalists over the summer and provide a selection for the Board meeting in September or October.

Fremont reminded everyone that they are invited next month to the Palm Desert Campus to recognize Julia Lopez, President of the College Futures Foundation, who will be receiving an honorary Doctorate.

3. Investment Committee Report

Stevenson highlighted page 25 and reported that the Foundation's one-year return rate is at 8.4% and the endowment is just over \$40 million. The Committee is anticipating changes in the market and expecting some volatility, but the portfolio is positioned to handle these changes and not expect any issues. Stevenson acknowledged Ron's leadership and the upcoming review of the endowment management. It was noted that the Foundation is dropping the St. James fund and suggestions for replacing it will be provided at the next meeting.

4. Alumni Report

Stevenson recognized Crystal Wymer-Lucero and her team and highlighted being involved in the Professor for a Day event, and encouraged the board to get involved in the program. Stevenson also attended a business mixer in Ontario for alumni with Dean Rose and stated how well received it was.

Stevenson pointed out page 29, the Alumni Committee Report and encouraged the board to review it.

5. Advocacy Report

Edwards introduced a video to the Board and updated the board on current events in the Capital. The Governor's priorities in the past years have not been focused on education, which has made it very difficult to operate with the increased numbers of students. This year, the CSU Board of Trustees requested from the state \$283 million additional monies for the upcoming fiscal year. The Governor initially proposed \$92.1 million, \$171 million short of what was asked. Despite the support of both parties in the legislative, the Governor's May rewrite did not give any additional money over the \$92.1 million. The Governor did propose to give one-time funding of \$100 million to help with the multi-billion

dollar backlog for infrastructure repairs. The Senate and Assembly budgets came out, with the Senate giving \$317.6 million, and the Assembly giving \$307.8 million in new monies. The difference would have caused the issue to go to the conference committee, however the Assembly retracted and said they made an error in their numbers and allocated \$317.6 million, same as the Senate. The final budget will be reviewed by the Governor, but there is no reason to believe it will not be approved. There was a discrepancy with the Senate and the Assembly regarding the one-time funding. This issue will go to the conference committee and the worst case scenario is the committee approves \$35 million instead of the \$100 million.

E. Presentations

1. President's Message

President Morales announced that Commencement would occur on June 14 and 16, for PDC and CSUSB, respectively. About 3,300 students are expected to graduate, and this is one of the most energizing and emotional days of the year in seeing the joy and pride of the students and their families. On May 4, CSUSB welcomed back about 300 male African-American and Latino 10th graders for the university's annual Black & Brown Conference, which helped establish mentor/mentee relationships to help attendees on their pathway to college. Other events include the CSUSB Jazz Vocal Ensemble winning first place in the four-year College Vocal category at the 56th Reno Jazz Festival; the sixth annual Inland Empire Latino Book and Family Festival; CSUSB's ranking in national Top 10 Military Honors; and the release of CSUSB's draft of its Resilient CSUSB Sustainability Plan.

President Morales also announced that Dean Ballman has accepted a new role as Provost for Western Kentucky University, and that Dean Brown-Welty has decided to launch herself into retirement; their last day will be June 30, and President Morales thanks them for their efforts in helping students.

2. The Community Impact of Coyote Cares Day

Fremont introduced Diane Podolske, Director of the Office of Student Engagement. Diane shared the growth and development of Coyote Cares Day, which started with 211 students in the first year, and this year there were 554. The estimated total value to the community is \$300,000, with \$64,000 this year in service. This year, student-athletics helped with Special Olympics and stayed all day.

F. New Business

1. 2018-2019 Annual Budget

Alejandro directed board to page 33 to review Revenue and Expenses for the Foundation. Projections are set at a conservative number with total revenue for the Foundation at \$393,700.

Alejandro noted that with 2018/2019, minus expense and this year's rollovers, the projected total net reserve would be approximately \$326,997. A request of the board is to put \$264,194 into a scholarship rainy day fund, which protects the endowment from any dips in the market, such as what happened back in 2009.

Fremont mentioned in September there will be a motion to the board to memorialize a rainy day fund. This year, \$1.4 million was taken out of endowment earnings to go towards scholarships and academic programs on campus.

Motion: The 2018-2019 Annual Budget were reviewed and approved as written (Carson/Teyber/Unanimous).

2. 2018-20 Slate of Officers

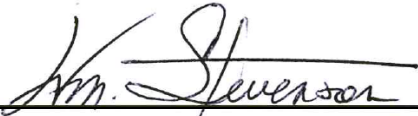
Motion: Fremont called for a motion to approve nominations of Ellen Weisser, Mark Edwards and Bill Stevenson as Slate Officers for the next two years.
(Teyber/Oliphant/Unanimous).

G. Adjourn

Meeting adjourned at 8:15 p.m.

Signature of Minutes Approval
CSUSB Philanthropic Foundation
Board of Directors Meeting

Meeting Date: May 24, 2018 @ 6:00 P.M.
Redlands Country Club

Signature:  Date: 9-4-2018

Print Name: William Stevenson

Board Position: Secretary and Alumni Committee Chair