

**UNIVERSITY OF MASSACHUSETTS**

**AMHERST•BOSTON•DARMOOUTH•LOWELL•WORCESTER**

**MINUTES OF THE MEETING OF THE  
DEVELOPMENT COMMITTEE**

**Tuesday, April 20, 2004; 3:00 p.m.  
Board Room  
One Beacon Street – 26<sup>th</sup> Floor  
Boston, Massachusetts**

**Committee Members Present:** Chair Mahoney; Vice Chair Austin; Trustee Brathwaite

**Committee Members Absent:** Trustees Fatemi, Giblin and Rainey

**University Administration:** Mr. Cofield, Executive Vice President, UMASS Foundation; Ms. Wilson, Consultant; Chancellor Gora; Mr. Goodhue, Alumni Affairs

**Development Staff:** Dr. Dale, Vice Chancellor for University Advancement and Executive Director, UMASS Amherst Foundation; Dr. Fisher, Vice Chancellor for Institutional Advancement, UMASS Boston; Mr. Ramsbottom, Executive Director, UMASS Dartmouth Foundation; Mr. Eynon, Executive Director, University Advancement, UMASS Lowell; Ms. Bartram, Interim Vice Chancellor for Development, UMASS Worcester; Mr. Sherman, University Relations, UMASS Worcester

Chair Mahoney convened the meeting at 3:04 p.m.

The first item on the agenda was **Consideration of Minutes of the Prior Meeting of the Committee.**

It was moved, seconded and

**VOTED:** To approve the minutes of the January 22, 2004 meeting of the Committee.

The Development Officers then reported on the **2004 Development Reports and Specific Strategic Initiatives (Third Quarter).**

Dr. Dale reported for the Amherst campus. There was a discussion about the proposal to sell University-owned property on Nantucket Island. Executive Vice President Julian joined the meeting and gave a status report of the transaction. Currently the sale needs legislation and up to this date has been well received by the Legislature. It will pay approximately \$20 million dollars over 4-5 years; each campus will share in the proceeds in the way of endowments. The Amherst campus plans to use their share in a matching program.

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Dr. Dale reported that Dr. Bill Cosby will be giving a performance on the Amherst campus which will be a major fundraising event. It will be called "Cosby Coming Home" and will include the announcement of some major gifts. Dr. Dale also reported that Dr. Julius Erving will host a major golf tournament in August.

Dr. Fisher reported for the Boston campus which has been busy planning the Campus Center Opening and Gala scheduled for April 26. Judy Collins will be performing and has agreed to be a part of a "meet and greet" session. Chancellor Gora reported that the campus has passed its goal of raising \$300,000 in relation to the event.

Trustee Brathwaite reported that the Center will open many doors of opportunities to students and faculty. All student services, centers and organizations will be housed in the Campus Center. It was also reported that Jimmy and Roslyn Carter will be coming for a visit.

Mr. Ramsbottom from the Dartmouth campus announced commitments of \$156K and \$368K in April for a total of \$917K for student scholarships during FY04. The search for a permanent Vice Chancellor of Advancement continues and the campus is aiming to have the position filled by July 1<sup>st</sup>.

As part of a strategic fundraising plan, the Dartmouth campus has identified donors that have donated different amounts in unrestricted and restricted monies. The Annual Gala will be held on Saturday, May 22<sup>nd</sup>. Mr. Ramsbottom requested that the PIN system be updated as they are presently identifying the top 100 alumni through that system.

Mr. Eynon from the Lowell campus reported a \$3.8 million figure in pledges. Trustee Austin reported that Raytheon has had several different requests for funds and requested that there needs to be a consolidation of requests and a sharing of information and "prospect control". It was noted that donation requests on the Dartmouth campus are all funneled through the Chancellor.

It was then announced that Rod Miller has been appointed as Chief Executive of the UMass Memorial Foundation. In this role, Mr. Miller will lead the joint development function of the Medical School and UMass Memorial Health Care as Vice Chancellor for Development. Mr. Cofield then thanks Pat Bartram for her work in the interim position.

Mr. Eynon also discussed the UMASS Lowell Total Donor Focus program which is a new advancement paradigm and should be up and running in 18-25 month and will result in a rebuilt Advancement Office.

Chair Mahoney then discussed the need to work together to set appropriate goals for the coming fiscal year and stressed the need to engage President Wilson in fundraising efforts and suggested that he attend the next meeting. The Development Officers should make a list of ways the President could help them with fundraising activities.

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The new television ads highlighting UMASS' accomplishments were also mentioned and everyone is very pleased with them.

The meeting adjourned at 4:36 p.m.

Barbara F. DeVico  
Secretary to the Board of Trustees