

**UNIVERSITY OF MASSACHUSETTS
AMHERST•BOSTON•DARTMOUTH•LOWELL•MEDICAL SCHOOL•UMASSONLINE**

**MINUTES OF THE MEETING OF THE
ADVANCEMENT COMMITTEE**

**Wednesday, November 18, 2015; 12:00 p.m.
Presidential Parlor
One Beacon Street – 32nd Floor
Boston, Massachusetts**

Committee Members Present: Chair Peters; Trustees Carpman, Epstein, Furman, O'Brien and Xifaras

Committee Members Absent: Vice Chair Campbell; Trustees Fubini, Manning and Robinson

University Administration: President Meehan; Vice President Pagnam, Chancellors Subbaswamy, Motley, Grossman, Moloney and Collins

Advancement Officers: Michael Leto, UMass Amherst; Gina Cappello, UMass Boston; John Moynihan, UMass Dartmouth; John Feudo, UMass Lowell; John Hayes, Medical School

Documents Used: -Meeting Minutes: November 19, 2014
-FY2016 1st Quarter Fundraising Report, Doc. T15-095
-Boston Advancement Office presentation, Doc. T15-099

Chair Peters convened the meeting at 12:31 p.m. and stated that the Committee had been provided with draft minutes of the November 19, 2014 meeting. Chair Peters asked for any corrections. With no corrections, the minutes were approved.

Reports:

Chair's Report

Chair Peters provided an overview of the agenda and acknowledged the fundraising initiatives for President Meehan's inauguration. The fundraising efforts rose over \$1.6 million for scholarships and financial aid.

Chair Peters reported that FY15 was a record-breaking year with the system raising \$129.5 million, a \$109.9 million increase from FY11. He then commented on the need to cultivate the alumni donor base, and emphasized the need for the University to focus on long-term strategies and programs that will align with the need for growth in private fundraising, growing the endowment to over \$1 billion, and how to best support the needs of the campuses.

**Advancement Committee
November 18, 2015**

President's Report

President Meehan commented on the University's record-breaking year and provided fundraising effort highlights from each of the campuses:

The Amherst campus had \$5.3 million in new endowed funds in the 1st quarter, 80% of FY15's endowed funds total of \$6.6 million.

Boston had its highest number of 1st quarter alumni donors in 5 years.

Dartmouth had its best 1st quarter in the last 5 years with new gift commitments up over \$1 million and alumni gifts up \$235K at the same time last year.

Lowell bested its year-to-date pledges for the 3rd year in a row with \$4.66 million in the 1st quarter of this year.

The Medical School's new cash gifts are at a 5-year high year-to-date.

Trustees then made suggestions with regard to managing relationships with alumni, hosting meaningful events and commented on the work being done with the University's current campaign's *'Here for a Reason'*, and *'Your UMass Gift Works'*.

Trustees Furman and O'Brien departed the meeting at 12:51 p.m.

Chair Peters announced that with the departure of Trustees Furman and O'Brien there was no longer a quorum of the Committee present.

The time was 12:51 p.m.

Christina Kelley
Assistant Secretary to the Board