

Development Committee Meeting Minutes**Wednesday, April 16, 2025**

Zoom Video Conference

Committee Members Present:

Phil Bailey	Jim Marderosian	Chris Trapani
Cheri DeJong	John Ronca	Matt Weinstein
Rich Jacobsen	Ken Stone	

Committee Members Absent:

Bill Swanson	Stan Van Vleck
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Board Members Present:

Marc Benadiba

Staff:

Stacy Cannon	Grant Kirkpatrick	Amanda McAdams
Aaron Curti	Samantha Mauro	Lisa Rockwell-Harpster

Call to Order and Attendance

Development Committee Chair John Ronca called the meeting to order and took attendance. Chair Ronca announced a quorum of directors was in attendance and noted that the meeting, having been duly convened, was ready to proceed.

Approval of Minutes

As there was not a quorum in attendance, the January 28, 2025, as the meeting was held as an informational session it was not minuted and the September 26, 2024 meeting minutes were not approved. Chair Ronca asked members for corrections to the September 26, 2024, meeting minutes. None were identified, accordingly, a motion was made, seconded and approved to adopt the minutes.

Development & Productivity Report

Chair Ronca called upon University Development & Alumni Engagement VP and Foundation CEO Matt Weinstein to review the Development & Productivity report.

Nearly \$60 million has been raised towards the \$100 million goal. Productivity by quarter shows a strong year, with positive quarterly results. The potential to achieve strong fourth quarter is high.

Annual results by type of gift currently tracks bequests, pledges, and outright gifts. In the future this graph will be further delineated to allow tracking of where the gift is coming from and affinity to the university. This additional data will allow for improvement in areas of strength.

Tables reporting giving performance and donor performance were reviewed with the committee. Giving performance is a gift band report and gives an overview of the ranges gifts to Cal Poly fall in to. The report shows a strong principal gifts program, a strong annual fund and a strong base of donors making small annual commitments to areas of interest to them. Giving performance is weakest in the middle gift band, gifts starting at 6 figures. Discussion regarding reasons for this and potential areas of improvement followed.

Other Items

Chair Ronca reminded the committee that they had been tasked by BOD Chairman Bill Swanson to review donor stewardship. The committee members discussed their desire to stay involved in this area.

Adjournment

With no further business to discuss, the meeting adjourned at 3:46 PM PST.

Respectfully submitted,


[John A. Ronca](#) (Sep 18, 2025 16:40:34 PDT)
John A. Ronca
Development Committee Chair
Cal Poly Foundation Board

CPF Dev Cmte Mtg Minutes 4.16.25 FINAL

Final Audit Report

2025-09-18

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