DEVELOPMENT COMMITTEE MEETING

November 1, 2019
Teleconference

MINUTES

Committee Members Present:

Phil Bailey	Jon Monett	Bill Swanson
Matthew Ewing	Rob Moore	Ken Stone
Basia Gillespie	John Ronca	

Committee Members Absent:

Paul Bonderson	Rich Jacobsen	Laura Pickering
Hilary DeCesare	Jerry Lohr	Josh Machamer

Staff:

Ericka Horn	Adam Jarman

Call to Order

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

Approval of June 19, 2019, Minutes

John Ronca asked members for corrections to the June 19, 2019, Development Committee meeting minutes. None were identified; accordingly, a motion was made, seconded and approved to adopt the minutes.

Campaign Volunteer Council

The Committee discussed the role of the Campaign Volunteer Council, meetings and how it will be structured. The Committee discussed the annual meeting schedule, anticipating two meetings via teleconference and two in person meetings per year. The intent is for the first in person meeting to take place on campus prior to the February board meeting. Mr. Ronca will work with Adam Jarman on the agenda. The full board will be welcome to attend.

Development Update

Fundraising Productivity and Q1 Trends
Committee Chair John Ronca called on CEO Matthew N. Ewing to provide the productivity update. Mr. Ewing provided an overview of the Productivity Report. As of September 30, 2019, total productivity for the fiscal year was up to roughly $12 million, from the quarter end total of $9.5 million, which is 11% of the $85 million annual goal. Annual Giving is ahead of prior year-to-date numbers. He continued on to note his work with the Office of Institutional Research to identify research dollars that may count toward the campaign total. The University has historically been conservative in its approach to campaign counting in terms of research dollars. An internal review of the campaign goal and review of campaign counting standards will provide support for adjusting the final campaign goal.

Big Ideas
Mr. Ewing continued on to provide an overview of efforts to create a process for Big Ideas to develop within the University. He has partnered with Vice President of Research and Economic Development Renee A. Reijo Pera to build out the Big Ideas program. This partnership also includes the Provost. The Big Ideas initiative will be a catalyst for institutional growth and help to address California's problems.

Dean's presentation
CEO Matthew N. Ewing noted that the deans and unit leaders will adjust the format of their presentations at the board meeting to follow the Plus Delta 90-second commercial format. This elevator pitch style of presentation will direct attention to specific objectives of each college and unit. Each presenter is to provide a one-page summary to be included in the board book. This new format will improve clarity of the support needed for specific projects.

Adjournment
With no further business to discuss, the meeting adjourned at 10:45 a.m.

Respectfully submitted,

John A. Ronca
John A. Ronca (Oct 19, 2020 15:06 PDT)

John A. Ronca
Development Committee Chair,
Cal Poly Foundation Board

RONCA Development and Governance Committee Meeting Minutes

Final Audit Report   2020-10-19

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