



Development Committee Meeting Minutes

Tuesday, April 14, 2026

Zoom Video Conference

Committee Members Present:

Phil Bailey	Tammy Kiely	Ken Stone
Cheri DeJong	Jim Marderosian	Matt Weinstein

Committee Members Absent:

Paul Bonderson	John Ronca
Jerry Lohr	Chris Trapani

Staff:

Amanda McAdams	Melissa Bean
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Guests:

Lauren Layne

Call to Order and Attendance

Development Committee Chair Phil Bailey called the meeting to order and took attendance.

Approval of Meeting Minutes

Chair Bailey asked members for corrections to the January 27, 2026 Development Committee meeting minutes. None were identified; accordingly, a motion was made and seconded, approving the minutes.

Development & Productivity Report

Chair Bailey called upon University Development & Alumni Engagement Vice President and Foundation CEO Matt Weinstein to review the Development & Productivity report.

Productivity

With \$50.8 million raised, the Foundation is heading in right direction to reach the annual goal of \$75 million. Productivity has been consistent across quarters which is a testament to the work gift officers have been doing. Bequests continue to have a strong showing. This area is strong for a lot of universities and reflects an older alumni population moving into their key philanthropic stage. The impact of donor advisory funds (DAFs) is starting to be seen in the counting of gifts by legal entity. DAFs allow individuals to make their gifts through a third party. This is changing the breakdown of gifts by legal entity as they are counted as a gift from a foundation rather than an individual. When looking at total productivity by college or unit most have achieved or are close to reaching their goals. CAED is at 50% of their goal, this reflects their lack of gift officer until very recently. The colleges and units do a deep analysis of their portfolios each year to provide an accurate reflection of what we can accomplish.

Campaign Planning

At this very early stage of campaign planning, review of current and potential prospects as well as their distribution across colleges and units are the key items under investigation. This review revealed a large holding tank of prospects for all colleges and units with a strong propensity for future gift giving. Across the board this is positive for real opportunity. At the same time, gift officers are at their maximum portfolio capacity. The research office is aware of this and are not searching for new prospects. More gift officers will help tap into the holding tank of prospects, leading to more donors.

Personnel Updates

Dr. Weinstein then gave a brief overview of the recent development hires. These included new Assistant Deans of Development Claire Grezemkovsky (College of Architecture and Environmental Design) and Erica Nordby (College of Liberal Arts) and Senior Associate Athletic Director, Uri Farkas.

Donor Engagement Events

A brief review donor engagement events held over last couple of months was given. This included Poly Royal Rodeo, Champions Tour, Harbor Cup, Founder's Day, 1901 Legacy Society Reception, and the Alumni Wine and Beer Garden. The annual Poly Gives campaign was also highlighted as a major part of development operations, raising \$837,796 this year.

Ongoing Updates

Other items included in the development update were endowment levels and the Maritime Academy Yacht program.

Endowment levels Assistant Deans have been working with their Deans to ensure the new higher endowment levels will not create any issues. Implementation will take place slowly, with current conversations grandfathered in on a case-by-case basis.

Maritime Yacht Program Working to figure out the best way to integrate the yacht program into the Foundation. The program will move into an existing LLC within the Cal Poly Foundation. Will look to make sure boat program is being run as efficiently as possible. Sixty percent of the money raised by Maritime comes through vessel program. Natasha Montazeri, the Assistant Dean of Development at Maritime, is creating a more traditional giving program at Maritime.

Adjournment

With no further business to discuss, the meeting adjourned at 3:48PM PST.

Respectfully submitted,



[Phil Bailey \(Aug 10, 2026 14:55:06 PDT\)](#)

Phil Bailey
Development Committee Chair
Cal Poly Foundation Board