CAL POLY Foundation

Development Committee Meeting Minutes **Thursday, August 6, 2026**

Zoom Video Conference

Committee Members Present:		
John Betz	Cheri DeJong	Tom Edwards
Tammy Kiely	Jim Marderosian	Matt Weinstein

Committee Members Absent:	
Paul Bonderson	Chris Trapani

Staff:		
Melissa Bean	Amanda McAdams	Samantha Mauro

Guests:

Yvonne Sams

Call to Order and Attendance

Development Committee Chair Tammy Kiely called the meeting to order at 3:08. Chair Kiely announced a quorum of directors was in attendance and that the meeting, having been duly convened, was ready to proceed with its business.

Approval of Meeting Minutes

Chair Kiely asked members for corrections to the April 14, 2026, Development Committee meeting minutes. None were identified; accordingly, a motion was made and seconded, approving the minutes. Committee member Tom Edwards abstained from the motion.

Development & Productivity Report

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

Productivity

This year's goal of $75 million was based on analysis by the development leads of their pipeline and an understanding of where they were with their solicitations. The goal was exceeded with a fiscal year-end total of $89.7 million. Almost all colleges met or exceeded their goals. Going forward Cal Maritime will be included in the annual goals.

Bequests continue to be major source of productivity. This aligns with national trends and will be an area of growth moving forward as additional staff are hired in planned giving. Cal Poly's alumni continue to be the largest donor base. However, with the number of donors dropping, more money is raised from fewer donors.

Taking a deeper look at productivity, excluding $10m+ plus gifts from productivity totals reveals a trend upwards in foundational amounts. This trend remains with the removal of $5m+ gifts and can be credited to reliable gift officer work.

A best practice change in counting bequest pledges was reviewed. Moving forward only bequest intentions from donors who are 65 and older will be counted. A Director of Stewardship has been hired to work with individuals who have notified Cal Poly that it is in their will.

Donor numbers for the phonathon versus online giving were compared. Starting in 2010, phonathon giving decreased as online giving increased. The phonathon program was shut down this past year as the cost of running began to outpace the return. The digital giving program has not made up the difference in donor numbers and is under review for improvements.

Adjournment
With no further business to discuss, the meeting adjourned at 3:39PM PST.

Respectfully submitted,

Tammy Kiely
Tammy Kiely (Oct 23, 2026 10:37:03 PDT)

Tammy Kiely
Development Committee Chair
Cal Poly Foundation Board

CPF Dev Cmte Mtg Minutes for Signature

Final Audit Report 2026-10-23

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