



## SF State Foundation Board Development Committee

Committee Members Present: Cynthia Bengier, Dana Corvin, Mary Huss, Fred Levin, Patty Siguenza, Jeff Jackanicz (Ex Officio); Anjali Billa, (Staff), Mary Campbell (Staff)  
Members Absent: Amy Chan, John Gumas, Gulshan Kumar, Judy Marcus, Marsha Rosenbaum

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October 21, 2025, 3pm – 4pm

### *Development Committee Final Meeting Minutes*

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#### **Meeting Call to Order**

The meeting was called to Order at 3:07pm by Jeff who chaired in John's absence.

#### **Approval of May 5, 2025, Minutes**

A motion was made to approve the May 5, 2025 minutes:

Dana Corvin, approved

Patty Siguenza, seconded

#### **Philanthropic Progress Report /Fundraising totals to date**

Anjali presented the Philanthropic Progress Report, noting that they are at 68.5% of their goal, which she attributed to a significant Anjali presented the philanthropic progress report, noting that they are at 68.5% of their goal, which she attributed to a significant \$8.5 million contribution from Genentech. She explained that while this was a positive achievement, they would have reached 72.5% if not for the need to book the entire \$12 million from Genentech in one go due to audit requirements. Anjali expressed concern about the future, as the Genentech Foundation will no longer provide funding, and they are working to establish new relationships with potential donors like Gilead. She emphasized the need to increase individual giving and live donations to reduce dependence on foundations and corporations, aiming for a total campaign goal of \$28 million this year to ensure long-term success.

#### **Pharmaceutical Partnerships and Funding Strategies**

The group discussed relationships with pharmaceutical companies, particularly Genentech and Gilead. Anjali mentioned that Elliot from Genentech would be attending an upcoming lunch event, though the exact nature of their relationship remained unclear. Patty expressed concern about maintaining corporate relationships considering the foundation's closure, and Anjali noted efforts to deepen ties with Gilead and explore connections with Agilent. Dana praised the committee's recent analysis and increase in corporate funding, while suggesting a need to explore other areas like alumni engagement and faculty/staff awareness to diversify their funding sources.

**University Philanthropy and Alumni Engagement**

The meeting focused on the university's philanthropic efforts and alumni engagement. Anjali and Jeff reported positive trends in alumni giving and increased awareness of philanthropy among faculty. They discussed a new initiative to engage parents of students, with a small pilot program targeting 250 families. The group reviewed recent VSE fundraising data, noting a 33% increase in overall philanthropic totals and a significant rise in donor-advised funds. Fred raised questions about how donor-advised funds are categorized and suggested breaking down fundraising efforts to smaller units within the university. The conversation ended with a brief discussion about the lack of formal education in philanthropy for development professionals.

**Annual Board Solicitation**

Jeff and Anjali will be preparing to send out Annual Board Solicitation letters with giving summaries and end-of-year solicitation.

**FY25/26 Committee Meetings**

The committee reviewed dates for our upcoming Development Committee meetings: February 17, 2026, at 2pm and May 19, 2026, at 3pm.

Jeff made a motion to adjourn the meeting:

Approved by: Fred Levin

Seconded by: Dana Corvin

Meeting was adjourned at 3:38pm.

Respectfully submitted,

*John Gumas*

John Gumas (03/04/2026 17:09:41 PST)

John Gumas, Chair

03/04/2026

Date