

**San Francisco State University Foundation Board
Development Committee Zoom Meeting
October 28, 2024, 2pm
Minutes**

Members Present: John Gumas (Chair), Amy Chan; Dana Corvin; Mary Huss, Fred Levin, Judy Marcus, Patty Siguenza, Jeffrey Jackanicz (ex-officio)

Staff: Anjali Billa, Mary Campbell

Members Absent: Cynthia Bengier, Gulshan Kumar, Marsha Rosenbaum, Jim Wunderman

I. Call to Order

John called the meeting to order at 2:05pm.

II. Motion to approve May 7, 2024, Development Committee meeting minutes.

John gave committee members an opportunity to make a motion to approve the May 7, 2024, Development Committee meeting minutes. A motion to approve and a second was received. The motion passed.

MINUTE ACTION: that the Committee approve the May 7, 2024, Development Committee meeting minutes.

Motioned by: Amy Chan

Seconded by: Dana Corvin

Motion: Passed

III. Update on CCS Fundraising Campaign

Anjali Billa gave an update on the CCS consulting firm's progress and the campaign timeline, emphasizing the importance of understanding the organization's structure and planning for future fundraising efforts. We meet once a week and we are in the "scan" phase, gathering data and conducting interviews. CCS will be conducting 1:1 interviews with Development Committee members and will present to us early next year.

IV. Foundation Board Retreat Fundraising Campaign Work

The committee discussed plans for the upcoming board retreat, which will be held at the Oceano, Half Moon Bay, including having campaign consultants present preliminary findings and engaging in discussions about the university's unique qualities. A 30-minute session was proposed to discuss what motivates your service and how you see SF State. It was emphasized that the Board needs to hear from CCS about their insights and approaches. It was suggested that someone present from another university that they have worked with to get feedback, and also that CCS come to our February 3rd meeting to preview their ideas for the retreat.

V. Philanthropic Progress Report/Fundraising totals to date

Anjali reported on the current fundraising status, highlighting the need for more individual gifts and the challenges of keeping the fundraising momentum throughout the year. We are at 10.8 million which is about 54% of our goal. The \$25 million campaign for the SEIC was successfully closed. A \$5 million challenge grant from the Wayne and Gladys Valley Foundation was unlocked with a \$1.5 million commitment from Gilead Sciences. A \$2 million scholarship fund for Black students was set up through the San Francisco Foundation. An event is planned for February 12th to raise an added \$100,000, and a \$25,000 challenge gift has been pledged.

VI. End of Year Ask Letters

John reminded everyone that the Annual Giving Letters will be sent out soon.

VII. Adjournment

MINUTE ACTION: that the October 28, 2024, Development Committee meeting be adjourned.

Motioned by: Amy Chan

Seconded by: Fred Levin

Motion: Passed

The meeting was adjourned at 2:45 pm.

Respectfully submitted:

Signed by:


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John Gumas

Chair, SFSU Foundation Board Development Committee

02/10/2025 | 3:01 PM PST

Date



SF State Foundation Board Development Committee

FY 24/25 Meetings

Monday, February 3, 2 pm

Monday, May 5, 2 pm