

**San Francisco State University Foundation Board**  
**Development Committee**  
**Zoom meeting**  
**October 25, 2023**  
**Minutes**

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Members Present: John Gumas (Chair), Amy Chan; Dana Corvin; Fred Levin, Judy Marcus; Neda Nobari, Camilla Smith, Jim Wunderman, Jeffrey Jackanicz (ex-officio)

Staff: Anjali Billa, Connie Bryan

Members Absent: Cynthia Bengier, Gulshan Kumar, Marsha Rosenbaum, Patty Siguenza

**I. Call to Order**

John called the meeting to order at 2:02pm.

**II. Welcome New Committee Members**

John invited those new members who were present (Fred Levin and Jim Wunderman) to introduce themselves.

**III. Motion to approve May 11, 2023 Development Committee meeting minutes**

John provided committee members an opportunity to make a motion to approve the May 11, 2023 Development Committee meeting minutes. A motion to approve and a second was received. The motion passed.

MINUTE ACTION: that the Committee approve **the May 11, 2023** Development Committee meeting minutes.

Motioned by: Amy Chan      Seconded by: Dana Corvin      Motion: Passed

**IV. Philanthropic Progress Report**

Anjali shared Advancement's philanthropic progress and provided context for the current numbers which stood at \$3,817,055.99 or 19% of the \$20M fundraising goal. A few large gifts will be booked in the near future which will significantly impact the current fundraising total.

**V. Review and Discussion of FY23-28 Committee Priorities**

Jeff and Anjali led the review of the Committee's FY23-28 priorities which have been synthesized from the Board's Strategic Plan. Committee members engaged in discussion of the priorities; Dana requested a copy of the University Priorities both so the group could familiarize themselves with them and to provide a framework with which to compare the Development Committee priorities. John emphasized the priority focused in identifying and pursuing diverse revenue sources as one that both Committee members and the entire Board should actively support and intentionally assist University Advancement in meeting. The topic of Board giving prompted conversation around the suggested \$5,000 annual Board member commitment, and reminding members to give, shortening the ask letter, and ensuring members realize it's a minimum requirement.


**VI. Science and Engineering Innovation Center Building Update**

Anjali shared a slide outlining the SEIC building campaign which included figures on the total goal, as well as the equipment and student support/curriculum goals and their respective short falls. Jeff and Anjali stressed that closing the equipment and student support/curriculum fundraising goal gaps are of timely importance and encouraged Committee members to share strategies and/or potential prospects with whom Jeff and Anjali could talk. Several committee members (Jim, Fred, and Camilla) offered to assist in response to Jeff's request. They asked that Jeff share Advancement's list of prospects with Committee members.

**VII. Adjournment**

The meeting was adjourned at 3:01pm.

Respectfully submitted:

DocuSigned by:  
  
320CD0CA6188423

02/05/2024 | 4:23 PM PST

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John Gumas  
Chair, SFSU Foundation Board Development Committee

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Date

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
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John Gumas  
 jgumas@gumas.com  
 Partner  
 Gumas Invest, LLC  
 Security Level: Email, Account Authentication (Optional)

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Sent: 2/5/2024 3:00:30 PM  
 Viewed: 2/5/2024 4:23:31 PM  
 Signed: 2/5/2024 4:23:50 PM

**Electronic Record and Signature Disclosure:**  
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**Envelope Summary Events**

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Certified Delivered	Security Checked	2/5/2024 4:23:31 PM
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Email:	Access to a valid email account
Screen Resolution:	800 x 600 minimum
Enabled Security Settings:	<ul style="list-style-type: none"><li>• Allow per session cookies</li></ul>

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