

INSTITUTIONAL ADVANCEMENT COMMITTEE SUMMARY

October 4, 2013

Welcome and Approval of Minutes

Chair Leslie Lassiter welcomed the committee. Minutes were approved as submitted.

President's Report

President Bettison-Varga reported on fundraising priorities for FY 13-14, which include securing the lead gift for the residence hall and securing one or more significant gifts to support faculty. President Bettison-Varga cited the example of how Professor Alan Hartley helped to bring to fruition a significant gift from Jess Ravich, father of Zoe Ravich '12. President Bettison-Varga has already been on a number of trips to meet with donors and has several more planned before the end of the calendar year.

Vice President's Report

Vice President Archibald reviewed FY 12-13 fundraising results, including \$12.9 million raised in cash. He reported on the Scripps Fund and the Laspa gift. Vice President Archibald announced the appointment of Karleen Ballmer as Assistant to the Vice President. He also reported on Natalie Adams' appointment as Senior Advancement Officer and Director of Parent Engagement, which allows the department to search for another Senior Associate Director of Alumnae and Parent Engagement and the Scripps Fund (APESF) who will focus on regional events and alumnae engagement. Vice President Archibald reported on his goals for FY 13-14 which include, among others, a \$15 million cash goal, building volunteer engagement, securing a naming gift for the residence hall, and securing gifts to support the faculty.

Alumnae Engagement: A Call to Action

Assistant Vice President Nikki Khurana and Alumnae Leadership Council (ALC) President Amy Drayer reviewed the Time, Talent, and Treasure alumnae and parent engagement strategy. With a goal of ensuring that 100% of alumnae participate as volunteers and/or donors, the ALC, APSEF, and Scripps Association of Families are working closely together to reach each alumna or parent in the most effective and personalized way possible to engage them in the work of moving the College forward.