

INSTITUTIONAL ADVANCEMENT COMMITTEE SUMMARY

December 6, 2013

Welcome and Approval of Minutes

Vice Chair Nancy Katayama welcomed the committee and introduced new trustee Ellen Clark Brown. Minutes were approved as submitted.

Chair's Report

Vice Chair Nancy Katayama reported that the total raised in the Campaign to date is \$85 million. She also announced four significant gifts that have been finalized since the October IAC meeting. She reminded the committee that there are three upcoming regional launches: January 29 in New York City, hosted by Betsy Weinberg Smith '74 and Sydney Weinberg '75; February 26 in San Francisco, hosted by David Lahar and Julie Wescott; and March 19 in Seattle, hosted by Chalan Colby.

The IA Committee extended its congratulations and thanks to Nancy Katayama for her leadership in developing and executing the very successful Campaign Launch on November 9. Nancy then extended her thanks to staff, especially to Mary Weis, for her efforts. President Bettison-Varga took this opportunity to announce Mary's retirement, effective January 3. Both the President and the IAC commended Mary for her tremendous service to the College.

Strategies to Acquire New Friends for the College

Megan Callaway, Associate Vice President, Institutional Advancement, and Kimberley Valentine, Executive Director, Gift Planning and Principal Gifts, gave a presentation entitled Strategies to Acquire New Friends for the College. They challenged trustees to assist staff in developing 100 new friends of the College; their presentation and the discussion that followed resulted in specific steps to begin to achieve that goal.

Residence Hall Funding Plan Review

Vice Chair Nancy Katayama asked the committee to move to allow her to present a report to the Finance Committee regarding fundraising progress on capital projects that will inform the Board's decision about future borrowing. The planned new residence hall is the most immediate project for consideration and, as of yet, there is not a secured naming gift or other smaller gifts formally committed to this project. The IAC moved, second, and approved Nancy Katayama presenting the report to the Finance Committee.

Vice President's Update

Vice President Michael Archibald presented an update on staffing in the IA department. He recognized and thanked Mary Weis for her service and announced that there will be a retirement party for her in early 2014.

Vice President Archibald reviewed FY 13-14 fundraising results at November 30, 2013.