The following were present:

Board Members:
- Thomas P. Beck ’73, JD ’77 (via WebEx)
- Ronald C. Brown, Committee Chair
- J. Neil LeVecke, II ’90
- Peter J. Nelson (via WebEx)
- Kathryn E. Nielsen ’76 (via WebEx)
- Ronald A. Okum (via WebEx)
- Delia M. Roges ’85 (via WebEx)

University staff and representatives:
- Lisa Piumetti Farland ’87, MA ’93, Executive Director Alumni Relations, Annual Giving and Parent Programs & Parent Giving
- Joan E. Pohas, Senior Executive Director of Development, Principal Gifts & Gift Planning
- Alison Saba, Director of Development, Gift Planning
- Enrique Schulz ’07, Liaison, Young Presidential Associates Council
- Dennis Slon, Senior Vice President, University Relations
- Jan R. Vega ’99, Liaison, Alumni Association Board of Directors
- Bettie J. Woods, Associate Vice President of Development, Individual Giving

The following were absent:

Board Members:
- Basil P. Caloyeras ’99
- Michele C. Kaplan
- John G. Moutes ’68, MSE ’71
- Donald W. Steiner ’88
- Donald Tarantino ’84

Welcome
Ron Brown welcomed the committee and called the meeting to order at 12:04pm.
Development Update
Dennis Slon gave an update on the university’s fundraising progress: To date, FY16 is at $37.5M raised and $22.1M cash toward $43M goal; Scholarship Initiative is at $81.5M toward this year’s $86M goal and on track to finish this $100M initiative by December 2016. Published alumni participation in U.S. News & World Report will be 19% (two-year average) for 2016. The following units have met their goal: SFTV, BCLA, CFA, and Seaver, the following units are on track to meeting their goal: LLS, SOE, and Athletics, and CBA continues to work toward attaining their goal. SFTV met their goal thanks to a $7M gift from the Lantz Foundation for the new building – have not announced publically – will announce this fall during an exhibition of Lantz archival material in conjunction with UCLA & Disney.

The committee discussed how unit goals are determined in conjunction with the deans and past fundraising performance.

Annual Giving Update
Lisa Piumetti Farland gave an update on the university’s annual giving efforts: To date, have 5,677 donors, 3.7% down from last year at this time, need just over 3,000 additional donors to reach 20% alumni participation. Ahead almost 12% in dollars compared to last year at this time; to date alumni dollars total $2.2M compared to $2M last year. End of year fundraising efforts include sports-specific phoning and fee-based events, most notably the second largest fee-based event to the Alumni Barbeque, the Senior Banquet & Ball. To date, have 637 RSVPs to Senior Banquet & Ball, 100 RSVPs ahead of last year. The final mail solicitation will be from the deans. Beginning May 10th, the Young Presidential Associates Leadership Council to assist with an electronic and social media peer-to-peer campaign to build momentum and enthusiasm for 20% alumni participation and to beat Santa Clara! “Every gift counts and every gift is counted.”

Dennis Slon asked the regents to encourage attendance at the Distinguished Alumni Awards at the California Club on April 28.

Alumni Relations is also planning the first inaugural Beer Festival, July 30, on campus, will include all athletic coaches, proceeds to benefit Athletics.

The committee discussed ways to attract the largest constituent base of young alumni, those who graduated since 2000.

Kathy Nielsen added that the LMU Presidential Donor Night at the Movies will be at Sony on July 17 premiering Ghost Busters.

Enrique Schulz added the importance of the Champagne Campaign and the Young Alumni Ball to engage young alumni. Last year’s inaugural Young Alumni Ball had over 200 attendees, primarily alumni five years out.

The committee discussed communication channels, the industry standard of eight different asks to secure a gift, and end of fiscal year compared to end of calendar year giving.

Planned Giving
Joanie Pohas and Alison Saba presented slides and distributed folders with information on planned giving. Topics discussed included, the importance of gift planning, the transfer of wealth, and benefits to the donor; the charitable gift annuity, immediate and deferred; gifts of IRAs/retirement plan assets, and IRA rollover benefits. Joanie Pohas will mail all materials presented to the committee.
The committee suggested continued planned giving education to the full board of regents, can be informative to have five minutes at full board meeting.

**Regents Terrace**
Ron Brown gave an update on the renovation of Regents Terrace fundraising initiative: To date, 25 regents (16 current; 9 former) have agreed to purchase 32 pavers for a total of $320k toward $750k goal. There is now a website to make a gift to the renovation of Regents Terrace: [http://lmu.edu/regentsterrace/](http://lmu.edu/regentsterrace/).

The committee discussed the inclusion of past board of regents presidents, new regents, former regents, former regent/current trustees, 2016 parents, and other donors in this fundraising effort.

**Regent Giving**
Ron Brown gave an update on regent giving: As of April 1, 42 out of 46 regents have made a gift or have a pledge. Ninety-one percent have made a gift or made a payment toward their pledge. Bettie Woods will provide Ron Brown with names to follow-up to reach 100% regent participation by the end of the fiscal year. Bettie Woods added that in the past two years there has been 100% regent participation, and reiterated Kathy Nielsen's expectation of 100% regent giving participation.

**Announcements**
Dennis Slon announced the university has engaged John Kudless, senior consulting vice president, Grenzebach Glier and Associates (GG+A), as consultant for the next campaign. Mr. Kudless’ goal is to develop the principal gifts program at LMU. Mr. Kudless developed a $5M-$10M level principal gifts program at Johns Hopkins University.

Dennis Slon also announced the names of the new regents that have agreed to serve on the board of regents: Joseph R. Bronson, Rita P. Garvin ’90, and James M. Hindman ’82. Effie T. Brown and Christian M. de Virgilio, M.D. ’82, P’13 are still unconfirmed.

**Closing Remarks**
There being no further business, Ron Brown adjourned the meeting at 1:08pm.

**Next Meeting**
Full board meeting of the regents: Thursday, April 21, 2016

**Minutes Prepared By**
Bethney Powers
April 6, 2016