

UWC-USA Advancement Committee Meeting Minutes

Thursday May 11, 2023

Present: Eivind Djupedal, Marybeth Kravets, Sanjay Manandhar, Roshin Mathew,,
Melanie Weston, Mark Hodde (administrator)

Not present: Aly Kassam-Remtulla, Victoria Mora

Agenda:

1. YTD Fundraising and forecast
2. Campaign Update
 - Focus on Major donor cultivation
 - Case Development - work in progress
 - Gift Policies
3. New Committee Member

1. YTD Fundraising and forecast

- 2022-2023 Annual Fund Goal is \$2,431,000; Budgeted \$2,150,000
- Cash and in-kind contributions (non-Davis contributions) - YTD Received/Pledged (as of May 6) is \$1,967,000
- Based on performance of the annual fund we anticipate raising \$2,150,000 - \$2,250,000
- A matching gift has been secured for the last 2 weeks of the fiscal year
- Follow up and new donor meetings around the country planned
- Anticipated summer revenue from two partnerships is reduced due to decreased enrollment in their programs
- Equity in startups effort - five people verbally committed to date; two in writing

Decisions taken: None

Next steps: None

Point Person: None

Timeline: None

2. Campaign Update

- Case Development - preliminary work completed
- Potential donors will visit Montezuma

- \$215,000 raised at the UWCIO gala in NYC last week
- Four Advancement Committee Gift Policies were reviewed. These included:
 - a. The ideal composition of the Gift Review Committee; recommendations were made to remove Secretary and adding President, Chair of Advancement Committee and Chair of Finance Committee
 - b. The minimum gift required to create a separate endowment fund; currently \$100,000; the committee discussed the pros and cons of increasing the minimum; Mark will return to the committee with a recommendation
 - c. Stock Gifts with Request to Hold: the committee discussed the benefits and risks of accepting these gifts and agreed to uphold the restriction on accepting these gifts
 - d. Closely-held Stock (including gifts of equity): After discussion, no decision was made; Mark will explore any liabilities if any, if these gifts are accepted

Decisions taken: to uphold the restriction on accepting stock gifts with request to hold

Next steps: A draft of an updated gift policy will be written and approved by this committee then presented to the board at the October 2023 meeting

Point Person: Mark

Timeline: by September 2023 Committee meeting

4. Julia Hesse '91 was approved by the committee to join