California State University | FOUNDATION CHANNEL ISLANDS

Meeting of the Foundation Board

May 13, 2014

M-I-N-U-T-E-S

The CSU Channel Islands Foundation Board met on Tuesday, May 13, 2014 at CSU Channel Islands in the University Hall Board Room. Chair George Leis called the meeting to order at 6:07pm.

Members Present:

George Leis, Chair
Ed Birch
John Butzer, Student Representative
Hugh Cassar
Henry Dubroff
Robert England
Mark Hartley
Larry Hibbler
Bill Kearney
Hank Lacayo
Priscilla Liang, Faculty Representative
Douglas McRae
Neil Paton, Secretary
Emilio Pozzi
John Ridgway
Richard Rush, University President
Peter Wollons
Scott Zolke

CI Representatives:

Chris Abe, Director, Adv. Operations
Carrick DeHart, Director, Major Gifts
Tania Garcia, Director, Alumni Programs
Eva Gomez, Asst. Director, Development
Travis Hall, CI Student
Gayle Hutchinson, Provost & VPAA
Nichole Ipach, VP University Advancement
Elizabeth Rubalcava, Director, Advancement
Ysabel Trinidad, VP Business & Financial Affairs
Celina Zacarias, Dir., Community & Gov. Rel.

Members Absent:

Ann Deal
Janet Garufis
Ralph Iannelli, Jr.
John Notter, Vice Chair
Blaise Simqu

Welcome

Mr. Leis opened with a thank you to Board members for attending the meeting.

Approval of Minutes and Consent Agenda - Motion #14-125

Mr. Leis called for the approval of the minutes and for a motion to approve the agenda.

Mr. Lacayo motioned to approve the agenda this meeting and the minutes of the March 12, 2014 meeting, Mr. Kearney seconded, and all were in favor.

Mr. Leis announced with pleasure that President Rush received the President of the Year award from the California State Student Association (CSSA) and mentioned this was his second time receiving the award. The Board gave a round of applause and congratulated President Rush. Afterwards, Mr. Leis invited Dr. Rush to give his report.

University Update

President Rush reported on the University's progress and addressed the State budget situation. He mentioned that the Governor's Revise is the same as the budget previously submitted and he expected to receive full funding for the campus. We received 13,500 applications for enrollment for next year which is a 15% increase over last year. Dr. Rush touched on the RFP process, noting that it was an intense competition. The selected proposal came from advisory firm, Jones Lang Lasalle (JLL), as theirs was the most persuasive of all the documents received. Details have yet to be worked out but Dr. Rush is anticipating moving forward quickly. He also emphasized that the State of California will not have the resources to build out the campus and that there are many pressing needs. For example, Residential Housing is overprescribed by 300 beds this year. Next year we will need 600 additional beds to accommodate students seeking housing. Moreover, campus administration is looking at building out Phase 2B of University Glen.

Dr. Rush remarked on his recent interaction with the new Executive Vice Chancellor and Chief Financial Officer, Steven Relyea. He conveyed his confidence in Mr. Relyea for his experience in public private partnerships, particularly as we embark upon assessing and developing plans for the campus build out with JLL.

Next, Dr. Rush introduced CI student, Travis Hall, to share his experience studying and working at the Santa Rosa Island Field Station. Mr. Hall gave a brief slideshow presentation and reported on his research and experiences, and answered a few questions from the board.

Dr. Rush announced that Carrick DeHart will soon be inducted into the Santa Barbara Court of Champions, a new local "Hall of Fame" established to honor the contributions that the sport of basketball has made in Santa Barbara. Twenty-one individuals in total will be recognized at an opening gala at the Fess Parker DoubleTree Resort on Sunday, June 1, where inductees Bill Bertka and Carrick will lead a Q&A about their careers and past local basketball stories. Mr. Leis added that he is hosting a table and invited anyone interested in attending to join him.

Several other accomplishments were shared which included our brand new market at the Town Center that received a Loyal E. Horton Dining Award for Retail Sales—Multiple Concepts/Marketplace and our Mathematics students who swept awards at a recent competition.

In closing, Dr. Rush announced the upcoming Commencement Ceremony on May 17 and welcomed the Board's attendance. He noted that this will be the first year we graduate our first

cohort of nurses from our partnership with Cottage Health Systems which was made possible by its $6M gift to establish a nursing program on its campus.

Finance Committee Report

Doug McRae provided the Board with the Finance Committee Report, beginning with a brief overview of the preliminary budget included in the board meeting materials. The following actions were approved:

- Approval of Foundation Budget - Motion #14-126: Mr. McRae motioned for approval of the budget, Emilio Pozzi seconded, and all members were in favor.
- Approval of Revised Investment Policy – Motion #14-127: Mr. McRae explained why the policy was revised and after a brief discussion on asset allocations and hedge funds, he motioned to approve the policy, Hank Lacayo seconded, and all members were in favor.

Mr. McRae provided a brief update on Beacon Point and reported on the performance to date. He also extended an invitation to all who might be interested in serving on the Finance Committee as we need a replacement for Mr. Simqu whose travel schedule has prevented him from attending meetings.

Board Development Report

Mark Hartley provided the Board Development Report. He began by asking the board to submit nominations for prospective board members to the Board Development Committee for consideration. We currently have 22 members but can increase membership to 35. We are seeking board members who have the influence and capacity to advance the task force initiatives and the University's goals. Mr. Hartley also explained the nomination and 10-day review process for those who are new to the Board. We aspire to keep a level of confidentiality concerning communications. Board comments are carefully considered by the President and the Board Development Committee.

Next, Mr. Hartley presented for approval the following action:

- Vote to Approve New Board Candidates Motion #14-128

The Board reviewed the biographical information for Scott Zolke and Christine Garvey as they are being voted on for membership. Mr. Hartley remarked on Ms. Garvey's experience serving on non-profit boards, and then motioned to approve her nomination, Mr. Kearney seconded and all were favor. Mr. Hartley spoke on behalf of Mr. Zolke and emphasized how he would be a tremendous help as we move forward with athletics and the event center initiatives. Mr. Hartley motioned to approve Mr. Zolke's nomination, Neil Paton seconded, and all members were in favor. The Board congratulated Mr. Zolke who was present for the meeting and gave him a warm welcome.

CI Report

Next, Mr. Leis invited CI's Provost, Dr. Gayle Hutchinson, to present the University's Strategic Plan. Dr. Hutchinson provided a brief overview and requested feedback following the presentation and indicated that she would also send the Board a survey should they wish to comment later.

Task Force Updates

Dr. Rush reported on Athletics and indicated that the Playing Fields have been completed and are located to the east of University Drive upon entering the campus. The budget and timeline for Athletics is being refined based on future programs such as cross country and golf, but stated that the University will not be moving forward until he receives a complete financial plan.

Nichole Ipach provided an update on the Courtyard Restoration Initiative. She reported receiving a $25,000 grant from Alcoa to help purchase and plant trees within the Central Mall and other areas on campus. She added that we are continuing to seek funding and in-kind donations to complete the Central Mall. We are in need of approximately $1 million to complete the mall.

Concerning the Engineering Initiative, Dr. Hutchinson shared that campus staff identified lab space within the forthcoming Sierra Hall building and showed what the space might look like. She also provided an update on the timeline for starting Security Systems Engineering and remarked on two new faculty hires that will be instrumental in developing the program.

With regard to the Event Center, Mr. Hartley remarked on his and Nichole's meeting with Legends, a consulting firm with a good deal of experience with event center naming opportunities. Legends can advise on revenue stream projections, design and other aspects. Mr. Hartley was impressed with their ideas and asked for a proposal for services. Dr. Rush added that the City of Camarillo is interested in partnering with us on billboard signage near the 101 freeway.

Scholarship Report

Eva Gomez provided the Scholarship Report and remarked on the number of scholarships awarded, the total amount raised, and the types of scholars receiving awards, comparing first-time freshman and transfer students. This year we awarded $270,566, which is a 29% increase from last year. In closing, Ms. Gomez invited the Board to attend the September 5th Scholarship Reception to meet our scholars and donors.

Campaign Announcement

Next, Mr. Leis announced to the board that the University will be moving forward with a feasibility study for a comprehensive campaign. In light of the CI 2025, the campus build-out plan, the Board has the opportunity to bring volunteer and fundraising efforts to the next level. To do

that we need focus our efforts, help others understand the campus' needs and undergird the strategic plan to achieve our goals and initiatives. Given the Board's initiatives that span from Athletics to campus restoration, academic programs with emphasis on student success through scholarships, we agree that now is a good time to package these initiatives into a comprehensive campaign. We envision a campaign that is inclusive of faculty, staff, students, and alumni as part of a team that is spearheaded by the leadership of the Board. We will hire a consultant to conduct a feasibility and campaign readiness study in June. The consultant will craft a case statement and give us a sense of what our donors and constituents might support and at what level. We will invite the consultant to our August retreat to share the results of the study and explain the process moving forward.

CI Staff Report

Tania Garcia reported on the Alumni and Friends Association's $14 for 2014 campaign. Good progress is being made as we have significantly increased the number of alumni gifts. In spite of the challenges we have had with the call center, we expect to meet our funding goal. Last year we had 65 alumni donors, less than 1% of an 8000+ alumni population. To-date we have 394 alumni donors, about 4% of a 9000+ alumni population. To date, we have raised $12,963.00. We are challenged to reach 1106 alumni donors and just $8,037 shy of our goal.

Next, Ms. Ipach gave an update on the Planned Giving Council's Legacy Society which launched recently. She announced that a new Director of Planned Giving and Major Gifts, Grace Robinson, has been hired. Also, our planned giving efforts unearthed a potential $6M in gifts. Ms. Ipach also introduced the new Director of Advancement Operations, Chris Abe, and remarked on how these new hires will be instrumental in strengthening the Advancement team.

In closing, Mr. Leis reminded everyone of the Foundation Board Retreat on August 22-23 at the Ojai Valley Inn. He also asked that board members take a moment to complete the annual conflict of interest form.

There being no other business, the meeting was adjourned at 7:38 p.m.

APPROVED:

Aug 22, 2014
Date

Neil Paton, Secretary