

**COMMITTEE ON INSTITUTIONAL ADVANCEMENT
Minutes**

March 11, 2014

The Committee on Institutional Advancement met via teleconference on Tuesday, March 11, 2014.

Committee and Board of Trustee members present: Chair Marilda Gandara, Shari Cantor, Rick Carbray, Andrea Dennis-LaVigne, and Donny Marshall.

Guests participating: Josh Newton, Sherri Olson, and Rachel Rubin

Staff participating: Tysen Kendig and Jen Cote

Ms. Gandara called the meeting to order at 2:05 pm. Ms. Gandara began with some informational and discussion items.

Quarterly meetings: Suggested dates for future (quarterly) meetings were shared with the Committee; June 10, September 2, and November 18, all Tuesdays. It was agreed that meetings should run from 1:30-2:30 p.m., and that two of the meetings be held at the West Hartford Campus or the Law School to make it easier for some members to attend in person. Mr. Kendig will send the dates out to the full committee and a choice will be made as to which two will be in West Hartford or the Law School.

Acceptance of Minutes

The February 11, 2014 meeting minutes were presented and approved.

Foundation and Development Report

Josh Newton reported that the Foundation Board met last week, and it was a great day of meetings. Mr. Newton challenged the Board to step forward and be a part of the increased engagement of Alumni broadly, and he presented some data that he will again present to the Board of Trustees in Executive session at their next meeting on March 26th.

Mr. Newton then reviewed details of the financial report. He indicated that they still have an ambitious goal of \$65 million for next year. In just the last week they have received commitments for \$4.6 million, and there's another \$6.5 in the pipeline. Yesterday, the Neag's once again committed a substantial \$3 million to UConn Health, and that will be documented in the coming weeks. Despite the Louisville game, they received a confidential \$1 million estate gift, and then in Miami a donor signed a \$600,000 commitment. Mr. Newton remains optimistic and his plans are to ratchet up the giving over the next couple of years.

Naming Recommendations

Mr. Newton reviewed the following naming recommendations and provided background to the Committee.

*James Barnett Professorship in Humanistic Anthropology
 United Technologies Corporation Chair for Advanced Systems Engineering
 United Technologies Corporation Professorship for Advanced Systems Engineering
 United Technologies Corporation Institute for Advanced Systems Engineering
 Names Gift Opportunities for the Basketball Champions Center*

A motion was made and seconded to approve all five items. Ms. Gandara asked if there were any questions or comments. Ms. Dennis-Lavigne asked Mr. Newton how he came up with the dollar amounts on the chart for the Basketball Champions Center. Mr. Newton explained that it's an unscientific, but common practice to look at square footage and space utilization and recommend higher amounts for areas with more visibility. There being no other questions or comments, the naming recommendations were approved.

Ms. Gardara then asked Mr. Newton how he was proceeding with the memo to have the smaller individual gift namings approved by the president and forwarded to the Board of Trustees, instead of getting the the IA Committee approval beforehand. Mr. Newton is working with his team on a draft, which is almost ready to run by Ms. Rubin, and then it will be finalized for vote at the next IA Committee meeting.

Alumni and Communications Update

Mr. Kendig reported that there are two finalists for the Alumni Center directorship. The Committee feels confident in both of these candidates, and the second finalist is meeting today with Ms. Rubin and President Herbst, so there should be an appointment soon.

As mentioned at the last meeting, Mr. Kendig is proceeding with the realignment of the UConn Health Marketing Communications team to join with the Storrs team. Individual staff meetings have helped weed out inefficiencies.

Ms. Gandara commented that this is a busy year and the Communications team has been hard at work dealing with many difficult issues. She thanked Mr. Kendig and the team, and looks forward to more cohesion with the Foundation and Alumni Association. She also thanked Scott Brohinsky for all his hard work with Alumni and the search. Ms. Dennis-LaVigne and Ms. Gandara had met with the candidates, and believe the two finalists are fantastic. Ms. Dennis-LaVigne agreed that the two were the stars in the pack. She was impressed with the cooperation and comradeship of the Committee itself.

Mr. Carbaray asked Mr. Kendig about the new UConn Health commercial, and whether the Storrs team was involved. Mr. Kendig stated the commercial was mostly developed at the Health Center, but the Storrs team was involved in some storyboarding. Mr. Carbray noted the commercial was very good.

Mr. Gandara stated that she and Mr. Kendig had a luncheon date with Ms. Olsen, and was looking forward to chatting and getting to know her better in person.

There being no further business, the meeting was adjourned at 2:35 p.m.