



Wednesday, June 29 2011

**Board of Directors Meeting
5:00 – 6:30 pm
District Board Room**

Board Present: Agbayani, Casas-Frier, Dubin, Greif, Korol, Manwani-Bhagat, McKenna, Miner, Neiman, Santora, Smithwick, Swenson, Swift, Thor, Torgersen, Williams

Board Absent: Kung, Levy, Murphy Klink,

Staff Present: Dirking, Lyssenko, Woodworth

Guests: Kelly Davis, Heritage Bank, Susan Carsen of Carsen Consulting, Letha Jean Pierre, V.P. Finance & Educational Resources, De Anza College (for Brian Murphy).

Minutes

Welcome & Introductions

McKenna introduced Kelly Davis, Regional Manager of Heritage Bank, and thanked Heritage for their recent \$2,500 gift to Foothill's EOPS program.

May board minutes approved.

Finance Committee FY12 Budget

- Agbayani explained the FY12 Budget
 - \$4 million revenue budget (expected incoming fundraising dollars)
 - \$1.2 million of that \$4 million not identified
 - MGSC is working hard to enlarge the pipeline but it is up to the whole Board to assist in fundraising.
 - Revisit in October and review the prospect list and pipeline
 - \$885K in Expenses – mostly salary based on a full staff.
- Agbayani presented the revised Assessment Policy to the board
 - The revised assessment includes a 1.5% processing fees on all incoming gifts exceptions include bequests, foundation grants and pass through grants. The assessment policy was revised in order to simplify and create better transparency. Foundation staff will work with on-campus budgeteers to explain the policy.
 - *Action Item – Assessment Policy Approved*
 - *Korol moved, McKenna seconded, all in favor*
- Agbayani explained how the Foundation funds its operating budget.
 - 4.6% draw on the expendable fund / 1.5% draw on the endowment fund / bank interest
 - Portion drawn from unrestricted gifts
 - Gift assessments
- Agbayani asked for the approval on the FY12 Budget
 - *Action Item – Approval for the Foundation FY12 Budget*
 - *Manwani moved, Agbayani seconded, all in favor*

Board Development Committee Report

- McKenna explained that Gay Krause had rotated off the Foundation Board for this past year and has agreed to re-join the board.
 - *Action Item – McKenna nominated Gay Krause to the Foundation board.*
 - *Smithwick moved, Manwani seconded, all in favor*
- Susan Carsen discussed fundraising fundamentals.
 - It is not just up to the MGSC to fundraise, the whole board needs to participate.
 - Last year, \$290 billion was raised in philanthropic dollars. Donors give more when asked in person and by people they know.
 - Talk 'loud and proud' about FHDA.
 - Carsen discussed some common fears of asking people for money. She asked how do you feel when you give to an organization? Members said they felt grateful they are able to give and/or they feel good they have been able to solve problems by getting involved.
 - Carsen explained it is about finding friends for the colleges, as well as identifying potential donors. Listen to what interests them or moves them, then collectively with staff and volunteers we can go back to them and ask for a gift.
 - Carsen asked everyone to write down the name of two prospects they could introduce to the colleges.

Major Gifts Steering Committee Report

- Manwani reported the committee continues to meet every 3 weeks and encouraged everyone to attend at least one meeting. The Committee has been gathering new prospects but is working to strategize how to move forward with those prospects. There is a list of about 20-30 active names, but we need more. We will circulate the list so folks can review, inform the Committee of anyone you might know.

Chancellor's Report

- Thor reported that reference checks were being done for Sheryl Alexander and she expected to offer her the position of Foundation Executive Director once those were done. She thanked the hiring committee for their tireless efforts.
- Thor reported that the state legislature passed the budget but there is still uncertainty in regards to the community college budget, as there are triggers and tiers if expected revenue does not come through.

President's Report

Foothill

- Miner reported that all 8 allied health programs had a 100% pass-rate.
- Summer enrollment has increased by 5%.
- Financial aid numbers are already 29% above where we were for FY11 and the Fall quarter has not begun.

De Anza

- Jean Pierre reported that De Anza's graduation was successful and Chancellor Thor was a wonderful speaker.
- De Anza graduated 400 students – and hundred of transfers. Transfers included 2 to Columbia, 1 to Duke, 4 to NYU, 1 to Princeton, 1 to Stanford, 28 to Berkeley and 35 to UCLA.

- De Anza continues to work very hard on accreditation.

Commission Report

Foothill Commission:

- Woodworth acknowledged the FH Commission for their tremendous support in organizing the Gala. Barb Swenson was instrumental in selling out the exclusive Director's Dinner and each commissioner donated in order to offset the costs for the dinner and reception. The Gala is on 7/23, featuring an exclusive dinner at the home of Gay and Bill Krause and a performance for at the Lohman Theatre.

Meeting adjourned at 6:15 pm

NEXT BOARD MEETING:

August 24, 2011
Middlefield Campus