

**UNIVERSITY OF VERMONT FOUNDATION
DEVELOPMENT COMMITTEE
DRAFT MEETING MINUTES March 30, 2026**

A meeting of the Development Committee of The University of Vermont and State Agricultural College Foundation, Inc. (“UVM Foundation” or “Foundation”) was held on Monday, March 30, 2026 at 1:00 p.m. EDT. The meeting was held virtually.

PRESENT: Bill Shean (Chair), Karen Meyer (Vice-Chair), Kathleen Kelleher, Alice Plante, David Reines, Tony Reilly, and Vivian Holzer.

ABSENT: Alex Wright, Marty Bloomfield, George (Skip) Beitzel, and Tom Sullivan

PERSONS ALSO IN ATTENDANCE: Alan Ryea (Assistant Vice President Development), Jay Caporale (Assistant Vice President Development and Corporate & Foundation Relations), Jeff Schulman (Director of Athletics), Ginger Lubkowitz (Academic Health Sciences Chief Development Officer), Ben Yousey-Hindes (Assistant Vice President Executive Operations), and Sarah Lancaster (Development Coordinator).

Committee Chair, Bill Shean called the meeting to order at 1:03 p.m. EDT

Welcome Remarks

Attendance was taken, and a quorum was established. Chair Shean welcomed everyone to the meeting and thanked them for joining.

Much has happened since the committee last met. Under UVM President Marlene Tromp’s leadership, the University board of trustees approved a new strategic plan that will guide our efforts moving forward. Bill thanked the committee for their participation and feedback during this process. The search for a new President and CEO for the UVM Foundation continues to move forward with a working target of having a new person named (and hopefully in place) by July. Vice Chair Karen Meyer updated the committee of the search firm’s timeline. Bill thanked Kathleen for “wearing multiple hats” during the interim. Bill reported that the meeting today will focus on Campaign planning and readiness, FY’26 Performance metrics and an update on our athletics facility project.

Campaign Planning and Readiness

Jay Caporale, Assistant Vice President for Development, presented on the body of work the UVM Foundation will undergo in preparation for the upcoming campaign. The committee discussed the deadline for the feasibility study, current trends for quiet phases occurring before feasibility studies, nationwide higher education giving statistics, current board cumulative giving and alumni giving during the Move Mountains campaign.

Jay’s remarks focused on the following major bodies of work:

- Alignment of the comprehensive strategic plan under President Dr. Marlene Tromp with defined philanthropic priorities
- Planning and execution of a feasibility study and philanthropic assessment to assess campaign readiness and potential donor alignment with key strategic priorities
- Discussion of a campaign volunteer structure and the leadership engagement necessary to support a comprehensive campaign of the magnitude envisioned.

- Enhanced board member philanthropic engagement was discussed relative to national standards and prior campaign experience at UVM. Nationally, on average 30% of campaign commitments come from board members. The Move Mountains campaign at UVM saw 20% of total commitments secured by UVMF Board and FLC members.

Review and approval of September 9, 2025, meeting minutes

The minutes of the September 9, 2025, Development Committee meeting were presented for approval. A motion was made, and seconded, and the committee unanimously voted to approve the minutes.

FY '26 Performance Results & Metrics Review

Alan Ryea, Assistant Vice President for Development, presented on FY '26 Performance Results & Metrics. Alan's remarks focused on fundraising activity captured by total voluntary support to date for fiscal year 2026. He also spent time looking at commitments by booking source and by record type and described how gift officer performance metrics will impact the broader KPIs the board is tracking on an annual basis.

Highlights of Alan's report include:

- Through February 2026 we have secured total commitments of \$51.1M which represents 68.1% of our \$75M commitment goal. This number represents a 29.4% increase over FY'25 results.
- Growth has been fueled by an increase in Legacy/Planned gifts. We have secured \$19.8M this year to date compared to the average annual amount for the last 5 fiscal years is \$13.3M.
- Alumni giving is up 187% this year. That is driven by one large contribution but even removing that gift, results show a strong 22% increase. Parent giving is down year-over-year by 56% but that is largely a timing issue with staff transition.
- Gift officer activity is positive in year-to-year comparisons. Officer visits have increased by 13% and 74% of the team are on or ahead of pace to meet annual metrics. Gift solicitations are also up 11% in FY '26.
- Development-anchored event activity is 23% higher this year than last year. This activity has engaged more than 39% more prospects and introduced Dr. Tromp to key constituencies.
- Alan reported \$6.13M in commitments for the Jewish Life and Learning campaign which has executed events in Philadelphia, Chicago, New York City, and Miami Beach with future gatherings planned in San Francisco Bay Area and Boston.

The committee congratulated the development team on their increase in commitments this fiscal year compared to last year and discussed additional positions and the campaign staffing plan.

UVM Athletics Facility Update

Kathleen Kelleher, Interim Chief Executive Officer and Jeff Schulman, UVM Director of Athletics, provided an update on the new/renewed focus on the UVM Multipurpose Center. Kathleen updated the committee on the outcomes from the February Board of Trustee meeting, where building momentum and finding the funding to complete the UVM Multipurpose Center was discussed. Jeff provided an update the project's progress to date and future timeline. The committee discussed fundraising strategies and engagement.

Bill opened up the discussion to final questions and comments.

Adjourn

With no further business to discuss, the meeting was adjourned at 2:05 p.m.

Submitted by Bill Shean, UVM Foundation Development Committee Chair.

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