

**UNIVERSITY OF VERMONT FOUNDATION
DEVELOPMENT COMMITTEE
MEETING MINUTES September 9, 2025**

A meeting of the Development Committee of The University of Vermont and State Agricultural College Foundation, Inc. (“UVM Foundation” or “Foundation”) was held on Tuesday, September 9, 2025 at 1:00 p.m. EDT. The meeting was held virtually.

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

ABSENT: Alex Wright, Marty Bloomfield, and Tom Sullivan.

PERSONS ALSO IN ATTENDANCE: Alan Ryea (Assistant Vice President Development), Jay Caporale (Assistant Vice President Development and Corporate & Foundation Relations), Brennan Neill (Director Major Gifts University Initiatives), 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 established. Chair Shean welcomed everyone, including new committee members: Tony Reilly and Tom Sullivan, to the meeting and thanked them for joining.

Since the last committee meeting, The UVM Foundation completed the fiscal year 2025 with \$60.3M in commitments. As discussed, this was short of the \$80M target. UVM welcomed the University’s 28th president, Dr. Marlene Tromp on July 1st. Dr. Marlene Tromp has hit the ground running. Kathleen Kelleher has been asked to serve at interim President and CEO of the UVM Foundation with Monica Delisa’s departure. Kathleen has asked Alan Ryea, Assistant Vice President for Development to serve as liaison to the Development Committee during this interim period. A Fiscal Year 2026 fundraising goal of \$75M has been sent and approved by University and Foundation leadership.

Review and approval of March 17, 2024 meeting minutes

The minutes of the March 17, 2024, Development Committee meeting were presented for approval. A motion was made, and seconded, and the committee unanimously voted to approve the minutes.

Fiscal Year 2024 Key Performance Indicators Analysis and Review

Alan Ryea, Assistant Vice President Development, presented on the Fiscal Year 2024 Key Performance Indicators provided by EAB (the Education Advisory Board). With a focus on actionable items and raising fundraising productivity, Alan reviewed the data provided by EAB. The areas of focus covered included Key Performance Indicators, Portfolio Composition Analysis, and Fundraiser Characteristics and Support.

The committee discussed additional lens for analysis, including evaluating total potential commitments, priorities areas for donor support, principal gift pools, gift officer tenure in role, compensation, fundraiser onboarding and continuity for prospects during relationship manager changes, the potential for regional staff and more support staff, and fundraiser benchmarks and KPIs.

Jewish Life and Learning Campaign Update

Brennan Neill, Director Major Gifts University Initiatives, joined to provide an update on the Jewish Life and Learning Campaign. The campaign has a \$20 million goal and to date has raised \$6 million. The campaign is currently in the quiet phase. During this phase, the case statement is being produced, events are being curated to drive philanthropy, and fundraisers are having conversations with their pool. Before going public, the aim is to get 75-80% of the way towards goal completion.

Research Fundraising Initiative Update

Jay Caporale, Assistant Vice President Development and Corporate & Foundation Relations, provided an update on the Research Fundraising Initiative. The Research Fundraising Initiative is two-fold, part fundraising and part communication initiative. Alongside raising funds to support research at UVM, the initiative highlights research at UVM, including the R1 designation, talent attraction and retention, competitive packages for research faculty, student support, and research partnerships in Burlington and beyond. Jay will be visiting state and regional organizational alongside UVM President Marlene Tromp and Kirk Dombrowski, Vice President for Research at UVM, to present the importance of research and how they can help.

Call to action for committee members included informing Jay of organizations and alumni circles that members are affiliated with to present this initiative too, introductions to industry and organizational partners, and for committee members to consider their interest research areas and where they would consider investing philanthropy.

Campaign Readiness

Kathleen Kelleher, Interim President and Chief Executive Officer of the Foundation, spoke regarding the critical areas of work that is necessary this year is to ensure that the UVM Foundation is poised and ready to support a comprehensive campaign at the University. Marlene Tromp has announced she is launching a strategic planning initiative for the university alongside creating a university communications and marketing plan. The university will partner with the foundation in launching a comprehensive campaign. In preparation for a campaign, the foundation will undergo a feasibility study. In future meetings, the committee will discuss more their role in this process.

Rob Brennan is actively working on appointing a search committee for the UVM Foundation President and Chief Executive Officer role.

Bill opened up the discussion to final questions and comments.

Bill, Karen, and Kathleen will meet to select a date for the next Development Committee Meeting. When receiving the invitation for the next meeting, committee members will be asked to share ideas for agenda topics.

Adjourn

With no further business to discuss, the meeting was adjourned at 2:03 p.m.

Submitted by Bill Shean, UVM Foundation Development Committee Chair