

**UNIVERSITY OF VERMONT FOUNDATION
DEVELOPMENT COMMITTEE
MEETING MINUTES March 17, 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 Monday, March 17, 2025 at 1:00 p.m. EDT. The meeting was held virtually.

PRESENT: Bill Shean (Chair), Monica Delisa, Alice Plante, Susan Marchand Higgins, George (Skip) Beitzel, Kristina Pisanelli, David Reines, Alex Wright.

ABSENT: Karen Meyer (Vice-Chair), Cyma Zarghami, Vivian Holzer, Marty Bloomfield, Garrett Virtue.

PERSONS ALSO IN ATTENDANCE: Kathleen Kelleher (Vice President and Chief Development Officer), Brian Gagnon (Director of Board and Volunteer Relations), Howard Lincoln (Executive Director of Principal and Major Gifts Stewardship), Ginger Lubkowitz (Chief Development Officer, Academic Health Sciences), 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 to the meeting and thanked them for joining.

The UVM Campus and Athletics continues to celebrate the Men's Soccer Team's win in its first-ever National Championship.

In February, it was announced that UVM achieved R1 status, joining the ranks of the nation's top-tier research institutions by achieving an R1 Research Activity Designation, a recognition reserved for universities with the highest levels of research activity as designated by the prestigious Carnegie Classification.

UVM Foundation is focused on closing out the year as close to its \$80 million goal as possible. Current fundraising stands at approximately \$39 million. The team is working to close as many gifts as possible by June 30th.

Review and approval of September 9, 2024 meeting minutes

The minutes of the September 9, 2024, Development Committee meeting were presented for approval. A motion was made, and seconded, and the committee unanimously voted to approve the minutes.

Presidential Search Update & Transition Plan

UVM announced the one Presidential Finalist, Dr. Marlene Tromp, this morning. Dr. Tromp will be on campus Tuesday March 18th and Wednesday March 19th, and then the Board of Trustees will vote on her appointment on Thursday March 20th. After their vote a press release will go out.

Monica anticipates a start date of July 1 for the next President. The following year will encompass a lot of onboarding in an effort to get her in front of as many people as possible.

Recent & Upcoming Development Events

Howard Lincoln, Executive Director of Principal and Major Gifts Stewardship & Events, provided highlights of recent past and upcoming events, in particular those that have been hosted by Board and FLC members. The addition of new staff member Brigett Weinstein, Assistant Director of Development Events, has enhanced the output of this team. This year there have been 11 Development events, 7 of which included FLC members hosting with a dean. Upcoming events will include events with the new President, a launch of the campaign of Jewish Life and Learning, and there will be events to introduce new deans in the College of Agriculture and Life Sciences and Grossman School of Business in 2026. These events provide opportunities for Board and FLC members to volunteer and engage others.

The committee discussed the impact on events of being in a leadership transition period with an interim president, ideal event size, and interim president Patty Prelock's future with UVM.

Foundation's Fundraising Performance & Key Performance Indicators

Monica Delisa, President and CEO of UVM Foundation, updated the committee on the work to analyze a set of KPIs on the Foundation's fundraising performance in FY24 (year ending 6/30/24). Monica will present a similar report at the full Board meeting in April, at which time there will be peer data available from EAB, an organization which gathers and analyzes data from colleges and universities across the country.

The role of the Development Committee in this process will include oversight and monitoring of fundraising program along with participation in the development process.

When selecting robust peer groups, we are looking for peers with qualities such as: has a separate foundation, has a medical school, has a strong R2 or R1 designation, of a similar size with a similar endowment size and fundraising history.

The Foundation tracks proposals at the major gift level in the pipeline year over year. The Foundation has seen an increase in solicitations in the \$1-5 million level. At the major and principal gift levels, timing for donors is a key factor in closing gifts.

During this period of uncertainty around federal spending cuts, the Foundation is acting proactively to assist the University. Several corporations and foundations have streamlined their procedures for grants. The Foundation will be putting emphasis in the next week on "Research Resilience" and increasing the focus of the Corporation and Foundations team on fundraising for Academic Health Sciences.

It has been a year since the beginning of the CRM implementation project, which has improved the Foundations ability to process data. Improvements are being implemented to make the CRM more user-friendly for frontline fundraisers.

Discussion around retention and tenure of staff at UVM Foundation led to the committee brainstorming future involvement to best support frontline fundraisers, including potentially having a meeting with committee and frontline fundraisers during spring Board of Directors meeting.

Bill opened up the discussion to final questions and comments.

The committee briefly discussed the role of AI in Higher Education fundraising and its potential usage at UVM.

Adjourn

With no further business to discuss, the meeting was adjourned at 2:01 p.m.

Submitted by Bill Shean, UVM Foundation Development Committee Chair