

B&A Minutes 2-21-24

Meeting called to order at 2:30pm

No amendments to minutes from XX meeting. Minutes approved as written

Recognition of guests: none

Old Business: Reminder that 2/24 meeting is cancelled.

New Business: Rodney M. Grabowski & Gina Sholtis: Advancement & partnerships strategic plan update.

3 goals. To have (1) \$100 million in sustainable annual funding (2) \$350 million in endowment (3) 3.3 USNWR peer evaluation rating by FY27. Presented UCF giving history, spike in 2023 driven by naming rights extension to arena. Presented funding to date for AY 24 broken down by college/unit (approx. 34.5 million of 100 million target reached) as well as AY24 performance summary and fundraiser productivity goals. Forecast of \$88-109 million for FY24 with expectation to exceed 100 million. Noted an upcoming closure of an 8 figure gift. 7 associate directors of development hired since 10/31 with a focus on building a pipeline with gifts in the 25-99k range. Two digital experience officers also hired to focus on building relationships with donors. Reported on hiring a foundation CFO (search ongoing). Endowment data presented, performance above benchmark.

Meeting Adjourned: 3:25pm