

Yale Alumni Fund
Meeting of the Board of Directors
September 16, 2024
Yale Club of New York

Board Members Present

Chair: Richard Roberts '86, '89 JD
Vice Chair: Tanya Rivero Warren '95
Stephen Barrett Amdur '01
Cansu Arslan '19 MBA
Ann Aversa '87 MA
Stuart C. Baker '25
Charlie E. Better '17
Christina Bost Seaton '01
Lise Chapman '81 MBA
Christopher A. Cole '87
Dora Cudjoe '05 MEM
Bridget Cota '09 MSN
Mariana Cuomo Maier '19
Virginia Dominguez '73, '79 PhD
Fred Douglis '84
JP Dreschler '16
Thomas K. Emmons '69
Chris Faulkner-MacDonagh '01 PhD
Jennifer Fernandez '06
Gabriela Garcia '23
Rebecca Haase '03
Samantha Warshauer Heffner '02
Jerry Henry '80 MDiv
Bryan Hunter '08, '08 MS
James Jones '70 PhD
Alexander Manuel Kayne '94, '97 JD
Scott Kennedy '08 MD, '08 MBA

Caitlin Lee '23
Hua Jua Li '00 MA
Amy Liao '11
Maria Paola Nastro '98 PhD
Ariel Nurieli '93
Margo Wolf O'Donnell '90
Amy Oshinsky '77
Jessica Paindiris '05
Rahul R. Prasad '87 PhD
Allison Rabkin Golden '12, '21 JD
Tamar Sadeh '85
Eleanor Schoenbrun '25
Ed Sevilla '82
Jamie Stern '72
Adina G. Storch '93, '99 JD
Paul Stroble '82 MDiv
Krysten Thomas '18 MPH
Gene Wang '00 PhD
Jill Wight '95
Gregory Wolf '92
Jody Yetzer '97 JD
Sarah Yoo '18
Justin Zaremby '03, '07 PhD, '10 JD
Angel Zhang '18 MS
Gregory Zorthian '75

Board Members Absent

Dawn C Alexander '87 MBA
Eric Allen '76
Robert Allison '67
Mary Ben Apatoff '24
Amy Atkeson '95, '99 MD
Robert H. Baker '65, '68 LLB
Martha Burson Bangiola '11, '18 MBA
J. Barry Bardo '67
Stephen Harris Barrows '02
Marvin Berenblum '56

Heaven Berhane '18 MDiv
Mary G. Bowers '01
Stephen Calkins '72
Anne Casscells '80
Xinyi Mei Chen '22
Eugenie F. Cheney '02
Billy Cheung '99
Kemal Ciliz '95 MA
Emily Cohen '14 PhD
Rudy Cordero '25, '25 MBA
Stephanie Machele Davis '12 MPH
R. Kemerer Edwards '49

William E. Ellison '18
Jeffrey Feldman '95 MBA
Julie Flynn '88
Sarah Flynn '24
Elizabeth S. Garrabrant '09 MA
Melissa J. Hilton '83, '89 MBA
Neil Hohmann '91
Alison Poorvu Jaffe '81
James Jones '70 PhD
Nikki Karani '89 MA, '92 MBA
Daniel Kilpatrick '03
Michael W. Lei '14
Paul Leong '99 MD
Robert Lin '82 BA
Ephram Lustgarten '00
Elisabeth Martin '83 MArch
Megan K. McHale '17
Elisabeth Moore '24
Maggie Morse '17
Robert Morse '12
Minh Alexander Nguyen '15

Mallet Njonkem '18
Neeta Ogden '94
Renee H.L. Ong '21
Lauren Polo Patnaude '03
Rachel Rajaseelan '15
Charlene Ramos '13
Daisha Roberts '22
Shana Katz Ross '00, '06 MBA
Vidur Sehgal '10
Andrew D. Sipes '85
Jovan M. Tafoya '21
Linda Thach '22
Travis Torrence '05 JD
Evangeline Wyche Tross '78
Laura Vrana '11
Ann Weil '94
Carolyn Yeh '99
Alyssa J. Yoon '21

Staff Present

Lynn Andrewsen '82
Bridget Austin
Amanda Baker '00 MusM
Friya Bankwalla
Caitlin Beardsley
Taryn Bellamy
Blake Bergeron
Julie Braverman
Gloria Caprio
Biby Chacon
Mark Donovan
Amanda DeFalco
Will Freske
Eugénie Gentry
Robert Hoggard
Mathwon Howard
Jim Kenny
Susan Kigamwa

Elizabeth Landau
Sandra Livramento
Destiny Lopez
Lainie Lipsher
Nneka Maiurro
Allison Mayberry
Tim Murray
Brian Neckoloff
Andrea Nezat
Mike Regan
Joanna Roche
Ann Rumberger
Cindy Sacramone
Chris Seager
Mike Jensen Sembos
Bryce Tapp
Kathryn Van Sickle
Rodney West

Ex-Officio Present

Jocelyn R.H. Kane, Managing Director, Yale Alumni Fund
Alison Cole '99, Executive Director, YAA
Benjamin G. Bartolome '16, Vice Chair, YAA Board of Governors

John Foster P '25, Chair, Parents Fund

Ex-Officio Absent

Joan O'Neill, Vice President for Alumni Affairs and Development

Stephen Murphy '87, Vice President for Finance & Chief Financial Officer

Joseph McNay '56, Former Chair, Nathan Hale Associates

Sabrina Foster P '25, Chair, Parents Fund

Former Chairs Present

William M. Folberth '66

Thomas Leatherbury '76, '79 JD

Bobbi Mark '76

Nancy A. Stratford '77

John M.R. Thomas '80

Michael B. Tom '83 MD

Brett Zbar '94

Former Chairs Absent

Marla Grossman '90

Robert K. Hopkins '86 MBA

Theodore T. Jones '57

George M. Levin, Jr. '66

Randolph M. Nelson '85

Howard H. Newman '69, '69 MA

David B. Singer '84

William H. Wright II '82

Welcome

The meeting opened with a video of President Maurie McInnis greeting students for move in day, after which Jocelyn Kane welcomed everyone to the September 2024 board meeting, recognizing those who had traveled long distances, as well as the staff. After this, Jocelyn turned the meeting over to Brett Zbar, former chair, who introduced Rich Roberts, the new chair of the Alumni Fund Board of Directors.

Chair's Remarks

Rich discussed his motivations for serving as an Alumni Fund volunteer, as well as what he is looking forward to as the chair of the board. He then thanked the staff, and recognized former chairs in attendance:

Biff Folberth '66

Thomas Leatherbury '76, '79 JD

Bobbi Mark '76

Nancy Stratford '77

Jack Thomas '80

Michael Tom '83 MD

Brett Zbar '94

He then recognized university leaders Eugenie Gentry, campaign director; Mathwon Howard, Associate Vice President; and Alison Cole, Executive Director, YAA.

After this, he asked for a moment of silence in memoriam:

Whitney Beals, Class of 1970, Yale School of the Environment, Annual Fund Agent

Gary Burgard, Class of 1959, Saybrook College, Alumni Fund Class Agent

Harry Gordon, Jr., Class of 1952, Pierson College, Alumni Fund Agent

Chair's Objectives

Rich discussed his objectives as chair, continuing the legacy of previous chairs. The objectives “running through the tape” as we near the end of the *For Humanity* Campaign, sustained Diversity, Equity, Inclusion and Belonging within the Board, as well as seeking to increase board member engagement. After this, he welcomed the new members of the Board.

New Board Members

Rich introduced the new board members:

J. Barry Bardo '67

Charlie E. Better '17

Dora Nsuwa Cudjoe '05 MEM

Rebecca Kaplan Haase '03

James M. Jones '70 PhD

Scott T.O. Kennedy '08 MD, '08 MBA

Hua Julia Li '00 MA

Amy Yu Liao '11

Ariel Nurieli '93

Adina G. Storch '93, '99 JD
Carolyn Chia Lin Yeh '00
Angel Zhang '18 MS

Diversity of the Board

Rich discussed the ongoing work in the realm of the diversity of the Board. He discussed its importance both to himself and to Yale as an institution, and how the Board will continue to work to recruit new volunteers who are diverse on many levels including school representation, geography and class year in addition to ethnicity.

2024-2025 Executive Committee

Rich introduced this year's Executive Committee.

Cansu Arslan '19 MBA
Ann Itakura Aversa '87 MA
Stephen Calkins '72
JP Drechsler '16
Chris M. Faulkner-MacDonagh '01 PhD
Bryan M. Hunter '08, '08 MS
Alexander M. Kayne '94, '97 JD
Robert L. Lin '82
Tamar Sadeh '85
Edward D. Sevilla '82
Krysten Thomas '18 MPH
Anne B. Weil '94
Jill R. Wight '95
Jody L. Yetzer '97 JD
Sarah Yoo '18

Fiscal Year 2024 Results

Rich discussed the end results for Fiscal Year 2024:

- 2,360 volunteers made 45,000 solicitations
- 28,296 donors made 40,667 gifts
- \$40,007,467 in cash was received
- 30% of gifts were less than \$50
- The Executive Committee Challenge
 - 150 donors made gifts totaling \$300,000
 - 28 first-time or reactivated donors
 - Alumni from 11 countries

He then celebrated some highlights from the year:

- Public Health, Environment, and Engineering Schools had record-breaking revenue years.
- 12 schools participated in a more robust Anniversary solicitation program which now includes a mail component. This concept was launched in the final quarter of FY24 and helped boost results in June. We look forward to this program providing a steady stream of revenue for our renewal efforts in FY25.
- The Nursing School's three-day campaign during Nurses Week (May) gave them a 1.3% boost to the overall participation rate during that time frame - an incredible result.

Campaign Results

The Campaign has raised \$5.7 billion of the \$7 billion overall. The Alumni Fund specifically has raised \$273,984,000 of the \$350,000,000 goal. 276,777 gifts have been given. By June 30, we were ahead of our target on our straight-line projection. Our goal was \$262.5 million, and we reached nearly \$271 million.

FY25 Goals

Richard stressed the need to come back from the dip in FY24 and to meet the goals set for this year: \$45,000,000 cash raised from 31,000 donors, which includes more donor reactivation. Rich also discussed agent groups being restructured significantly to support the renewal of loyal donors and the reactivation of those who missed last year or the year before.

- 6,000 alumni moved out of agent groups (long-lapsed donors, those with active pledges or recurring gifts)
- 4,300 moved into agent groups - Lybunts and 1 & 2 yr sybunts (gave in FY23 or FY22)

He further stressed the importance of everyone doing their part, reminding everyone that volunteer solicitations are the most successful. This having been concluded, Richard turned the meeting over to Tanya Rivero Warren.

Vice Chair's Remarks

After an introduction, Tanya Rivero Warren, Vice Chair, commented on why she is a volunteer, and why she accepted the role she is in. She further discussed her connections to both the YAA and the Board of Governors. Next, she discussed her perspective as a journalist covering the political discourse surrounding issues of college admissions and affirmative action and shared the demographics of the Yale classes of 2027 and 2028. She then discussed ways board members could be involved (list action items from slide), and then presented key dates for the Board members to be aware of.

Guest Speaker: Jim Levinsohn

Dean Jim Levinsohn of the Jackson School gave a presentation on the Jackson School as Yale's newest professional school, followed by a Q&A session.

Following questions from the attendees, Richard thanked Jim and adjourned the meeting.