Yale Alumni Fund
Meeting of the Board of Directors
February 7, 2022
Virtual Platform

Directors Present

Chairman: Marla Grossman ’90
Vice Chairman: Brett Zbar ’94

Board Members Present

Elaine Akst ’97
Eric Allen ’76
Robert Allison ’67
Jessica Anschutz ’07 M.Div.
Cansu Arslan ’19 MBA
Marv Berenblum ’56
Heaven Berhane ’18 M.Div.
Christina Bost Seaton ’01
Anne Wilson Brown ’85
Stephen Calkins ’72
Tara Campbell ’20
Lise Chapman ’81 MBA
Mei Chen ’21
Billy Cheung ’99
M. Kemal Ciliz ’95 M.A.
Christopher Cole ’87
Bridget Cota ’09 MSN
Marianna Cuomo Maier ’19
Joao Pedro Drechsler ’16
Fred Douglis ’84
Romy Drucker ’07
Michael Duddy ’85 M.Arch.
Kem Edwards ’49
Rebecca Ehrhardt ’90
Danielle Ellison ’15
William Ellison ’18
Charles Farmer ’66
Jeffrey Feldman ’95 MBA
Julie Flynn ’88
Julia Fuller Nakayama ’89
Beth Garrabrant ’09 M.A.
Thomas Ginakakis ’09
Brian Hammerstein ’85
Sam Heffner ’02

Melissa Hilton ’83, ’89 MBA
Neil Hohmann ’91
John Homan ’02 MEM
Alison Poorvu Jaffe ’12
Torianto Johnson ’20 MAR
Jeff Jones ’66
Stewart Landefeld ’76
Kai Lassen ’64
Anthony Lavelly ’64
Carol Lee ’79
Michael Lei ’14
Charlie Lord ’87
Paul Mandell ’98 J.D.
Elizabeth Martin ’83 M.Arch.
Megan McHale ’17
John McKissack ’14
Mark Meyer ’94 M.D.
Paola Nastri ’98 Ph.D.
Alex Nguyen ’15
Mallet Njonkem ’18
Margo O’Donnell ’90
Neeta Ogden ’94
Renee Og ’21
Amy Oshinsky ’77
Lauren Patnaude ’03
Merz Peters ’55
Rachel Rajaseelan ’15
Charlene Ramos ’13
Tanya Rivero Warren ’95
Rich Roberts ’86, ’89 J.D.
Shana Katz Ross ’00, ’06 MBA
Ellen Ryan ’77
David Schamis ’95
Stephen Scher ’56, ’66 Ph.D.
Deborah Sherman ’89
William Shikani ’10
Andrew Sipes ’85
Jamie Stern ’72
Krysten Thomas ’18 MPH
Evangeline Tross ’78
Laura Vrana ’11
J. Gene Wang ’99 Ph.D.
Hannah Weisman ’20
Jill Wright ’95
Gregory Wolf ’92
Justin Zaremby ’03, ’07 Ph.D., ’10 J.D.
Gregory Zorthian ’75

Directors Absent

Anna Aversa ’87 M.A.
Sarah Better ’19
Mary Bowers ’01
Jacob Buchdahl ’94, ’97 J.D.
Jamie Cheney ’02
Jackson Cole ’20
Stephanie Davis ’12 MPH
Zachary DeWitt ’09
William Fishel ’09
Ethan Kaaretsky ’14
Firoozeh Kashani-Sabet ’97 Ph.D.
Danial Kilpatrick ’03
Curtis Large ’92
Philip Lebowitz ’72 M.D.
Ephran Lustgarten ’00
Darcy Troy Pollack ’87
Shady Qubaty ’20
Allison Rabkin Golden ’12, ’21 J.D.
Alyssa Yoon ’21

Staff Present

Lynn Andrews ’82
Davonna Approvato
Amanda Baker ’00 Mus.M.
Caitlin Beardsley
Stephen Blum ’74
Fiona Boucher
Dennis Bradley
Gloria Caprio
Janene Castaldi
Jenny Chavira ’89
Angela Chen
Andrea Clinton
Mary Beth Congdon
Heidi Dalaker
Tony Dini
Mark Donovan
Kiley Doyle
Devyn Evans
Diana Evans
Roe Fellows
Eugénie Gentry
Mathwon Howard
Katharine Ingram
Debby Jagielow
Jim Kenny
Susan Kigamwa
Sara Lehane
Laine Lipsher
Sandra Livramento
Gail McCulloch
Brian Nekoloff
Heather O’Connell
Virginia Otero
Melinda Papowitz
Gina Perricone
Levi Peterson ’14
Sarah Pinto
Joanne Roche
Ann Rumberger
Jane Rushmore
Cindy Sacramone
Chris Seager
Mike Sembos
Sharon Shatas
Simone Singh
Janelle Stevenson
Lilibeth Tapia  
Margo Tucker  
Jill Westgard  
Tracy Lynn Wyble

Ex-Officio Present

J. Weili Cheng ’77, Executive Director, YAA
Jerry Henry ’80 M.Div., Chair, YAA Board of Governors
Jocelyn R.H. Kane, Managing Director, Yale Alumni Fund
Joseph C. McNay ’56, Former Chair, Nathan Hale Associates
Joan E. O’Neill, Vice President for Alumni Affairs and Development
Ira Siegel, Co-Chair, Parents Fund

Ex-Officio Absent

Stephen C. Murphy ’87, Vice President for Finance and Chief Financial Officer
Bonnie Siegel, Co-Chair, Parents Fund

Former Chairs Present

Robert K. Hopkins ’86 MBA
Thomas Leatherbury ’76, ’79 J.D.
Bobbi Mark ’76
Randolph M. Nelson ’85
Nancy Stratford ’77
John M.R. Thomas ’80
Michael Tom ’82 M.D.

Former Chairs Absent

Marvin J. Deckoff ’53
Theodore T. Jones ’57
George M. Levin, Jr. ’66
Howard Newman ’69, ’69 M.A.
Wilson Nolen ’48
David Singer ’84
William Wright ’82
Welcome

Jocelyn Kane, Managing Director of the Yale Alumni Fund, welcomed attendees, reviewed housekeeping and technical items before presenting the Dean’s Thank You video.
https://vimeo.com/geomatrixproductions/review/662065916/a343718ca1

Chair’s Remarks

Marla asked for a moment of silence to remember Alumni Fund volunteers who have passed away since the last meeting.
Will Barnum, Class of 1950, Yale College Class Agent
Philip Borish, Class of 1949, Yale College Class Agent
Ayasko Fernando, Class of 2008, Yale College Class Agent
David Ingalls, Class of 1952, Yale College Class Agent
James Kingsbury, Class of 1956, Yale College Class Agent
Thomas Lovejoy, Class of 1971, Graduate School Agent
Sonya Oyekan, Class of 1970, Yale College Class Agent
Andrew Taniguchi, Class of 1982, Yale College Class Agent
Thomas Yamin, Class of 1960, Yale College Class Agent

2021-2022 Executive Committee

Marla recapped this year’s Executive Committee membership, making special note of Richard Roberts, Chair of the Nominating Committee, Andrew Sipes, liaison to GiveCampus efforts and Paul Mandell, Chair of the Law Fund. This committee meets monthly to discuss the goals of the Board and the Alumni Fund.

Chair’s Goals

Marla reiterated this year’s four goals and shared the results thus far. The Campaign launch goal was added last summer due to its priority status and the launch was a great success. Great progress has also been made towards the diversity goal. This year’s Board of Directors represents the most diverse Board in the history of the Alumni Fund. YAFSA (Yale Alumni Fund Student Ambassadors) has held several successful events. This past semester, several young alumni volunteers sent wellness texts to the Classes of 2020 and 2021. The purpose of this campaign was to help the new graduates feel connected to the university and alumni volunteers in their area. The participating volunteers offer resources and guidance to the alumni from whom they receive responses. The adoption of GiveCampus continues to grow. The Graduate School enjoys an 82% adoption rate and three other schools, including Yale College, are at 70%+. To date, 2,580 volunteers assigned to 62,000 solicitations for Yale College, the Graduate School, Reunion Giving, and professional schools including Architecture, Management, Medicine, Nursing, Public Health, Environment, Divinity and Law. 18,244 emails were sent via GiveCampus in December.

Current Results

The current results stand at 20,749 donors and $29 million raised. Those numbers represent 61% of the donor goal and 66% of the dollar goal achieved. 5,897 of our donors made leadership level gifts,
3,282 of our donors are new or reactivated from previous year and 221 Nathan Hale Associates Scholarships and 27 Nathan Hale Associate Fellowships have been confirmed.

**Current Results by School**

Nearly every school is ahead in revenue compared to last year. A $100,000 outright gift for the School of Medicine established a December challenge for the school’s new DEI designation. Yale School of Public Health held their first December challenge which leveraged a $25,000 gift, one of their largest annual fund gifts in recent history and spurred great participation for year-end giving. The Graduate School had a $75,000 challenger, their largest in history and it generated more than $200,000 in increased dollars from over 500 past donors. Yale College held two successful challenges: Yale College Leads for Students which netted 823 donors totaling $1,038,834 (21 new donors, 42 FY20 reactivated donors, 238 leadership gifts, 87 volunteer gifts) and the Yale College Year-End Challenge: 1,074 donors totaling $1,181,112 (13 new donors, 69 FY20 reactivated donors, 265 leadership gifts, 77 volunteer gifts).

Beginning next year, the Divinity School will meet the full tuition cost for all students with financial need as a result of their fundraising success and the performance of their endowment. Thanks to a landmark $150 million gift from David Geffen, present and future students at the David Geffen School of Drama will no longer pay tuition.

**Campaign Results**

The Alumni Fund campaign goals were announced at our October 2021 kick-off event. They are $350 million and 350,000 donors. Totals from fiscal year 2019 through today are $162.784 million raised and 176,189 gifts. That is an increase of more than 26,000 gifts and $22 million since our kick-off event in October. Every single gift makes a difference. All Alumni Fund gifts also count for the campaign *For Humanity*.

**Alumni Fund Campaign Kick-Off**

This was an important opportunity for volunteers and expanded on what we learned at the campaign launch. We heard from key campaign leaders including President Salovey, Joan O’Neill and Randy Nelson as they spoke about the campaign structure and how the Alumni Fund fits into the overall picture. We also gained a deeper understanding of the importance of volunteers and overall alumni engagement to the success of the campaign. Also announced were the Alumni Fund goals.

**Fall Highlights**

The Graduate School Fellowship program made a change this year that has been extremely successful. In fiscal year 2017, a decision was made to reduce the fellowship level from $10,000 to $5,000 to meet donors where they were. This year it was raised back to up $10,000 to align with the launch of the campaign. An overwhelming number of donors have increased their giving to sustain their fellowships. Already this year, we have confirmed 31 fellowships which is more than last year’s total number of donors across the $10,000 and above giving levels. The YAFSA program continues to make an impact on campus by raising awareness of the effect of Alumni Fund support on the student experience. This year's co-presidents are Mary Ben Apatoff ’24, daughter of Board and Executive Committee member Carol Lee ’79 and Sarah Flynn ’24 daughter of Board Member Julie Flynn ’88 and Graduate School agent Greg
Flynn ’92. This fall brought together a cohort of 40 YAFSA volunteers from Yale College, the School of Public Health, SOM and the Graduate School.

YAFSA held several events across campus including a Plant Your Roots event where students joined the Yale Facilities team in planting daffodil bulbs on Cross Campus and a service event at the Downtown Evening Soup Kitchen. YAFSA distributed gratitude postcards to students and their Instagram followers jumped to over 1,000. This fiscal year, the School of the Environment added 127 fundraising volunteers, nearly doubling their cohort of annual fund agents. ThankView, a video messaging tool, has been integrated into the work of the Alumni Fund. ThankView was used as the primary solicitation tool for the Yale Leads effort in November for Yale College during which over 18,000 alumni received a suite of videos featuring volunteers, students, and staff. It is also being used as a stewardship tool for leadership level donors as well as a cultivation tool for staff who are managing prospect pools.

Chair’s Awards

Marla recognized this year’s Chair Award recipients and encouraged all to read their profiles and watch the awards presentation video:

2021 Chair’s Award recipients
Henry Fernaine ’99
Neeta Ogden ’94
M. Kemal Ciliz ’95 M.A.
Richard Albert ’00, ’03 J.D.
Romy Drucker ’07
Andrew Sipes ’85

Marla then turned the program over to Brett Zbar ’94, Vice Chair.

Vice-Chair’s Remarks

Brett thanked the staff team who make the Board meeting possible before giving an update on the progress of this year’s Board workgroups.

Sounding Board

Brett gave an overview of the fall Sounding Board. November’s session was held in conjunction with the YAA Board of Governors and featured Stephen Murphy ’87, Vice President for Finance and Chief Financial Officer and new Class of 1987 Class Agent, who presented a financial overview of the university finances.

Nominating Committee

Brett thanked this year’s committee members for their help building a more robust pipeline of diverse and young volunteer leaders. This year’s committee is led by Rich Roberts and Samantha Heffner.

This past fall, the committee personally contacted over 200 young and diverse alumni to be Alumni Fund agents while gathering information about them that can used for future engagement strategies.
Brett reported that nine new young and diverse Alumni Fund agents have already been onboarded in underrepresented classes. Brett then called for nominations to the Board of Directors. He suggested considering the following factors when nominating a volunteer to the board: the composition of the current board and its representation of Yale College across decades, robust participation of Graduate and Professional School alumni/annual fund chairs and agents and diversity and the background of engagement with the Alumni Fund. All nominees must be current Alumni Fund volunteers.

Brett then introduced Kymberly Pinder ’95 Ph.D., Stavros Niarchos Foundation Dean, Yale School of Art to give her remarks.

Dean Pinder’s Remarks

Dean Pinder shared her professional background and her goals for the School of Art. Jocelyn then opened the meeting for questions and answers.

Meeting Adjournment

Marla Grossman thanked Dean Pinder for speaking before thanking volunteers for attending. After showing the Alumni Fund Spark video https://vimeo.com/617137007/60bb86ea34, Marla adjourned the meeting.