Board Members Present

Chairman: Marla Grossman ’90
Vice Chairman: Brett Zbar ’94
Elaine Akst ’97
Ann Aversa ’87
Marv Berenblum ’56
Sarah Better ’19
Christina Bost Seaton ’01
Anne Wilson Brown ’85
Stephen Calkins ’72
Tara Campbell ’20
Lise Chapman ’81 MBA
Mei Chen ’21
Billy Cheung Mei ’99
Bridget Cota ’09 MSN
Fred Douglass ’84
Michael Duddy ’85 M.Arch.
Charles Farmer ’66
Jeffrey Feldman ’95 MBA
Julie Flynn ’88
Sarah Flynn ’24
Brian Hammerstein ’85
Sam Heffner ’02
John Homan ’02 MEM
Stewart Landefeld ’76
Anthony Lavely ’64

Philip Lebowitz ’72 M.D.
Carol Lee ’79
Marianna Maier ’19
Paola Nastri ’98 Ph.D.
Alex Nguyen ’15
Mallet Njonkem ’18
Margo O’Donnell ’90
Renee Ong ’21
Amy Oshinsky ’77
Lauren Patnaude ’03
Allison Rabkin Golden ’12, ’21 J.D.
Rachel Rajaseelan ’15
Charlene Ramos ’13
Ellen Ryan ’77
Deborah Sherman ’89
William Shikani ’10
Krysten Thomas ’18 MPH
Evangeline Tross ’78
Tanya Warren ’95
Hannah Weisman ’20
Jill Wright ’95
Justin Zaremby ’03, ’07 Ph.D., ’10 J.D.
Gregory Zorthian ’75

Board Members Absent

Eric Allen ’76
Robert Allison ’67
Jessica Anschutz ’07 M.Div.
Mary Ben Apatoff ’24
Cansu Arslan ’19 MBA
Heaven Berhane ’18 M.Div.
Mary Bowers ’01
Jacob Buchdahl ’94, ’97 J.D.
Jamie Cheney ’02
Kemal Ciliz Mary Bowers ’95
Chris Cole ’87
Jackson Cole ’20

Stephanie Davis ’12 MPH
Zachary DeWitt ’09
J.P. Drechsler ’16
Romy Drucker ’07
Kem Edwards ’49
Rebecca Ehrhardt ’90
Danielle Ellison ’15
William Ellison ’18
Bill Fishel ’09
Julia Fuller ’89
Elizabeth Garrabrant ’09
Tom Ginakakis ’09
Melissa Hilton ’3
Neil Hohmann ’91
Alison Jaffe ’81
Torianto Johnson ’20
Jeff Jones ’66
Ethan Karetksy ’14
Andrew Karlin ’08
Firoozeh Kashani-Sabet ’97
Katherine Kaufman ’10
Dan Kilpatrick ’03
Curt Large ’92
Kai Lassen ’64
Tony Lavely ’64
Michael Lei ’14
Charles Lord ’87
Ephram Lustgarten ’00
Paul Mandell ’98
Elisabeth Martin ’83

Staff Present
Lynn Andrews ’82
Davonna Approvato
Amanda Baker ’00 Mus.M.
Caitlin Beardsley
Anne Bergen
Gloria Caprio
Tony Dini
Mark Donovan
Diana Evans
Eugénie Gentry
Mathwon Howard
Jim Kenny

Laine Lipsher
Sandra Livramento
Gail McCulloch
Heather O’Connell
Joan O’Neill
Sarah Pinto
Ann Rumberger
Chris Seager
Mike Sembos
Janelle Stevenson
Scott Strobel

Ex-Officio Present
Jocelyn R.H. Kane, Managing Director, Yale Alumni Fund
Joan E. O’Neill, Vice President for Alumni Affairs and Development

Ex-Officio Absent
J. Weili Cheng ’77, Executive Director, YAA
Jerry Henry ’80 M.Div., Chair, YAA Board of Governors
Joseph C. McNay ’56, Former Chair, Nathan Hale Associates
Stephen C. Murphy ’87, Vice President for Finance and Chief Financial Officer
Bonnie Siegel, Co-Chair, Parents Fund
Ira Siegel, Co-Chair, Parents Fund
Former Chairs Present

Bill Folberth ’66
Bobbi Mark ’76
Randolph M. Nelson ’85
Nancy Stratford ’77
John M.R. Thomas ’80

Former Chairs Absent

Marvin J. Deckoff ’53
Robert K. Hopkins ’86 MBA
Theodore T. Jones ’57
Thomas Leatherbury ’76, ’79 J.D.
George M. Levin, Jr. ’66
Howard Newman ’69, ’69 M.A.
Wilson Nolen ’48
David Singer ’84
Michael Tom ’82 M.D.
William Wright ’82
Welcome

Marla Grossman, Chair, opened the meeting by welcoming everyone to the final board meeting of the 2021-2022 fiscal year.

Chair’s Remarks

Marla welcomed all attendees and recognized former Chairs in attendance.
Biff Folberth
Bobbi Mark
Randy Nelson
Jack Thomas
Nancy Stratford

Marla thanked staff before asking for a moment of silence to remember Alumni Fund volunteers who have passed away since the last meeting.
William Baskin, Class of 1953, Yale College Class Agent
Terrell Carlisle, Class if 1957, Yale College Class Agent
David Christenson, Class of 1957, Yale College Class Agent
Mark Hardenbergh, Class of 1958, School of Architecture Agent
Robert Kleiger, Class of 1956, Yale College Class Agent

Chair’s Goals

Marla acknowledged the tremendous progress towards the Chair’s goals set in 2020 in conjunction with the staff team.

Campaign Launch

The Campaign launch was attended by over 6,000 registrants and was an amazing moment of pride for Yale!

Alumni Fund Kick-Off

The Alumni Fund Kick-Off was a first of its kind amongst our peer schools. This was an important opportunity for volunteers and expanded on what we learned at the campaign launch. We heard President Salovey, Joan O’Neill, Brett Zbar, Marla Grossman and Randy Nelson speak about the campaign structure and how the Alumni Fund fits into the overall picture. The Alumni Fund campaign goals were also announced. We gained a deeper understanding of the importance of volunteers and overall alumni engagement to the success of the campaign. Marla thanked those who were able to attend the recent session with Campaign Co-Chairs Randy Nelson and Donna Dubinsky and played the Spark video https://vimeo.com/617137007/60bb86ea34.

Board Diversity

Great progress has been made to have the Board more accurately reflect our alumni. 44% of FY22 board members identified with race and ethnicities other than white and include a greater representation of all decades. Graduate and Professional school representation has grown from 18 to 22%. This year’s Board of Directors represents the most diverse board in the history of the Alumni Fund.
There has been significant growth in young alumni volunteer recruitment, prospect development, and leadership gifts which adds to the diversity of our overall volunteer cohort and helps secure the future pipeline of donors for Yale.

Young Alumni and Students

Young alumni volunteer recruitment has grown significantly over two years with 143 young alumni volunteers recruited for Yale College, the Graduate School, and professional schools. 1,619 young alumni made leadership gifts totaling over $2M and 73 Yale College young alumni prospects were identified and assigned to gift officers.

The YAFSA program continues to make an impact on campus through campus events and recruitment. 658 students registered for Non-Profit Essentials and 579 gratitude postcards were distributed. Their Instagram has jumped to 1,478 followers. Senior Roll Call has replaced Senior Class Gift. Seniors participate by attending an event, taking YAF quizzes or making a gift to the Alumni Fund. 7 former student leaders are now board members and 5 are Alumni Fund Agents. This spring, YAFSA held 5 engagement events and facilitated 5 Instagram quizzes with over 1,100 student participants. 1,000+ students participated in Eli Day activities such as planting trees on campus, writing thank you notes, and creating gratitude videos. 174 students capped off the day by attending a silent disco.

Give Campus

GiveCampus adoption increased by over 20%. School of Management, Reunion Giving, and Law School have been added, bringing the total to 12 schools and programs adopting GiveCampus. New templates, resources and materials are available. The School of Public Health, Yale College and the Graduate School are leading the way with over 70% adoption. 2,580 volunteers are assigned to 62,000 fellow alumni.

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

Vice-Chair’s Remarks

Brett thanked the staff team before giving his update.

Campaign Results

From FY19 through today, more than $4B has been raised toward $7B goal. Having surpassed Yale Tomorrow total, For Humanity is now the largest campaign result in Yale’s History. In the Alumni Fund, $175.815 million has been raised from 181,929 donors representing an increase of more than 30,000 gifts and over $25 million since the kick-off event in October. Year-end numbers are strong with $39,243,896 cash received from 27,123 donors representing 89% of dollar goal achieved and 80% of donor goal achieved. Over 7,000 donors made leadership level gifts. Nearly 5,000 donors are new or reactivated donors and 300 Nathan Hale Associates Scholarships, and 31 Nathan Hale Associate Fellowships have been confirmed.

Current Results by School

Art, Drama, Engineering, Law, the Parents Fund, and Medicine have exceeded their cash goals! Yale School of Public Health held their first challenge this year leveraging a $25,000 gift, one of their largest AF gifts in recent history, and spurring December giving. The Graduate School had a $75,000 challenger – their largest in history – and generated more than $200,000 in increased dollars from over 500 past donors. The Yale College Year-End Challenge netted 1,074 donors totaling $1,181,112 in new gifts. The Yale College All-Hands April 72-Hour Challenge brought in nearly $300,000 from 400 donors.
North Star Metric

Through the work of the Executive Committee, the North Star Metric has been expanded to include all alumni. Brett reminded Board members to make a gift if they have not, and to let staff know if they have extra time this month to solicit. Brett invited Samantha Heffner, Vice Chair, Nominating Committee to give remarks.

Samantha Heffner, Vice Chair, Nominating Committee

Samantha thanked Brett, Rich Roberts, and the members of this year’s committee for their help building a robust pipeline of diverse and young volunteer leaders.

Presentation of Proposed Slate of Board of Directors

Samantha thanked the committee members who worked to compile the slate for Board of Directors before presenting the slate for approval. Marla Grossman asked for a motion to approve the Board of Directors slate and then asked for a second. Marla asked for an all-in favor vote. Marla announced a majority had given their approval for the Board of Directors slate and that the slate was approved. Samantha then presented the Board of Directors Leadership and Executive Committee slate for approval. Marla asked for a motion to approve the Leadership Board of Directors Executive Committee slates and then asked for a second. Marla asked for an all-in favor vote. Marla announced a majority had given their approval for the Leadership and Board of Directors Executive Committee slates and that the slates was approved.

Marla thanked Sam, Rich, the nominating committee, and all who helped to put together these tremendous slates. Marla then introduced Scott Strobel to give his remarks.

Scott Strobel’s Remarks

Scott Strobel gave his remarks. Jocelyn then opened the meeting for questions and answers.

Meeting Adjournment

Jocelyn thanked Scott Strobel for speaking before thanking volunteers for attending. Jocelyn closed the meeting with a tribute to Marla as she ends her term as Chair.