Yale Alumni Fund
Board of Director’s Meeting

Welcome
June 6, 2022
Marla Grossman ’90
Chair
In Memory

With appreciation to those who have passed away since the February 2022 meeting for their dedication and commitment on behalf of the Yale Alumni Fund.

William C. Baskin
Class of 1953
Timothy Dwight College
Alumni Fund Class Agent

David A. Christenson
Class of 1957
Pierson College
Alumni Fund Class Agent

Robert E. Kleiger
Class of 1956
Pierson College
Alumni Fund Class Agent

Terrell L. Carlisle
Class of 1957
Timothy Dwight College
Alumni Fund Class Agent

Mark H. Hardenbergh
Class of 1958
School of Architecture
Annual Fund Agent
Chair’s Goals

- Campaign Launch
- Alumni Fund Campaign Kick-Off
Chair’s Goals – Board Diversity

Fiscal Year 2021:
- Asian: 8%
- Black/African American: 6%
- Hispanic: 6%
- Native American/Alaskan Native: 2%
- Native Hawaiian/Oth Pacific Islander: 1%
- White: 78%

Fiscal Year 2022:
- Asian: 14%
- Black/African American: 10%
- Hispanic: 6%
- Native American/Alaskan Native: 1%
- Native Hawaiian/Oth Pacific Islander: 1%
- White: 67%

Fiscal Year 2023:
- Asian: 24%
- Black/African American: 10%
- Hispanic: 9%
- Native American/Alaskan Native: 1%
- Native Hawaiian/Oth Pacific Islander: 1%
- White: 56%

Approximately 30% with not reported or unknown excluded from totals.
Chair’s Goals—Young Alumni and Students
Chair’s Goals
GiveCampus

2,580 volunteers

62,000 assignments
for Humanity

Alumni Fund Campaign Goals
$350,000,000
350,000 Gifts

Alumni Fund Progress
$175,815,000
181,929 Gifts
Current Results

Goals
$44,000,000
34,000 Donors

Progress
$39,243,896
27,123 Donors
## Current Results by School

<table>
<thead>
<tr>
<th>School</th>
<th>Amount</th>
<th>Donors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architecture</td>
<td>$418,514</td>
<td>557 Donors</td>
</tr>
<tr>
<td>Art</td>
<td>$510,675</td>
<td>196 Donors</td>
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<tr>
<td>Divinity</td>
<td>$1,263,818</td>
<td>1,993 Donors</td>
</tr>
<tr>
<td>Drama</td>
<td>$2,551,654</td>
<td>277 Donors</td>
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<tr>
<td>Engineering</td>
<td>$218,343</td>
<td>179 Donors</td>
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<tr>
<td>Environment</td>
<td>$388,181</td>
<td>847 Donors</td>
</tr>
<tr>
<td>Graduate</td>
<td>$1,414,630</td>
<td>2,656 Donors</td>
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<tr>
<td>Law</td>
<td>$5,240,035</td>
<td>2,229 Donors</td>
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<tr>
<td>Management</td>
<td>$3,388,662</td>
<td>2,217 Donors</td>
</tr>
<tr>
<td>Music</td>
<td>$143,248</td>
<td>218 Donors</td>
</tr>
<tr>
<td>Nursing</td>
<td>$228,725</td>
<td>455 Donors</td>
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<tr>
<td>Public Health</td>
<td>$256,903</td>
<td>509 Donors</td>
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<tr>
<td>Yale College</td>
<td>$17,718,896</td>
<td>13,418 Donors</td>
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<tr>
<td>Yale College Parents</td>
<td>$4,103,289</td>
<td>1,185 Donors</td>
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# North Star Metric

## FY22 North Star Metric

<table>
<thead>
<tr>
<th>Alumni Fund</th>
<th>Total</th>
<th>Donor Projection Total</th>
<th>Annual Giving Dashboard Goal</th>
<th>Retention</th>
<th>Reactivation</th>
<th>New</th>
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<tbody>
<tr>
<td>Total</td>
<td>32,000</td>
<td>32,031</td>
<td>23,044</td>
<td>7,604</td>
<td>1,383</td>
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<tr>
<td>ARC</td>
<td>678</td>
<td>622</td>
<td>437</td>
<td>151</td>
<td>34</td>
<td></td>
</tr>
<tr>
<td>ART</td>
<td>243</td>
<td>231</td>
<td>149</td>
<td>57</td>
<td>25</td>
<td></td>
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<tr>
<td>DIV</td>
<td>1,758</td>
<td>1,748</td>
<td>1,237</td>
<td>347</td>
<td>164</td>
<td></td>
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<tr>
<td>DRA</td>
<td>499</td>
<td>453</td>
<td>302</td>
<td>137</td>
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<tr>
<td>ENG</td>
<td>232</td>
<td>241</td>
<td>171</td>
<td>44</td>
<td>26</td>
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<tr>
<td>ENV</td>
<td>1,288</td>
<td>829</td>
<td>600</td>
<td>179</td>
<td>50</td>
<td></td>
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<tr>
<td>EPH</td>
<td>802</td>
<td>749</td>
<td>500</td>
<td>166</td>
<td>83</td>
<td></td>
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<tr>
<td>GRD</td>
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<td>3,754</td>
<td>2,802</td>
<td>714</td>
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<tr>
<td>LAW</td>
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<td>2,998</td>
<td>1,885</td>
<td>963</td>
<td>150</td>
<td></td>
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<tr>
<td>MED</td>
<td>1,748</td>
<td>1,631</td>
<td>1,151</td>
<td>394</td>
<td>86</td>
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<tr>
<td>MUS</td>
<td>318</td>
<td>246</td>
<td>161</td>
<td>60</td>
<td>25</td>
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<tr>
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<td>553</td>
<td>543</td>
<td>383</td>
<td>132</td>
<td>29</td>
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<tr>
<td>SOM</td>
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<td>2,398</td>
<td>891</td>
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<tr>
<td>UYC</td>
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<td>17,542</td>
<td>12,903</td>
<td>4,310</td>
<td>330</td>
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## Year to Date

<table>
<thead>
<tr>
<th></th>
<th>Total</th>
<th>Retained</th>
<th>Reactivated</th>
<th>New</th>
<th>Projection Progress</th>
<th>Needed</th>
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<tbody>
<tr>
<td>FY22</td>
<td>24,993</td>
<td>20,055</td>
<td>4,307</td>
<td>631</td>
<td>78%</td>
<td>7,038</td>
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<tr>
<td>ARC</td>
<td>562</td>
<td>430</td>
<td>117</td>
<td>15</td>
<td>90%</td>
<td>60</td>
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<tr>
<td>ART</td>
<td>187</td>
<td>135</td>
<td>42</td>
<td>10</td>
<td>81%</td>
<td>44</td>
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<tr>
<td>DIV</td>
<td>1,464</td>
<td>1,171</td>
<td>224</td>
<td>69</td>
<td>84%</td>
<td>284</td>
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<tr>
<td>DRA</td>
<td>243</td>
<td>207</td>
<td>34</td>
<td>2</td>
<td>54%</td>
<td>210</td>
</tr>
<tr>
<td>ENG</td>
<td>187</td>
<td>156</td>
<td>22</td>
<td>9</td>
<td>78%</td>
<td>54</td>
</tr>
<tr>
<td>ENV</td>
<td>868</td>
<td>667</td>
<td>184</td>
<td>17</td>
<td>105%</td>
<td>-39</td>
</tr>
<tr>
<td>EPH</td>
<td>576</td>
<td>439</td>
<td>100</td>
<td>37</td>
<td>77%</td>
<td>173</td>
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<tr>
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<td>2,548</td>
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<td>642</td>
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<td>1,081</td>
<td>246</td>
<td>56</td>
<td>85%</td>
<td>248</td>
</tr>
<tr>
<td>MUS</td>
<td>217</td>
<td>173</td>
<td>42</td>
<td>2</td>
<td>88%</td>
<td>29</td>
</tr>
<tr>
<td>NUR</td>
<td>442</td>
<td>345</td>
<td>79</td>
<td>18</td>
<td>81%</td>
<td>101</td>
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<tr>
<td>SOM</td>
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<td>1,754</td>
<td>424</td>
<td>104</td>
<td>66%</td>
<td>1,193</td>
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<tr>
<td>UYC</td>
<td>13,568</td>
<td>11,163</td>
<td>2,246</td>
<td>159</td>
<td>77%</td>
<td>3,974</td>
</tr>
</tbody>
</table>
Sprint to the Finish

Thank You!
Samantha Warshauer Heffner ’02
Vice Chair, Nominating Committee
2021-2022 Nominating Committee

Richard Roberts '86, '89 J.D., Chair
Samantha Warshauer Heffner '02, Vice Chair
JP Drechsler '16
Elizabeth S. Garrabrant '09 M.A.
John Francis Homan, IV '02 MEM

Carol M. Lee '79
Charles P. Lord '87
Paul S. Mandell '98 J.D.
Laura E. Vrana '11
Jill R. Wight '95
Robert E. Allison ’67
Stephen Barrett Amdur ’01
Amy Atkeson ’95, ’99 M.D.
Martha Burson Bangiola ’11, ’18 MBA
Anne Casscells ’80
Xinyi Mei Chen ’21
Eugenie F. Cheney ’02
Thomas K. Emmons ’69
Christopher M. Faulkner-MacDonagh ’01 Ph.D.
Firoozeh Kashani-Sabet ’97 Ph.D.
Daniel G. Kilpatrick ’03
Michael W. Lei ’14
Paul Leong ’99 M.D.
Robert L. Lin ’82
Neeta Ogden ’94 M.D.
Renee H.L. Ong ’21

Amy Oshinsky ’77
Jessica Nicole Paindiris ’05
Maria Paola Nastri ’98 Ph.D.
Merz K. Peters ’55
Rahul R. Prasad ’87 Ph.D.
Rachel M. Rajaseelan ’15
Shana Katz Ross ’00, ’06 MBA
Andrew D. Sipes ’85
Paul Stroble, Jr. ’82 M.Div.
Jovan M. Tafoya ’21
Travis A. Torrence ’05 J.D.
Evangeline Wyche Tross ’78
Laura Vrana ’11
Margo Wolf O’Donnell ’90
Sarah Yoo ’18
Alyssa J. Yoon ’21
YALE ALUMNI FUND PROPOSED SLATES

BOARD OF DIRECTOR’S LEADERSHIP
Two-year term July 1, 2022 – June 30, 2024

Chair of the Board: Brett Zbar ’94
Vice Chair of the Board: Richard Roberts ’86, ’89 J.D.

BOARD OF DIRECTOR’S EXECUTIVE COMMITTEE
One-year term July 1, 2022 – June 30, 2023

Heaven Berhane ’18 M.Div.
Lise Pfeiffer Chapman ’81 MBA
Billy Cheung ’99
Bridget M. Cota ’09 MSN
Frederick Douglis ’84
Julie Applebaum Flynn ’88
Samantha Warshauer Heffner ’02
Maria Paola Nastri ’98 Ph.D.
Mallet Njonkem ’18
Amy Oshinsky ’77
Rachel M. Rajaseelan ’15
Charlene Requerme Ramos ’13
William J. Shikani ’10
Travis A. Torrence ’05 J.D.
Tanya Rivero Warren ’95
Scott Strobel
Provost and Henry Ford II Professor of Molecular Biophysics and Biochemistry
Thank You Marla!

- $85.759M Raised
- 71,217 Gifts
- 58 Events and Meetings
- 40 Bottles of Wine
In your roles as Vice Chair and Chair, you have worked tirelessly over the last four years to strengthen the Yale Alumni Fund Board of Directors in numerous ways. By focusing on increasing diversification of its members, working with Jocelyn and her team so we are knowledgeable about Yale and For Humanity, and creating networking opportunities with each other (yes, over Zoom these last two years!), you have inspired us to be the best for Yale. You have been a real gift to Yale and to us.

Thank you for your leadership!
~ Lise Chapman '81 MBA

Marla’s enthusiasm for Yale and the Yale Alumni Fund is infectious! This enthusiasm made her leadership very special. I especially valued her commitment to Diversity, Equity, Inclusion and Belonging at the fund. The impact of this work will be felt for years to come.
~ Richard Roberts ’86, ’89 J.D.

Marla’s term overlapped almost entirely with the Covid pandemic, and yet she handled her responsibilities with great grace and professionalism in these unprecedented times. Bravo, Marla!
~ Bobbi Mark ’76

When I first met Marla, it was on one of the shuttle buses at Convocation. I was so impressed with her enthusiasm for all things Yale! Getting to know Marla has been a pleasure and building a friendship beyond our work together for the Alumni Fund has been an added treat!
~ Carol Lee ’79
It's essential to try to leave a board stronger and more active than when you joined it. By recruiting Marla to serve as Board Chair, we accomplished that in spades. Marla has been an incredible servant-leader, working tirelessly to diversify the board and to make it more inclusive and more engaged, despite the ongoing challenges of Covid, remote meetings, and Zoom fatigue. We are stronger as a board because of her leadership and owe her a great big “Thank You!”

~ Tom Leatherbury ’76, ’79 J.D.

Marla was a model of steady leadership during a uniquely challenging time for the Alumni Fund. And the remarkable success of the fund on multiple levels during her tenure speaks for itself. She leaves big shoes to fill!

~ Paul Mandell ’98 J.D.

Marla is a fantastic leader, with high energy, and a positive attitude that is absolutely infectious (too soon?!!). Seriously, even with the extra challenge of conveying enthusiasm and her love for Yale over Zoom, Marla was extremely effective at energizing the entire Yale Alumni Fund community.

~ Brett Zbar ’94

Marla is an absolute force of nature. She captained the ship during the rough seas of Covid and was so positive and energetic throughout that it couldn’t help but raise our spirits too. The Alumni Fund is so lucky to have had Marla’s leadership during these times.

Thank you for your service!

~ Christina Bost Seaton ’01
Marla is an inspiring and engaging leader with an optimistic spirit that lifts up everyone around her. She truly brings out the best in everyone. Her brilliance, creativity, and dedication greatly benefitted the Alumni Fund. Yale was very lucky to have her.
~ Margo Wolf O'Donnell '90

Since my first days as a member of the Yale Alumni Fund Board and then the Executive Committee, Marla has been nothing short of the perfect leader — incredibly knowledgeable and productive, but also warm, sincere, and welcoming. A rare combination. In fact, it’s hard for me to imagine Executive Committee meetings without out her! Her leadership will be missed, but I have no doubt her inspirational work at the Alumni Fund will have a lasting impact.
~ Tanya Rivero Warren ’95

Marla set a new standard for leading crisp, engaging meetings, especially through the Zoom fatigue of the pandemic. During the most trying times of our isolation from one another physically, her ebullient personality raised our collective spirits, maintaining our connections with each other virtually.
~ Randy Nelson ’85
2022-2023
Yale Alumni Fund Board of Directors Meetings

September 19, 2022 (Yale Club of New York City)
February 6, 2023 (Virtual)
June TBD, 2023 (Yale Club of New York City)