



COMMITTEE ON ADVANCEMENT
PRE-MEETING AGENDA
Wednesday, November 13, 2024
11:30 a.m.

(or at the conclusion of the AFSSPRSC Pre-Meeting beginning at 10:30 a.m.)
Virtual Meeting: (646) 558-8656, ID#: 963 6642 3194

Committee Members:

Anita G. Zucker (Committee Chair), Richard P. Cole, Christopher T. Corr, James W. Heavener, Sarah D. Lynne, Marsha D. Powers, Patrick O. Zalupski

- 1.0 Call to Order and Welcome Anita G. Zucker, Chair
- 2.0 Roll Call Vice President Liaison
- 3.0 Review Draft Agenda for December Meeting Anita G. Zucker, Chair
 - 3.1 Review Draft Minutes
 - [June 13, 2024](#)
 - 3.2 Review Action Items
 - [ADV1](#) Optimizing Use of Donor Funds Maria Gutierrez Martin, Interim Vice President for Advancement
 - [ADV2](#) Campaign Planning Maria Gutierrez Martin
 - 3.3 Review Discussion Items
 - FY24 Final and FY25 Current Fundraising Performance Maria Gutierrez Martin
 - New Leadership Gifts (June – November 2024)..... Anita G. Zucker, Chair
- 4.0 New Business..... Anita G. Zucker, Chair
- 5.0 Adjourn Anita G. Zucker, Chair



COMMITTEE ON ADVANCEMENT

Meeting Minutes

June 13, 2024

President's Room 215B, Emerson Alumni Hall

University of Florida, Gainesville, FL

Time Convened: 11:14 a.m.

Time Adjourned: 11:25 a.m.

Committee and Board members present:

Anita G. Zucker (Committee Chair), David L. Brandon, John E. Brinkman, Christopher T. Corr, James W. Heavener, Morteza "Mori" Hosseini (Board Chair), Sarah D. Lynne, Daniel T. O'Keefe, Rahul Patel (Board Vice Chair), Marsha D. Powers, Fred S. Ridley, Patrick O. Zalupski.

Others present:

Ben Sasse, President; Scott Angle, Provost and Senior Vice President for Academic Affairs; Melissa Curry, Vice President for Human Resources; Dan Dillon, Vice President for Marketing and Senior Advisor; Kurt Dudas, Vice President/Jacksonville Lead; Elias Eldayrie, Vice President and Chief Information Officer; Robert Gilbert, Interim Senior Vice President for Agriculture and Natural Resources, Amy Hass, Vice President and General Counsel; Taylor Jantz, Chief Financial Officer; Mark Kaplan, Vice President for Government and Community Relations and University Secretary; David Kratzer, Senior Vice President for Construction, Facilities, and Auxiliary Operations; Maria Gutierrez Martin, Interim Vice President for Advancement; Stephen Motew, President and System Chief Executive Officer of UF Health; David Nelson, Senior Vice President for Health Affairs; Mary Parker, Vice President and Chief Enrollment Strategist; Raymond Sass, Vice President for Innovation and Partnerships; Penny Schwinn, Vice President for PK-12 and Pre-Bachelors Programs; Jim Staten, Senior Advisor to the President; Scott Stricklin, Director of Athletics; James Wegmann, Vice President for Communications; Heather White, Vice President for Student Life; members of the University of Florida community, and the public.

1.0 Call to Order and Welcome

Committee Chair Anita G. Zucker welcomed everyone in attendance and called the meeting to order at 11:14 a.m.

2.0 Verification of Quorum

Interim Vice President Maria Gutierrez Martin verified a quorum with all members present, except Trustee Cole who had an excused absence.

3.0 Review and Approval of Minutes

March 7, 2024 and May 14, 2024

Committee Chair Zucker asked for a motion to approve the minutes from the March 7, 2024, Committee Meeting, and the May 14, 2024, Committee Pre-Meeting, which was made by Trustee Corr and seconded by Trustee Heavener. Committee Chair Zucker asked for further discussion, after which she asked for all in favor of the motion and any opposed, and the motion was approved unanimously.

4.0 Discussion Items

4.1 Fundraising Performance (as of May 2024)

Interim VP Martin provided a high-level overview of the university FY2024 fundraising performance. As of June 7, 2024, we have raised \$402M in New Gifts and Commitments. We are projecting \$450M total raised by the end of FY2025. Our Endowment current value is \$2.46B with an estimated FY2025 payout of \$90M. She reminded the Board that 99.9% of the \$402M raised are restricted funds designated by the donor to a specific purpose within the university enterprise.

Board Chair Hosseini emphasized the importance of sharing the detailed assessment of the fundraising numbers with the Board. Committee Chair Zucker and Interim VP Martin confirmed they will provide it at the Retreat.

4.2 Summary of FY24 Leadership Gifts

Committee Chair Zucker and Interim VP Martin summarized some of the major gift commitments received in FY2024. Committee Chair Zucker noted these gifts align with President Sasse's university priorities and will have a beneficial impact on our faculty and staff.

- **Research Funding for Advanced & Metastatic Bladder Cancer in Clinical Trials**
 - An additional gift of \$2.5M from anonymous donors who made an initial test gift and were so impressed by the research they wanted to do more. Their additional gift will be used to support the progression of testing a novel therapy for advanced and metastatic bladder cancer in clinical trials. This new funding will allow for the research to shift to and supplement clinical trials in human subjects.
- **Interdisciplinary Gift of Software & Hardware**
 - A large undisclosed amount gift from Trimble will be utilized by the Herbert Wertheim College of Engineering (HWCOE) School of Sustainable Infrastructure and Environment, School of Forest, Fisheries, and Geomatics Sciences, and the College of Design, Construction and Planning in the new Ramos Collaboratory. This interdisciplinary gift will enable students to utilize industry-standard technology in the classroom before they begin working in their chosen professions and place students from a variety of disciplines at the cutting edge of technology, innovation, and experiential learning.
- **Need-Based Scholarships for COM-Jacksonville Medical Students**
 - A \$5M gift from an undisclosed couple who are grateful patients. This gift will provide need-based scholarships to medical students from the College of Medicine-Jacksonville.
- **Chair & Professorships in the HWCOE's Department of Electrical and Computer Engineering**
 - Over the last year, a generous donor has given more than \$2.5M to elevate his existing professorship to a chair and endow two new professorships for hardware security and quantum computing due to the incredible momentum and commitment to recognizing and recruiting the best and brightest faculty in the Herbert Wertheim College of Engineering's Department of Electrical and Computer Engineering. This gift comes after a

stewardship of his initial \$2M gift that supported rising star faculty awards and professorships in the HWCOE.

- **Student Scholarships in the HWCOE's Department of Industrial and Systems Engineering**
 - An increased estate commitment of \$5.25M from a donor's trust will support scholarships for entering or enrolled graduate students in the Department of Industrial and Systems Engineering in the Herbert Wertheim College of Engineering. When added to the previous commitment, this additional gift will bring the donor's total realized estate gift to \$12.8M. We should receive the funds in the new few weeks.
- **Faculty Excellence in Interdisciplinary and Practical Research**
 - We received three generous gifts to support our \$1B+ research output and global recognition goal to recruit and retain the most talented faculty capable of advancing discovery and innovation: 1. \$8.8M gift to support the Department of Astronomy's efforts to bring in world-class faculty, expand research support, enhance state-of-the-art facilities, and recruit graduate and post-doctoral students. 2. Nearly \$7M gift for the College of Veterinary Medicine's Animal Advocacy Initiative which includes two professorships and a few in forensic pathology. This gift also includes external outreach support to help train and educate future scholars and other community stakeholders on how to deter animal abuse; and 3. Additional \$5M estate commitment gift for the College of Veterinary Medicine to support small animal research to further elevate the college as a national research leader.
- **Experiential Learning, Scholarships and Student Recruitment**
 - We received a \$6M estate commitment to support the future needs of UF's championship-level Gator Athletics program to guide its forward momentum. We continue to raise funds for Machen Florida Opportunity Scholarship (MFOS) and merit scholarship programs.
- **FY25 Great Expectations**
 - Looking forward to FY2025, we currently have several initiatives underway in Athletics, UF Health, the Herbert Wertheim College of Engineering, and the College of Education in the areas of nursing, analog AI, computer science, mathematics, and literacy. These initiatives are associated with major 8-figure proposals that will be shared with the Board next quarter.

4.0 New Business

There was no new business to come before the committee.

5.0 Adjourn

There being no further discussion, Committee Chair Zucker adjourned the meeting at 11:25 a.m.

**COMMITTEE ON ADVANCEMENT
ACTION ITEM ADV1
December 12, 2024**

SUBJECT: Optimizing Use of Donor Funds

BACKGROUND INFORMATION

University units oftentimes cannot fully utilize historical endowments and non-endowed funds due to changing eligibility criteria, legal restrictions, and very restrictive fund purposes. Thus, these balances accumulate over time.

PROPOSED COMMITTEE ACTION

Following industry best practice, the Committee on Advancement is asking approval to conduct a holistic review of historical endowments and non-endowed funds to ensure fund balances are being actively leveraged per donor intent in support of university objectives for recommendation to the Board of Trustees for approval on the Consent Agenda.

ADDITIONAL COMMITTEE CONSIDERATIONS

None.

Supporting Documentation Included: None

Submitted by: Maria Gutierrez Martin, Interim Vice President for Advancement

Approved by the University of Florida Board of Trustees, December 13, 2024

Morteza "Mori" Hosseini, Chair

W. Kent Fuchs, Interim President and Corporate Secretary



**COMMITTEE ON ADVANCEMENT
ACTION ITEM ADV2
December 12, 2024**

SUBJECT: Campaign Planning

BACKGROUND INFORMATION

The UF Foundation is beginning to plan for the university's fifth comprehensive fundraising campaign. Planning will begin with current state analysis and a feasibility study. Once initial planning is completed, the UF Foundation will come back with timeline and fundraising target recommendations for the university to consider.

PROPOSED COMMITTEE ACTION

The Committee on Advancement is asked to approve the launch of campaign planning for the university's fifth fundraising campaign for recommendation to the Board of Trustees for approval on the Consent Agenda.

ADDITIONAL COMMITTEE CONSIDERATIONS

None.

Supporting Documentation Included: None

Submitted by: Maria Gutierrez Martin, Interim Vice President for Advancement

Approved by the University of Florida Board of Trustees, December 13, 2024

Morteza "Mori" Hosseini, Chair

W. Kent Fuchs, Interim President and Corporate Secretary