

**MINUTES OF THE BOARD OF DIRECTORS OF THE  
CALIFORNIA STATE UNIVERSITY SAN MARCOS UNIVERSITY FOUNDATION**  
A California Nonprofit Public Benefit Corporation

May 30, 2012

**Members Present:**

Helen Adams, Luanne Bas, David Bennett, Dan Calac, Sammi Carr, Maryann Edwards, John Fortune, Ed Fuller, Ron Gerevas, Barbara Harper, Linda Hawk, President Karen Haynes, Neal Hoss, Tony Jackson, John Pettitt, Jack Raymond, Esther Stearns, Steve Wagner, Jill Watts

**Members Absent:**

David Grooms, Ken Markstein, Josh Pack, Chris Tresse

**Staff Present:**

Cathy Baur, Bruce Genung, Donna Lutkus, Greg Svatora

**Guests:**

Jennifer Jeffries, Assistant Professor, Director, Joint Doctoral Program, CSUSM  
Tere Mendoza, Senior Advisor, Campus Advancement Programs, CSU

**Proceedings:**

On May 30, 2012, and pursuant to California Corporations Code Section 5211(a)(6) a business meeting of the California State University San Marcos Foundation Board of Directors was called to order at 12:15 pm by Mr. Jack Raymond, Chair of the Board.

**I. Welcome, Updates & Announcements:**

Mr. Raymond welcomed everyone to the meeting and noting that there are six new Board Members, Sammi Carr, Ed Fuller, David Grooms, Esther Stearns, Steve Wagner, and Jill Watts.

He advised that Linda Bailey resigned from the Board.

**II. Story of the Quarter:**

A student produced video showcasing the May 18<sup>th</sup> commencement ceremony was viewed by the Board.

**III. Business:**

**A. Approval of March 6, 2012 Foundation Board Meeting Minutes**

Mr. Raymond requested a motion to approve the previous meeting minutes, it was moved by Mr. Bennett and seconded by Mr. Fortune. The March 6, 2012 minutes were approved.

**B. Committee Reports**

i. Audit Committee

Ms. Adams reviewed the Form 990, which is essentially the Foundation's annual tax return. A complete form is available on the Foundation's website as well as filed with the California Registry of Trust.

ii. Joint Fundraising and Membership Committee

Mr. Hoss provided an overview of the Joint Fundraising and Membership Committee meeting. With 21 current external members and 3 internal members serving on the Board, the goal of the Membership Committee is to have 25 external members by the end of calendar year followed by 30 external members.

During the previous quarter, new members attended an orientations. The Membership Committee agreed that orientation is important and will invite existing members to attend as well.

Mr. Hoss provided a draft of the University's fundraising opportunities. He requested the Board's input as well as connections to those that might have interest in helping the University reach its goals for students, the community and the faculty.

Mr. Genung provided a Development update and advised that the University has raised over \$2.5 million year to date. There is over \$15 million in proposals currently in review or being developed. He provided background on several gifts that have been recently awarded.

iii. Finance and Investment Committee

1. Financial Statement and Investment Performance Snapshot as of 3/31/12:

Mr. Svatora reviewed a condensed version of the financial reports including:

- Comparative financial statements: short-term investments, long-term investments, other assets, total assets, liabilities, net assets, endowment balance, revenues, expenses, and change in net assets.
- Investment performance: quarter, year-to-date, and 12 months; with benchmarks, trends, and significant changes or actions taken or proposed to investment portfolio.

2. Fiscal Year 2012-13, Endowment Spending Rate:

Mr. Hoss reviewed the current endowment spending rates noting that scholarships and program endowments are currently at a rate of four percent for 2011/12. He noted that the Finance and Investment Committee recommends to the Board that the spending rate remain at four percent for the 2012/13 year.

Mr. Raymond requested a motion to approve keeping the endowment spending rate at four percent for both scholarships and programs for the

2012/13 year. It was so moved by Councilmember Edwards and seconded by Mr. Pettitt. All members present were in agreement to keep the endowment spending rate at four percent, thus the motion was approved.

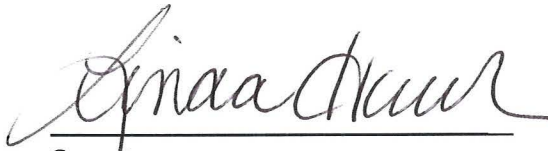
**IV. Chair's Remarks**

Mr. Raymond provided a special thank you to Mr. John Pettitt for his service as previous Board Chair. Board members then each shared their individual 'take-a-ways' from the meeting.

**Adjournment:**

There being no further business, Mr. Raymond adjourned the meeting at 1:05 pm.

Dated: May 31, 2012

  
Secretary