

**UNIVERSITY OF MINNESOTA**

**BOARD OF REGENTS**

**Work Session**

**December 8, 2005**

A work session of the Board of Regents was held on Thursday, December 8, 2005 at 1:15 p.m. in the East Committee Room, McNamara Alumni Center.

Regents present: Patricia Simmons, presiding; Clyde Allen, Anthony Baraga, Peter Bell, Frank Berman, Dallas Bohnsack, John Frobenius, Steven Hunter, David Larson, Lakeesha Ransom.

Staff present: President Robert H. Bruininks; Executive Director Ann Cieslak; and Associate Vice President Gerald Fischer.

Regent Simmons called the work session to order and announced that the purpose of the meeting was to engage in discussion regarding financing strategies for private fundraising and support in light of the University's strategic vision and goals.

President Bruininks indicated that today's discussion related to the Board's September 2005 Work Session regarding financing strategies that will support the strategic positioning initiative. Questions for consideration during this discussion include:

1. What will be the role of private support in future funding of the University?
2. Will private support continue to fund the "margin of excellence" or are there ways it can contribute to the University's core funding?
3. What are critical success factors in raising higher levels of private funding?
4. Is the University positioned for success?

Fischer provided information on gift production over the past 23 years, the impact on the University from private gifts, and growth in voluntary support and in endowments. He reviewed national trends and talked about the motivation behind large gifts. Fischer stated that the goal is to move the University of Minnesota to a higher level of private support. Critical success factors in this effort will involve: 1) a focus on transformational and major gifts; 2) providing a compelling case that aligns the University's vision, strengths, and priorities with donors' goals; 3) leadership commitment and focus; and 4) a top-quality development operation.

The Board engaged in discussion with a number of observations:

- There has been a significant increase in private support over the last few years nationally.
- State support has declined recently. However, it is important for state leaders to understand that private support cannot replace state funding.
- The ability of the University to integrate programs across disciplines will play a critical role in the success of fundraising.
- Deans and other leaders will play an increasingly critical role participating in successful philanthropy as well as in the proposed integration of programs.
- A different approach will be needed to attract new venture philanthropists.

- It is important to cultivate the donor communities, especially the University's alumni.
- It is imperative that the University only accept appropriate gifts that are totally within the mission of the University.

The work session adjourned at 2:17 p.m.

**ANN D. CIESLAK**  
**Executive Director and**  
**Corporate Secretary**