

Minutes approved by the Board of Regents at the March 6 & 7, 2025, meeting.

**UNIVERSITY OF NEVADA, LAS VEGAS FOUNDATION
MEETING OF THE MEMBERS OF THE CORPORATION**

University of Nevada, Las Vegas
Student Union, Ballrooms B & C
4505 S. Maryland Parkway, Las Vegas

Thursday, December 5, 2024

Video Conference Connection from the Meeting Site to:
System Administration, Reno
2601 Enterprise Road, Conference Room
and
Great Basin College, Elko
1500 College Parkway, Berg Hall Conference Room

Members Present: Mrs. Amy J. Carvalho, Chair
Dr. Jeffrey S. Downs, Vice Chair
Mr. Joseph C. Arrascada
Mrs. Susan Brager
Mr. Byron Brooks
Ms. Heather Brown
Mrs. Carol Del Carlo
Mr. Pete Goicoechea
Ms. Stephanie Goodman
Mr. Donald Sylvantee McMichael Sr.
Ms. Laura E. Perkins

Members Absent: Mr. Patrick J. Boylan

Land Acknowledgment

Before beginning, we take a moment to recognize that here in Nevada we stand on the land of the Wa She Shu – Washoe; Numu – Northern Paiute; Nuwe – Western Shoshone; and Nuwu – Southern Paiute. We take a moment to recognize and honor their stewardship that continues into today. With this recognition, we state an intention to rightfully include their voice and respect them as the 27 sovereign tribal nations of Nevada.

Chair Carvalho called the meeting to order at 9:07 a.m. with all members present except Regents Boylan, McMichael, and Perkins.

1. Information Only – Public Comment – None.
2. Approved – Annual Report – The Members of the Corporation approved the University of Nevada, Las Vegas (UNLV) Foundation Annual Report, including the Annual Gift Report. (Ref. UNLV-2 on file in the Board Office.)

UNLV Foundation Board of Trustees Chairperson Tony F. Sanchez III '88 presented the University of Nevada, Las Vegas (UNLV) Foundation Annual Report, including the Annual Gift Report.

2. Approved – Annual Report – *(Continued)*

Regent Perkins entered the meeting.

In response to a question from Regent Brown related to the annual awards dinner attendance, Chairperson Sanchez stated coming up with a date is always difficult and there will always be conflicting events. The Foundation has traditionally had the dinner in the first week of October, which unfortunately coincided with one of the largest gaming expos. The Foundation will work to ensure attendance matches that of the past. The Foundation has announced that this year's keynote speaker is the iconic and world-famous Chef José Andrés.

Regent Perkins left the meeting.

Regent Brown asked the Foundation to share strategies for the upcoming capital campaign. Vice President of Philanthropy and Alumni Engagement Rickey McCurry reported that the Foundation has engaged a consulting firm to prepare a capacity analysis of the Foundation's database for the campaign. They identified \$21 billion in potential capacity in terms of the Foundation's relationships and people who support the institution. The Foundation must develop relationships by connecting with those individuals to build upon the relationships in place. One of the ways the Foundation will do that is through its new customer relationship management (CRM) system which will help enhance the Foundation's efforts. The Foundation also continues to develop engagement strategies related to alumni. It will not be an easy task, but they are working to create a campaign culture of philanthropy.

Regents Perkins entered the meeting.

Regent Brown asked what efforts are being directed at faculty and staff engagement. Vice President McCurry noted that the Foundation held its first faculty and staff appreciation barbecue three years ago. This year 700 faculty and staff participated in the event. The Foundation has also started inviting students, faculty, and staff for lunch where the Foundation talks about what philanthropy is and how they can engage in developing and helping the Foundation develop relationships so that people will invest in the University. Regent Brown noted that the last time he presented she was disheartened that he blamed the staff and software for missteps that had occurred. She believed that a leader should take all the blame and give all the credit. She stated she wasn't hearing that rhetoric today, but she did want to say that it did shock her. Vice President McCurry believed what he mentioned was the Foundation had several staff vacancies and as a result, the Foundation did not have people representing some of the units or raising money.

In response to a question from Regent Brown asking when the campaign will begin, Vice President McCurry responded the Foundation is currently in the pre-planning process in which different units such as athletics have begun the public process of a fundraising campaign. The campaign is a combination of smaller campaigns that build into the bigger campaign.

Regent McMichael entered the meeting.

2. Approved – Annual Report – (Continued)

In response to a question from Regent Brooks related to the substantial drop in fundraising over the past three years and what they attribute that to, Vice President McCurry responded it was due to staff vacancies. If the Foundation does not have people to fundraise and represent the units then there will be a drop in those areas. Timing also plays into the decrease. The Foundation had donors who were planning to make some deals, but some were delayed as a result of COVID or other changes. Vice President McCurry added that this year is seeing an uptick in gifts with new things on the horizon.

Regent Del Carlo stated the UNLV Foundation has the highest rate of expenses at 30 percent and asked why it is so high. Vice President McCurry reported that expenses include salaries and benefits for staff. For areas such as professional schools, those fundraising individuals will have higher salaries and benefits. The Foundation also has administrative, program, professional, and events costs associated with fundraising.

Regent Del Carlo noted she would like to see the last 10 years of expenses because 30 percent is a lot of money. Vice President McCurry stated they would be happy to provide that information.

Vice President McCurry reported on how the Foundation was involved in the Sands Institute for Chinese Language and Culture. Regent Brown acknowledged UNLV Executive Vice President Chris Heavey's involvement.

Regent Brager moved approval of the University of Nevada, Las Vegas (UNLV) Foundation Annual Report, including the Annual Gift Report. Regent Goodman seconded. Motion carried. Regent Boylan was absent.

3. Information Only – Officers – The UNLV Foundation Board of Trustees selected the following individuals as officers of the Foundation:

Tony F. Sanchez III '88, Chairman
Michael J. Bonner '78, 1st Vice Chairman
Daniel J. Tuntland '94, 2nd Vice Chairman
George W. Smith, Treasurer
Susan A. McQuilkin, Secretary (appointed by UNLV President)

4. Approved – Consent Items – The Members of the Corporation approved the UNLV Foundation consent items.

4a. Approved – Financial Statements and Management Letter – The Members of the Corporation approved the UNLV Foundation Audited Financial Statements for the year ended June 30, 2024, along with the top 10 payee schedule and the Audited Financial Statements for the year ended June 30, 2024, for the UNLV Research Foundation, the UNLV Alumni Association, and the UNLV Rebel Golf Foundation as well as the Reviewed Financial Statements for the year ended June 30, 2024, for the UNLV Rebel Football Foundation and the UNLV Rebel Soccer Foundation, along with the top 10 payee schedules. (Refs. UNLV-4a(1) and UNLV-4a(2) on file in the Board Office.)

4. Approved – Consent Items – (Continued)

- 4b. Approved – New Appointments (FY25) – The Members of the Corporation approved the following appointments to the UNLV Foundation Board of Trustees, each for a three-year term beginning July 1, 2024:

Joseph DeSimone Jr.
Anthony L. Gladney '88
Gerry Shear '10

- 4c. Approved – Reappointments (FY26) – The Members of the Corporation approved the reappointment of the following individuals to the UNLV Foundation Board of Trustees for another three-year term beginning July 1, 2025:

Gary Ackerman	Gregory T.H. Lee
Michael J. Bonner '78	Marilynn Mack
Kerry Bubolz	Greg McKinley '80
Craig Cavileer	Helga Fuenfhausen Pizio, M.D.
Cedric Crear	Ted Quirk
David I. Garcia	David D. Ross '85, '05
Brian L. Greenspun	Larry Ruvo
Peter Guzman	Brian K. Steadman
Derrick Hill	Tito Tiberti
Slava Kohl '05, '13	

- 4d. Approved – Appointment of New Trustee Emeriti (FY24) – The Members of the Corporation approved the appointment of the following individual as trustee emeritus, effective on July 1, 2024

Chip Johnson '71

Regent Brown moved approval of the UNLV Foundation consent items. Regent Del Carlo seconded. Motion carried. Regent Boylan was absent.

5. Information Only – New Business

Regent Brown requested that the UNLV Foundation submit a monthly update to the Board of Regents until they feel confident in the Foundation's plan.

Regent Del Carlo requested the past 10 years of expense percentages at the UNLV Foundation.

Regent Brooks left the meeting.

6. Information Only – Public Comment – None.

The meeting adjourned at 9:39 a.m.

Prepared by:

Angela R. Palmer
Special Assistant and Coordinator
to the Board of Regents

Submitted for approval by:

Keri D. Nikolajewski
Chief of Staff to the Board of Regents