

Bellarmino Guild

Board Meeting Minutes

Tuesday, January 22, 2019

Attending: Pasqualina Berkowitz, Gina Flynn, Kim Hoover, Wendy Moore, Regina Bobroske, Jackie Steed, Tracy Hoerdemann, Sara Jannott, Maureen Sawyer, Meredith Donohue, Colleen Murphy, Ellen Boyle, Caroline Feroletto, Karen Jacobs, Anissa Shannon, Christine Howard, Donna Gill, Cybelle Santo Domingo, Sue Cipollaro, Melissa Gough, Anne Day, Betsey Auray, Lisy Martinez, Kim Spangler, Kristin Michetti, Jen Harding, Stacy Bowery, Lara Stewart

Absent: Shannon Nordlinger, Maureen Fox, Dana Kery, Kathleen Andrews, Lana Quincy, Mary Ellen Brennan-Connolly, Cathleen Davenport, Jeannine Graf, Antonietta Fitzgerald, Elizabeth Stern, Deb Kavanaugh, Dana Walsh, Celeste McGillacuddy, Amy Fenton, Tracey Picarazzi, Lisa Bosken, Lynn Eckert, Deb Reynolds, Roisin Barry, Joy Gifford, Diana Louw, Danielle Rothe, Maria Martucci

Co-President, Pasqualina Berkowitz, called the meeting to order at 6:07 PM.

Spirituality Co-Chair, Sue Cipollaro said the opening prayer.

Guest Speaker: Rick Henderson, Vice President of Advancement, thanked the Bellarmine Guild for all of our hard work. He provided an overview of his department and the annual fund efforts (including The Parent Fund) and existing projects that fall under his umbrella:

Annual Fund/Marketing Efforts:

Alumni: There are over 13,000 alumni names in the database. Of those, 11,000 are “solicitable” in that Prep has their e-mails, phone numbers and/or addresses. Kathy Norell serves as the liaison for alumni relations.

Marketing: Basically any piece of material that leaves Prep goes through Rick’s office. Admissions falls under this umbrella. Ron Derosa oversees in-house creation of all videos and graphics.

Major Gifts: (Defined as \$50,000+) 1800 alumni are capital rated for their ability to give major gifts.

Endowment Growth: Prep has an endowment of \$32 million and is doing very well versus competitors. This figure has grown from \$24 million in just four years.

Events: The Spring Auction is the biggest event of the year. However, regional events are also held in New York, Chicago, and Florida. These are designed to help keep alumni involved.

Capital Projects: Capital Projects encompasses the strategic plan of the school. The majority of the school budget comes from tuition. The remainder comes from the Annual Fund. Our tuition is not equal to the actual cost per student. The gap is filled by the Annual Fund.

Existing Projects:

Arts: A donor is providing funds that will allow Prep to showcase student work across the arts including music, writing and fine arts.

Friends of Athletics: Rather than donating to a general athletic fund, Prep is now allowing donors to direct their funds to specific sports or efforts as they wish.

Dean of Missions: \$2.5 million in gifts from the Endowment have been earmarked for the Dean of Mission. This ensures that funds are ready if, in the future, there is a lay President at Prep. This guarantees that the Jesuit mission stays intact.

Science & Technology: All life science labs at Prep require updating. Prep is planning to develop a STEM center in the basement of Xavier. This space will also allow for robotics and engineering labs. Currently, Prep ranks #25 for STEM on niche.com. This new space will allow Prep to surpass our competitors in this area.

Entrepreneurship Program: This is a game changer for Prep. It is comparable to many business/entrepreneurial at the university level and will catapult Prep above competitors. The program will be launched for the '19-'20 school year. It will allow students to learn both on and off site and will bring their business plans to life by with a "Start-Up" competition. Students will be supported by both faculty and Alumni. This program will be funded by a Prep Alumnus who started a comparable program at Boston College. It is not only a big opportunity for our boys but is good for Prep's marketing efforts as well.

Campus Expansion: Planned changes to Brisette include a new weight room, turf, a double wide gym and coaches offices. Expansion will also feature a new entrance with handicapped access.

Rick closed his presentation by reminding everyone that we (parents and faculty) are all — even the boys — part of the Advancement team.

Co-Presidents' Report: Pasqualina reminded the group that nominations for next year's board will take place next month. She asked that everyone look over the by-laws and positions to be filled.

Secretary's Report: Gina Flynn made a motion to approve the minutes from the December 5th meeting. It was seconded by Ellen Boyle and unanimously approved.

Treasurer's Report: Lisy Martinez said that we now have a bank of donated tickets for upcoming events. Therefore, donations will not be needed for the Fashion Show or the Mother-Son Communion Breakfast.

Vice Presidents' Report. Sara Jannot is reviewing the by-laws for next year. There are no major changes, however, she asked all committee chairs to review the number of volunteers needed.

Staff Appreciation: Regina Bobroske reported that the next scheduled event is a breakfast on 2/13. It will be sponsored by the Freshman class. They are currently working on donations.

Enrichment: Stacy Bowery mentioned that the next event is the Yale Museum Tour. Information will be provided soon.

Slide Show: Jackie Steed reported that 60 photos have been submitted. The first event where the slide show will be used is the Fashion Show on 4/4.

Nominating: Maureen Sawyer asked everyone to think about what they would like to do next year. Open positions will be sent out after the break. Please tell friends to sign-up or nominate yourself for a position. In addition, please reach out to incoming freshman moms.

Hospitality: The next event is the 2/8 mothers' mass.

Freshman Reps: Jen Harding alerted the group that although the Semis Dance is not on the calendar, many people assumed it was still scheduled. There is some disappointment surrounding the elimination of this event. However, Prep is looking at alternative events for spring.

Senior Reps: Colleen Murphy said that a dance has been added for the senior class on 3/1. The theme was voted on by the boys and is matching costumes. A sign-up genius will be up shortly.

Fashion Show: Karen Jacobs reminded everyone that the Fashion Show will be held on 4/4 at the Patterson Club. Many mom-son pairs will walk the show.

Auction: Melissa Gough reported that the next meeting will be held on 2/7 at 7PM. Sub-committees were set up at the last meeting and anyone who wants to volunteer can sign-up. Sign-ups for Bunco are open and parents of incoming freshmen are welcome.

Please note that parents of incoming freshmen are welcome to join the Bellarmine Facebook Group. However, they need to note that their boys are members of the class of 2023 to be added.