

**REPORT OF THE UNIVERSITY ADVANCEMENT COMMITTEE  
COUNCIL OF TRUSTEES  
Indiana University of Pennsylvania  
Thursday, March 17, 2022**

The University Advancement Division, under the leadership of Vice President Khatmeh Osseiran-Hanna, noted continued success with engagement-scoring growth. Communications with IUP alumni and constituents remain on the uptick, with data confirming that increase through electronic-communication open rates.

The Office of Alumni and Constituent Engagement coordinated the December graduation ceremonies, hosting 275 undergraduate students and 102 graduate students at the in-person ceremonies on December 11, 2021. Seventy-eight graduates participated via the virtual commencement presentation.

A key focus in early April will be the Celebration of Philanthropy event, the Volunteer Appreciation Breakfast Award Presentation, and the Distinguished Alumni Awards Gala.

The Annual Giving program is currently at 94 percent of a \$279,000 goal for fall-donor and year-end giving appeals. Total commitments for the first half of fiscal year 2021-22 totaled \$690,012 in this area.

The Office of Advancement Services has continued its work maintaining active prospects totaling 142,123 living alumni and 6,400 organizational records, including corporate and foundation records.

Gift officers in University Advancement have continued their focus on obtaining commitments of \$25,000 and greater to support university priority initiatives. Twenty gifts totaling \$1,907,010 have been secured.

Another key initiative for special projects in fiscal year 2021-22 has included the African American Alumni Scholarship, which is currently at \$19,257 of a \$100,000 goal.

The Office of Strategic Partnerships has identified several key highlights, including a \$125,000 gift from the Statler Foundation. A \$50,000 scholarship was also received from Diversified Energy Corporation, showcasing community and corporate support for IUP.

Work continues in the Punxsutawney area as a \$1-million Redevelopment Assistance Capital Program award was received for the IUP Academy of Culinary Arts Building Project. A meeting with Punxsutawney representatives was facilitated to discuss a proposal for Jefferson County as a possible collaboration with IUP in academic research areas.

The Foundation for IUP has distributed (year to date) \$3,675,775 in scholarship support and \$143,645 in programmatic support. Total year-to-date Foundation for IUP support is \$3,819,420.

Chris Koren, director of Strategic Partnerships, presented an overview of priority initiatives for university internal/external collaboration in a comprehensive, dynamic approach. Examples noted were the IUP/IRMC Health and Wellness Collaborative, Punxsutawney development, and other regional community relations, such as the Indiana County Chamber of Commerce collaboration on revamping the student discount program.

This concludes my report.

Jennifer Baker, Chair  
University Advancement Committee