

**REPORT OF THE UNIVERSITY ADVANCEMENT COMMITTEE
COUNCIL OF TRUSTEES
Indiana University of Pennsylvania
Thursday, May 5, 2022**

The University Advancement Division, under the leadership of Vice President Khatmeh Osseiran-Hanna, has noted continued progress in meeting goals for this quarter. The Annual Giving campaign is projected to reach 94 percent of its \$974,500 goal. Giving Tuesday raised more than \$60,000. Nathan Bish, interim director of Advancement Services and Annual Giving, provided a look behind the curtain of his office and all of its operations.

Custom impact reports and the annual donor report are being finalized through the Office of Alumni and Constituent Engagement. The volunteer e-newsletter open rate has climbed 4 percent to a 61 percent open rate.

Celebration weekend brought many smiles to IUP's Distinguished Alumni, leadership, and close family. The Celebration of Philanthropy was held in the Kovalchick Complex's Ed Fry Arena on April 8, paying tribute to the university's generous donors and scholarship recipients. The night also provided an opportunity for IUP leadership and alumni to honor the university's successful student-athletes. Many IUP Ambassadors attended this event and were acknowledged for their support and leadership.

The Volunteer Appreciation Breakfast welcomed 97 attendees in the Kovalchick Complex's PNC Room. Regina Stover, Class of 1975, was an engaging keynote speaker and captured the audience with her good humor and humbling volunteer stories.

The weekend closed with 105 individuals attending the Distinguished Alumni Awards Gala. Seven notable alumni were honored throughout the evening in the beautiful Blue Room of Sutton Hall.

The Office of Strategic Partnerships has continued to facilitate several corporate meetings to bridge the gap between IUP and these corporations. Some corporations to note are New Pig, ICC Ammo, and Kongsberg ProTech USA. Ongoing partnership conversations have continued with the 1889 Foundation and PNC Charitable Trusts.

This office coordinated an informational and collaborative gathering at the Punxsutawney West Campus for the area's stakeholders on March 30. Punxsutawney Borough and Jefferson County officials, IUP leadership, Punxsutawney Regional Advancement Council members, and IUP main campus students, among other guests, attended this meeting to hear the latest updates on the IUP Academy of Culinary Arts Master Plan.

The office also took the lead preparing for the first ever IRMC Day at IUP, April 7, 2022, on the IUP campus. This event boasted 180 attendees during an informative morning in which Randall Longenecker of Ohio University spoke on "How Partnerships Can Define Rural Health Care." Students, faculty, Indiana Regional Medical Center employees, and IUP leadership had the opportunity to engage with one another while learning about COVID wastewater research, lab research, food and nutrition, and nursing. A health care professionals' luncheon provided an opportunity for IUP students to interact with IRMC employees to explore career pathways and build further connections. This successful event has helped to bolster the partnership between IUP and IRMC.

During fiscal year 2021-22, the University Advancement Division has received 29 major gifts totaling \$2,800,059. Special Projects have raised \$131,257 during this time. Finally, Planned Giving gifts have totaled \$11,976,191. The total raised as of March 31, 2022, is **\$16,755,527**, which is double what the division had raised last year at this time.

This concludes my report.

Jennifer Baker, Chair
University Advancement Committee