**Progress Report – June 2013 – Fostering Client Relationships**

**Strategy:** Establish and nurture client relationships that enhance philanthropic support (3.4.)

**Date:** Semianual Report - May 2013

**Summary of Activities**
Two major meetings were called during this time period:

1. Dr. Jandrey and Dr. Culp met with a strategically-identified and key group of people for a brainstorming session. The group consisted of Tom Venturino, David Wilson, Michael Kent, Penny Farnham, Kim Nye (for G. Ferraro), Karl Jandrey, Gary Magdesian, Geraldine Hunt, and Bill Culp.

**Points of Focus included:**
   a. What are the questions that clients and donors may ask?
   b. Who are the target groups for philanthropic support?
   c. How do we keep people informed?
   d. Who are the target people within the School of Veterinary Medicine that are going to lead this drive?
   e. What are the points of access for donors?

**Next Steps:**
   a. Identify individuals to lead each particular identified focus area.
   b. Identify areas of overlap with other Strategic Goals and contact leaders of those goals.

2. Dr. Jandrey and Dr. Culp met with a group of individuals focused specifically on continuing education. At this meeting, we discussed potential continuing education opportunities and areas of focus. Dr. Jandrey is actively working on several meetings that would bring awareness to the UC Davis School of Veterinary Medicine. This increased awareness will likely identify individuals that are interested in the topic being presented which subsequently could result in increased philanthropic support for those topics.

**Resource Materials/Data Analysis**
See above

**Upcoming Activities/Initiatives**
See above

**Accomplishments**
See above