



General Membership Meeting Minutes

Monday, September 15, 2025 at 2 p.m.

Via Zoom

- Call to Order Lauren Sangimino
 - The meeting was called to order at 2:04PM.

- Consent Agenda Items Bryan Rothstein
 - Approval of June General Membership Meeting Minutes
 - Approval of Agenda
 - **Motion to approve Consent Agenda Items (June 2025 General Membership Meeting Minutes and September Agenda).**
 - 1st: Danny Robinson
 - 2nd: Bob Herr
 - **Motion carries.**

- Business Agenda Items Lauren Sangimino
 - President's Report
 - Traditionally held in person decided virtual so those not at NACAC could attend and help save on cost
 - Helping to gather with a reception this Wednesday Hosted by NAZ
 - E-Board retreat at Marist– thanks to Marist and CIA
 - Committees hit the ground running
 - Met with Merrill Lynch– said we are a poster child for Non-profits
 - Thanks to finance committee
 - We are trying to find new revenue opportunities considering that the NACAC revenue share will no longer exist.
 - VP of Comms created a Comms Calendar and this was great
 - Kudos to her for the membership renewal seamless
 - SI at Marist– huge success
 - SLA at UAlbany– amazing.
 - Past President's Report Dave Follick
 - Year 2 of Regional Reps
 - Working on Bylaws
 - Awards and elections will be in the Spring
 - See Dave if interested

 - President-Elect's Report Haniya Mee
 - Working with Naz closely for the event at NACAC later this week
 - Steering committee just getting started– 50 people
 - First meeting next week
 - Conference Naz- June 2-5, 2026

- Old/New Business:
 - VP IAS Name Change- Lauren Sangimino
 - See Lauren's Notes:
 - Voted to change name to Impact and Success (VPIAS- VP of Impact and Success) the work is not changing just the words in the title– so we are not flagged or in violation
 - Helps to protect our names
 - I move to change the Vice President for Inclusion, Access, and Success title to Vice President for Impact and Success.
 - First: Danny Robinson
 - Second: Amy Golden
 - Motion Carries
 - Staggering of Terms: Dave Follick
 - I move to allow the NYSACAC Past-President to make a one-time term alignment for the NYSACAC Representative position in 2027 to stagger terms to ensure a majority of our Representatives are not rolling off at the same time. If a resignation occurs prior to 2027, the current Immediate Past President has the ability to realign that term limit at the time of resignation.
 - First: Lauren Quigley
 - Second: Anna Ragno
 - Motion Carries
 - Appointment of Regional Representative: Dave Follick
 - I move to appoint Luis Barcelo as a NYSACAC Secondary Regional Representative Region 3 replacing Haniya Mee who has been elected to President-Elect
 - First: Bryan Rothstrein
 - Second: Rob Robinson
 - Motion Carries
- Vice Presidents' Reports- Informational Agenda
 - VP for Communications Lauren Sangimino (for Brenna May)
 - Brenna is overseas recruiting so I will read her report on her behalf.
 - The communications committees are running smoothly and have welcomed several co-chairs in new roles. We were excited to introduce a Communications Master Calendar at the Executive Board Retreat, with the goal of centralizing our communications plan.
 - Technology Committee updates:
 - Welcome to Kate Gildard, who is the new technology co-chair joining Christina Lofaso, who is in her second year of this role. They are working diligently to support all committees with their website and event registration form requests, in addition to updating the website with new information. The technology committee also partnered with the membership committee over the summer to lower the number of active profiles in our database, saving the organization \$2,500 in annual fees. Finally, the

technology committee is instrumental in the annual membership renewal process, which began on August 2.

- **Media & Marketing Committee updates:**
 - Welcome to Brian Gleitsmann, who is joining as the new media & marketing co-chair handling all email correspondence. Hannah Kingsley is beginning her third year in the social media side of this role. They are handling consistent promotion of our events on multiple social media platforms and email blasts to members. In the upcoming year, the committee will be looking at NYSACAC's style guide and proposing updates.
- **Newsletter Committee updates:**
 - Welcome to Makenna Gagnier, the new newsletter co-chair, joining Madison Morgan who is in her third year. They are looking forward to revitalizing the newsletter over the coming year and strongly encourage members to submit articles on college admissions topics, member highlights, updates from the profession, and any other areas of interest. The fall newsletter will be published in November, so check your email in the next week for instructions on how to submit articles. The newsletter committee has capacity for another committee member, so if anyone is interested in getting involved (at a lower level of commitment), they can reach out to newsletter@nysacac.org. Committee members help with editing and gathering of submissions.
- **Conclusion:** Thank you to all communications co-chairs and committee members for their excellent work supporting NYSACAC's events, outreach, and more!

○ VP for Finance

Rob Oliva

- **Summer Financial Review**
 - Over the summer, our Merrill Lynch partners, Kelsey Irwin and Brian Mohan, delivered a comprehensive overview of our portfolio and cash position. Their assessment affirms that the Association is in strong financial health.
- **Board Action on Operating Funds**
 - At the July board meeting, the board approved establishing an operating reserve account with a cash management strategy as part of our long-term financial planning and risk management strategy as recommended by Merrill Lynch.
 - The reserve will be held in cash and cash equivalents, principally FDIC-insured deposits and U.S. Treasury money market mutual funds, so funds remain readily accessible while earning a competitive yield.
 - The reserve target will be a minimum sufficient to fund up to nine months of operational and programmatic expenses. The Finance Committee will review and adjust this target and the account

positioning periodically in response to internal or external financial developments. There are no additional fees associated with opening or maintaining this account.

- This approach reflects our commitment to responsible financial stewardship: keeping excess operating cash productive while ensuring it remains fully accessible when needed. This will help bridge an anticipated revenue shortfall stemming from the loss of the NACAC college fair revenue share in the coming fiscal year.

■ **Sponsorship Framework**

- To further mitigate that gap, the Finance Committee met over the summer and drafted a simple, strategic, and transparent sponsorship process. The goals are to coordinate outreach across committees, avoid over-soliciting the same partners and vendors, protect and grow key relationships, align all sponsorship efforts with broader revenue targets, and preserve the integrity of the Annual Conference as our largest revenue stream. We will present this proposal to the Executive Board at its next meeting.

■ **Key Deadlines**

- A reminder that budget and sponsorship requests are due October 27. The Finance Committee will conduct budget reviews on November 10 and November 17.

■ **Committee Updates**

- Membership Committee (Co-Chairs: Alyssa Krawczyk and Mike White) encourages all to renew membership for this academic year and to invite colleagues “on both sides of the desk,” CBO partners, and corporate allies to join. A membership benefits flyer has been created to support outreach.
- College Fairs Committee (Co-Chairs: Colette Montgomery and Dan Kuhlman) reminds us that registration is open for Fall 2025 college fairs: Wednesday, October 8 (Port Chester High School, Port Chester, NY); Thursday, October 9 (Hartwick College, Oneonta, NY); and Monday, October 20 (Cooperstown High School, Cooperstown, NY). Please also use the NYSACAC College Fair Registry—a running list of upcoming fairs to help members plan calendars. Submit your fair information to be included.
- Scholarship Committee (Co-Chairs: AnnMarie Cervoni and Lisa Searl; last year’s co-chair Meghan DeMayo-Dalen) awarded \$4,000 to six deserving students across New York State. The committee is now organizing the scholarship program for the year ahead.

■ **Conference Reconciliation**

- Lastly, Kathleen McArthur and the team at Hartwick have been hard at work finalizing the reconciliation of the June 2025 Conference, which should be completed in the next few days.

- VP for Inclusion, Access and Success

Danny Robinson

- New name change and the impact committees
- **Camp College (Tiarah Vergara and Devin Hott)**

- Updates from Summer 2025. Had another successful Camp at SUNY Geneseo.
 - 29 students attended
 - 14 mentors
 - Big thank you to SUNY System for the sponsored transportation - secured with the assistance of Past President, Dr. Dave Follick.
 - **Updates for Camp 2026** - Happily bringing Devin Hott as the new co-chair
 - Starting Recruitment for Campers early by putting the save the date flyer in student bags at NACAC college fairs & other fairs.
 - Committee Members - sent a blast email out to previous mentor applicants, school counselors on student apps, and committee members from 2024 & 2025.
 - Date for Camp 2026 is pending confirmation from SUNY Geneseo.
 - **CBO & Opportunity Programs (Sihaya Moraleda and Alex Ruiz)**
 - Excited to be welcoming Alex Ruiz as the new co-chair. The committee is currently focused on membership outreach and engagement. They are in the process of growing their roster and are planning on holding the first meeting at the end of the month where they will be discussing the planning for the year, i.e., events and resource sharing.
 - **Government Relations (Annie Stull and LaKisha Williams)**
 - Happy to be welcoming LaKisha Williams, long standing committee member as the new co-chair of Govt. Relations.
 - In the coming weeks, we will be finalizing our budget request, organizing Committee meetings, and most of all, preparing for Legislative Advocacy Day (LAD) in February. Mark your calendars for in-person LAD on Tuesday, February 10th and virtual LAD on Thursday, February 12th!
 - **If any of these areas interest you, please see me this week to learn more!**
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- VP for Professional Development and Planning Rob Robinson
 - MMI:

Maria Jose from Student Leadership network and Marguerite from Molloy are happy to share that they have solidified the dates and location for next year's MMI :

 - Upstate- *Wednesday, March 11th, 2026- St. John Fisher University, 9:00 AM to 2:00 PM*
 - Downstate- *Monday, March 16th, 2026, Molloy University, 9:00 AM to 2:00 PM*

- We also have TWO new committee members:
 - Sara Holmes, Admissions Counselor, Hamilton College
 - Quaine Joseph, College Counselor, Legacy College Preparatory Charter School.
- School-College Relations:

Bob Herr from St. Joseph's University and Erica Doherty from Keuka College have already planned two events for the "Ketchup with NYSACAC" virtual series.

 - September 10 at 12:00pm - Beyond the Table: Standing Out at College Fairs
 - October 1 at 12:00pm - Executing an Instant Decision Day
 - Also, at each session we will be using some time to support other NYSACAC events. For example, in September we will plug the upcoming NYSACAC college fairs. In October we will do a preview of Winter Institute and future events that are planned. We are working right now on future topics for Nov, Dec, and January. We do have some topics planned in the spring that will support the Annual Conference and CTC. More to come on those in the near future. Anyone with ideas on topics they would like to see please reach out Bob and Erica who have done an amazing job using feedback to build upcoming sessions.
- Winter Institute:
 - Anthony from Ohio Wesleyan University and Nicole from Marist are busy planning two Winter Institute programs for this coming January 2026: St. Francis is confirmed for January 15th. They are currently working with Collette to see if Le Moyne is able to host the update institute again this year. Be on the lookout for more details to come! Thank you to our host institutions for welcoming the newest members of our profession to their campuses and for the mentors who will provide their expertise and perspectives around important topics impacting our work. If you are interested in supporting the Winter Institute by presenting, please be in touch with the co-chairs via email at winter.institute@nysacac.org.
- Professional Development:
 - Caitlin Domagal from Syracuse University and Anna Ragno from Vaughn held a fantastic Student Leadership in Admissions (SLA) event Saturday, September 6th at UAlbany. They had 76 students/staff in attendance, including representation from three high schools (new initiative this year) – North Rockland HS, Emma Willard School, Oakwood Friends School. UAlbany was an amazing host and served us a fantastic breakfast and lunch. Their staff was the BEST and UAlbany's Associate VP/Chief Enrollment Officer Dale Gaubatz spoke at the opening session.

- They will begin to work on plans for spring Forum events shortly and will keep you updated on progress.
 - Summer Institute:
 - As Lauren mentioned, 1st successful Summer Institute at Marist university. We will be setting up time to debrief and will share updates with the community shortly.
- Announcements:
 - Lauren- See you on Wednesday at Happy Hour at NACAC
 - Amy- PFA Sig– PVA Fair at the Javitis Center and the National Portfolio Day on October 25 and 26.
 - Risa D.- If anyone is going to NACAC- CACNY and CANY Social on Thursday Evening

VII. Adjourn

Lauren Sangimino

- **Motion to adjourn the meeting.**
 - 1st: Dave Follick
 - 2nd: Anna Ragno
 - **Motion carries**, meeting adjourned at 2:38pm