

## 2017-18 Assessment Report on The Strategic Plan

**Priority One: Enhance teaching and learning through best practices, innovative programs, and high impact experiences that attract talented and diverse students and contribute to retention, extraordinary learning, the development of the whole student, and lifelong success**

Goal #1: Create and design services and programs utilizing best practices to educate and empower students for success		
Objectives	Outcome	Status
<p><b>Objective 1:</b> Establish new enhanced services through Cross Cultural and Gender Center (CCGC), Leadership Center and Off-Campus Student Program</p> <p><b>1 a.</b> Create leadership programs targeting Cross Cultural and Gender Center affinity groups and underrepresented minorities</p> <p><b>1 b.</b> Provide new services offered through the Off-Campus Student Program (welcome programs for commuters, Google Jam-Board access, explore Bike Share Program)</p>	<ul style="list-style-type: none"> <li>● Targeted outreach efforts and unique programming through collaboration between the Center for Leadership and the Cross Cultural and Gender Center (NPHC, program for underrepresented minorities, and designated affinity groups).</li> <li>● Hired a coordinator of African American Program and Services (June 2017)</li> <li>● Develop Multicultural Leadership program curriculum</li> <li>● Repurposed the USU pavilion space for the off-campus students (Spring 2017)</li> <li>● Creation of an Off Campus Student program and office to provide information/services addressing transportation, finance, wellness, and academic challenges. Utilization numbers will be tracked in 2017-18</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Completed</li> <li>● In progress</li> <li>● Completed</li> <li>● In progress</li> </ul>
<p><b>Objective 2:</b> Create a centralized online one-stop shop concept for on campus student employment (Completed 2016-17)</p> <p><b>2 a.</b> Expand the campus-wide use of online one-stop shop for student employment</p> <p><b>2 b.</b> Develop a common application for student employment</p>	<ul style="list-style-type: none"> <li>● Promoted and processed campus student jobs through HireFresnoState. 111,924 student logins recorded which is a 21.4% increase from the previous year.</li> <li>● 5494 approved postings were made by employers to HireFresnoState, which is a 97% increase from the previous year.</li> <li>● 199,153 students viewed job postings on HireFresnoState, which is a 29% increase in student views.</li> <li>● A common application has been developed and marketing materials about the application will be distributed via Human Resources in Fall 2018.</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● In progress</li> </ul>
<p><b>Objective 3:</b> Continue to develop the campus implementation of the new shared advising model, student success team action plans and other student success initiatives</p>	<ul style="list-style-type: none"> <li>● Draft strategic plan completed to be reviewed by new Advising Council</li> <li>● Advising retreat held and vision and mission statement completed</li> <li>● Four different subcommittees formed as part of Advising Council to address training and assessment needs.</li> <li>● Learning outcomes developed for advisor development.</li> </ul>	<ul style="list-style-type: none"> <li>● In progress</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> </ul>
<p><b>Objective 4:</b> Strengthen a culture of academic integrity on campus</p>	<ul style="list-style-type: none"> <li>● Educated campus community on the importance of academic integrity</li> <li>● Developed marketing campaign on academic integrity</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> </ul>
<p><b>Objective 5:</b> Roll out campus-wide student tool, My Degree Plan (u.direct) (Completed 2016-17)</p> <p><b>5 a.</b> Establish an implementation plan to ensure campus buy in of advisors and students</p>	<ul style="list-style-type: none"> <li>● Hired a new Degree Audit Analyst to support the maintenance of the Degree Audit system (October 2017)</li> <li>● All college advising centers met and surpassed the current goal that 25% of students will have completed degree progress reports.</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● In progress</li> </ul>
<p><b>Objective 6:</b> Supplemental Instruction increase courses. Continue to expand SI to high-failure rate and bottleneck courses</p>	<ul style="list-style-type: none"> <li>● Offered supplemental instruction to 135 courses and 188 sections.</li> <li>● Course data will be available upon completion by the Office of Institutional Effectiveness</li> <li>● 47% participant rate for all SI courses was achieved</li> <li>● 13% increase in the number of students using SI</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> </ul>
<p><b>Objective 7:</b> Tutoring Increase the number of tutoring hours available for academic support in math and science courses</p>	<ul style="list-style-type: none"> <li>● 1312 math and science students met with tutors 7,071 times, which is an 8% decrease, due to increased Supplemental Instruction in these areas.</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> </ul>

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Objectives	Metric/Outcome	Status
<b>Objective 8:</b> EOP Fall Bridge EOP Fall Bridge Implement a fall semester experience for EOP first-time freshmen to facilitate their academic and social integration into the university	<ul style="list-style-type: none"> <li>● 95.5% of Fall 17 Bridge participants returned for the Spring 18 semester</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> </ul>
<b>Objective 9:</b> Dog Days Mentoring Program Offer a peer mentoring program for students who are not associate with a special support program such as EOP, CAMP or Trio	<ul style="list-style-type: none"> <li>● 125 students opted into the program.</li> <li>● 80% of the students attended a community service project or MentorU events.</li> <li>● 92% of all mentees met with their mentor three or more times during the semester.</li> <li>● 75% of all mentees attended two specialized workshops.</li> <li>● Retention data for participants will not be available until census.</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> </ul>
<b>Objective 10:</b> Summer Bridge Increase the participation of males, African American and Native American students in the Summer Bridge Program	<ul style="list-style-type: none"> <li>● 147 students participated in Summer Bridge.</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> </ul>
<b>Goal #2: Develop and implement comprehensive strategic plans to increase enrollment, retention, and degree completion of our highest-risk students</b>		
Objectives	Metric/Outcome	Status
<b>Objective 1:</b> Establish strategic plans for Native American, African American and students who are parents <b>1 a.</b> Expand the student ambassador teams to support the strategic plans for the enrollment of Native American and African American Students <b>1 b.</b> Develop services and programs to provide support for students who are parents	<ul style="list-style-type: none"> <li>● Tracked retention indicators such as persistence rates, academic status, and engagement in high impact practices and support services. Retention and academic standing information not available until census in Fall 2018.</li> <li>● Contracted study of students who are parents with plan to follow (2017-18)</li> <li>● Online/website presence of "Student Parent Resources" available on the Off-Campus Student Life page</li> <li>● Hired African American Initiatives Coordinator (August 2017)</li> <li>● Expanded student ambassadors teams to led African American and Native American strategic plans</li> <li>● Hosted Native American Youth Conference for 350 students, grades 6-12. (September 29, 2017)</li> <li>● Hosted African American Student Conferences for 925 students (Oct. 4, 2017 and March 2, 2018)</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> </ul>
<b>Objective 2:</b> Provide supportive services for the growing number of undocumented students at Fresno State through the Dream Outreach and Success Centers	<ul style="list-style-type: none"> <li>● Hosted Dream Counselor's Conferences with 200 attendees (September 5, 2017)</li> <li>● Assisted over 1,100 Dreamer students with the application process.</li> <li>● Served over 1,100 students via 1220 student visits for assistance with academic, personal, financial and other matters (1220 contacts)</li> <li>● Peer mentors had 167 visits with students.</li> <li>● 128 students attended DACA and Immigration workshops throughout the year</li> <li>● 320 people attended the first Dreamers' graduation ceremony.</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> </ul>

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Goal #2: Develop and implement comprehensive strategic plans to increase enrollment, retention, and degree completion of our highest-risk students		
Objectives	Metric/Outcome	Status
<b>Objective 3:</b> Examine the American College Health Association Top 10 List of Academic Impacts to address and implement strategies for student success	<ul style="list-style-type: none"> <li>● Factors affecting individual academic performance and student success were tracked and assessed in students participating in Health Promotion &amp; Wellness Services programming, and Peer Ambassadors of Wellness, compared to the general student population at Fresno State. Analysis is being completed during 2017-18</li> <li>● 1,584 participants received presentations of at least 50 minutes or longer in duration on topics including nutrition, mindfulness, suicide prevention, alcohol and other drugs, and bystander intervention</li> <li>● WATCHDOG Safety Summit and CPR training had 108 participants, which was a 50% increase from the fall to spring semester.</li> <li>● Participated in a study funded by the National Institute on Alcohol Abuse and Alcoholism. Fresno State students reported lower past 30-day drinking but more heavy drinking when compared to national data</li> <li>● The USU nap pods provided 921 naps</li> <li>● USU Productions supported students with food, supplies, drinks during spring and fall final exam week (Cram Jam)</li> <li>● Students who use the Student Recreation Center have a 22% higher five-year graduation rate than non-users</li> </ul>	<ul style="list-style-type: none"> <li>● In progress</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> </ul>
Goal #3: Create proactive communication and programs to meet the unique personal, social, and financial needs of our students		
Objectives	Metric/Outcome	Status
<b>Objective 1:</b> Roll out campus-wide Project H.O.P.E. (Health, Opportunity, Prosperity, & Education), to provide students assistance with special support and resources 1 a. Market case management services	<ul style="list-style-type: none"> <li>● Project HOPE coordinator examined student cupboard monthly data and assisted high-use students with additional on and off-campus resources related to basic needs</li> <li>●</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> </ul>
<b>Objective 2:</b> Promote wellness as a core value by enhancing collaboration with key University stakeholders	<ul style="list-style-type: none"> <li>● 60 wellness-related presentations made to key stakeholders, such as Athletics, colleges/schools, and university departments, reaching 1,584 students/faculty/staff</li> <li>● 37 QPR assessment sessions administered to 894 participants to identify warning signs of suicide and/or depression</li> <li>● Nutrition/Body Composition Testing administered to 438 participants at the Rec Center</li> <li>● The Partnership for a Healthier America Memorandum of Understanding was signed in April 2017 that demonstrated collaboration between Administration, Student Affairs, and Academic Affairs to implement a campus-wide healthy campus initiative. As a result, a planning coalition was formed with representatives from across the campus to plan and implement this three-year healthy campus initiative (Spring 2017)</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> </ul>
<b>Objective 3:</b> Redesign a communication plan to attract, recruit and enroll students	<ul style="list-style-type: none"> <li>● Increase yield and enrollment of targeted student population.</li> <li>● Decrease summer melt.</li> <li>● Revised and updated all admissions communications for fall 2019 applicants</li> <li>● Established Admissions and Recruitment communications revision process using Google Drive</li> <li>● Redesigned and launched new Admissions and Recruitment website (July 2018)</li> </ul>	<ul style="list-style-type: none"> <li>● In-Progress</li> <li>● In-Progress</li> <li>● Completed</li> <li>● Ongoing</li> <li>● Completed</li> </ul>

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Objectives	Metric/Outcome	Status
<b>Objective 4:</b> Develop enhanced communication and education for financial awareness and literacy	<ul style="list-style-type: none"> <li>● Money Management Center launched with 160 guests in attendance at ribbon cutting.</li> <li>● \$50,000 grant was received from Wells Fargo for the Money Management Center</li> <li>● Offered 109 financial coaching sessions.</li> <li>● Financial literacy software branded Unlea\$hed has been adopted, beta tested and marketing campaign has begun.</li> <li>● 404 students attended classroom presentations by Money Management personnel.</li> <li>● 1,085 students attended Money Management workshops</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> </ul>
<b>Objective 5:</b> Develop the Bulldog Retention Grant to assist with retention and graduation of students on track to graduation but have a financial shortfall of \$1500 or less and are subject to being cancelled and dropped from classes for non-payment. (Completed Spring 2017) 5a. Automate the selection of Bulldog Retention Grantees to reduce the 'barrier' of students needing to apply for consideration	<ul style="list-style-type: none"> <li>● Awarded 330 subject to cancellation (\$272,758.47)</li> <li>● Fall 2017: 61.3% graduate and 32.4% retained.</li> <li>● Spring 18: 58.4% graduated and 25.7% retained.</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> </ul>
<b>Objective 6:</b> CCGC Retreat - Provide high-touch personal and academic support to facilitate increased retention and timely degree completion of high-risk students	<ul style="list-style-type: none"> <li>● Registrants for the 2018 CCGC Retreat were contact four times prior to the retreat.</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> </ul>

### Priority Two: Invest in a dynamic environment to attract, develop, and retain talented and diverse faculty and staff

Goal #1: Provide opportunities for growth to maximize skills for career development.		
Objectives	Metric/Outcome	Status
<b>Objective 1:</b> Offer a variety of professional staff/faculty development opportunities through Division of Student Affairs and Enrollment Management (DOSAEEM) and University	<ul style="list-style-type: none"> <li>● The Professional Development Committee offered 34 activities/events to DOSAEM faculty/staff to engage in webinars, trainings, and seminars. In addition, the committee gathered faculty/staff feedback using Qualtrics surveys.               <ul style="list-style-type: none"> <li>○ 225 staff attended the Professional Development Conference in January 2017</li> <li>○ 162 staff participated at the Spring Fling 2017</li> <li>○ 90 staff attended activities in Careers in Student Affairs Month</li> <li>○ 62 staff attended six (6) TIPs seminars</li> <li>○ 307 staff participated in 18 webinars</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> </ul>
<b>Objective 2:</b> Encourage participation in professional staff/faculty development opportunities	<ul style="list-style-type: none"> <li>● Tracked the number of staff engaged in professional development activities</li> <li>● Professional development activities were marketed to the division, and departments were given funding to apply for relevant webinars</li> <li>● 20 staff members presented workshops at professional conferences</li> <li>● Staff members William Hardaway, Gaby Encinas, Jenny Johnson, and Gerry Elizondo participated in the President's Leadership Academy</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> <li>● Ongoing</li> </ul>

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Goal #2: Work with Fresno State graduate programs to attract interns and graduate assistants to DOSAEM		
<b>Objective 1:</b> Establish a pipeline with graduate programs by developing opportunities for hands on experience	<ul style="list-style-type: none"> <li>● 67 graduate assistants/interns were hired/volunteered in DOSAEM programs and departments</li> <li>● Graduate assistants and interns were enrolled in the following programs: Student Affairs and College Counseling Program; Psychology; Social Work; Clinical Rehabilitation and Mental Health Counseling; Marriage, Family &amp; Child Counseling; Mathematics; English; Exercise Science; Sports Psychology; Higher Education and Leadership</li> <li>● Student Involvement created a Graduate Assistant pipeline with the Higher Education, Administration, and Leadership Program</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li>   <li>● Ongoing</li> </ul>
Goal #3: Strengthen cultural competency among DOSAEM staff and faculty		
<b>Objective 1:</b> Increase participation in cultural awareness activities and provide opportunities and training	<ul style="list-style-type: none"> <li>● Facilitated five disability awareness workshops for 172 total participants (Fall 2017)</li> <li>● Increased the number of NCBI team members by 30 (Summer 2017)</li> <li>● Service for Students with Disabilities offered six workshops/programs where 140 staff and faculty participated</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> </ul>
Goal #4: Recruit and retain diverse staff and faculty.		
<b>Objective 1:</b> Actively advertise and recruit in diverse professional publications and organizations	<ul style="list-style-type: none"> <li>● Increased diverse applicant pools and hires by advertising in multiple diverse publications</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> </ul>
<b>Objective 2:</b> Support staff and faculty by recognizing the value of their contributions to the division and the university mission	<ul style="list-style-type: none"> <li>● Annual Reports submitted by each department</li> <li>● Eleven staff members received awards for outstanding service and contributions</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> </ul>

### Priority Three: Align our physical and technological infrastructure to support a sustainable and welcoming campus environment

Goal #1: Evaluate and enhance current and future facilities to better serve our students.		
Objectives	Metric/Outcome	Status
<b>Objective 1:</b> Pass referendum to build a new student union and faculty center	<ul style="list-style-type: none"> <li>● The referendum to build a new student union passed with 67% support from all voters (4,891 total voters)</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> </ul>
<b>Objective 2:</b> Update/remodel student service spaces to make them safer and more welcoming to students	<ul style="list-style-type: none"> <li>● Remodeled Student Health and Counseling Center. Enhanced medical, counseling services space, and landscaping.</li> <li>● Repurposed USU pavilion space for better services and welcoming spaces. Project will be finalized in Fall 2017</li> <li>● Install new lockable device charging stations in the USU</li> <li>● Initiated space programming and design for Enrollment Management spaces (summer 2018). Project paused until further notice from facilities.</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Completed</li> <li>● Completed</li> <li>● Ongoing</li> </ul>
<b>Objective 3:</b> Fund and build new Career Development Center	<ul style="list-style-type: none"> <li>● At this time, it appears that fundraising for a new Career Development Center has stalled. Development is currently awaiting decision from major donor</li> </ul>	<ul style="list-style-type: none"> <li>● In progress</li> </ul>

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### Goal #2: Identify and develop the technology infrastructure to increase productivity and efficiency

Objectives	Metric/Outcome	Status
<b>Objective 1:</b> Leverage technology to automate and streamline processes	<ul style="list-style-type: none"> <li>● Financial Aid and Student Accounts fit-gap analysis complete. Work is to be completed this upcoming 18-19 academic year.</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> </ul>
<b>Objective 2:</b> Enhance digital media to better engage and involve students in University programs and events	<ul style="list-style-type: none"> <li>● Redesigned and launched division website</li> <li>● Developing DOSAEM Marketing and Communications Plan to increase impact for comprehensive approach to digital media and web platform</li> <li>● Launched iBook to share and promote information and resources to students</li> <li>● Measuring student utilization of iBook content</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Ongoing</li> <li>● Completed</li> <li>● Ongoing</li> </ul>

### Priority Four: Grow and develop collaborative and engaged community partnerships to increase support for students and the University

#### Goal #1: Develop and enhance collaborative campus and community partnerships to further student access, college readiness, student involvement and engagement.

Objectives	Metric/Outcome	Status
<b>Objective 1:</b> Collaborate with campus and community partners to assist the division in providing services and programming to students	<ul style="list-style-type: none"> <li>● 2295 of prospective Native American and African American students visited campus (i.e. conferences, campus tours, etc.)</li> <li>● Partnered with Fresno County Office of Education for the first Summer Character Honor Integrity Perseverance and Service Program for 70 African American Students (Summer 2017)</li> <li>● 95 students representing 21 high schools attend the summer Central Valley Emerging Leaders' Summit</li> <li>● Partnership with Campus Pointe offered two events to 727 participants</li> <li>● Off-Campus Student Life developed partnerships with Campus Pointe, Golden One, Fresno Department of Transportation, Money Management center, USU Productions, and local apartment complexes</li> <li>● Outreach and Special Programs served over 32,140 students through campus tours and workshops</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Completed</li> <li>● Ongoing</li> <li>● Completed</li> <li>● Ongoing</li> <li>● Completed</li> </ul>
<b>Objective 2:</b> Develop a community partner communication plan	<ul style="list-style-type: none"> <li>● Tracked incoming donations for Food Security Project to create contact list. Food Security Project coordinator and Development director compiled list of donors and partners for Student Cupboard</li> <li>● Developing Community Resource Guide comprising all partnerships and collaborations with local agencies, businesses and other entities</li> <li>● Enhance community partnerships to increase college-going rates for students in the region                             <ul style="list-style-type: none"> <li>○ Hosted Annual Lao Education Conference for 140 students with the Laotian American Community of Fresno (March 2018)</li> <li>○ Planned the Si Se Puede Conference for more than 400 middle and high school students with the Association of Mexican-American educators (March 2018)</li> <li>○ Re-established formalized College Making it Happen MOU with Fresno Unified School District which provided campus tours and college admissions presentations to over 3,600 middle school students (March 2018)</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> </ul>

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Objectives	Metric/Outcome	Status
<b>Objective 3:</b> Increase major donor base to support New Union and Center for Leadership as large part of University Comprehensive Campaign	<ul style="list-style-type: none"> <li>● Materials and prospect identification process for New Student Union contingent upon referendum passing.                             <ul style="list-style-type: none"> <li>○ Drafted marketing piece for student union developed. New marketing piece reviewed by Associate Dean of Student Involvement and VP DOSAEM</li> <li>○ Maintained prospect list of 120 average – developed Top 25 list from highest likely donors</li> <li>○ Over 180 contacts resulted in over 10 major gifts (\$10,000 and above )</li> <li>○ 70% success rate for proposals submitted</li> <li>○ Exceeded annual fundraising goal of \$1,100,00 by 25% reaching \$1,377,802</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>● In progress</li> </ul>
<b>Objective 4:</b> Collaborate with University Advancement marketing department to develop overall “Student Life Brand” in support of comprehensive approach to wellness encompassing initiatives from the Health and Counseling Center, the Rec Center and Student Involvement	<ul style="list-style-type: none"> <li>● Established initial relationship w Kaiser Permanente, entity now assigned to me as a prospect (March Match Up, Tour of Student Health and Counseling Center)</li> <li>● Collaborated with University Advancement and Technology Services to update and enhance Division website</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> <li>● Completed</li> </ul>
<b>Objective 5:</b> Increase development team to increase capacity for resource development along with ensuring sufficient administrative support	<ul style="list-style-type: none"> <li>● Received approval to hire second Development Director for Division of Student Affairs and Enrollment Management. Target hire date October 2017</li> </ul>	<ul style="list-style-type: none"> <li>● In progress</li> </ul>
<b>Objective 6:</b> Build support and partnerships around Central Valley Promise to increase giving for scholarships	<ul style="list-style-type: none"> <li>● Engaged logical partners including Maya Cinemas, Chavez Foundation, and associated partners ( Vallarta Markets, Fresno County Office of Education)</li> </ul>	<ul style="list-style-type: none"> <li>● Ongoing</li> </ul>
<b>Objective 7:</b> Build relationships and support for the identified fundraising priorities	<ul style="list-style-type: none"> <li>● A total of \$1,467,060.80 fundraised in 2016-2017                             <ul style="list-style-type: none"> <li>○ \$1,062,669 was raised toward scholarships</li> <li>○ \$246,943 for Food Security</li> <li>○ \$75,900 for Renaissance Scholars Program</li> <li>○ \$39,000 for New Student Orientation ( Dog Days)</li> <li>○ \$25,240 for Dream Outreach and Success Centers</li> <li>○ \$7,500 for the Good Samaritan Fund</li> <li>○ Additionally \$44,907 in various endowments, special events including \$11,194 for Civic Engagement and program support.</li> </ul> </li> <li>● Strengthened relationship with Planned Giving, Corporate &amp; Foundation departments to increase giving to scholarships and DOSAEM projects for estate planning. Received over \$125K in 2016-2017. 2 large planned gifts realized in 2016-17 for nearly \$780K total</li> <li>● Expanded corporate support for March Match Up by adding Kaiser Permanente as matching partner</li> <li>● Expanded current relationships to manage moves toward larger gifts</li> </ul>	<ul style="list-style-type: none"> <li>● Completed</li> <li>● Ongoing</li> <li>● Ongoing</li> <li>● Ongoing</li> </ul>