MINUTES
The University of North Carolina at Greensboro
Board of Trustees
University Advancement Committee
August 31, 2006

Present: Kate R. Barrett, Stephen C. Hassenfelt, Karen McNeil Miller, Jane B. Preyer, Thomas W. Ross


Approval of Minutes: In Earlene Hardie Cox’s absence, Tom Ross called the meeting to order. A motion was made and passed to approve the minutes as written of the April 5, 2006 meeting.

ACTION ITEMS:

Tom Ross presented the names of those recommended for appointments and reappointments to the Board of Directors of The UNCG Human Environmental Sciences Foundation. Recommended for reappointed for a term beginning on November 1, 2006 and expiring October 31, 2009, are: Richard C. Davis, Linda Higgins, Rossie Lindsey, Ken Tutterow, and J. Nancy White. Recommended for appointment to the Board, for a term beginning on November 1 2006, and expiring October 31, 2009, unless otherwise noted, are: Susan Tankard Wear ’81, Henry V. “Hank” Cunningham (Term 11/1/06 – 10/31/08), Carl O. Bass ’71 (Term 10/1/06 – 10/31/07), and Dot Elliott Sink ’51 (Term 10/1/06 – 10/31/07). Jane Preyer made a motion to approve the appointments and reappointments. The motion was seconded by Kate Barrett and passed.

INFORMATION ITEM: Vice Chancellor Patti Stewart reported on private giving to UNCG and its affiliated organizations for July 1, 2005 through June 30, 2006 (as contained in the agenda). Regarding the Students First Campaign by imperative, Scholarships and Fellowships are at 57% towards the goal. Total Faculty is 74% of goal; Learning Environment is over 107% of goal, and Research and Service are at 24% of goal. The total as of June 30 was $56.1M and the total as of July 1st was $58.9M which includes the $2M gift which will go toward the naming of the Hall for Humanities and Research Administration. In terms of Academic Units, Arts & Sciences has raised 10M of their 13M goal; Business has raised $6M of their $10M goal; School of Education is at $3.7M of their $6.5M goal. Two units have exceeded their goals: HHP, with the leadership of Kate Barrett, is at 183% of goal and the School of Music is at 130% of goal. The School of Nursing is at 83% of goal. Plans are underway for Fall Fest and the Public Phase Kickoff for the Campaign. Erskine Bowles will be the keynote speaker for a breakfast on October 5. Later in the month of October, UNCG will hold a Corporate Expo featuring Robert McDowell with Microsoft as keynote speaker. Leslie Boney, with the UNC President’s
Office, will speak about the economic impact of schools in the UNC system. There are a number of upcoming events in conjunction with the campaign, including an event in Pinehurst hosted by Alice Irby. Becky Menghini, from the University of Wisconsin, Madison, has been hired as Director of the Alumni Association and will start on Sept. 5. Kate Barrett was influential in this hire. Other events for the fall and spring are slated for Durham, Charlotte, Atlanta, Boca Raton, New Bern, Norfolk, Virginia Beach area, Alamance County and Charleston. During the summer, Patti traveled to Las Vegas, Pittsburgh, and Rochester, where she met with a number of alumni and prospects.

Patti discussed the importance of volunteer engagement and the National and Regional major gift plan, and bringing this to the Excellence Foundation, Board of Visitors, and the Alumni Board. Board members will be asked to help identify and cultivate prospects because there is a limit to the number of people that staff can visit. Both Excellence Foundation and the Board of Visitors have held retreats to discuss implementation of this process.

The Development Office continues to develop new goals and initiatives. Each staff member was required to make 165 visits. A total of 3000 calls were made last year and 300 proposals were delivered, helped by the addition of a new proposal writer on staff. Annual Fund saw a 22% increase in giving, and there was a 66% increase in leadership calls. Solicitation of the top 25 to 50 college, school and unit prospects is 96% complete.

The campus campaign raised $3.7M from faculty and staff (current and retired) with a 27.3% participation rate. This activity is ongoing. An initiative to identify 400 new prospects resulted in identification of 515 new prospects. The Parent/Family Advisory Board, working with Student Affairs, used a direct mail piece to raise almost $97K from 599 donors, a 41% increase over last year.

The Fall Fest brochure will be mailed to 55K alumni and friends.

With no other business, Tom Ross adjourned the meeting.

Respectfully submitted,

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Patricia W. Stewart
Vice Chancellor for University Advancement
Minutes

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CLOSED SESSION

A motion was made and seconded that the meeting go into closed session to avoid premature disclosure of naming the building now known as the Hall for Humanities and Research. Tom Ross called the meeting to closed session. Jane Preyer moved and Stephen Hassenfelt seconded the move.

ACTION ITEM:

Jane Preyer moved and Kate Barrett seconded a move to return to open session. Tom Ross returned the meeting to open session. With no other business, Tom Ross adjourned the meeting.

Respectfully submitted,

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Patricia W. Stewart
Vice Chancellor for University Advancement