The University of North Carolina at Greensboro Board of Trustees  
University Advancement Committee  
February 19, 2014

MEMBERS PRESENT: Frances Bullock, Linda Carlisle, Vanessa Carroll, Randall Kaplan, Lee McAllister, R. David Sprinkle, Marty Weissburg

MEMBERS ABSENT: none

OTHER BOARD MEMBERS/GUESTS: Theresa Hancock, Beth Hens, Terri Shelton, Jan Zink

Linda Carlisle, standing in for Marty Weissburg, Chair, convened the meeting at 3:30 p.m. The minutes of the December 5, 2013 meeting were approved as written.

INFORMATION ITEMS:

At the beginning of the committee meeting, the chairmanship was transferred to Linda Carlisle from Martin Weissburg, who is stepping down from the board. Ms. Carlisle thanked Marty for his service to the committee.

Fundraising Report

Vice Chancellor for University Advancement Jan Zink gave a detailed fundraising report for the fiscal year to date. She reported cash-in-hand of $3.9 million at the end of December, which increased to $4.2 million by January 21, 2014. This compares to $7.6 million for the same period last year. The differential is largely due to $3.5 million of bequests realized by this date in FY13 compared to $400,000 received to date in FY14. If bequests are removed from both years, the cash-in-hand for the current year is 10% less than last year.

Zink noted that UNCG’s Annual Fund is being reorganized under the umbrella of the Alumni Association in order to focus on increasing our alumni participation rate.

Campaign Preparation

Associate Vice Chancellor Judy Piper reviewed the detailed list of data issues that need to be addressed in preparation for a capital campaign. The culmination of the committee’s discussion resulted in the following desired action items.

1. Conduct research on Raiser’s Edge software by Blackbaud.
2. Consult with Terri Shelton, Vice Chancellor for Research and Economic Development and Reade Taylor, Vice Chancellor for Business Affairs about financing options.
3. Determine the importance of fundraising software communicating with financial software used by the University.
4. Consider a called meeting in approximately 30 days to discuss new data and software knowledge.

Naming Policy

Discussion was deferred until a later meeting.

Draft Guidelines for selection of Service Award honorees

The Committee discussed adding additional background information about the two highest service awards to the Nomination Procedure for: Charles Duncan McIver Award and Holderness/Weaver Award. In addition, the committee recommended the Vice Chancellor for University Advancement serve as a non-voting member of the nomination committee and the president of the Excellence Foundation serve as a voting member of the nomination committee.

Marty Weissburg, pursuant to the North Carolina Open Meetings Law, Section § 143-318.11, moved that we go into Closed Session to prevent the disclosure of privileged personnel information under Chapter 126 of the North Carolina General Statutes.

Jan Zink reported a personnel matter with the committee.

A motion was made, seconded and approved to return to open session.

As there was no further business, Linda Carlisle adjourned the meeting at 5:03 p.m.

Janis I. Zink
Vice Chancellor for University Advancement