MEMBERS PRESENT: Marty Weissburg, Chair, Frances Bullock, Linda Carlisle, Vanessa Carroll, Randall Kaplan, David Sprinkle

OTHER BOARD MEMBERS/GUESTS: Nikki Baker, Linda Brady, Beth Hens, David Perrin, Susan Safran, Cindy Reed, David Schaefer, Terri Shelton

Marty Weissburg, Chair, convened the meeting at 4:05 p.m. The minutes of the May 1, 2013 meeting were approved as written.

INFORMATION ITEMS:

2012-2013 Yearly Fundraising Report

Jan Zink distributed copies of Voluntary Support for Education. Going forward, giving reports for Development will follow the VSE format that will facilitate comparisons between UNCG and other institutions. Giving totals will reflect cash in the door plus irrevocable deferred gifts at their current cash value. Total gifts for the period 2012-13 were $10.1MM as opposed to $6MM for the previous year. If funds from the Office of Sponsored Programs are included, the total for the past FY is $12.3MM.

Fundraising History: A Wide-angle View

Zink shared the fundraising chart for 1968 - 2013 and explained trends during the last two capital campaigns. It is critical that UNCG increase its donor base before the start of a new capital campaign. Six fulltime positions have been cut from the division and the salary savings are being converted to operating dollars aimed at improving our relationships with current and potential donors.

Membership Strategies for Excellence Foundation and Board of Visitors

The nominations process is underway for the Board of Visitors and Excellence Foundation. As we are working toward initiating a new capital campaign, Zink feels these boards will take on more importance and she asked Trustees for their input. Zink plans a more strategic recruiting process and developing a stronger mission for members.

As there was no further business, Weissburg adjourned the meeting at 5:05 p.m.

[Signature]
Jeannie J. Zink
Vice Chancellor for University Advancement