

**UNIVERSITY ADVANCEMENT AND EXTERNAL AFFAIRS COMMITTEE  
BOARD OF TRUSTEES**

North Carolina Agricultural & Technical State University  
Greensboro, NC

Friday, November 16, 2018 (*revised*)

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**I. Call to Order**

The committee was called to order at 9:02 am, by Joe Parker, who will preside over the meeting in the absence of our Chairwoman, Vanessa Harrison. The meeting is being held in the Executive Boardroom of the Alumni Foundation Event Center.

**II. Roll Call**

**Committee Members Present:** Calvin Brodie, Tim King, Harold Martin, Joe Parker, Tim Rice and Ken Sigmon

**Committee Members Absent:** Vanessa Harrison, Laura Meagher

**III. Approval of Minutes**

A motion to approve the minutes from September 21, 2018 made by Tim Rice; seconded by Calvin Brodie.

**IV. University Advancement Report – Ken Sigmon, Vice Chancellor for Advancement**

*A. Fundraising Highlights:*

- Through the first quarter of fiscal year 2019, the University has received close to \$3MM in gifts and new commitments - a 20 percent increase over the same period last year.
- Of particular note, gifts and pledges from alumni were up 250 percent over the same period last year to \$1.7MM.
- Gifts from corporations and foundations to date were slightly more than \$1MM – a 22 percent increase over last year.

*Campaign Update:*

- Endowed scholarship funds have grown by 153 during the campaign period to date, while endowed chairs and professorships have grown by six.
- Over 15,000 donors have made gifts to the university during the campaign.
- The campaign entered its public phase with the kickoff event on November 1<sup>st</sup>, launching “The Power of DO: The Campaign for North Carolina A&T State University.”

Through the first quarter, the campaign had reached 78% of the working goal, with more than \$66 million raised.

*Philanthropic Foundation Update:*

- Approved by the North Carolina Secretary of State
- Officer in place:
  - Willie Deese, Chair
  - Dimitri Stockton, Vice Chair
  - Hilda Pinnix-Ragland, Secretary/Treasurer

*Next Steps*

- Finalize IRS filing
- Recruit potential board members; to be in place by June 30, 2019

*B. Office of Annual Giving Overview – Ms. Ralisha Mercer, Associate Vice Chancellor for Development and Ms. LaShawndra White, Director of Annual Giving*

The committee received an overview of the University's annual giving program from Ralisha Mercer, AVC for Development and LaShawndra White, Director of Annual Giving. They outlined everything from the role of annual giving to the various strategies involved in soliciting gifts, as well as some of the goals and results to date.

**V. Legislative Priorities – Mr. Ray Trapp, Director of External Affairs**

- Priorities included doctoral research funding, Cheatham-White Scholarship growth, capital and land acquisition funds and voter turnout efforts.
- Voter turnout for the mid-term elections saw a 51 percent increase on campus over the 2014 elections.
- More information will be shared about ways the community can get involved through planned Aggie and community days in Raleigh to meet with legislators to discuss these priorities.

**VI. Closed Session** – The committee went into closed session to disclose a donor naming opportunity. This will also be presented as part of the full board's closed session items.

**VII. Open Session** - Motion to move back into open session made by Tim King, seconded by Calvin Brodie. All were in favor; motion approved.

**VIII. Adjournment** –Mr. Parker stated, with no further business meeting adjourned; ending at 10:13 a.m.

Recorded by:  
Stephanie Crisp, Executive Assistant  
University Advancement