

UNIVERSITY ADVANCEMENT AND EXTERNAL AFFAIRS COMMITTEE

BOARD OF TRUSTEES

North Carolina Agricultural & Technical State University
Virtual Meeting via Zoom
Greensboro, NC

Friday, September 24, 2021

I. Call to Order

The meeting was presided by Chair, Mr. Joe Parker and called to order via videoconference at 9:12 a.m. He announced that the meeting would be conducted remotely pursuant to the amendments to the Open Meetings Act, which apply during states of emergency. He advised, by law, all votes are required to be taken by roll call. He reminded the members that all chats, instant messages, texts, or other written communications between members of the Board regarding the transaction of the public business during the remote meeting are deemed a public record.

II. Conflict of Interest Statement

Read by Chairman Parker. No conflicts were reported.

III. Roll Call

The roll was called by Stephanie Crisp and confirmed the following:

Committee Members Present: Joe Parker, Calvin Brodie, Venessa Harrison, Ken Sigmon;

Committee Members Absent: Kim Gatling (notified staff of previous scheduled conflict)

Committee Guests Present: Chancellor Harold Martin, Hope Rush,

Committee Guests Absent: Haven Cockerham, Dan Ford

IV. Delegated Authority – Melissa Holloway

The committee received the report from General Counsel Melissa Holloway on delegated authority that was presented in all other committees as well. Later today, at the full board meeting, approval of the resolution and chart will be requested for submission to the office of the President and ultimately for review and approval by the Board of Governors.

V. Approval of Prior Meeting Minutes_April 30, 2021

A motion to approve the minutes from April 30 was made by Venessa Harrison; seconded by Calvin Brodie and were unanimously approved via roll call of the committee members; motion carried.

VI. University Advancement Report:

A. Fundraising Report - Ken Sigmon, Vice Chancellor for Advancement:

- The committee received final reports on annual fundraising for fiscal year 21.
- For the fiscal year, the University has received \$94MM in gifts and new commitments overall as compared to \$18MM last year fiscal year – a significant

increase of 420% influenced by the historic commitment by MacKenzie Scott of \$45MM in a single gift.

- Even without some of these one-time gifts, overall giving still finished ahead of last year by over \$21 million – a 170% increase.
- FY22 is off to an equally strong start and final goals are being set for the Advancement Division.

VII. Advancement Metrics – Ken Sigmon, Vice Chancellor for Advancement:

- A report was given on the division’s key performance indicators and, as continued, all metrics are trending positively.
- The endowment per student ratio has seen a three-fold increase from \$4,400 in 2016 to over \$11,500 this past year.
- The division’s overall cost per dollar raised continues to stay well below the national average and reached a low of .07 cents per dollar raised this past year.
- The pipeline of major gift prospects continues to remain strong when reviewing the leadership annual giving to major gifts ratio of 7 to 1.

VIII. Chancellor’s Roundtable Update – Ken Sigmon, Vice Chancellor for Advancement:

- A high level group of 233 alumni dedicated to working with the University to advance recruiting, philanthropy, research, and advocacy, among other things.
- The first formal meeting will be held during Homecoming week, October 2021.

IX. Advisory Council on Alumni Relations Update

Ken Sigmon requested this topic be deferred until the November Board of Trustees meeting in order to disclose the closed session items in the time allotted for today’s meeting. Chairman Parker agreed.

X. New Business

Chairman Parker asked for any new business, comments or questions from the committee on today’s matters; hearing none, he asked for the statement to be read by our Legal Counsel to go in to closed session.

Sheena Cobrand, Deputy General Counsel, read the motion to go into closed session pursuant to N.C. General Statute section 143-318.11 (a) (2), to prevent the premature disclosure of an honorary degree, scholarship, prize, or similar award.

The motion to move into closed session was made by Venessa Harrison; seconded by Calvin Brodie; approved unanimously via roll call; motion carried.

XI. Closed Session

The committee members muted their video and mics on the zoom call to dial in to the private teleconference number designated for today's session.

Open Session

Chair Parker requested a motion to approve the facility naming proposals as presented by Ken Sigmon.

Venessa Harrison moved the motion to approve the presented naming proposals for submission to the full board this afternoon; Calvin Brodie seconded; unanimously approved via roll call; motion carried.

XII. Adjournment

Chair Parker asked for any comments or questions from the committee regarding any of today's matters; hearing none, he asked for a motion to adjourn; motion moved by Venessa Harrison; seconded by Calvin Brodie; unanimously approved via roll call. The meeting adjourned at 9:47 a.m.

Recorded by:
Stephanie Crisp, Executive Assistant
NC A&T SU, University Advancement