

UNIVERSITY ADVANCEMENT AND EXTERNAL AFFAIRS COMMITTEE

BOARD OF TRUSTEES

North Carolina Agricultural & Technical State University

Alumni-Foundation Event Center, Boardroom

Greensboro, NC

Friday, April 22, 2022, 10AM

I. Call to Order

The meeting was called to order by Chair, Joe Parker.

II. Conflict of Interest Statement

No conflicts were reported.

III. Roll Call

Called by Stephanie Crisp and confirmed the following:

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

Committee Members Absent: Lynn Wooten

Committee Guests Present: Chancellor Harold Martin, Torian Priestly, Hilda Pinnex-Ragland, Ulysses Cozart, Tim King, Erin Hart, Teresa Davis, Ralisha Mercer, Oliver Thomas

IV. Approval of Prior Meeting Minutes – April 22, 2022

*A motion to approve the minutes was moved by Bhaskar Venepalli; seconded by Calvin Brodie and were unanimously approved by the committee members; motion carried.

V. Vice Chancellor's Report:

A. *University Development Updates: Ralisha Mercer, Associate Vice Chancellor* Fundraising Report

- Through the third quarter of the fiscal year, the University has received \$24.3MM in gifts and new commitments overall.
- Currently, Alumni support remains consistent despite the stock market, inflation, and other indicators that influence giving.
- Corporate and foundation giving continues to be strong, making up almost \$18MM of the total.
- Pledges make up almost \$14MM of the overall total, with \$10MM coming in the form of current gifts.

B. *Vice Chancellor's Updates: Ken Sigmon, Vice Chancellor*

- An update was provided on the continuing priorities post-campaign, along with new investments in University Advancement from the one percent endowment fee.

- The division will be adding additional staff in the following areas:
 - Major gift officers to support each college and dean
 - Corporate and Foundation Engagement
 - Donor Relations and Stewardship
 - Advancement Operations
 - Alumni Communications
 - Athletics
- Equally, the division has conducted a review of current salaries and is working with Human Resources to better align them with our institutional peers in order to fend off the recruitment of our team post-campaign.
 - The Division has also made investments in a new donor database and CRM platform, new and innovative fundraising platforms, an improved on-line giving system, as well as merchant services that now allow donors to give through Venmo, PayPal, and even crypto currency.

VI. New Business No new business.

VII. Adjournment

Chair Parker asked for a motion to adjourn; *motion moved by Calvin Brodie; seconded by Venessa Harrison; the meeting adjourned at 11:03 a.m.

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

*Motions made by the committee