

UNIVERSITY ADVANCEMENT AND EXTERNAL AFFAIRS COMMITTEE

BOARD OF TRUSTEES

North Carolina Agricultural & Technical State University
Alumni-Foundation Event Center, Boardroom
Greensboro, NC

Friday, November 11, 2022, 10AM

OPEN SESSION MINUTES

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, Bhaskar Venepalli, Ken Sigmon; Lynn Wooten

Committee Guests Present: Chancellor Harold Martin, Ezana Tamrat, SGA President

IV. *Approval of Prior Meeting Minutes – November 11, 2022

Due to inclement weather all committee meetings were cancelled for the scheduled September 30 BOT meeting; therefore the April 2022 minutes were in need of approval. A motion to approve the minutes was made by Venessa Harrison, seconded by Bhaskar Venepalli and unanimously approved by the committee members.

V. Committee Charter – Ken Sigmon, Vice Chancellor, Advancement

At the request of the Chancellor each committee is asked to review the committee's charter normally presented at the beginning of each fiscal year as a refresher.

VI. Vice Chancellor's Report

A. Fundraising Report for FY22 – Ralisha Mercer, AVC Development

- To date for the fiscal year, the University has received \$3.9MM in gifts and new commitments overall.
- Currently, Alumni support remains consistent despite the stock market, inflation, and other indicators that influence giving.
- Alumni giving continues to be ahead of the same period last year and makes up \$1.2MM of that total.
- The University expects giving to continue at a strong pace despite the challenges with some large gifts to announce in the near future.

B. Advancement Metrics – Ken Sigmon, VC Advancement

- All KPI continue to point in the right direction.
 - Endowment per student ratio now stands at over \$11,600 per student.

- The cost per dollar raised is well below the national average at 12 cents per dollar.
- Major gift pipeline continues to be strong for the future.
- Ken also gave an update on the state of philanthropy in the U.S. overall
 - In FY21, it reached a high water mark of \$485 billion
 - Of that amount, 96% came from individuals and \$71 billion (14%) went to education.

VII. Advisory Council on Alumni Relations Update – Teresa Davis, AVC Alumni Relations

- The council continues to focus on chapter effectiveness, affinity group growth, communications, and programming.
 - Communications – what is delivered and how
 - Implement a platform to engage alumni more
 - Affinity Groups – diverse connections
 - Military
 - Alumni Band
 - Nursing
 - Alpha Nu
 - Alumni Chapters – Grass roots
 - Develop a robust chapter leadership retreat
 - Interpersonal relationships, financial reporting routines and membership retention
 - Programs – Alumni life cycles
 - Legacy recognition
 - Due to the pandemic, the terms of the inaugural members have been extended, but will be managing a staggered roll off plan to allow for new memberships and opportunity for growth.

Additionally, Ken announced Teresa Davis will be leaving the University as of December 31st and a national search for her replacement will begin immediately. Teresa was recognized for her leadership, dedication, and passion for all the work she has done to advance alumni relations at the University and wished her all the best.

VIII. New Business

No new business.

IX. *Closed Session

General Counsel, Melissa Holloway, read the language for a motion to go in to closed session pursuant to the North Carolina General Statute section 143-318.11 (a) (2). Chairman Parker invited a motion to move in to closed session, motion made by Venessa Harrison, seconded by Calvin Brodie and unanimously approved.

X. *Open Session

Chairman Parker asked for a motion to approve the item disclosed in closed session and to be presented later this afternoon to the full board for approval; motion made by Bhaskar Venepalli, seconded by Venessa Harrison and approved unanimously by the committee members.

XI. *Adjournment

Chair Parker asked for a motion to adjourn; motion made by Venessa Harrison, seconded by Calvin Brodie; the meeting adjourned at 11:04 a.m.

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

*Motions made by the committee