



**Board of Trustees
Committee Meeting
Rudolph Jones Student Center
Room 242**

**Committee on University Advancement
Wednesday, December 8, 2021
1:45 p.m.**

AGENDA

Call to Order	John English, Committee Chair
Welcome and Opening Remarks	John English
Roll Call	
Approval of Minutes:	June 10, 2021

Information/Action Item:

- | | |
|---|--|
| A. FSU Foundation Update | Bruce Rosengrant
<i>Vice Chancellor for Advancement</i> |
| B. Advancement Division Update | |
| C. Fundraising totals to-date vs. Goals | |

Committee members: J. Doug English, Valencia White, Warren McDonald, Gregory Pinnix, Glenn Adams

For further information, please contact:
Bruce Rosengrant
Vice Chancellor for Advancement
910-672-1339

**UNIVERSITY ADVANCEMENT COMMITTEE
THURSDAY, JUNE 10, 2021
11:25 A.M.**

The University Advancement Committee of the Fayetteville State University Board of Trustees convened Thursday, June 10, 2021, in the Rudolph Jones Student Center Room 242. Chair Dr. Richard Clayton Adams presided, and the meeting was called to order at 11:25 a.m.

ROLL CALL

The following Committee Trustees were in attendance: Dr. Richard Clayton Adams, Mr. Stuart Augustine, Mr. John Doug English, and Dr. Brandon Phillips. Trustees Mr. Jonathan Charleston and Dr. Warren McDonald were absent.

Staff persons in attendance included: Chancellor Darrell T. Allison, VC Bruce Rosengrant, and Mr. David Scott.

APPROVAL OF MINUTES

It was moved by Trustee English and properly seconded by Trustee Phillips that the minutes of the University Advancement Committee Meeting held on March 25, 2021, be accepted as distributed. The motion carried.

DIVISION UPDATE

Bruce Rosengrant, Vice Chancellor for University Advancement, provided the division update. Advancement-related policies and procedures are being reviewed to ensure they are in alignment with the university. The review focus is on cash, planned giving, and pledge components that may need to be enhanced. The unrestricted component (annual funds) has not been a healthy number as large portion of money has been endowment funds. The annual fund gives leadership more flexibility for the university to use dollars where most needed.

Overall contributions for the fourth quarter in this fiscal year (FY 2021) total \$8,268,542. A breakdown of gift contributions received is as follows: cash (17%) – \$1,418,635; gift-in-kind (74%) - \$6,103,500; pledges (2%) - \$126,683; planned gifts (1%) - \$100,000; awards/grants (6%) - \$519,742.

New endowments consist of The Segra Endowed Scholarship for \$30,000 (received in full); The Earnest L. Curry Endowed Scholarship for \$27,735 (received in full); the Lumbee Guaranty Bank Endowed Scholarship for \$25,000 (\$5,000 received); The Melba Smith Uzzell Endowed Scholarship for \$25,000 (\$5,000 received); the Hubert J. & Patricia B. McCormick Endowed Scholarship for \$25,000 (\$5,000 received); the Broadwell College of Business &

Economics Endowed Scholarship for \$25,000 (\$27,184 received); and the Endeavors (Major General Alfred L. Flowers Endowed Scholarship for \$25,000 (\$10,000 received). All listed endowments are pending a Title III match for its total amount.

Planned gifts include the Class of '74 gift for \$25,000 (document pending) and The Wayne Branch Lecture Hall gift for \$100,000. Forty-three corporation and foundation donors have contributed a combined total of \$273,139 this quarter.

Matching gifts are as follows: Tegna - \$10,000; IBM International Foundation - \$250; Optimal - \$2,000; Lenovo - \$2,010; Boeing Company - \$1,000; Duke Energy - \$2,500; Bank of America - \$5,543; Wells Fargo Bank - \$1,000; Z Smith Reynolds Foundation - \$3,000; and State Farm - \$6,000. The university received gifts-in-kind from IBM (\$6M), Dell (\$3,500), and the UNC System (\$100,000).

Funds from the following campaigns have been received this quarter: Faculty/Staff - \$100,072; Day of Giving (Fayetteville State Forward) - \$140,260; Classes in Reunion (1s and 6s) - \$195,225, includes planned gift; Broncos Helping Broncos FY21 - \$12,740; and End of Calendar Year Giving - \$281,971. The "30 Days of Giving" Campaign begins June 1.

Following the division update, VC Rosengrant presented requested revisions made to the current university's Naming of Facilities and Programs Policy. Although changes were made in August 2020, VC Rosengrant expressed revisions are needed to further strengthen the policy. Chancellor Allison mentioned that FSU is 16th in fundraising in the UNC System and requested the revisions be considered for a vote at the current meeting. Waiting until the next Board meeting to vote could possibly hold up potential gifts. Chair Adams said that if the Committee is ready to make a final commitment on the requested changes, they could move forward with the vote.

It was moved by Trustee Phillips and properly seconded by Trustee English to accept the requested revisions to the university's Naming of Facilities and Programs Policy. The motion carried.

Per the Committee's vote of approval on the requested changes, Chair Adams said the revisions would be presented at the full Board Meeting. He thanked VC Rosengrant for his update and welcomed him to the university.

ADJOURNMENT

It was moved and properly seconded to adjourn the meeting at 11:45 a.m. The motion carried.

Respectfully submitted,
Dr. Richard Clayton Adams, Chair

Mr. David Scott, Recorder
Mrs. Treva Bentley, Transcriber

Agenda Item UA-1

EXECUTIVE SUMMARY

MEETING DATE: December 8, 2021

COMMITTEE: University Advancement

SUBJECT: University Advancement Update
(Information Only)

BACKGROUND: This report will provide an update for the University Advancement department.

MOTION: N/A

Supporting Document(s) Included: N/A

Reviewed By: Darrell T. Allison
Chancellor

Date: 11/30/2021

Prepared by: Bruce Rosengrant
Vice Chancellor for Advancement

Date: 11/30/2021

University Advancement Update

Board of Trustees
Advancement Committee

Bruce A. Rosengrant
Vice Chancellor for Advancement

December 8-9, 2021

University Advancement Update

1. FSU Foundation
2. Advancement Division
3. Fundraising totals to-date vs. Goals

FSU Foundation Board of Directors

Updated By-Laws as of September 10, 2021

- Reduced number of Directors from 40 to 25 (including ex-officio)
- Added Director Emeritus classification (non-voting, ex-officio)
- Term of Office, Four years
- Reduced committees to three (Development, Audit & Finance, Nominations)

FSU Foundation Board of Directors



Chair: Mr. Ben Brown, Jr. '89, '91, Greensboro, Chair

Vice Chair: Mr. Jermaine Coble '13, Fayetteville, NC

Secretary: Mrs. Vedas Neal '70, Elm City, NC

Mrs. Olivia Chavis, Fayetteville, NC ('26)

Hon. Christopher G. Davis, Fayetteville, NC ('26)

Mr. Theodore DeBose, Fayetteville, NC ('26)

Dr. John Godbolt '74 '84, Fayetteville, NC ('26)

Mr. Willie Gray '81, Charlotte, NC ('26)

Mr. Jared James '15, Shaker Heights, OH ('26)

Mr. Jermaine Pittman '12, Smyrna, GA ('26)

Mrs. Gina Roulhac, Fayetteville, NC ('26)

Dr. Cathy Waddell '73 '03, Fayetteville, NC ('26)

Rev. Reginald Wells, Spring Lake, NC ('26)

Dr. Wilson Lacy (Emeritus), Fayetteville, NC

Ex-Officio

Mr. Darrell Allison, J.D., Chancellor

Mr. Bruce Rosengrant, Executive Director

Mr. Carlton Spellman, VC, Business & Finance

Mr. Glenn Adams, Chair Board of Trustees

Dr. Monica Leach, Provost

Mr. Richard Kingsberry '78, President, FSU NAA

Ms. Sydney Harris '22, President, FSU SGA

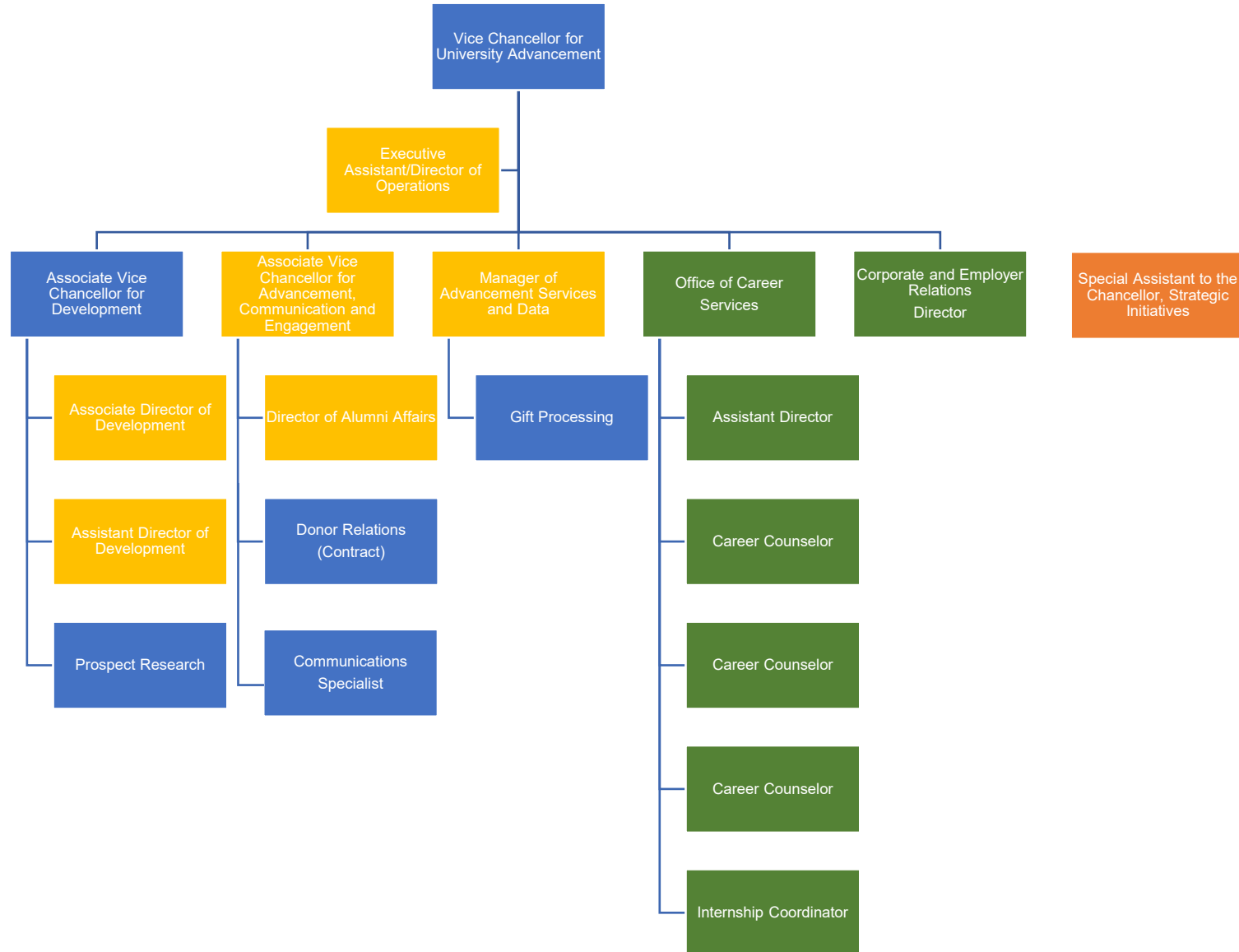
Fundraising Breakdown

March 15 – November 17

- **Cash/Pledges: \$1,718,417 (Goal: \$2 million)**
(cash = \$1,436,417; pledges = \$282,000)
- Total Donations: 2,504
 - Alumni: 1,245
 - Alumni Affiliates: 85
 - Faculty and Staff 337

University Advancement

“Moving Forward”



Office of Career Services

Unit Overview/Data



Summary of Career Services Fall 2021 Data:	2021-2022 Fall (July 1, 2021 – Nov. 19, 2021)	Comparison to Fall 2020	Percentage Increase/Decrease
Academic Year:			
Department Name:	Office of Career Services		
Semester Report:	Fall 2021		
Student Engagement:	Semester Totals:	Semester Totals:	
Student Appointments held	178	102	+75%
Workshops/Events/Classroom Visits Held	74	16	+363%
Workshop/Classroom Visit Attendance Total	1,746	102	+1,612%
Tabling Events Student Reach	800+	165	+385%
Career Fairs Held	2	1	+100%
Career Fair Attendance	293	168	+74%
JC Penny Suit Up Event	62	33	+88%
Thurgood Marshall College Fund Participants	6	11	-45%
Handshake Student Logins (those who have logged in from any device)	1,398	241	+480%
New Handshake Student Profile Completion	315	68	+363%
Handshake Resume reviews completed	444	338	+31%
Employer Outreach:			
Career Fair Employer Attendance:	117	52	+125%
# of Employers Met with	136	78	+74%

**Thank you for all that you do for
Fayetteville State University!**