



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

**COMMITTEE ON UNIVERSITY ADVANCEMENT
WEDNESDAY, MARCH 23, 2022
1:00PM**

AGENDA

Call to Order J. Douglas English, Committee Chair
Welcome and Opening Remarks J. Douglas English
Roll Call
Approval of Minutes: December 8, 2021

Information/Action Item:

A. FSU Foundation Update
Chris Davis
Interim Vice Chancellor for Advancement
Ben Brown, MBA
Chair, FSU Foundation

B. Career Services
Greg McElveen, MBA
*Special Assistant to the Chancellor,
Strategic Initiatives*
Yasmine Farley, PhD
Director, Career Services
Tamri Graves, MBA
Director, Corporate & Employer Relations

Action Items: N/A

Committee members: J. Doug English, Valencia Applewhite, Warren McDonald, Gregory Pinnix, Glenn Adams
Staff Liaison: Chris Davis
Board Professional: David Scott

For further information, please contact:
Christopher L. Davis, Interim VC for University Advancement
910-672-1683

UNIVERSITY ADVANCEMENT COMMITTEE
WEDNESDAY, DECEMBER 8, 2021
1:45 P.M.

The University Advancement Committee of the Fayetteville State University (FSU) Board of Trustees convened Wednesday, December 8, 2021, in the Rudolph Jones Student Center Room 242. Committee Chair Mr. John English presided, and the meeting was called to order at 1:45 p.m.

ROLL CALL

The following Committee Trustees were in attendance: Mr. John Doug English, Mr. Glenn Adams, and Mr. Gregory Pinnix. Trustees Ms. Val Applewhite and Dr. Warren McDonald were absent.

APPROVAL OF MINUTES

It was moved by Trustee Adams and properly seconded by Trustee English that the minutes of the University Advancement Committee Meeting held on June 10, 2021, be accepted as distributed. The motion carried.

UNIVERSITY ADVANCEMENT UPDATE

Bruce Rosengrant, Vice Chancellor for University Advancement, provided the division update. VC Rosengrant focused on three main areas: The FSU Foundation, Advancement Division, and Fundraising totals to-date vs. goals.

The FSU Foundation went through transitions earlier in the year. Several foundation board members stepped down for personal reasons and time commitments and others foundation board members rolled off the Foundation board due to term limits. In collaboration with FSU Administration, the Foundation board reviewed and updated their By-Laws. The By-Laws had not been updated in a decade. A few updates to the Foundation Board By-Laws were that the number of directors reduced from 40 to 25, which included ex-officio members. The Foundation Board added a director emeritus classification (non-voting, ex-officio). This was added to keep a historical perspective of the Foundation and university. Foundation Board members' term limits were extended to four years instead of three years. The number of committees were reduced to three: development, audit and finance, nominations.

Trustee Adams asked if the terms were staggered.
VC Rosengrant replied yes, they will be staggered.

Chancellor Allison asked VC Rosengrant if he could share how many total members were on the Foundation Board. VC Rosengrant replied that there is a total of 21 board members on the Foundation Board.

VC Rosengrant shared the names of the Foundation Board Members: Mr. Ben Brown, Mr. Jermaine Coble, Mrs. Vedas Neal, Mrs. Olivia Chavis, Hon. Christopher G. Davis, Mr. Theodore DeBose, Dr. John Godbolt, Mr. Willie Gray, Mr. Jared James, Mr. Jermaine Pittman, Mrs. Gina Roulhac, Dr. Cathy Waddell, Rev. Reginald Wells, Dr. Wilson Lacy and then the ex-officio members, Chancellor Darrell T. Allison, Mr. Bruce Rosengrant, Mr. Carlton Spellman, Mr. Glenn Adams, Dr. Monica Leach, Mr. Richard Kingsberry, and Ms. Sydney Harris.

VC Rosengrant stated that this was a good group and are eager to get to work and move forward.

VC Rosengrant provided a fundraising breakdown from March 15 to November 17. VC Rosengrant highlighted fundraising starting at March 15 since that was Chancellor Allison's first day in office. Overall contribution in cash (\$1,436,417) and pledges (\$282,000) is \$1,718,417 with a goal of \$2 million. Total of donations is 2,504. 70% of the total donations are alumni (1,245), alumni affiliates (85), and faculty and staff (337).

VC Rosengrant shared that there is a departmental goal to create 20 new endowments this fiscal year. The endowment is \$25,000, payable over \$5,000 over a five-year period, permanent fund. There are six finalized and 11 in discussion.

VC Rosengrant provided an update on the Office of Career Services. The Office of Career Services has changed locations on the second floor of the student center to be in a more prominent location than before. Career Services is now under University Advancement which provides Career Services the opportunity to utilize the resources of the University Advancement Staff. Career Services now has access to donors and alumni. VC Rosengrant shared that the university's job is to educate and train students for the workforce and part of that process is to make sure that opportunities of paid internships are provided. Career Services focuses on primary areas: resume writing, interview prep, and dress for success.

VC Rosengrant then provided an overview and summary of the 2021 fall semester. In comparison 2020 fall semester, student engagement increased.

- Workshop/classroom visit attendance increased by 1,612% (1,746 in 2021 vs 102 in 2020)
- Workshops/events/classroom visits held increased by 363% (74 in 2021 vs 16 in 2020)
- Handshake Student Login increased by 480% (1,389 in 2021 vs 241 in 2020)
- New Handshake Student Profile Completion increased by 363% (315 in 2021 vs 68 in 2020)
-

Handshake is a tool for employers and students to connect.

VC Rosengrant highlighted the newly established position that works with the Office of Career Services and University Advancement: Corporate and Employer Relations Director. The position serves as the liaison between the employer and students. This position learns what employers are looking for and their needs.

VC Rosengrant thanked the University Advancement Committee for their continued support.

ADJORNMENT

It was moved and properly seconded to adjourn the meeting at 2:03 p.m. The motion carried.

Respectfully Submitted,
Mr. John Doug English, Chair

Mr. David Scott, Transcriber

University Advancement Overview



Chris Davis

Interim Vice Chancellor for University Advancement

March 23, 2022

**FSU Board of Trustees
Committee on University Advancement**

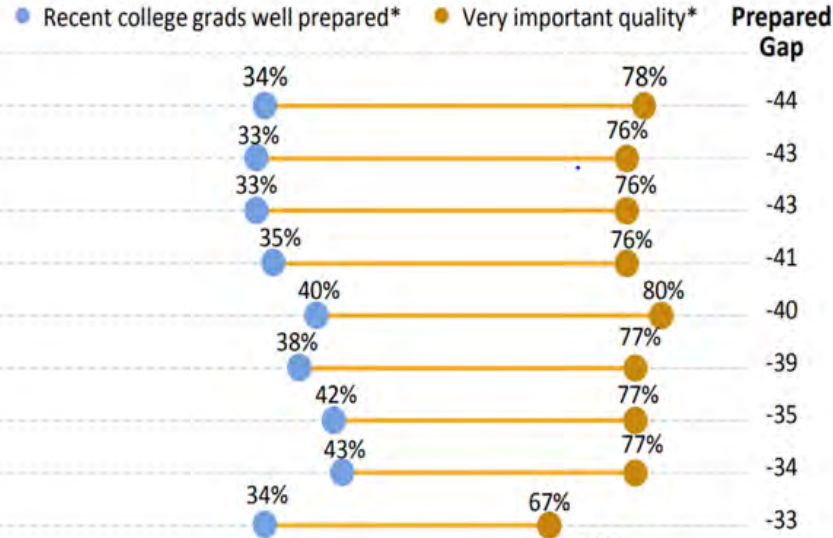
Presenters

- Ben Brown – Chair, FSU Foundation Inc.
- Dr. Yasmine Farley – Director, Career Services
- Tamri Graves – Director, Corporate & Employer Relations

FSU's Focus on Internships and Workforce Readiness Closely Aligned with Employer Priorities



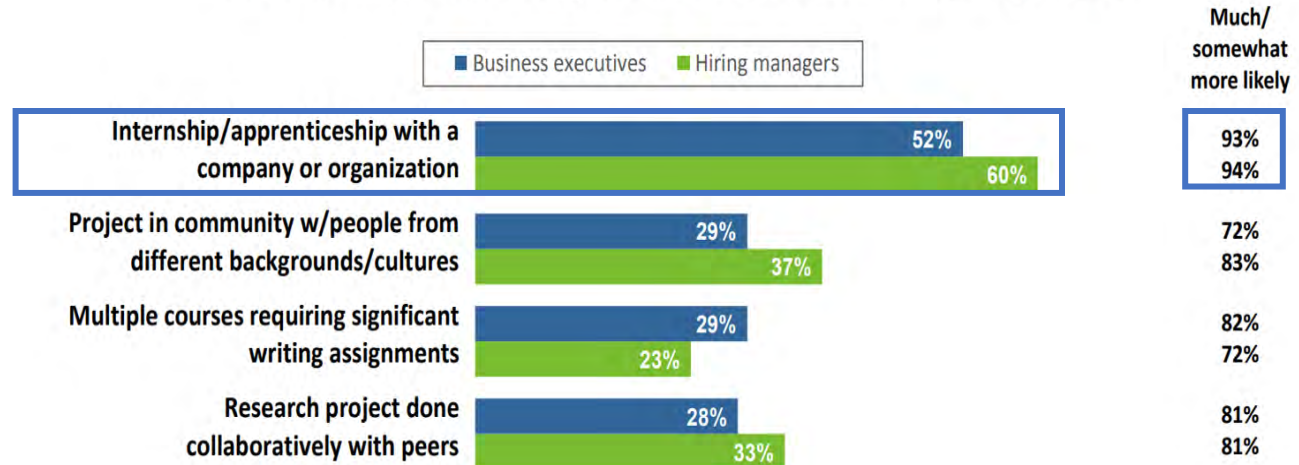
Among business execs:



Only 30-40% of Business Execs View Recent College Grads as Very Well Prepared with Key Skills

Would be MUCH More Likely to Hire Recent Grad with this Experience

Employers consider internships as the most effective applied learning tool to prepare students for career success



Deep Employer Partnerships Now Being Established at FSU, Leveraging University-Wide Connections



FSU's message of paid internships and workforce preparedness resonating with employers

What is Career Services?



- Career Services prepares students and the alumni population for graduate/professional schools and the world of work by offering career development programs and services.
- At FSU, our goal is to help students become **WORKFORCE READY**. We want our students to become a leading talent pipeline for local, regional, and national corporations.

Student Preparation



FAYETTEVILLE
STATE UNIVERSITY

Career Services and Student Affairs Presents:

CAREER EXPO

Hiring Event

Register Here 

March 8 - 9, 2022
3 PM - 6 PM
R.J. Student Center, Room 238 & 240

On-Site Interviews
Professional Attire Required
Register to Attend by March 4 (Handshake)
bit.ly/expospring22
Career Expo Reception March 8, 6-7PM

For more information contact Career Services
910.672.1205
careerservices@uncfsu.edu
uncfsu.edu/careerservices

In-Transit Career Development Week
February 28 - March 9, 2022 
Please register to events at bit.ly/careerready22

In-Person Session: Monday, Feb. 28, 2-3PM
Career Services Office

Résumé Extravaganza
What Makes a Résumé Stand Out?

Virtual Session: Wednesday, March 2, 6 - 7PM

Pitch Perfect
"The Elevator Pitch"

In Person Session: Tuesday, March 1, 2-3PM
R.J. Student Center, 238

Virtual Session: Thursday, March 3, 6-7PM

In-Person Session: Tuesday, March 1, 12:30 - 1:30 PM
R. J. Student Center

Virtual Session: Tuesday, March 1, 6-7 PM

Career Expo Prep
Lunch & Learn

In-Person Session: Thursday, March 3, 1:30-2:30 PM
R. J. Student Center

Dress for Success
Boutique

Wednesday, March 2 - Friday, March 4
By Appointment Only
Office of Student Engagement

Thursday, March 3 - Friday, March 4, 9AM-5PM
Virtual and In-Person Sessions
R.J. Student Center, 206 & 127

Mock Interviews



Etiquette Dinner
Keynote Speaker:
Dr. Toya Corbett

Monday, March 7, 6 - 8PM
By Registration Only
Juniors and Seniors
R.J. Student Center, 242

Preparing you to be #CareerReady

Sponsored by:  

- Job/Internships search assistance
- Resume/CV assistance
- Cover letter assistance
- Career development workshops
- Handshake - career database & job board

Ensuring Career Success



Academic Year 2021-22 Internship Goal

- Goal of 100 Paid Internships
- As of March, 108 Paid Internships
- 77 Corporate Employers

Academic Year 2022-23 Internship Goal

- 250 Paid Internships

Academic Year 2023-24 Internship Goal

- 400 Paid Internships

Results in Action

**Tyeishia Timlet | Class of 2021 |
Fayetteville Chamber of Commerce**



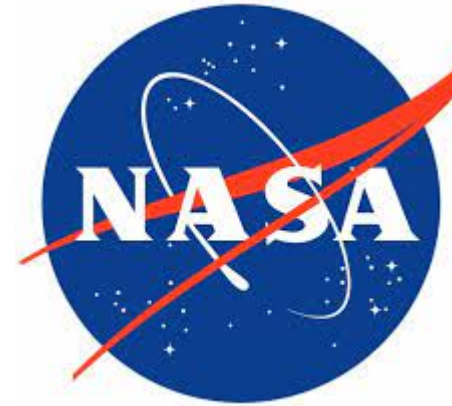
Demarest Barnes | Class of 2021 | FujiFilm

The Process

- Identify prospective employers and assist in creating profile of their needs
- Facilitate relationships between Office of Career Services and prospect employers to identify students
- Cultivate and maintain relationships with employers
- Help create buy-in amongst Deans, Chairs, Program Directors and Faculty for University's career initiative
 - Broadwell College of Business and Economics
 - College of Humanities and Social Sciences
 - College of Health Science and Technology
 - College of Education

New & Developing Internships

- Utilize institutional network
- Utilize professional network
- Attend local and national networking events
- New and developing internship agreements:



SECU Foundation

PEOPLE HELPING PEOPLE®



Career To Success Video Wall



Questions?