MINUTES

The Institutional Advancement Committee of the Board of Visitors met Thursday, September 26, 2013, from 11:00 a.m. to 12:15 p.m. in the Board of Visitors Room of Webb Center.

Present from the committee were:

Mr. Luke M. Hillier, Chair  
Ms. Judith O. Swystun, Vice Chair  
Mr. Barry M. Kornblau (ex-officio)  
Mr. Jeffrey W. Ainslie  
Mr. Richard T. Cheng  
Dr. Mary Maniscalco-Theberge  
Mr. Frank Reidy

Also present were:

Mr. Alonzo Brandon  
Ms. Karen Meier  
Mr. Earl Nance  
Mr. Dan Genard  
Ms. Karen Cook  
Ms. Velvet Grant  
Ms. Cathy Lewis  
Mr. John Broderick  
Ms. Elizabeth Kersey  
Ms. Anita Friedmann  
Ms. Giovanna Genard  
Mr. Sebastian Kuhn  
Ms. Tricia Hudson-Childers

ACTION ITEMS

I. Mr. Luke Hillier welcomed everyone to the meeting. A motion was made by Mr. Barry Kornblau and seconded by Mr. Jeffery Ainslie to approve the minutes of the June 13, 2013 minutes. The motion was approved unanimously by all members present and voting.
ITEMS FOR REVIEW:

I. **Office of Community Engagement** – Ms. Cathy Lewis, Community Engagement Liaison gave an overview of the CIVIC Scholars program, the cooperative venture between CIVIC Leadership Institute and ODU designed to connect promising ODU students with Hampton Roads community leaders. She reviewed the structure, eligibility, admission process and group projects for this first year of the program. Mr. Alonzo Brandon added that this program stemmed from a visit to The Washington Center and will be a continuum for continuing education. He also noted we are hoping to send two students to participate in The Washington Center program. The long term goal is to invite other universities (regional and state) to join in this group.

II. **Office of University Advancement** – Mr. Alonzo Brandon presented and discussed dashboard items measuring productivity in the area of Development which included fundraising amounts for total giving, planned giving, annual funds, college giving and donor counts. He reported a few key gifts and noted that it is only the first quarter and we are at 65% of the year’s goal. Mr. Brandon also discussed eight fundraising initiatives that will be focused on over the next five years.

CLOSED SESSION

I. A motion was made by Mr. Jeffrey Ainslie and seconded by Mr. Barry Kornblau that the meeting be recessed, and, as permitted by Virginia Code Section 2.2-3711(A)(8), reconvene in closed session for the purpose of discussing matters related to gift giving, bequests, and fundraising activities of the University. The motion was approved by all members present and voting.

There being no further business, Mr. Hillier thanked everyone for attending and the meeting was adjourned.