

**Minutes**

**Call to Order:**

Mr. Harris called the meeting to order.

**Roll Call:**

Members Present: Mr. Kyle Brown, Mr. Kelvin Farmer, Dr. William Harris, Mrs. Sue Henderson, Mr. Scott Wierman, Mr. Charles Wright, and Mrs. Debra Miller.

**Members Absent:** Mr. Osyris Uquoezwa.

**Staff Present:**

Chancellor Elwood Robinson, Mrs. Michelle Cook, Ms. Misha Blount, Mr. Gregory Hairston, Mr. Nathan Harlan, Mrs. Andrea Jenkins, Dr. Mary McComb, Mrs. Kimberly Reese and Mrs. Jaime Hunt.

**Approval of Agenda:**

Dr. Harris asked for a motion to approve the agenda. The motion carried.

**Approval of Committee Meeting Minutes:**

Dr. Harris asked for a motion to approve the minutes of the December 10, 2015 meeting. The motion carried.

**Gift Summary Report:**

Mrs. Cook presented the Gift Summary Report for the second quarter. She reported contributions for the first two quarters totaled \$1.3 million; down from \$1.9 million for the same period last year.

**Divisional Highlights:**

Mrs. Reese reported that the Annual Fund completed two Faculty/Staff solicitations at the end of 2015. She also reported \$32,000 in sponsorships and \$25,000 in gifts in kind for the annual golf tournament to date.

Mr. Hairston talked about the success of the Call Program with 968 pledges totaling \$166,000. He reported we currently have 460 donors, with a total amount received of \$70,392.

Dr. McComb reported that she served as editor and lead writer for "The Architecture of Success" *Archway* magazine and provided a brief overview of the content of the edition.

Mr. Harlan reported on meetings with Bank of America, the Charlotte Hornets and US Bank during the CIAA tournament, He reported that WSSU was selected as a finalist by the United Negro College Fund's Career Pathways Initiative that could result in \$150,000 to support planning and \$1.5 million to support implementation.

He talked about efforts to identify potential funders of social justice initiatives at WSSU and the early conversations with potential funding partners.

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Mrs. Jenkins reported on the Planned Giving Seminar during CIAA Week. She updated the committee on the current bequest marketing campaign and talked about a Donor Engagement dinner with Chancellor Robinson hosted by Cathy Owen, Shirley Shouse, and Jerry Silber.

**Strategic Plan:**

Mrs. Cook provided an overview of University Advancement objectives imbedded in the Strategic Plan. She said the plan is aggressive, it's transformational and it is going to take significant, active involvement from the Advancement Committee and all of the trustees – and game changing financial investments – to realize our vision and mission.

**Other Business:**

There was no new business to come before the committee.

**Adjournment:**

Mr. Harris called for a motion to adjourn. The meeting adjourned.

Respectfully submitted,

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Dr. William Harris, Chair