

**West Virginia State University Board of Governors  
Institutional Advancement Committee  
Erickson Alumni Center, Weisberg Lounge  
June 14, 2018  
9:00 – 9:30 a.m.  
Agenda**

- |    |  |             |   |
|----|--|-------------|---|
| 1. | Call to Order and Roll Call—Chair L. Vincent Williams, Esq., presiding |             |   |
| 2. | Verification of Appropriate Notice of Public Meeting                   | Action      | 2 |
| 3. | Review and Approval of Agenda  | Action      | 1 |
| 4. | Review and Approval of Minutes of Previous Meeting                     | Action      | 3 |
| 5. | University Recommendations and Reports                                 |             |   |
|    | 5.1 Comparative Gift Report  | Information | 5 |
|    | 5.2 Cash Flow Report   | Information | 6 |
|    | 5.3 Upcoming Events  | Information | 7 |
|    | 5.4 Discussion   |             |   |
| 6. | Next Meeting Date – <i>TBA</i>   |             |   |
| 7. | Adjournment  |             |   |

**West Virginia State University Board of Governors**  
***Institutional Advancement Committee***

**Date/Time:** 6/14/2018 -- 9:00 AM

**Location:**

Erickson Alumni Center  
Weisberg Lounge  
Institute, WV

**Purpose:** To conduct the regular business of the committee in preparation for the full Board meeting.

**Notes:**

This is a compliant meeting.

**Meeting was approved : 5/29/2018 10:01:27 AM**

**West Virginia State University Board of Governors  
Institutional Advancement Committee  
Erickson Alumni Center, Weisberg Lounge  
May 11, 2018  
Minutes**

**1. Call to Order and Roll Call**

Chair L. Vincent Williams called the meeting of the Institutional Advancement Committee to order at 9:06 a.m.

**Present:** Mr. Williams, Mr. Roberts, Mr. Jones, Mr. Swingle, and Mr. Lipscomb. Dr. Smith participated by conference phone. Several members of the administration, faculty, and staff were also present.

**2. Verification of Appropriate Notice of Public Meeting**

Chair Williams announced the Verification of Appropriate Notice of Public Meeting.

**3. Review and Approval of Agenda**

Chair Williams asked for approval of the agenda. Mr. Jones made the motion, and it was seconded by Mr. Lipscomb. The motion carried.

**4. Review and Approval of Minutes of Previous Meeting**

Chair Williams asked for approval of the minutes. Mr. Jones made the motion, and it was seconded by Mr. Lipscomb. The motion carried.

**5. University Recommendations and Reports**

**5.1 Philanthropic Giving**

**5.1.1 Comparative Gift Report**

Ms. Schumann presented the comparative gift report. As of May 8, 2018, the University received \$890,185, compared to \$809,283 last year. The number of donors was 1,072 for Fiscal Year 2018, compared with 1,195 for Fiscal Year 2017. The number of gifts stands at 3,360 this year, compared to 3,010 last year.

**5.1.2 Cash Flow Report**

Ms. Schumann presented the cash flow report for Fiscal Year 2018. The University received current outright cash commitments of \$646,156. *Note: Following the meeting an error in the reporting of pledge payments was discovered. A corrected report will be provided at the June meeting.*

**5.1.3 Current Giving Initiatives**

Three significant gifts have been received since the last meeting: AKA Sorority (\$25,000), AT&T (\$15,000), and BB&T (\$10,000). There are five pending proposals totaling \$2,275,000.

The Foundation recently sold the Capitol Center Theater and decided to use a portion of the proceeds to award grants to members of the campus community. The Foundation granted funding for the following University projects: Forensic Science

Lab \$25,000; Business and Economics Department Program Enhancement \$20,250; Adams 5-Octave Marimba \$13,120; Psychology Department Test Administrative Training \$1,259; Student Accessibility Resources \$11,424; WVSU Television Commercial \$25,000; and Student Recruitment Support \$15,000. There is a remaining amount of \$9,000 still not designated, and the Foundation Board looks forward to awarding the balance.

Ms. Woodward reported that the Black & Gold Gala raised \$129,000 with 43 sponsors, 45 Silent Auction donors and 385 attendees. The net revenue has not yet been calculated.

The Katherine Johnson Project is progressing well, with \$115,000 raised, to date. The overall goal is \$250,000, with \$150,000 for the statue and \$100,000 for the endowed scholarship. The dedication of the statue and scholarship is scheduled for August 25. Donors who give \$1,000 or more by June 30 will have their name engraved on a recognition plaque. The Katherine Johnson information is now on the website at <https://connect.wvstateu.edu/katherinejohnson>.

Staff is working on mailings for the President's Circle and the Fiscal Year End Appeal.

## **5.2 Alumni Relations**

Mrs. Fuller presented on the WVSU Alumni Relations Reception for Graduating Seniors. Dr. Lateef Saffore will join her in hosting the event. The reception will recognize graduating seniors and provide an opportunity to learn about the history of the different chapters in their area and offer advice to incoming freshmen. The event will take place in the Walker Convocation Center following rehearsal.

### **6. Next Meeting Date**

June 14, 2018

### **7. Adjournment**

With there being no further business, the meeting adjourned at 9:40 a.m.

Submitted by,

*Maria Drake*

Executive Administrative Assistant

## West Virginia State University Foundation

*Comparative Giving Report by Fiscal Year*

	7/1/17 - 5/30/18	7/1/16 - 5/30/17
<b>Pledges</b>	<b>\$446,410.00</b>	<b>\$254,450.00</b>
<b>Outright Cash Gifts</b>	<b>\$764,167.01</b>	<b>\$584,531.44</b>
<b>Gifts-in-kind</b>	<b>\$13,271.58</b>	<b>\$8,699.69</b>
<b>Total Giving</b>	<b>\$1,223,848.59</b>	<b>\$847,681.13</b>
<b>Total Number of Donors</b>	<b>1,100</b>	<b>1,224</b>
<b>Total Number of Gifts</b>	<b>3,505</b>	<b>3,203</b>

	FY 2017 Total	FY 2016 Total	FY 2015 Total	FY 2014 Total	FY 2013 Total	FY 2012 Total
<b>Pledges and Payments</b>	\$404,450.00	\$4,539,361.00	\$3,483,713.40	\$3,335,932.34	\$1,808,765.00	\$51,850.00
<b>Outright Cash Gifts</b>	\$668,644.90	\$3,110,917.07	\$695,525.79	\$752,168.84	\$536,610.27	\$524,930.24
<b>Gifts-in-kind</b>	\$8,699.69	\$4,912.99	\$22,361.04	\$30,702.00	\$6,720.00	\$270,401.52
<b>Total Giving</b>	<b>\$1,081,794.59</b>	<b>\$7,655,191.06</b>	<b>\$4,201,600.23</b>	<b>\$4,118,803.18</b>	<b>\$2,352,095.27</b>	<b>\$847,181.76</b>
<b>Total Number of Donors</b>	<b>1288</b>	<b>1115</b>	<b>1163</b>	<b>1,015</b>	<b>796</b>	<b>413</b>

**Current Cash Flow Report**  
*July 1, 2017 - May 30, 2018*

<b>Gift Type</b>	<b>Unrestricted</b>	<b>Restricted</b>	<b>Endowed</b>	<b>Total</b>
<b>Current Cash Gifts</b>	\$134,423.58	\$526,165.79	\$103,577.64	<b>\$764,167.01</b>
<b>Payments on FY18 Pledges</b>	\$28,010.00	\$29,356.00	\$0.00	<b>\$57,366.00</b>
<b>Payments on Previous Pledges</b>	\$3,310.98	\$362,429.06	\$20,657.08	<b>\$386,397.12</b>
<b>TOTALS</b>	\$165,744.56	\$917,950.85	\$124,234.72	<b>\$1,207,930.13</b>



# WEST VIRGINIA STATE UNIVERSITY

## Alumni Relations

June 2	11:00 am – 6:00 pm	Houston Alumni Chapter Picnic Alexander Deussen Park, Houston, TX
June 9	12:00 pm – 5:00 pm	Charlotte Alumni Chapter Picnic Hornets Nest Park, Charlotte, NC
June 16	1:00 pm – 8:00 pm	Philadelphia/Delaware Valley Chapter Picnic Burlington Township, NJ
	6:30 pm	Alumni Night at Durham Bulls Athletic Park, NC Raleigh-Durham Alumni Chapter
June 30	8:00 am	DC Metro HBCU 5K Run/Walk Metropolitan Washington Alumni Chapter
	7:00 pm	Atlanta HBCU 5K Run/Walk Atlanta Alumni Chapter
August 25	11:00 am	Statue and Endowed Scholarship Dedication honoring Katherine Coleman Goble Johnson
September 8		Cleveland Alumni Chapter Picnic
September 16 (Tent)	1:00 pm – 4:00 pm	F <sup>2</sup> Q (Fall Festival on the Quad)
October 4-7		Homecoming 2018 WVSU vs Kentucky State University

For complete information about events for WVSU Alumni and friends, please visit [connect.wvstateu.edu](http://connect.wvstateu.edu), contact Alumni Relations at (304) 766-3387, or [bfuller@wvstateu.edu](mailto:bfuller@wvstateu.edu).