



**Board of Governors
Academic Affairs
Erickson Alumni Center
Grand Hall
October 27, 2022**

AGENDA

- | | |
|---|----------------|
| I. Call to Order | Chuck Jones |
| II. Roll Call | Vonda Matthews |
| III. Verification of Appropriate Notice of Public Meeting | Chuck Jones |
| IV. Approval of September 8, 2022 Minutes (<i>Action Required</i>) | Chuck Jones |
| V. Academic Affairs Strategic Initiatives | Micheal Fultz |
| • Early Enrollment Updates | |
| • Office of Retention and Student Success | |
| VI. Adjournment | |

**Board of Governors
West Virginia State University
Academic Affairs Committee**

Date/Time: 10/27/2022 -- 9:00 AM

Location:

Erickson Alumni Center - Grand Hall

<https://us06web.zoom.us/j/86096375650>

Meeting ID: 860 9637 5650

One tap mobile

+13017158592,,86096375650# US (Washington DC)

Purpose: To conduct regular business of the committee

Notes:

Meeting was approved : 10/20/2022 3:08:08 PM

Meeting Minutes
West Virginia State University Board of Governors
University Affairs Committee
James C. Wilson University Union
September 8, 2022
12:00 p.m.

I. Call to Order

Mr. Mark Kelley called the meeting to order at 12:00 p.m.

II. Roll Call

The clerk called the roll. Members present were Mr. Jones, Mr. Flores, Dr. Pietruszynski, Mr. Payne, and Mr. Shepherd. Mr. Gray was absent. A quorum was present.

III. Election of Committee Chair

Mr. Flores nominated Dr. Jeff Pietruszynski for University Affairs Committee chair and was appointed by acclamation.

IV. Verification of Appropriate Notice of Public Meeting

Mr. Jones announced the Verification of Appropriate Notice of Public Meeting.

V. Approval of June 16, 2022 Meeting Minutes

Mr. Flores motioned for approval of the agenda. Mr. Payne seconded the motion, and the motion carried.

VI. Academic Affairs

Dr. Carney introduced the Academic Affairs team to the committee. She reported on the Academic Affairs goals, initiatives and highlights. Highlights included:

- Early Enrollment – 1800 students visiting our campus in September
- Center for Online Learning
- HHP Sports Studies completed two MOUs with Marshall University

Dr. Fultz reported to the committee further with Academic Affairs highlights that included:

- NSM – SURE Symposium
- NSM – RockSat-C Launch
- Faculty Recognition Awards
- Dr. Fultz is a Faculty Merit Foundation finalist and accepted the ACS Local Section Partnership/Marinda Li Wu Award
- National CAEP Site Team Reviewers
- Student Highlights
 - National Scholars
 - Regional Scholars
- Nursing Program

VII. Land-Grant

Dr. Ami Smith reported to the committee on Land-Grant strategic positioning which included:

- WVSU excels at Agricultural Research and Extension
- Operational goals
- Focused initiatives

VIII. Enrollment Management and Student Affairs

Dr. Stacey Sowell reported to the committee:

- Career Services initiatives
- Total number of enrollment
- Housing occupancy
- Moving forward goals

IX. Fall Return to Campus

Eric Jackson reported to the committee:

- Campus testing schedule
- COVID response

X. WVSU Athletics

Nate Burton reported to the committee:

- Summer 2022 external events
- 2022-2023 Season preview and future of WVSU Athletics

XI. Adjournment

With there being no further business the meeting adjourned at 12:44 p.m.

Academic Affairs

Board of Governors Meeting
Academic Affairs Committee
Dr. Micheal Fultz
October 27, 2022

Academic Affairs Strategic Initiatives

Early Enrollment Welcome Days

- **Strategic Initiative:** Increase awareness of the WVSU Early Enrollment Program.
- Throughout all 5 Welcome Days, there were 521 attendees on campus, 498 of which were students.
- Students and counselors from eleven high schools attended: Buffalo, Cross Lanes Christian, Herbert Hoover, Poca, Riverside, Saint Albans, Saint Joseph Central Catholic, Sherman, Sissonville, South Charleston, Teays Valley Christian.



Academic Affairs Strategic Initiatives

Early Enrollment Welcome Days continued

- Students were provided WVSU branded swag, WVSU Student ID, and lunch on campus.
- Students experienced a MyState tutorial, campus tour, and WVSU student panel.
- WVSU student panel provided high school students the opportunity to interact and ask questions.
- A feedback form was sent out to all counselors/teachers that attended.
- Received positive feedback on the event.
- This was an extremely collaborative initiative between the Cashier's Office, Admissions, Faculty, Staff, and WVSU student volunteers.

Academic Affairs Strategic Initiatives

Office of Retention & Student Success Strategic Initiatives 2022-2023 Outline

Goal 1: Improve Communications with Students

- Encourage Faculty, Staff Offices & Students to utilize all methods of communication to ensure contact is made. Encourage responding within 24 hours of message receipts.

Goal 2: Continue to Improve the First Year Student's Experience (new and transfer)

- Increasing attention, communication and support throughout a student's first year at WVSU.
- The Advising Center and FYE course provide a comprehensive “safety net” during the students first year by providing the student a direct point of contact in the ORSS office

Goal 3: Improve our ability for early interventions

- Building the “Retention Scores” within ACHIEVE (needs collaboration across campus offices)
 - Retention Scores will allow us to develop proactive interventions before students become “at risk”

Goal 4: Collaborate with the College Deans on the faculty's role on Student Success

- Using data from ACHIEVE, DFW rates and survey data to pinpoint our areas of need
- Developing professional development. Focus areas: “Faculty role in Student Success” and “Excellence in Academic Advising Practices”

Academic Affairs Strategic Initiatives

ORSS (*continued*)

- Implement the Finish line Campaign for Spring 2023
 - Outreach Campaign to ensure seniors are on the pathway to graduate.
 - Encourage enhanced connection to Faculty Advisors – Complete 90 hour audit
 - Enhanced & Targeted communications providing content specific to their needs
 - Success Workshops each semester targeted to Senior needs (career, graduate school...)
 - Academic support, motivation and coaching as needed.
 - Begins Spring semester of Junior year and continues until student graduates

QUESTIONS?



**Board of Governors
Advancement Committee
Erickson Alumni Center
Grand Hall
Thursday, October 27, 2022**

AGENDA

- | | |
|---|-------------------|
| I. Call to Order | E. Gail Pitchford |
| II. Roll Call | Susan Compton |
| III. Verification of Appropriate Notice of Public Meeting | E. Gail Pitchford |
| IV. Approval of September 8, 2022 Minutes (<i>Action Required</i>) | E. Gail Pitchford |
| V. Financial Reports | Patricia Schumann |
| a. FY2023 First Quarter Report | |
| b. Cash Flow Report | |
| c. Investment Report | |
| VI. Fall 2022 Alumni Relations and Annual Giving Report | Belinda Fuller |
| a. Homecoming Highlights | |
| b. Annual Giving Appeals | |
| c. WVSU License Plate | |
| VII. Corporate Partnerships Report | Trey Jones |
| a. Engagement Strategies | |
| b. Current Potential Gifts in the Pipeline | |
| VIII. Adjournment | |

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

Date/Time: 10/27/2022 -- 9:00 AM

Location:

Erickson Alumni Center - Grand Hall

<https://us06web.zoom.us/j/86096375650>

Meeting ID: 860 9637 5650

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Purpose: To conduct the regular business of the committee

Notes:

Meeting was approved : 10/20/2022 3:12:35 PM

MEETING MINUTES
West Virginia State University Board of Governors
Endowment, Advancement and External Affairs Committee
Erickson Alumni Center
Thursday, September 8, 2022
9:00 a.m. -10:00 a.m.

I. Call to Order and Roll Call

Chair Pitchford called the meeting to order at 9:01am

II. Administrative Clerk (Susan Compton) called the roll.

Members in attendance were E. Gail Pitchford, Tracy McKibben, Chris Jackson, Lester Raines, Charles E. Jones, Jr. Mark Kelley, Ian Flores, Dr. Sami Ghareeb, Mark Pendleton, and President Eicke S. Cage.

Members not in attendance were Mark Davis.

Guests in attendance were Patricia Schumann, Trey Jones, Belinda Fuller, and Nick Oxley.

III. Election of Committee Chair

Governor Kelley entertained a motion to elect committee chair. Tracy McKibben nominated Gail Pitchford. Mr. Jones seconded. Motion carried.

IV. Verification of Appropriate Notice of Public Meeting

Ms. Pitchford verified the Appropriate Notice of Public Meeting.

V. Approval of June 16, 2022 Minutes

Ms. Pitchford entertained a motion to approve minutes from the June 16, 2022 meeting. Dr. Sami Ghareeb made a motion to approve; the motion was seconded by Ms. McKibben. Motion carried.

VI. Financial Reports

Ms. Schumann presented the fundraising performance report. She presented a comparison report from FY2019-FY2022. The report showed steady progress with total giving. The FY2022 finished at \$4.7 million. Ms. Schumann also reported on fundraising participation. She shared as a trend over time, still a steady gain in number of donors for period of FY19-FY22. However, alumni participation did not grow from FY21 to FY22. This will be strong focus moving forward. Ms. McKibben asked about expectations for normalizing the number of donors and alumni participation. Ms. Schumann said we would want growth each year but want to see steady increases. She explained the special events and campaigns in FY20 and FY21 that increased the numbers that year. FY21 was the outlier. Chair Pitchford asked Ms. Schumann if there is a benchmark from other HBCUs and alumni participation. Ms. Schumann shared it is about 5.5 for HBCUs and 8 for other schools. Mr. Pendleton asked if we have any demographics to drill down in to the numbers to see why some years are higher than others. Committee discussion was held on lowest and strongest giving amongst the different age groups.

Mr. Jones presented the FY2023 update report. He shared WVSU is off to a great start. We have received new gifts and pledges totaling \$2.6M between July 1 – August 1, 2022. He also provided an update on corporation and foundation relations fundraising updates. We have received a \$1.9M in-kind service to upgrade our cybersecurity software from Student Freedom Initiative, \$15,250 to advance the mission of our STEM programs from Marathon Petroleum, \$10,000 for STEM career from Toyota, and \$7500 for WVSU Emergency Assistance Fund from Diversified

Energy. Ms. McKibben asked if there were internships and other opportunities for students. Mr. Jones shared all these partnerships have a philanthropic, internship, and workforce development holistic approach. Chair Pitchford asked if there was any way to determine if there are alumni at these organizations and if they have a matching gift program. He stated we always ask about the number of their employees who are WVSU alumni. Ms. Schumann added we subscribe to a service called Live Alumni which mines data from LinkedIn which helps us identify alumni within businesses and organizations.

Ms. Schumann presented the cash flow report for FY2022. We have received \$2.5M in cash. There was a nice surge in giving at the end of the year. Ms. Schumann will bring an update on the first quarter at the next board meeting.

Mr. Oxley with Buckingham Strategic Wealth presented the investment report. Mr. Oxley provided an overview of the FY22 world stock market performance and spoke on some of the capital market challenges. The total portfolio value as of June 30, 2022 is \$12,101,353. The managed portion of the portfolio ended the FY at just under \$11M. Total allocations as of June 30, 2022 was 62.3% in equities, 2.8% in alternatives, and 34.9% in fixed income. Mr. Oxley shared the QTD for the FY was down 10.64% and down 12.41%. The full portfolio performance review for FY22 was down 9.11%. Mr. Oxley also discussed the benchmark performance over time. Ms. McKibben asked if we are able to obtain data from other foundations. Mr. Oxley shared it can be difficult to obtain financial information from other foundations without access to their performance reports. Mr. Oxley also highlighted the allocations over time from June 2011 – June 2022. He also highlighted the portfolio holdings by account. Ms. McKibben posed the question as to how often we adjust the portfolios. Mr. Oxley advised they look at the allocation report however it is not manager driven.

Mr. Flores asked if the benchmark is static including the \$1M loan? Does this benchmark reflect in the management? Mr. Oxley shared no. Mr. Flores asked what our variance for each target is and who defines this. Mr. Oxley shared they set that as wealth managers. Mr. Flores asked about the overall allocation vs. managed allocations, and said he would like to see two allocation reports which explain both. Mr. Flores also asked about neutral funds and other managers they use, asking in regards to investment strategies and if they are the best available for the university compared to all the resources in the investment universe. Mr. Oxley shared that his professional opinion they are.

Ms. Schumann shared that the University has fully repaid the \$1M loan. The amount going back into the managed portfolio is \$693,909.00.

VII. Goals and Strategies for Fiscal Year 2023

Ms. Schumann presented on financial goals. The goal for FY2023 is \$5M. We are going for an incremental increase in number of donors for FY23. The goal for alumni participation for FY23 is 3.8%. She advised that our goals are very aggressive for the coming year but as Mr. Jones previously shared, we are well on our way to reaching these set goals.

Mrs. Fuller presented on broadening the base of support. Ms. Fuller shared initiatives for upcoming engagement events and the first-time donor program. She shared plans to increase engagement through strategic planning outreach and listening sessions. Mrs. Fuller also discussed philanthropic partnerships and programs through companies like Kroger and Amazon Smiles which are companies that will give back to selected foundations based on purchases. She also highlighted leveraging giving platforms such as Scalefunder, Mobile Cause, QR Codes, and CoVideo.

Ms. Schumann presented on preparing for a Capital Campaign. A few steps being taken to prepare include addressing staff needs by adding two positions to University Advancement. The plan is to have those positions in place by January. We will also be engaging in on a feasibility study in the spring of 2023. The campaign priority areas will be based on the Strategic Plan which is currently underway.

VIII. Adjournment

With there being no further business, Chair Pitchford adjourned the meeting at 10:00 a.m.

Approved by:

Patricia Schumann
Vice President for University Advancement

Respectfully submitted by:
Susan Compton
Advancement and External Affairs Administrative Clerk

University Advancement Report

Board of Governors Meeting
Advancement Committee
Patricia J. Schumann
October 27, 2022

FY2023 First Quarter Fundraising Performance Report

	FY2022	FY2023	+ / -
Pledges	\$250,000	\$1,972,306	689%
Cash Gifts	\$425,649	\$427,898	1%
Gifts in Kind	\$0	\$0	NA
Total Giving	\$675,649	\$2,400,204	255%

FY2023 First Quarter Fundraising Performance Report

	FY2022 YTD	FY2023 YTD	+ / -
Number of Donors	310	298	(4%)
Number of Gifts	827	721	(13%)
Alumni Donors	166	150	(10%)
Alumni Participation Rate	.92%	.83%	NA

Significant Commitments

Student Freedom Initiative \$1,971,106

Jacobson Foundation \$60,000

Unrestricted Gift \$30,000

Marathon Petroleum \$15,250

5 gifts @ \$10,000 \$50,000

Cash Flow Report September 30, 2022

FY2023 Cash Flow Report	
Payments on FY2023 Pledges	\$ 0
Payments on Pledges Prior to FY2023	\$ 319,100
Outright Cash Gifts	\$427,898
Non-charitable Revenue	\$151,029
Total Cash	\$ 898,027

WVSU Foundation Endowed Funds

Portfolio Value vs Cumulative Net Investment

Endowment Principal	\$ 7,745,555
Investment Gain	\$ 3,535,074
Total	\$11,280,629

**All balances as of 9/30/2022*

FY2023 Quarterly Investment Report

Portfolio Performance for Quarter

Beginning Market Value	\$ 10,985,767
Contributions/Withdrawals	\$ 861,857
Fees	(\$ 13,183)
Income Received	\$ 58,263
Change in Market Value	(\$ 621,045)
Change in Accrued Income	\$ 8,970
Ending Market Value	\$ 11,280,629

**All balances as of 9/30/2022*

FY2023 Quarterly Investment Report

Portfolio Performance

Quarter -4.5%

YTD -16.35%

1-year -12.44%

5-year 2.61%

10-year 5.39%

Homecoming Highlights

- Dr. Hazo W. Carter, Jr. Integrated Research and Extension Building Dedication
- Presidential Portrait Unveiling ~ Dr. Thomas W. Cole, Jr.
- Alumni Engagement



Homecoming Highlights

Check Presentations

Glover L. Smiley, Jr. Memorial Scholarship Fund \$100,000

Alpha Kappa Alpha Sorority, Inc. Endowed Scholarship \$126,000



Annual Giving Appeals

- Early Fall Appeal
- Giving Tuesday, November 29th
- Year-End Appeal



Since assuming the presidency, I've been impressed by the unrivaled pride, loyalty, and generosity of our Yellow Jackets, as well as by the strong support of our community partners and friends. For more than 131 years, West Virginia State has served as a beacon of hope and a pathway to prosperity for thousands of students. Our rich history as a land-grant institution is one of impact and service to the people of West Virginia and beyond.

As the Class of 2026 arrived at WVSU this fall to begin their journey of academic pursuits, personal development, and preparation for future leadership and service, our heritage was perpetuated. Thanks to the kind generosity of our supporters, we have increased funding for student scholarships, enhanced academic programs, and strengthened programs to support a rich and rewarding experience for every student.

As I begin my first full year as your 13th President, we are just getting started. This fall we launched a process to develop our new strategic plan, Future State, to position West Virginia State University to have an even greater impact on our students and the communities we serve in the future. Please join me on this journey, and together we can open the doors of opportunity for students and help create the next generation of innovators and leaders. Let your voice be heard by taking the strategic plan survey at wvstateu.edu/about/future-state. Just as importantly, make a gift to the WVSU Fund today. Your contribution will support students and while bringing the most cutting-edge technology and instruction to the WVSU campus. Make this year State's most successful one yet!

Thank you and Go State!

Ericke S. Cage, J.D., LLM.
President

Join the Campaign...



Proposed Plate Submitted to DMV

Corporation and Foundation Relations

Engagement Strategies

- The Tom Joyner Foundation
 - The Tom Joyner Foundation & BetMGM Executive Series Tour- brand awareness and creating diverse workforce pipeline
 - \$5,500 Scholarship for senior undergraduate student with financial need
 - Request for future funding
- The J.M. Smucker Company
 - Campus visit for workforce development pipeline - Homecoming Greek Picnic
 - In partnership with Career Services & WVSU NAA
- Toyota
 - Stewardship of first gift
- Nucor
 - Approved to sponsor a basketball game



Corporation and Foundation Relations Engagement Strategies

- Worley
 - Worley Day on campus (Info session table & classroom presentation)
 - Guest Speaker for Worley’s 2022 Kuumba Summit
- Upcoming Engagement Events (In partnership with Career Services)
 - Nucor Day—November 10
 - Sherwin-Williams Day—Date TBD

Corporation and Foundation Funding Pipeline

- Immediate Pipeline
 - 7 gifts- (4) six-figure value
 - \$1,147,000

Fundraising Priority: Lakin-Ray Field

Jacobson Foundation:
\$250,000 matching gift



Questions



**Board of Governors
Business and Finance Committee
Erickson Alumni Center
Grand Hall
Thursday, October 27, 2022**

AGENDA

- | | |
|---|-------------------|
| I. Call to Order | Ian Flores |
| II. Roll Call | Natasha Tyson |
| III. Verification of Appropriate Notice of Public Meeting | Ian Flores |
| IV. Approval of September 8, 2022 Minutes (<i>Action Required</i>) | Ian Flores |
| V. FY22 Financial Audit Review | Justin McAllister |
| VI. FY23 Financial Update | Justin McAllister |
| a. FY23 First Quarter Financial Statement | |
| b. September Revenue & Expense | |
| c. Liquidity Monitoring | |
| d. Accounts Payable Schedule | |
| VII. Adjournment | |

**Board of Governors
West Virginia State University
Business and Finance Committee**

Date/Time: 10/27/2022 -- 9:00 AM

Location:

Erickson Alumni Center - Grand Hall

<https://us06web.zoom.us/j/86096375650>

Meeting ID: 860 9637 5650

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Purpose: To conduct the regular business of the committee

Notes:

Meeting was approved : 10/20/2022 3:26:32 PM

MEETING MINUTES
West Virginia State University Board of Governors
Business Affairs Committee
134 James C. Wilson University Union
Thursday, September 8, 2022
11 a.m. – 12 p.m.

I. Call to Order and Roll Call

Mr. Ian Flores called the meeting to order at 11:00 a.m.

II. Members Present:

The clerk called the roll. Members present were Mr. Flores, Ms. McKibben, Mr. Gray, Mr. Raines, and Mr. Shepherd. There was a quorum for this meeting.

III. Verification of Appropriate Notice of Public Meeting

Mr. Flores verified the Appropriate Notice of a Public Meeting.

IV. Election of Committee Chair

Mr. Flores asked for a nomination of a Committee Chair. Ms. McKibben nominated Mr. Flores, and Mr. Raines seconded.

V. Review and Approval of September 23, 2021 Meeting Minutes

Mr. Flores asked for a motion to approve the meeting minutes for June 16, 2022. Ms. McKibben made a motion, and it was seconded by Mr. Raines. Motion passed.

VI. FY22 Year-End Financial Report

a. Unaudited Statement of Revenue and Expenditures (Cash Basis)

The University ended with a total operating revenue of \$40,653,302 of which is 94% of the budgeted amount. There were \$42,595,005 in operating expenditures which was 96% of what had been budgeted, leaving a total operating margin of negative \$1,941,0703. There was an additional revenue of \$7,730,592 in HEERF funding and \$7,712,363 in non-operating expenditures, a total net margin of \$5,770,660 of which was a total 430% above operating budget which was directly related to the HEERF funds.

b. Operating Budget vs. Actual FY21 vs FY22

The FY22 total revenue net of scholarships and discounts is up approximately \$5 million due to higher expenditures of slightly over \$1 million, however, the net position was at \$4 million over the previous year.

c. Liquidity Monitoring

The university had 22 days of cash on-hand as of July 2022, however, the overall average is now at 35.5 days of cash on-hand. The goal is to strengthen the days of cash on-hand by having at least 60 days. Dry months have historically included December and January, however, the university registered 34 and 45 days during those months and ended the year with 31 days of cash on-hand.

VII. FY23 Financial Update

a. July FY23 Financial Statement

The unaudited statement of revenue and expenditures, cash basis, for July had a total operating revenue of \$3,562,339 with \$142,241 of undisbursed cash during the time the financial statements were prepared. The operating expenditures was \$3,106,786 with a total operating margin of \$455,553. HEERF funding has not been utilized during this point of FY23. There is a total margin of \$449,200 for the month of July.

b. HEERF

There is currently \$298,801 remaining in the direct student relief portion of the emergency funding. A balance of \$7,462,305 is currently available in the HBCU funding portion of emergency relief. Institutional funds have an available balance of \$3,320,705, with a total of \$10.7 million remaining to be expended by the end of the year.

c. Accounts Payable Schedule

The total accounts payables are approximately \$65,000 with \$7,651 being over 90 days. The aged payables of over 90 days is \$7650.72 which puts the university in a much better position than the previous year.

d. Liquidity Monitoring

A side-by-side comparison is being utilized at this time in order to see the variations from the previous year. In July, there was an average of 43 days of cash on-hand for FY23, whereas, FY22, there were only 22 days of cash on-hand. In August, there were 7 days compared to the 27 days average this year.

VIII. Key Initiatives Update

a. Residence Hall Technology Infrastructure Upgrades

There have been significant sourcing issues in obtaining the equipment which has delayed the project. The university will seek to execute the services over winter break.

b. Dining Services

Aladdin was selected as the new dining service vendor. Reportedly, the students are having a positive experience and great feedback has been provided. Any change of this magnitude will pose for challenges, but overall it has been a positive experience. There will be several updates to the dining hall over the winter break with changes to the facilities and retail spaces, as well as replacing aging equipment.

c. Business and Finance

→ Relocation

Fiscal Affairs, Human Resources, Payroll, and Title IX have been relocated to Ferrell Hall in order to provide a more efficient process of operations and to strengthen the Business and Finance team.

→ Vacancies

Several vacancies have been filled over the following months. A budget analyst has been hired into the Fiscal Affairs department. Two facilities positions have been filled and a Business Manager has been hired in the Cashiers Office. University Police are experiencing a shortage in staff but is actively working to restructure the police officer positions by hiring for 9-month contract and using security officers during the summer months when students and activities are less active. The AVP of HR position is still vacant, however, applicants are evaluated periodically in hopes to have the position filled soon.

– FY22 Audit

CliftonLArsonAllen is performing the independent third-party financial audit for FY22 as they have over the past several years. Most of the post-audit work is underway, of which the interim data requests has been submitted as of September 6 and the auditors will be on campus the third week of September. Suttle&Stalnaker have been selected to provide post-audit reporting for OPEC calculations, fixed assets and depreciation schedules and debt calculations. The final audit report is to be submitted on or before the October 7 deadline. The Foundation and Research and Development audits will be rolled into the University's final audit report. CLA is also representing Research and Development this year which has created efficiencies and streamlined the process.

IX. Adjournment

With there being no other business, Mr. Flores moved to adjourn the meeting at 11:22 a.m.

Respectfully Submitted by Natasha Tyson, Committee Clerk, October 4, 2022.

Approved by:

Justin McAllister
Interim Vice President for Business and Finance
Business Affairs Administrator

Business and Affairs Committee

Justin T. McAllister
Business and Finance Committee
Board of Governors
October 27, 2022

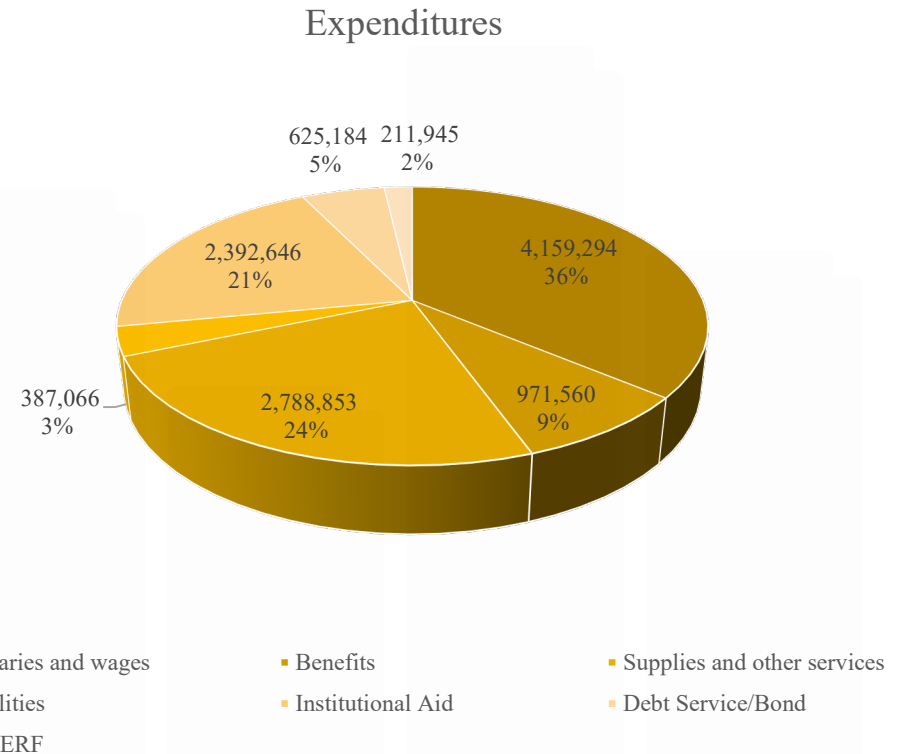
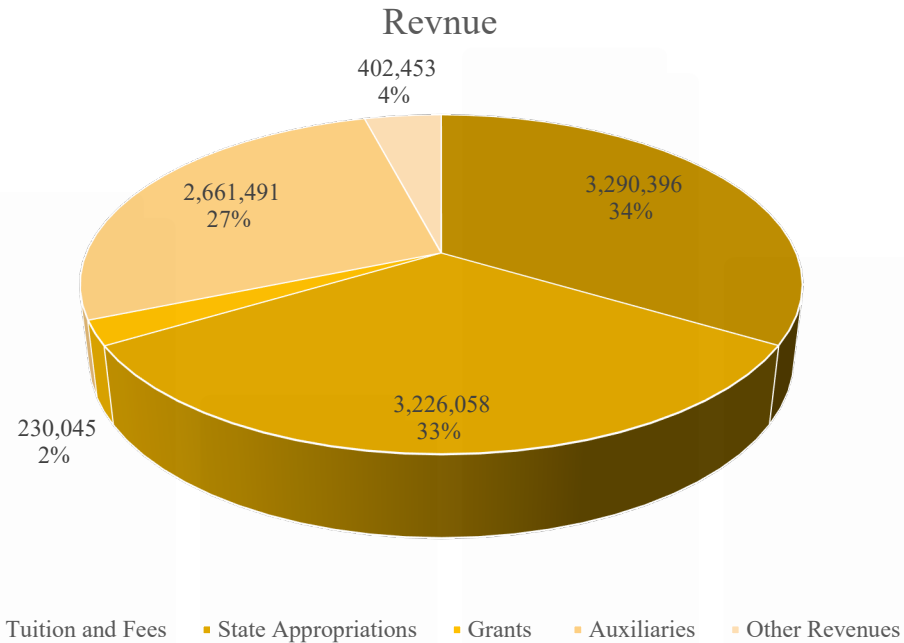
Fiscal Year 2022 Financial Audit

- Audit Report Review
- Financial Reporting
- Financial Disclosures
- Risk Management
- Audit Opinion

First Quarter Statement of Revenues and Expenditures As of September 30, 2022

	July 2022	August 2022	September 2022	FY 2023 Year To Date	FY 2023 Budget	FY 2023 Budget Utilized
Total Operating Revenues	\$ 3,562,339	\$ 1,268,195	\$ 4,979,909	\$ 9,810,442	\$ 41,130,170	24%
Total Operating Expenditures	\$ 3,106,786	\$ 3,449,492	\$ 4,768,324	\$ 11,324,602	\$ 45,534,258	25%
Total Operating Margin	\$ 455,553	\$ (2,181,298)	\$ 211,585	\$ (1,514,160)	\$ (4,404,088)	34%
Total Non Operating Revenues (HEERF)	\$ -	\$ -	\$ -	\$ -	\$ 13,104,662	0%
Total Non Operating Expenditures (HEERF)	\$ 6,353	\$ 6,533	\$ 199,058	\$ 211,945	\$ 8,000,000	2.65%
Total Non Operating Margin	\$ (6,353)	\$ (6,533)	\$ (199,058)	\$ (211,945)	\$ 5,104,662	-4%
Total Margin	\$ 449,200	\$ (2,187,831)	\$ 12,527	\$ (1,726,104)	\$ 700,574	-246%

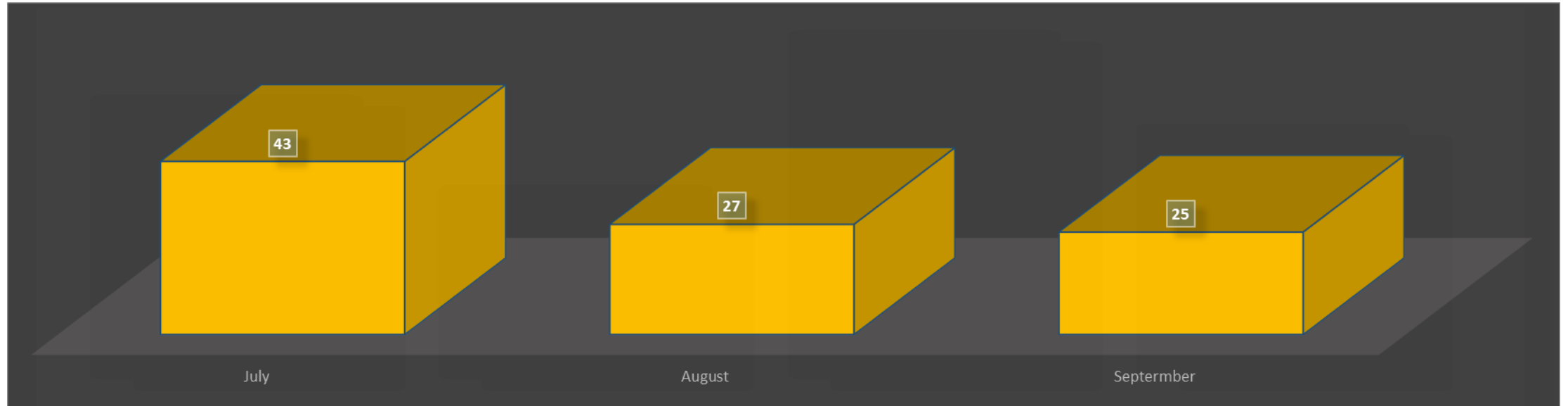
Fiscal Year 2023 Revenues and Expenditures



Fiscal Year 2023 to 2022 Revenues and Expenditures Comparison

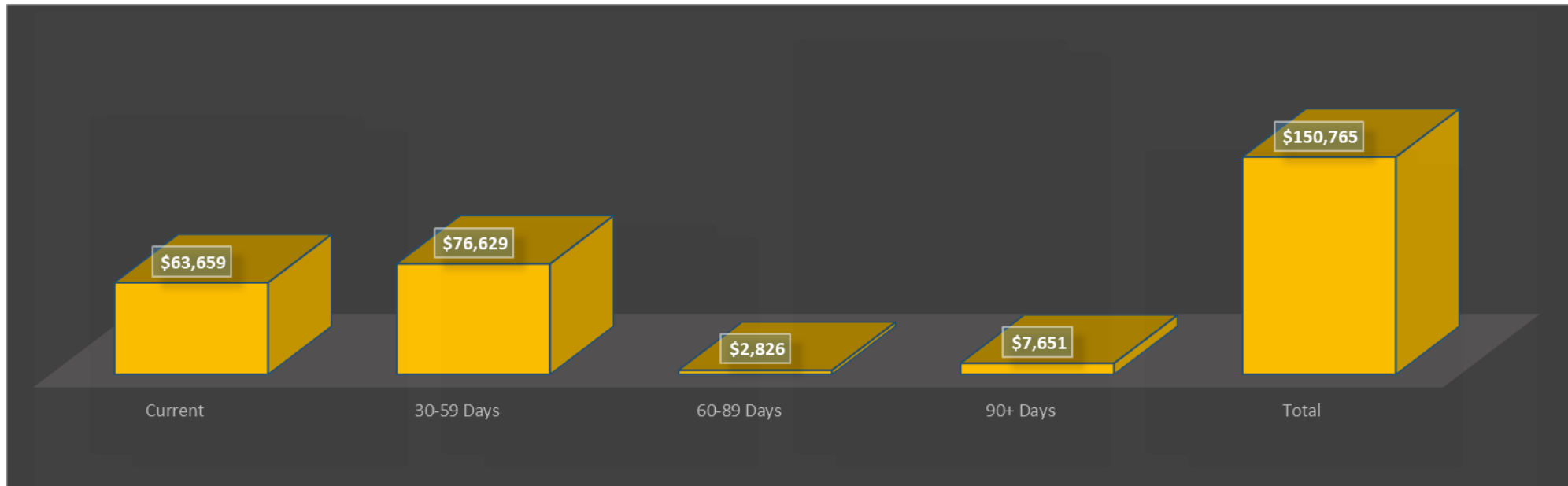
	FY23 Actuals	Budget FY23		FY22 Actuals	Budget FY22	
REVENUES AND OTHER ADDITIONS:	\$ 9,810,442.32	\$ 54,234,831.60	18%	\$ 10,007,273.52	\$ 54,234,831.60	18%
Scholarships & Waivers	\$ 2,392,645.85	\$ 4,722,342.00	51%	\$ 2,247,842.00	\$ 4,610,682.61	49%
TOTAL EXPENDITURES AND OTHER DEDUCTIONS	\$ 9,143,900.89	\$ 53,541,507.25	17%	\$ 5,484,773.71	\$ 46,644,563.27	12%
Net Margin	\$ (1,726,104.42)			\$ 2,274,657.82		

Fiscal Year 2023 Liquidity Monitoring



Average Days of Cash on Hand as of October 17th: 33

Accounts Payable Schedule



Aged Payables-Over 90 Days

Assoc Inv No	Assoc Inv Dt	Vendor Legal Name	Line Amt	Details
WVSUPD2021	1/15/2021	KANAWHA CO COMMISSION	2,411.40	Vendor has not provided additional documentation requested
REMI1574785	11/16/2021	HUNTINGTON MERCHANT SERVICES LLC	1,164.61	Waiting on detail from Cashier's Office
REMI1576186	11/24/2021	HUNTINGTON MERCHANT SERVICES LLC	1,821.24	Waiting on detail from Cashier's Office
REIMBUR120921	12/9/2021	EARL NORMAN JONES	55.64	Vendor hasn't submitted required Hospitality Form
REMI1581314	12/27/2021	HUNTINGTON MERCHANT SERVICES LLC	1,157.63	Waiting on detail from Cashier's Office
REMI1586407	1/24/2022	HUNTINGTON MERCHANT SERVICES LLC	1,040.20	Waiting on detail from Cashier's Office
			\$ 7,650.72	

Questions?

West Virginia State University
Operating Budget vs. Actual
FY 2022-2023

	Actuals YTD	Budget FY23	+/-
REVENUES AND OTHER ADDITIONS:			
STATE APPROPRIATION	\$ 3,226,058.00	\$ 16,130,290.00	20%
TUITION AND FEES	\$ 3,290,396.01	\$ 13,385,230.57	25%
AUXILIARY ENTERPRISES	\$ 2,661,490.87	\$ 6,269,387.39	42%
OTHER FEES AND MISCELLANEOUS CHARGES	\$ 402,452.69	\$ 8,131,986.56	5%
FEDERAL GRANTS - TITLE IV	\$ 210,841.44	\$ 345,802.43	61%
FEDERAL GRANTS - TRIO	\$ -	\$ 873,739.00	0%
FEDERAL GRANTS - WORK STUDY	\$ -	\$ 218,233.00	0%
PRIVATE GIFTS AND GRANTS	\$ 19,203.31	\$ 87,673.44	22%
HEERF AWARDS	\$ -	\$ 8,792,489.21	0%
	\$ 9,810,442.32	\$ 54,234,831.60	

West Virginia State University
Operating Budget vs. Actual
FY 2021-2022

	Actuals YTD	Budget FY22	
REVENUES AND OTHER ADDITIONS:			
STATE APPROPRIATION	\$ 2,755,046.90	\$ 16,130,290.00	17%
TUITION AND FEES	\$ 759,092.00	\$ 13,385,230.57	6%
AUXILIARY ENTERPRISES	\$ 1,011,605.03	\$ 6,269,387.39	16%
OTHER FEES AND MISCELLANEOUS CHARGES	\$ 1,184,501.52	\$ 8,131,986.56	15%
FEDERAL GRANTS - TITLE IV	\$ 64,133.96	\$ 345,802.43	19%
FEDERAL GRANTS - TRIO	\$ 399,259.57	\$ 873,739.00	46%
FEDERAL GRANTS - WORK STUDY	\$ 37,943.63	\$ 218,233.00	17%
PRIVATE GIFTS AND GRANTS	\$ -	\$ 87,673.44	0%
HEERF AWARDS	\$ 3,795,690.91	\$ 8,792,489.21	43%
	\$ 10,007,273.52	\$ 54,234,831.60	

EXPENDITURES AND OTHER DEDUCTIONS

Scholarships & Waivers	\$ 2,392,645.85	\$ 4,722,342.00	51%
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EXPENDITURES AND OTHER DEDUCTIONS

Scholarships & Waivers	\$ 2,247,842.00	\$ 4,610,682.61	49%
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INSTRUCTIONAL SERVICES

ACADEMIC AFFAIRS

	Actuals YTD	Budget FY23	
COLLEGE OF BUSINESS & SOCIAL SCIENCES			
SALARIES - INSTRUCTIONAL SERVICES	\$ 545,648.41	\$ 2,361,318.79	23%
DEAN	\$ -	\$ 1,460.00	0%
BUSINESS ADMIN	\$ 34.25	\$ 730.00	5%
BEHAV & SOCIAL SCIENCE	\$ -	\$ -	0%
ECONOMICS	\$ -	\$ 730.00	0%
HISTORY/POLITICAL SCIENCE	\$ -	\$ 146.00	0%
PSYCHOLOGY	\$ -	\$ -	0%
SOCIOLOGY	\$ -	\$ -	0%
COLLEGE OF ARTS & HUMANITIES			
SALARIES - INSTRUCTIONAL SERVICES	\$ 579,484.62	\$ 2,374,214.01	24%
DEAN	\$ -	\$ 876.00	0%
ART	\$ 2,176.70	\$ 8,760.00	25%
COMMUNICATIONS	\$ 381.93	\$ 9,307.50	4%
ENGLISH	\$ -	\$ 547.50	0%
FOREIGN LANGUAGE	\$ -	\$ 73.00	0%
MUSIC	\$ -	\$ 2,555.00	0%
RBA	\$ -	\$ 365.00	0%
COLLEGE OF PROFESSIONAL STUDIES			
SALARIES - INSTRUCTIONAL SERVICES	\$ 666,923.83	\$ 2,345,497.29	28%
DEAN	\$ -	\$ 912.50	0%
CRIMINAL JUSTICE	\$ -	\$ 365.00	0%
EDUCATION	\$ -	\$ 1,277.50	0%
HEALTH HUMAN PERFORMANCE	\$ 1,678.66	\$ 547.50	307%
MILITARY SCIENCE	\$ -	\$ 146.00	0%
NURSING	\$ -	\$ 13,500.00	0%

INSTRUCTIONAL SERVICES

ACADEMIC AFFAIRS

	Actuals FY22	Budget FY22	
COLLEGE OF BUSINESS & SOCIAL SCIENCES			
SALARIES - INSTRUCTIONAL SERVICES	\$ 581,614.88	\$ 2,361,318.79	25%
DEAN	\$ 21.00	\$ 1,460.00	1%
BUSINESS ADMIN	\$ -	\$ 730.00	0%
BEHAV & SOCIAL SCIENCE	\$ -	\$ -	0%
ECONOMICS	\$ -	\$ 730.00	0%
HISTORY/POLITICAL SCIENCE	\$ -	\$ 146.00	0%
PSYCHOLOGY	\$ -	\$ -	0%
SOCIOLOGY	\$ -	\$ -	0%
COLLEGE OF ARTS & HUMANITIES			
SALARIES - INSTRUCTIONAL SERVICES	\$ 588,757.53	\$ 2,374,214.01	25%
DEAN	\$ -	\$ 876.00	0%
ART	\$ 717.72	\$ 8,760.00	8%
COMMUNICATIONS	\$ 57.00	\$ 9,307.50	1%
ENGLISH	\$ -	\$ 547.50	0%
FOREIGN LANGUAGE	\$ -	\$ 73.00	0%
MUSIC	\$ 84.00	\$ 2,555.00	3%
RBA	\$ -	\$ 365.00	0%
COLLEGE OF PROFESSIONAL STUDIES			
SALARIES - INSTRUCTIONAL SERVICES	\$ 671,504.60	\$ 2,345,497.29	29%
DEAN	\$ -	\$ 912.50	0%
CRIMINAL JUSTICE	\$ -	\$ 365.00	0%
EDUCATION	\$ 639.45	\$ 1,277.50	50%
HEALTH HUMAN PERFORMANCE	\$ 832.00	\$ 547.50	152%
MILITARY SCIENCE	\$ 69.44	\$ 146.00	48%
NURSING	\$ -	\$ 13,500.00	0%

SOCIAL WORK	\$	-	\$	730.00	0%
CYBERSECURITY	\$	-			
COLLEGE OF NATURAL SCIENCES & MATHEMATICS					
SALARIES - INSTRUCTIONAL SERVICES	\$	585,407.14	\$	2,472,175.04	24%
DEAN	\$	2,329.71	\$	53,895.90	4%
BIOLOGY	\$	49.38	\$	730.00	7%
CHEMISTRY	\$	184.80	\$	620.50	30%
PHYSICS	\$	49.74	\$	365.00	14%
MATH & COMPUTER SCIENCE	\$	236.86	\$	2,372.50	10%
ENGINEERING					

ACADEMIC SUPPORT

SALARIES - ACADEMIC SUPPORT	\$	795,670.08	\$	4,024,100.89	20%
ACADEMIC AFFAIRS SUPPORT	\$	46,470.08	\$	198,311.33	23%
LIBRARY	\$	10,746.35	\$	111,142.50	10%
REGISTRAR	\$	-	\$	5,044.00	0%
ACCREDITATION	\$	32,437.50	\$	13,797.00	235%
NASA GRANT	\$	17,000.00	\$	34,600.00	49%
DISABILITY SERVICES	\$	3,409.00	\$	5,326.40	64%
COMMENCEMENT FEE	\$	4,127.04	\$	21,900.00	19%
SUMMER BRIDGE	\$	-	\$	15,410.00	0%
INTERNSHIP	\$	-	\$	2,920.00	0%
BAND	\$	6,500.00	\$	16,275.89	40%
YELLOW JACKET	\$	-	\$	5,475.00	0%
EARLY ENROLLMENT	\$	32,388.55	\$	71,175.00	46%
RADIO	\$	100.00	\$	8,395.00	1%
ONLINE COURSE FEE	\$	43,461.67	\$	29,200.00	149%
CHOIR	\$	-	\$	1,460.00	0%
NINGBO	\$	-	\$	-	0%
ESL	\$	-	\$	51.10	0%
ELECTRONIC THESIS	\$	-	\$	365.00	0%
TECHNOLOGY FEE	\$	32,110.99	\$	60,739.65	53%
INTERNATIONAL STUDIES	\$	1,272.33	\$	-	0%
EDUCATION ABROAD			\$	371.50	0%
OPEN EDUCATION RESOURCES GRANT	\$	-	\$	-	0%
TEACHER IN RESIDENCE	\$	-	\$	4,877.13	0%
ASSESSMENT MINI GRANT			\$	-	0%
TITLE IVE	\$	12,500.00	\$	345,802.43	4%
NSF Grant - No Longer In Use			\$	-	0%
STUDENT SUPPORT SERVICES GRANT	\$	11,929.67	\$	73,408.15	16%
UPWARD BOUND GRANT	\$	92,394.37	\$	403,377.51	23%

ATHLETICS

SALARIES - ATHLETICS	\$	369,805.40	\$	1,275,492.02	29%
ATHLETIC OFFICE	\$	128,385.49	\$	412,465.00	31%
Football - Men	\$	9,891.88	\$	135,000.00	7%
Basketball - Men	\$	599.14	\$	30,000.00	2%
Baseball - Men	\$	398.02	\$	30,000.00	1%
Athletic Training	\$	-	\$	10,629.00	0%
Softball - Women	\$	-	\$	25,000.00	0%
Golf - Men	\$	-	\$	3,000.00	0%
Golf - Women	\$	-	\$	-	0%
Basketball - Women	\$	-	\$	30,000.00	0%
Cheerleaders	\$	(400.00)	\$	1,500.00	-27%
Volleyball - Women	\$	9,589.59	\$	20,190.00	47%

SOCIAL WORK	\$	-	\$	730.00	0%
COLLEGE OF NATURAL SCIENCES & MATHEMATICS					
SALARIES - INSTRUCTIONAL SERVICES	\$	654,314.66	\$	2,472,175.04	26%
DEAN	\$	15,667.70	\$	53,895.90	29%
BIOLOGY	\$	56.25	\$	730.00	8%
CHEMISTRY	\$	19.18	\$	620.50	3%
PHYSICS	\$	-	\$	365.00	0%
MATH & COMPUTER SCIENCE	\$	111.09	\$	2,372.50	5%
ENGINEERING					

ACADEMIC SUPPORT

SALARIES - ACADEMIC SUPPORT	\$	810,976.93	\$	4,024,100.89	20%
ACADEMIC AFFAIRS SUPPORT	\$	65,299.70	\$	198,311.33	33%
LIBRARY	\$	41,291.62	\$	111,142.50	37%
REGISTRAR	\$	36.00	\$	5,044.00	1%
ACCREDITATION	\$	3,441.95	\$	13,797.00	25%
NASA GRANT	\$	16,000.00	\$	34,600.00	46%
DISABILITY SERVICES	\$	400.00	\$	5,326.40	8%
COMMENCEMENT FEE	\$	5,254.33	\$	21,900.00	24%
SUMMER BRIDGE	\$	-	\$	15,410.00	0%
INTERNSHIP	\$	-	\$	2,920.00	0%
BAND	\$	1,136.82	\$	16,275.89	7%
YELLOW JACKET	\$	1,538.01	\$	5,475.00	28%
EARLY ENROLLMENT	\$	192.47	\$	71,175.00	0%
RADIO	\$	2,865.99	\$	8,395.00	34%
ONLINE COURSE FEE	\$	5,254.76	\$	29,200.00	18%
CHOIR	\$	-	\$	1,460.00	0%
NINGBO	\$	-	\$	-	0%
ESL	\$	-	\$	51.10	0%
ELECTRONIC THESIS	\$	-	\$	365.00	0%
TECHNOLOGY FEE	\$	17,003.49	\$	60,739.65	28%
INTERNATIONAL STUDIES	\$	132.48	\$	-	0%
EDUCATION ABROAD			\$	371.50	0%
OPEN EDUCATION RESOURCES GRANT	\$	1,000.00	\$	-	0%
TEACHER IN RESIDENCE	\$	(7,625.14)	\$	4,877.13	-156%
ASSESSMENT MINI GRANT			\$	-	0%
TITLE IVE	\$	25,551.85	\$	345,802.43	7%
NSF Grant - No Longer In Use			\$	-	0%
STUDENT SUPPORT SERVICES GRANT	\$	1,325.20	\$	73,408.15	2%
UPWARD BOUND GRANT	\$	155,159.94	\$	403,377.51	38%

ATHLETICS

SALARIES - ATHLETICS	\$	331,644.75	\$	1,275,492.02	26%
ATHLETIC OFFICE	\$	26,885.44	\$	412,465.00	7%
Football - Men	\$	76,882.32	\$	135,000.00	57%
Basketball - Men	\$	10.41	\$	30,000.00	0%
Baseball - Men	\$	-	\$	30,000.00	0%
Athletic Training	\$	-	\$	10,629.00	0%
Softball - Women	\$	-	\$	25,000.00	0%
Golf - Men	\$	-	\$	3,000.00	0%
Golf - Women	\$	3,668.24	\$	-	0%
Basketball - Women	\$	463.20	\$	30,000.00	2%
Cheerleaders	\$	-	\$	1,500.00	0%
Volleyball - Women	\$	6,593.94	\$	20,190.00	33%

Tennis - Men	\$ 2,156.30	\$ 7,500.00	29%
Tennis - Women	\$ 3,584.58	\$ 18,050.00	20%
Womens Cross Country	\$ -	\$ 2,250.00	0%
Women's Soccer	\$ 18,383.95	\$ 36,000.00	51%
Acrobatics & Tumbling	\$ -	\$ 70,750.00	0%

ENROLLMENT MANAGEMENT

SALARIES - STUDENT SERVICES	\$ 284,944.91	\$ 2,087,538.81	14%
VP Student Affairs - Office	\$ 11,548.04	\$ 27,136.77	43%
VP Enrollment Management	\$ 25,037.35	\$ 209,251.32	12%
Student Financial Asst Office	\$ 216.95	\$ 4,850.00	4%
Career Planning & Co Op Education	\$ -	\$ 5,423.68	0%
Admissions	\$ 38,129.18	\$ 165,506.25	23%
VP Student Affairs Salary	\$ -	\$ -	0%
Cultural Activities	\$ 57.10	\$ 36,080.00	0%
International Students Services	\$ -	\$ -	0%
Application Fee	\$ -	\$ 11,640.00	0%
Testing Services Fund	\$ -	\$ 4,840.00	0%
Counseling Acad Supp Serv CASS	\$ -	\$ 15,950.00	0%
Counseling Acad Supp Serv CASS - Placement Testing	\$ -	\$ 1,056.00	0%
Veterans Fee	\$ 1,026.00	\$ -	0%
Orientation	\$ 157.19	\$ 9,393.38	2%
Health Center	\$ 234.60	\$ 17,600.00	1%
Recreation Fees	\$ 2,807.00	\$ 38,839.41	7%
SGA	\$ -	\$ 19,596.40	0%
Student Union	\$ 29,897.06	\$ 110,000.00	27%
Residence Life & Services	\$ 22.44	\$ 17,600.00	0%
Dawson Hall	\$ 14,886.37	\$ 66,000.00	23%
Sullivan Hall	\$ 26,921.35	\$ 88,000.00	31%
Keith Scholars Hall	\$ 627,734.45	\$ 2,184,201.80	29%
Transitional Housing	\$ 1,494.96	\$ -	0%
Dining	\$ 161,678.66	\$ 1,458,993.40	11%
WV Scholarship Prog	\$ -	\$ 2,141,770.00	0%
Pepsi Commission	\$ -	\$ 10,000.00	0%
Counseling Acad Supp Serv CASS	\$ -	\$ -	0%
CASS FRIS OVW	\$ -	\$ 3,000.00	0%
Collegiate Recovery Program Grant	\$ -	\$ 40,000.00	0%
Mental Health Grant	\$ 972.00	\$ 3,500.00	28%

BUSINESS & FINANCE

SALARIES - INSTITUTIONAL SUPPORT	\$ 507,284.78	\$ 1,743,567.97	29%
VP Business & Finance - Office	\$ 114,091.92	\$ 386,154.69	30%
Staff Council	\$ -	\$ 1,110.00	0%
Human Resources	\$ 1,423.63	\$ 22,229.60	6%
Staff Development	\$ -	\$ 370.00	0%
Title IX	\$ 4,500.00	\$ 7,250.00	62%
Security Svcs	\$ 10,119.24	\$ 25,881.50	39%
RIF Griev	\$ 17,599.42	\$ 44,464.92	40%
Facilities Rental	\$ 500.00	\$ 12,445.94	4%
Finance Discretionary	\$ 88,665.34	\$ 90,000.00	99%
U FA Credit Installment Collections	\$ -	\$ 22,200.00	0%
U FA Indirect Costs	\$ 999.99	\$ 740.00	135%
VSP Payout	\$ -	\$ 260,936.32	0%
Bookstore	\$ 126,034.23	\$ 444,000.00	28%

Tennis - Men	\$ 1,204.15	\$ 7,500.00	16%
Tennis - Women	\$ -	\$ 18,050.00	0%
Womens Cross Country	\$ -	\$ 2,250.00	0%
Women's Soccer	\$ 7,459.00	\$ 36,000.00	21%
Acrobatics & Tumbling	\$ -	\$ 70,750.00	0%

ENROLLMENT MANAGEMENT

SALARIES - STUDENT SERVICES	\$ 461,072.32	\$ 2,087,538.81	22%
VP Student Affairs - Office	\$ 27,831.63	\$ 27,136.77	103%
VP Enrollment Management	\$ 42,470.03	\$ 209,251.32	20%
Student Financial Asst Office	\$ 881.63	\$ 4,850.00	18%
Career Planning & Co Op Education	\$ 72.00	\$ 5,423.68	1%
Admissions	\$ 34,756.81	\$ 165,506.25	21%
VP Student Affairs Salary	\$ 20,000.00	\$ -	0%
Cultural Activities	\$ 165.09	\$ 36,080.00	0%
International Students Services	\$ -	\$ -	0%
Application Fee	\$ -	\$ 11,640.00	0%
Testing Services Fund	\$ 1,000.00	\$ 4,840.00	21%
Counseling Acad Supp Serv CASS	\$ 27.48	\$ 15,950.00	0%
Counseling Acad Supp Serv CASS - Placement Testing	\$ 246.97	\$ 1,056.00	23%
Veterans Fee	\$ -	\$ -	0%
Orientation	\$ 183.20	\$ 9,393.38	2%
Health Center	\$ 5,706.52	\$ 17,600.00	32%
Recreation Fees	\$ 2,928.98	\$ 38,839.41	8%
SGA	\$ 1,259.17	\$ 19,596.40	6%
Student Union	\$ 34,764.14	\$ 110,000.00	32%
Residence Life & Services	\$ 19,837.76	\$ 17,600.00	113%
Dawson Hall	\$ 17,792.79	\$ 66,000.00	27%
Sullivan Hall	\$ 35,450.26	\$ 88,000.00	40%
Keith Scholars Hall	\$ 603,352.76	\$ 2,184,201.80	28%
Transitional Housing	\$ 1,045.49	\$ -	0%
Dining	\$ 175,832.10	\$ 1,458,993.40	12%
WV Scholarship Prog	\$ 475,483.00	\$ 2,141,770.00	22%
Pepsi Commission	\$ -	\$ 10,000.00	0%
Counseling Acad Supp Serv CASS	\$ -	\$ -	0%
CASS FRIS OVW	\$ -	\$ 3,000.00	0%
Collegiate Recovery Program Grant	\$ 402.70	\$ 40,000.00	1%
Mental Health Grant	\$ 590.00	\$ 3,500.00	17%

BUSINESS & FINANCE

SALARIES - INSTITUTIONAL SUPPORT	\$ 357,199.26	\$ 1,743,567.97	20%
VP Business & Finance - Office	\$ (1,777,551.94)	\$ 386,154.69	-460%
Staff Council	\$ -	\$ 1,110.00	0%
Human Resources	\$ -	\$ 22,229.60	0%
Staff Development	\$ -	\$ 370.00	0%
Title IX	\$ -	\$ -	0%
Security Svcs	\$ 23,921.41	\$ 25,881.50	92%
RIF Griev	\$ 7,410.82	\$ 44,464.92	17%
Facilities Rental	\$ 558.99	\$ 12,445.94	4%
Finance Discretionary	\$ -	\$ 90,000.00	0%
U FA Credit Installment Collections	\$ 3,415.38	\$ 22,200.00	15%
U FA Indirect Costs	\$ -	\$ 740.00	0%
VSP Payout	\$ -	\$ 260,936.32	0%
Bookstore	\$ (223,065.20)	\$ 444,000.00	-50%

Security Svs	\$	-	\$	1,110.00	0%
Marketing Reserve Fund	\$	-	\$	100,000.00	0%
PHYSICAL PLANT SUMMARY					
SALARIES - PHYSICAL PLANT	\$	178,777.21	\$	1,140,347.76	16%
Phys Fac Malden	\$	1,481.94	\$	10,650.00	14%
Phys Fac Land Grant	\$	-	\$	10,650.00	0%
Phys Fac Erickson Cntr	\$	-	\$	1,420.00	0%
Mailroom	\$	28,919.08	\$	55,735.00	52%
President's House	\$	2,105.00	\$	10,650.00	20%
Phys Fac	\$	100,592.06	\$	60,633.09	166%
Bldg & Equip Maint	\$	16,653.44	\$	177,500.00	9%
Faculty Homes	\$	14,663.81	\$	33,300.00	44%
Landscape & Grounds Maint	\$	5,287.76	\$	71,000.00	7%
Motor Vehicle Operations	\$	13,090.47	\$	21,300.00	61%
Copy Svs	\$	850.96	\$	58,930.00	1%
Utilites Maint	\$	-	\$	88,608.00	0%
Warehouse Inventory	\$	-	\$	710.00	0%
U Phys Fac Central Fund	\$	149,923.27	\$	600,000.00	25%
Capital Repair & Alterations	\$	7,887.00	\$	266,250.00	3%
Canty House Roof	\$	-	\$	9,762.50	0%
East Bond	\$	-	\$	-	0%
Insurance Claims	\$	-	\$	-	0%
Phy Fac Athletic Facility	\$	-	\$	3,550.00	0%

UNIVERSITY ADVANCEMENT

SALARIES - ADVANCEMENT	\$	179,244.20	\$	546,517.69	33%
VP Planning & Adv - Office	\$	27,095.41	\$	123,838.76	22%
Alumni Relations	\$	1,139.72	\$	7,000.00	16%

PRESIDENTS AREA

SALARIES - PRESIDENT'S AREA	\$	397,890.66	\$	1,365,472.09	29%
Presidents Executive	\$	-	\$	-	0%
Healthy Grandfamilies	\$	44,536.32	\$	800,000.00	6%
Presidents Discretionary	\$	-	\$	1,455.00	0%
Land Grant Extension	\$	86,885.06	\$	1,975,096.00	4%
Land Grant Research	\$	87,594.44	\$	1,975,096.00	4%
University Relations	\$	6,826.77	\$	144,100.00	5%
VP University Relations	\$	-	\$	-	0%
Photography	\$	47.10	\$	980.00	5%
Legislative Affairs	\$	-	\$	1,470.00	0%
WVSU BOG	\$	795.37	\$	14,700.00	5%
Information Technology	\$	84,308.03	\$	166,695.51	51%
Office of the President	\$	20,154.55	\$	59,218.94	34%
General Counsel	\$	3,172.39	\$	9,310.00	34%
Strategic Planning	\$	340.86	\$	-	0%
Print Shop Svs	\$	4,063.20	\$	39,200.00	10%
Indirect R&D	\$	-	\$	12,222.00	0%
HEERF - Student	\$	-	\$	298,801.00	0%
HEERF - Institutional Relief Fund	\$	193,247.92	\$	3,343,555.99	6%
HEERF - HBCU	\$	1,734,954.92	\$	4,357,642.73	40%

COLLEGE WIDE

Benefits	\$	39,772.00	\$	-	0%
Educ & General Rev	\$	742,915.20	\$	-	0%

Security Svs	\$	-	\$	1,110.00	0%
Marketing Reserve Fund	\$	-	\$	100,000.00	0%
PHYSICAL PLANT SUMMARY					
SALARIES - PHYSICAL PLANT	\$	233,285.71	\$	1,140,347.76	20%
Phys Fac Malden	\$	1,883.86	\$	10,650.00	18%
Phys Fac Land Grant	\$	639.00	\$	10,650.00	6%
Phys Fac Erickson Cntr	\$	242.32	\$	1,420.00	17%
Mailroom	\$	23,993.22	\$	55,735.00	43%
President's House	\$	3,489.22	\$	10,650.00	33%
Phys Fac	\$	57,166.54	\$	60,633.09	94%
Bldg & Equip Maint	\$	44,000.41	\$	177,500.00	25%
Faculty Homes	\$	55,048.25	\$	33,300.00	165%
Landscape & Grounds Maint	\$	22,408.26	\$	71,000.00	32%
Motor Vehicle Operations	\$	353.19	\$	21,300.00	2%
Copy Svs	\$	21,939.46	\$	58,930.00	37%
Utilites Maint	\$	3,706.43	\$	88,608.00	4%
Warehouse Inventory	\$	-	\$	710.00	0%
U Phys Fac Central Fund	\$	206,634.78	\$	600,000.00	34%
Capital Repair & Alterations	\$	(69,595.20)	\$	266,250.00	-26%
Canty House Roof	\$	-	\$	9,762.50	0%
East Bond	\$	-	\$	-	0%
Insurance Claims	\$	-	\$	-	0%
Phy Fac Athletic Facility	\$	1,444.66	\$	3,550.00	41%

UNIVERSITY ADVANCEMENT

SALARIES - ADVANCEMENT	\$	178,846.97	\$	546,517.69	33%
VP Planning & Adv - Office	\$	16,310.66	\$	123,838.76	13%
Alumni Relations	\$	533.21	\$	7,000.00	8%

PRESIDENTS AREA

SALARIES - PRESIDENT'S AREA	\$	487,884.95	\$	1,365,472.09	36%
Presidents Executive	\$	-	\$	-	0%
Healthy Grandfamilies	\$	-	\$	800,000.00	0%
Presidents Discretionary	\$	5,500.00	\$	1,455.00	378%
Land Grant Extension	\$	4,882.93	\$	1,975,096.00	0%
Land Grant Research	\$	29,423.91	\$	1,975,096.00	1%
University Relations	\$	5,067.39	\$	144,100.00	4%
VP University Relations	\$	-	\$	-	0%
Photography	\$	132.88	\$	980.00	14%
Legislative Affairs	\$	186.00	\$	1,470.00	13%
WVSU BOG	\$	548.69	\$	14,700.00	4%
Information Technology	\$	56,431.29	\$	166,695.51	34%
Office of the President	\$	10,965.99	\$	59,218.94	19%
General Counsel	\$	290.00	\$	9,310.00	3%
Strategic Planning	\$	-	\$	-	0%
Print Shop Svs	\$	21,129.48	\$	39,200.00	54%
Indirect R&D	\$	-	\$	12,222.00	0%
HEERF - Student	\$	-	\$	298,801.00	0%
HEERF - Institutional Relief Fund	\$	1,054,460.72	\$	3,343,555.99	32%
HEERF - HBCU	\$	2,329,858.51	\$	4,357,642.73	53%

COLLEGE WIDE

Benefits	\$	-	\$	-	0%
Educ & General Rev	\$	300,000.00	\$	-	0%

Utilities	\$ 387,065.93	\$ 1,250,000.00	31%	Utilities	\$ 1,400,000.00	\$ 1,250,000.00	112%
Business Services Unassigned	\$ 9,126.00	\$ -	0%	Business Services Unassigned	\$ -	\$ -	0%
Renewal and Replacement Fund	\$ 133,155.59	\$ 550,000.00	24%	Renewal and Replacement Fund	\$ -	\$ 550,000.00	0%
Payroll Clearing	\$ (1,729,144.92)	\$ -	0%	Payroll Clearing	\$ -	\$ -	0%
TOTAL EXPENDITURES AND OTHER DEDUCTIONS	\$ 9,143,900.89	\$ 53,541,507.25		TOTAL EXPENDITURES AND OTHER DEDUCTIONS	\$ 5,484,773.71	\$ 46,644,563.27	
Net Margin	\$ (1,726,104.42)			Net Margin	\$ 2,274,657.82		



**Board of Governors
Enrollment Management and Student Affairs
Erickson Alumni Center
Grand Hall
October 27, 2022**

AGENDA

- | | |
|--|------------------------------|
| I. Call to Order | Tracy McKibben |
| II. Roll Call | Lauren Waugh |
| III. Verification of Appropriate Notice of Public Meeting | Tracy McKibben |
| IV. Approval of September 8, 2022 Minutes (<i>Action Required</i>) | Tracy McKibben |
| V. Enrollment Management <ul style="list-style-type: none">• Year to year application comparisons• Enrollment Strategies and Partnerships• Enrollment Goals | Stacey Sowell |
| VI. Student Affairs <ul style="list-style-type: none">• Office of Student Advocacy Update | Stacey Sowell, Jaleesa Nunez |
| VII. Adjournment | |

**Board of Governors
West Virginia State University
Enrollment Management and Student Affairs Committee**

Date/Time: 10/27/2022 -- 9:00 AM

Location:

Erickson Alumni Center - Grand Hall

<https://us06web.zoom.us/j/86096375650>

Meeting ID: 860 9637 5650

One tap mobile

+13017158592,,86096375650# US (Washington DC)

Purpose: To conduct the regular business of the committee

Notes:

Meeting was approved : 10/20/2022 3:14:47 PM

Enrollment Management and Student Affairs

Dr. Stacey Sowell
EMSACommittee
Board of Governors
October 27, 2022

Spring Application Progression

Data as of October 12, 2022

Undergraduate New Students							
Type	Goal	Applications	Incomplete	Admitted	Rejections	Confirmed	% of Goal*
Freshmen	25	73	30	34	0	6	24%
Transfer	50	61	36	21	0	11	22%
UG Total	75	134	66	5	0	17	23%

Fall 2023 Application Progression Chart

Undergraduate New Students							
Type	Goal	Applications	Incomplete	Admitted	Rejections	Confirmed	% of Goal*
Freshmen	450	926	751	169	1	2	.4%
Transfer	150	22	14	6	0	0	0%
UG Total	600	948	765	175	1	2	0%

Enrollment Strategies and Partnerships

- SLATE is live!
- Common App will go live October 31, 2022
- MOU with New Seasons Youth in The Bahamas
- Stop Out Campaign- re-enrolling students who have WVSU course credits but have not returned

- Automatic Admissions
 - Early Enrollment Students
 - INROADS High School Students

Enrollment Goals

- Overall enrollment 2100
- New Freshmen/Transfer: 500
- New, on campus students: 158
- In State: 80%, Out of State: 20%

Office of Student Advocacy Update

- MyWVSU App
 - Planning, building, and implementation
 - 600 app users
 - Experiences for future students, current students, faculty & staff, and alumni
- Student Interactions
 - Individual case conferences with 20 students
 - Email outreach to students dropped due to balance or unresolved financial aid requirements to see if they needed any assistance in re-enrolling
- Service Excellence
 - Customer Care training conducted August 11-12th
 - Team visit to Rollins College November 7-11th
 - Best Practices in:
 - Shared services and cross-training
 - Case management
 - Utilization of withdrawal surveys

Student Advocacy Cont'd

- Professional Development
 - Meeting and shadowing with Marshall's Student Advocate
 - Preliminary cross-training with Financial Aid
 - Student Affairs Conferences in the Spring
- Initiatives
 - Meeting with the FYE courses to discuss services offered and app promotion
 - Cross-training (Retention, Financial Aid, Admissions, Registrar)
 - Creating partnerships that provide resources to students
 - Professional Development
- Looking to attend conferences in the spring

QUESTIONS?



**Board of Governors
FULL BOARD
Erickson Alumni Center
Grand Hall
Thursday, October 27, 2022
9:00 am**

AGENDA

- | | |
|---|----------------|
| I. Call to Order | Mark Kelley |
| II. Roll Call | Crystal Walker |
| III. Verification of Appropriate Notice of Public Meeting | Mark Kelley |
| IV. Approval of September 8, 2022 and October 4, 2022 Meeting Minutes (<i>Action Required</i>) | Mark Kelley |
| V. Report from the President | Ericke S. Cage |
| VI. Possible Executive Session under the Authority of West Virginia Code §6-9A-4 to Discuss Legal, Personnel and Property Matters (<i>Action Required</i>) | Mark Kelley |
| VII. Adjournment | |

**Board of Governors
West Virginia State University
FULL BOARD**

Date/Time: 10/27/2022 -- 9:00 AM

Location:

Erickson Alumni Center - Grand Hall

<https://us06web.zoom.us/j/86096375650>

Meeting ID: 860 9637 5650

One tap mobile

+13017158592,,86096375650# US (Washington DC)

Purpose: To conduct regular business of the full board

Notes:

Meeting was approved : 10/20/2022 3:26:39 PM

Meeting Minutes
West Virginia State University Board of Governors
Full Board
Zoom
October 4, 2022
1:00 p.m.

I. Call to Order

Mr. Kelley called the meeting to order at 1:01 p.m.

II. Roll Call

The clerk called the roll. Members present were Mr. Davis, Mr. Flores, Dr. Jackson, Mr. Kelley, Mrs. McKibben, Mr. Payne, Dr. Pietruszynski, Mrs. Pitchford, and Mr. Shepherd. Members absent were Mr. Gray, Mr. Jones, and Mr. Raines.

III. Verification of Appropriate Notice of Public Meeting

Mr. Kelley verified the Appropriate Notice of Public Meeting.

IV. Approval of ByLaws

Mr. Kelley noted that the revised ByLaws were sent to the Board previously and are in line with discussion held during the BOG Retreat. The purpose of the revisions is to make meetings more efficient and provide more strategic information. Mr. Kelley provided an overview of the revisions regarding the committees and Board structure. Mr. Kelley asked for a motion to approve the revised ByLaws as presented. Mrs. Pitchford so moved. Mrs. McKibben seconded the motion, and the motion carried.

Mr. Kelley then provided information on three proposed amendments to the approved ByLaws. First, he requested permission to allow the General Counsel to clean up the ByLaws in terms of typographical errors and formatting. Mr. Payne so moved. Mrs. McKibben seconded the motion, and the motion carried. Next, Mr. Kelley proposed an amendment to add that there will be a vice chair of each committee. Mrs. Pitchford so moved. Dr. Pietruszynski seconded the motion, and the motion carried. Lastly, Mr. Kelley proposed to have a particular sentence added under the section on committees that indicates that all actions of the Academic Affairs Committee, Business and Finance Committee, Enrollment Management and Student Affairs Committee, and Advancement Committee shall be deemed the action of the full Board. Mrs. Pitchford so moved. Mrs. McKibben seconded the motion, and the motion carried. Mr. Kelley called for a vote on the adoption of the ByLaws as amended. Mrs. Pitchford so moved. Mrs. McKibben seconded the motion, and the motion carried.

V. Possible Executive Session under the Authority of West Virginia Code §6-9A-4 to Discuss Legal, Personnel and Property Matters

Mrs. McKibben motioned for approval to go into Executive Session under the authority of West Virginia Code §6-9A-4 to discuss legal, personnel, and property matters. Dr. Pietruszynski seconded the motion, and the motion carried.

Mrs. Pitchford motioned to arise from the executive session and reconvene into the regular session, and Mr. Davis seconded the motion. The motion carried. Mr. Kelley asked for the record to reflect that the board only discussed items related to the topics listed, that no decisions or motions were made in executive session, and no votes were taken.

VI. Adjournment

With there being no further business, the meeting adjourned at 2:42 p.m.

Respectfully submitted,

Dr. Chris Jackson, Secretary

Approved:

Mark Kelley, Chair

Meeting Minutes
West Virginia State University Board of Governors
Full Board
134/135 James C. Wilson University Union
September 8, 2022
1:15 p.m.

- I. Call to Order and Oath of Office**
Mr. Kelley called the meeting to order at 1:15 p.m. Mr. Kelley administered the Oath of Office to Mr. Caleb Shepherd, who was elected as the student representative on the Board of Governors.
- II. Roll Call**
The clerk called the roll. Members present were Mr. Davis, Mr. Flores, Dr. Jackson, Mr. Jones, Mr. Kelley, Mrs. McKibben, Dr. Pietruszynski, Mrs. Pitchford, Mr. Raines, and Mr. Shepherd. Members absent were Mr. Grey and Mr. Payne.
- III. Verification of Appropriate Notice of Public Meeting**
Mr. Kelley verified the Appropriate Notice of Public Meeting.
- IV. Approval of June 16, 2022 Meeting Minutes**
Mr. Davis motioned for approval of the minutes of the June 16, 2022 meeting. Mrs. Pitchford seconded the motion, and the motion carried.
- V. Special Recognition**
Prior to the Board meeting, a resolution was prepared to recognize Mr. Jones for his service as chair of the Board of Governors. Mr. Kelley read the resolution and was joined by President Cage to present the resolution to Mr. Jones. Mr. Jones expressed his sincere gratitude for the recognition. He stated that he enjoyed his years as chair and is happy to still be a part of the Board.
- VI. Possible Executive Session under the Authority of West Virginia Code §6-9A-4 to Discuss Legal, Personnel, and Property Matters**
Mrs. Pitchford moved that this item be moved to the end of the agenda. Mr. Davis seconded, and the motion carried.
- VII. West Virginia Higher Education Policy Commission**
Vice Chancellor Chris Treadway presented on the outcomes-based funding formula. He provided background information on how the funding formula was developed and explained how the funding formula will work. The funding formula will not affect institutions' budgets until FY25. The Presidents may still ask the Legislature for funding for special projects, but it needs to be requested as a separate line item and not part of the funding formula.
- VIII. Funding Formula Approval**
Following Board discussion, Mr. Kelley asked for a motion to approve the Funding Formula as presented. Mr. Davis so moved and Mrs. McKibben seconded the motion. The motion carried

IX. Report from the University President

President Cage presented updates on initiatives and events that are part of our plan for moving the University forward. He also spoke about plans for developing a new strategic plan.

X. Reports from Board Committees

Mr. Kelley entertained a motion to dispense this item on the agenda. Mrs. Pitchford so moved and Dr. Jackson seconded the motion. The motion carried.

VI. Possible Executive Session under the Authority of West Virginia Code §6-9A-4 to Discuss Legal, Personnel, and Property Matters

Mrs. Pitchford motioned for approval to go into Executive Session under the authority of West Virginia Code §6-9A-4 to discuss legal, personnel, and property matters. Mrs. McKibben seconded the motion, and the motion carried.

Mr. Jones motioned to arise from the executive session and reconvene into the regular session, and Mrs. Pitchford seconded the motion. The motion carried. Mr. Kelley asked for the record to reflect that the board only discussed items related to the topics listed, that no decisions or motions were made in executive session, and no votes were taken.

XI. Adjournment

With there being no further business, the meeting adjourned at 3:54 p.m.

Respectfully submitted,

Dr. Chris Jackson, Secretary

Approved:

Mark Kelley, Chair

PRESIDENT'S REPORT

Board of Governors Meeting

October 27, 2022



Ericke S. Cage, J.D., LL.M.
President



WEST VIRGINIA STATE UNIVERSITY
Homecoming
OCT. 6 - 9
2022



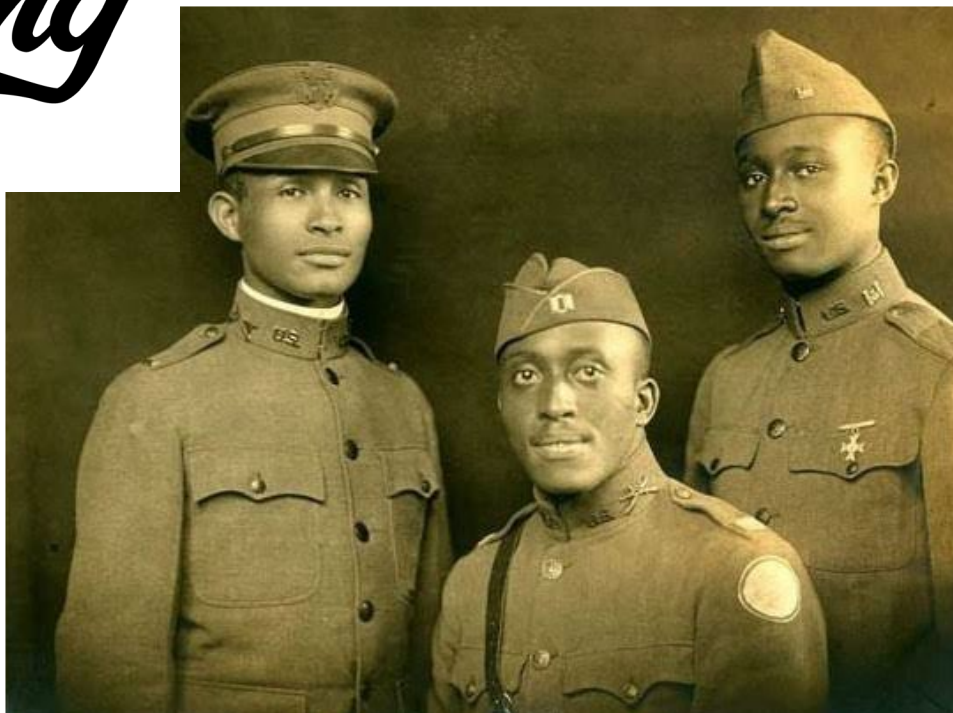



WEST VIRGINIA STATE UNIVERSITY

Homecoming

OCT. 6 - 9

2022





STATE *of the* UNIVERSITY — ADDRESS —

Ericke S. Cage, J.D., LL.M.
13th President of
West Virginia State University

October 6, 2022



**EXPANSION OF
ATHLETIC PROGRAMS**

WV SU
TRACK & FIELD

WV SU
CROSS COUNTRY



RETURN TO DOWNTOWN CHARLESTON



DEVELOPMENT OF NEW PROGRAMS



WEST VIRGINIA STATE
UNIVERSITY

School of Agriculture

STRATEGIC PLANNING PROCESS

A series of listening sessions have been held to gather feedback from business and community leaders and alumni.

Promotion of an online survey through social media, postcards, posters and yard signs is underway.

In November we will move from data gathering to establishing goals.



RECRUITMENT AND RETENTION INITIATIVES

Early Enrollment Welcome Days

Five Welcome Days were here for early enrolled students bringing nearly 500 students to campus from local public and private high schools for tours and interaction with current WVSU students, faculty and staff.

Office of Retention and Student Success

- Increasing attention, communication and support throughout a student's first year at WVSU.
- Collaborate with the College Deans on the faculty's role on Student Success.
- Implement the Finish Line Campaign for Spring 2023 to ensure seniors are on the pathway to graduate.

Service Excellence Initiative

- The university has been gathering data via surveying and conducting focus groups to understand the issues impacting persistence, graduation rates, and WVSU's overall brand.
- The next phase of the initiative includes sending a service excellence team to Southeast Missouri State University and another team to Rollins college to gather information on best practices in customer service.

REVENUE GENERATION

First quarter pledges for FY 23 are up significantly over FY 22.

Significant commitments from partnerships such as with the Student Freedom Initiative, Jacobson Foundation, Marathon Petroleum and others.

Early fall fundraising appeal is being mailed and will be followed up by a year-end appeal. In addition, Giving Tuesday is November 29.



Presidential Scholars





Leeshia Lee



Angelica Willis

Dr. Micheal Fultz

2021 Professor of the Year



