

DRAFT – SUBJECT TO COMMITTEE APPROVAL

**OLD DOMINION UNIVERSITY
BOARD OF VISITORS
University Advancement Committee Minutes
Thursday, June 8, 2017**

MINUTES

The University Advancement Committee of the Board of Visitors of Old Dominion University met Thursday, June 8, 2017, at 10:45 a.m. in Committee Room B of the Kate and John R. Broderick Dining Commons on the Norfolk campus. Present from the Board were:

Frank Reidy, Chair
Ross A. Mugler, Vice Chair
Michael J. Henry
Larry R. Hill
Toykea S. Jones
Mary Maniscalco-Theberge

Absent were: William D. Sessoms, Jr.

Also present were: Alonzo Brandon Dan Genard
Jim Clanton Giovanna Genard
Karen Cook Earl Nance
Joy Jefferson

ACTION ITEMS

- I. Mr. Frank Reidy welcomed everyone to the meeting. A motion was made by Dr. Mary Maniscalco-Theberge and seconded by Mr. Michael Henry to approve the minutes of the April 27, 2017 minutes. The motion was approved unanimously by all members present and voting.

ITEMS FOR REVIEW:

- I. **Office of University Advancement** – Mr. Alonzo Brandon, Vice President for University Advancement, opened by 7:55 a.m. (11:20 a.m. meeting) regarding productivity in the area of Development which included fundraising amounts for total giving, planned giving, annual funds, donor counts and gift income. Total giving amounts for the Educational

and Athletic Foundations and adding in the Barry Museum Foundation was \$57.3 million, of that total, \$23 million represented the Educational and Athletic Foundations. He reported that there are still gifts coming in for athletics before the end of the fiscal year. Mr. Brandon noted that once in initiative mode, the board would be seeing different fundraising reports. Planned Giving has achieved its goal with \$4 million raised to date. Annual Giving has raised \$601,557 with efforts being placed on direct mail pieces. He noted that staff are looking into a training program that would groom interns from the annual fund to flow into friend-raisers or fund-raisers. Mr. Brandon reported that donor counts are currently at 7,180 and will increase by the end of June due to athletic reseating for football.

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