

**OLD DOMINION UNIVERSITY
BOARD OF VISITORS
INSTITUTIONAL ADVANCEMENT COMMITTEE MEETING
Thursday, December 6, 2012**

MINUTES

The Institutional Advancement Committee of the Board of Visitors met Thursday, December 6, 2012, from 10:30 a.m. to 12:30 p.m. in the Board of Visitors Room of Webb Center.

Present from the committee were:

Ms. Pamela C. Kirk, Chair
Mr. Barry M. Kornblau (ex-officio)
Mr. Jeffrey W. Ainslie
Mr. Frank Batten, Jr.
Mr. John F. Biagas
Ms. Dee D. Gilmore
Mr. Ronald C. Ripley

Also present were:

Mr. Alonzo Brandon	Mr. Sebastian Kuhn
Ms. Karen Meier	Ms. Karen Cook
Mr. Earl Nance	Ms. Anita Friedmann
Mr. Dan Genard	Ms. Giovanna Genard
Mr. Jonas Porter	Ms. Trisha Ahmed
Ms. Cecelia Tucker	Ms. Velvet Grant

ACTION ITEMS

- I. Ms. Pamela Kirk welcomed everyone to the meeting. A motion was made by Mr. Frank Batten and seconded by Mr. Jeffery Ainslie to approve the amended minutes of the September 13, 2012 minutes with the correction of spelling of Sebastian Kuhn's name. The motion was approved unanimously by all members present and voting.
- II. Mr. Alonzo Brandon, Vice President for University Advancement presented the details of the Brock resolution. A motion was made by Mr. Jeffery Ainslie and seconded by Mr. John Biagas to approve the resolution to name the Arts District Park as Brock Commons. The motion was approved unanimously by all members present and voting.

CLOSED SESSION

- I. A motion was made by Mr. Jeffrey Ainslie and seconded by Mr. Ronald Ripley 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.

ITEMS FOR REVIEW:

- I. **Office of University Advancement** – Mr. Brandon gave an update from the University naming committee by reviewing approved naming opportunities for the Engineering Systems Building and also the newly named Gregory A. Lumsden Trading Room and Research Lab. He also 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. Mr. Brandon, per policy 1840, gave an overview of college advisory boards, their roles, memberships and giving requirements.
- II. **Office of Development** – Mr. Jonas Porter, Director of Information Systems, discussed advances in information reporting and distribution. Mr. Porter showed examples of types of reports available to development and campus staff including alumni statistics, annual fund numbers and Athletic Foundation (ODAF) membership levels. He also spoke about new software that will allow ODAF members to see their priority point ranking based on current or future donations. He concluded by showing the uses of MapPoint software to plot alumni addresses on a map.

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