

**OLD DOMINION UNIVERSITY
BOARD OF VISITORS
University Advancement Committee Minutes
Thursday, April 21, 2016**

MINUTES

The University Advancement Committee of the Board of Visitors of Old Dominion University met Thursday, April 21, 2016, at 11:00 a.m. in the Board Room of Webb University Center on the Norfolk campus. Present from the Board were:

John F. Biagas (*ex-officio*)
David L. Bernd
Michael J. Henry
Mary Maniscalco-Theberge
Ross A. Mugler
Sebastian Kuhn (*Faculty Representative*)

Absent were:

Frank Reidy, Chair
Judith O. Swystun, Vice Chair
Ronald C. Ripley (*ex-officio*)
William D. Sessoms, Jr.

Also present were:

Alonzo Brandon	Sheanna Gomes
John Broderick	David Harnage
Karen Cook	Elizabeth Kersey
Gabrielle Cunningham	Earl Nance
Dan Genard	Travis Rickman
Giovanna Genard	Jacqueline Sayward
Velvet Grant	Carina Wicker

ACTION ITEMS

- I. Dr. Mary Maniscalco-Theberge welcomed everyone to the meeting. A motion was made by Mr. Ross Mugler and seconded by Mr. John Biagas to approve the minutes of the December 3, 2015 minutes. The motion was approved unanimously by all members present and voting.

CLOSED SESSION

- I. A motion was made by Mr. John Biagas and seconded by Mr. Ross Mugler that the meeting be recessed, and, as permitted by Virginia Code Section 2.2-3711(A)(10), reconvene in closed session for the purpose of considering special awards. The motion was approved by all members present and voting.

Following closed session, the Committee reconvened in open session and unanimously approved the FOIA Certification read by the Chair.

ACTION ITEMS

- II. A motion was made by Dr. Mary Maniscalco-Theberge and seconded by Mr. Mike Henry to approve the resolution to name the new Student Residence Hall as the Hugo A. Owens House. The motion was approved unanimously by all members present and voting.
- III. A motion was made by Dr. Mary Maniscalco-Theberge and seconded by Mr. John Biagas to approve the resolution to name Powhatan Complex Residence Hall EE as the Ross A. Mugler House. The motion was approved unanimously by all members present and voting with Mr. Ross Mugler abstaining from the vote.
- IV. A motion was made by Dr. Mary Maniscalco-Theberge and seconded by Mr. Mike Henry to approve the resolution to name Powhatan Complex Residence Hall FF as the David L. Bernd House. The motion was approved unanimously by all members present and voting with Mr. David Bernd abstaining from the vote.
- V. A motion was made by Dr. Mary Maniscalco-Theberge and seconded by Mr. Mike Henry to approve the resolution to name Powhatan Complex Residence Hall GG as the Fred J. Whyte House. The motion was approved unanimously by all members present and voting.
- VI. A motion was made by Dr. Mary Maniscalco-Theberge and seconded by Mr. Mike Henry to approve the resolution to name Powhatan Complex Residence Hall HH as the Ronald C. Ripley House. 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, presented and discussed dashboard items measuring productivity in the area of Development which included fundraising amounts for total giving, planned giving, annual funds, donor counts and gift income. He noted total giving amounts for both foundations were at \$13.2 million on April 1, and now are around \$16.6 million. He also noted this week alone, \$2.75 million was raised. Mr. Brandon reminded the group that when comparing to 2014 totals, the numbers are skewed due to the Stome gift. Planned Giving will surpass its goal this year. We have a

good list of prospects that are currently being worked on. Annual Giving has raised \$6 million as of today and the personal contacts amount will increase. There is currently a big push for direct mail which should increase those totals by the end of the year. Mr. Brandon noted donor are currently down, however the Educational Foundation should reach its goal. The addition of the 85 Hours of Giving Campaign in September 2015 has helped to raise this number. The Athletic Foundation is in a renewal period right now, which should help increase those numbers. Next year is a re-seating year for football, so the donor counts are expected to be higher. Mr. Brandon then noted the current gift income amount is \$10.2 million, which is actual money coming in and both foundations. He noted the importance of looking at not only endowments but also cash received.

Mr. Brandon then gave an update from the university naming committee. A gift was received by Courage Miller Partners LLC in 2011 to help support building a team building challenge course on campus. This eleven element low course is currently beginning constructed at Whitehurst Beach and is slated to open in the Summer 2016. The course will be named the Courage Miller Partners Challenge Course. Mr. Brandon reported Mr. George Jensen pledged a gift in December 2015 to name the Jensen Communications Lab. This lab is located at 2003 Constant Hall and will be used to practice and record sales/negotiation presentations. Mr. Brandon discussed the naming opportunity lists for the new dining hall as well as the outdoor tennis courts at the Folkes/Stevens Tennis Center. The new dining hall will include naming opportunities for the entire building, south and east outdoor terrace, main lobby, dining area, each food vendor area and 2nd floor event space including pre-function space, executive dining room, committee rooms and board room. The outdoor tennis courts will each be available for naming rights along with the entire outdoor complex and the outdoor scoreboard.

- II. **Office of Government Relations** – Ms. Elizabeth Kersey, Assistant to the President for Local, State and Federal Government Relations, gave an update on the government internship program. Ms. Kersey noted that ODU is the only state institution that runs this type of program in Richmond. The application process is very competitive with only 5-6 position being appointed. Students work in two offices for 40 hours a week and their hotel, parking and breakfast costs are covered. Past interns have noted it is a valuable experience and many have moved into great legislative careers. Ms. Kersey then allowed this year's interns to speak about their experiences.

Mr. Travis Rickman worked with Senator Frank Wagner and Delegate Barry Knight. He noted that Senator Wagner took him under his wing and put lots of trust in him which helped Mr. Rickman to gain many connections. He helped to promote ODU while in Richmond and helped with base adequacy through Senator Wagner's office. Ms. Sheanna Gomes worked with Delegates Duan Hester and Lynwood Lewis as well as the late Senator John Miller. She reports receiving real world experience and having amazing connections through this opportunity and has been offered a paid position with Senator Kenny Alexander. Ms. Gabrielle Cunningham worked with Delegate Chris Stolle and Senator Bill DeSteph. She noted this experience gave her background for law school and taught her how to speak to people, how to lobby and how to be professional. She also learned how the delegates take initiatives back home and make work. Ms.

Carina Wicker worked with Delegate James Leftwich and Senator John Cosgrove. She reported she has wanted this internship since she was a freshmen. She also received an unpaid internship at the White House and it was very helpful to have a paid internship in Richmond. She noted that because of this experience, she has an interview for a Government Fellowship.

CLOSED SESSION

- III. A motion was made by Mr. John Biagas and seconded by Mr. Ross Mugler 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 considering matters related to gift giving, bequests, and fundraising. The motion was approved by all members present and voting.

Following closed session, the Committee reconvened in open session and unanimously approved the FOIA Certification read by the Chair. There being no further business, Dr. Maniscalco-Theberge thanked everyone for attending and the meeting was adjourned.