AGENDA

WELCOME and OPENING REMARKS……………………………………..Max Manack, Chair

APPROVAL OF BOARD MINUTES…………………………………….. Max Manack, Chair

RECOGNITION OF RETIRING TRUSTEES……………………………..Max Manack, Chair

INTRODUCTION OF NEW TRUSTEES……………………………………..Max Manack, Chair

AUDIT COMMITTEE REPORT…………………………………………..Mike Kennedy, Chair

- Annual Audit………………………………………………………………..Richard Deal
  Thigpen, Lanier, Westerfield & Deal

BOARD COMMITTEE REPORTS

- Investment Committee…………………………………………………..Barbara Christmas
- Finance Committee………………………………………………………Tommy Bond

CAPITAL CAMPAIGN PRESENTATION……………………………………..Penny Scarpucci

Marts and Lundy

UNIVERSITY UPDATE…………………………………………………….Brooks Keel, President

Georgia Southern University

COMMITTEE ASSIGNMENTS……………………………………………..Max Manack, Chair

ANNOUNCEMENTS and CLOSING REMARKS……………………………..Max Manack, Chair
GEORGIA SOUTHERN UNIVERSITY FOUNDATION, INC.  
Minutes of the Meeting of the Board of Trustees  
November 6, 2010

The Board of Trustees of Georgia Southern University Foundation, Inc. met at 10:00 AM at Nessmith Lane Room #2911 on the Georgia Southern University campus. Trustees present were: Gene Bishop, Martha Black, Patrick Blanchard, Tommy Bond, Derrick Brown, Mike Carpenter, Harry Carter, Charles Chandler, Jimmy Childre, Barbara Christmas, Tommy David, Margot Dawkins, Emeritus member Gay Dull, Julius Edel, Tim Evans, Jimmy Franklin, Jenny Gentry, Carl Gooding, Billy Griffis, Caroline Harless, Bill Hatcher, Lamar Hennon, Don Howard, Tommy Jones, Brooks Keel, Mike Kennedy, Max Manack, Joe McGlamery, Rod Meadows, Martin NeSmith, Ricky Nessmith, Pat O’Connor, and Mike Skinner. Trustees not present were: Wayne Akins, Troy Athon, Terry Coleman, Greg Colson, Ron Core, Michael Curry, Pat Douglas, Tracy Ham, Billy Hickman, Jimmy Hodges, Billy Jones, Kara Martin, Harry Mathews, Marshal Mize, Wanda Parrish, Connell Stafford, and Ric Tomlinson. Others present were: Penny Scarpucci, Jodi Collins, Richard Deal, Melanie Mosley and Samantha Nesmith.

Welcome and Opening Remarks: Mr. Manack welcomed everyone to the Fall Board Meeting of the Georgia Southern University Foundation. Mr. Manack thanked Mr. Griffis and Dr. Keel for hosting the Friday night 1906 Society Gala, featuring Gershwin on Broadway.

Approval of the Board Minutes: Mr. Manack referred Trustees to the minutes of the Spring Meeting and asked for any revisions or corrections. With none given, Mr. Charles Chandler made a motion that the minutes be accepted as presented. The motion was seconded by Mike Kennedy, and it passed unanimously.

Recognition of Retiring Trustees: Mr. Manack recognized retiring Trustees, Harry Mathews and Julius Edel, and thanked them for their service on the Foundation Board. Mr. Edel accepted his plaque and gift and thanked the Board. Mr. Mathews was unable to attend the meeting to accept his plaque and gift.

Introduction of New Trustee: Mr. Manack introduced four new Trustees, Mrs. Martha Black, Dr. Harry Carter, Dr. Carl Gooding, and Mr. Tommy Jones. Dr. Keel presented them with the Foundation Board of Trustees pin and welcomed them to the Board.

Annual Audit Report: Mr. Mike Kennedy spoke briefly of the Audit Committee meeting that took place on October 20, 2010. He then introduced Richard Deal from Thigpen, Lanier, Westerfield and Deal to review the financial report ending June 30, 2010.

Mr. Richard Deal presented the audit report. To review the report, a copy is available at the Office of University Advancement. Mr. Deal answered a few questions from the Board. On behalf of the Audit Committee, Chairman Mike Kennedy called for
a motion to approve the audit report. Mr. Rod Meadows seconded the motion and it passed unanimously.

**Investment Committee Report:** Dr. Barbara Christmas gave an overview of the Investment Committee meetings and then asked Mr. Billy Griffis to give the report from Prime Buchholz & Associates. Mr. Griffis reviewed several areas of the report and announced that the Foundation’s investments have increased for the year. After giving an overview of the recap report, Mr. Griffis reviewed the minutes from the August 10, 2010 committee meeting. This meeting discussed the changes to the spending policy. Next, Mr. Griffis reviewed the minutes from the October 18, 2010 committee meeting. This meeting discussed the changes to private capital and the updates to the investment policy statement. After answering a few questions, Mr. Griffis concluded the report.

**Finance Committee Report:** Finance Committee Chair, Tommy Bond, asked Mr. Griffis to review the Foundation Budget. After reviewing the 2011 budget, it was noted that no changes were needed at this time. Mr. Griffis then reviewed the proposed 2012 budget, and pointed out several key areas of the Unrestricted Income such as Phonathon, *A Day for Southern*, and Income from Investments. Next, Mr. Griffis reviewed the proposed 2012 Budget Expenses, covering areas such as the decrease in Governmental Relations, the closing of the Atlanta Regional Office, and the increase in the Audit/Accounting account. Mr. Griffis finished the report by stressing the importance of Unrestricted Funds, which is an area that is underfunded. He asked if the Board would consider designating all or part of their yearly contributions to this account. Mr. Thomas Bond made a motion to accept this report, it was seconded by Tommy David, and passed unanimously.

**University Update from the President:** Dr. Keel began by thanking everyone for their attendance at the 1906 Society Gala. He continued on by expressing his anticipation of the football team’s season thus far, and the upcoming basketball season. The Ladies’ Volleyball team performed magnificently during their season.

Dr. Keel gave a quick overview of the Provost search and remains hopeful that a candidate would be named by the end of the month. He moved on with his report to share his Strategic Vision with the Board. This vision covers four main themes. The first is to promote Academic Excellence through non-traditional opportunities such as online degrees, increasing the infrastructure such as more campus living facilities, and becoming a Comprehensive National University. The second theme is to continue focusing on the student success by offering diversity among race and cultures, increasing the research opportunities and the quality of students by increasing the SAT scores for incoming freshmen. The third theme is increasing the Research Creativity. This would in turn increase the economic development of the region by expanding the research capabilities and recruiting expert faculty members who can interact with the businesses. One way to increase this focus is by offering an engineering degree which is a proposal that is in the hands of the Board of Regents at this time. It is hopeful that the Board of Regents will reach a decision at the next BOR meeting in Atlanta. The fourth theme is sustainability and decreased reliance on State funds. The University has to become less reliant on the
state budgets and start to become more self-sustaining through donations, capital campaigns, major gifts, etc.

Dr. Keel continued with an announcement that Billy Griffis would be retiring from Georgia Southern University as of July 30, 2011. A search for a new Vice President for University Advancement will begin sometime after the New Year. Dr. Keel then introduced the new ‘Eagle Nation’ motto that is designed to bring students, alumni, faculty and supporters together as one nation to rally behind the University’s vision for the future. With a few questions and comments from the Board, Dr. Keel concluded his presentation.

**Capital Campaign Report:** Mr. Max Manack introduced Penny Scarpucci from Marts & Lundy Consulting firm. Mrs. Scarpucci is the lead consultant that will carry the University through its upcoming Capital Campaign. She gave a powerpoint presentation to the Board and explained how each member should expect to assist during the campaign. She shared the visions of the University and the different processes that will take place through each phase of the campaign. After answering a few questions from the Board, Mrs. Scarpucci concluded her presentation.

**Committee List:** Mr. Manack encouraged everyone to review the Committee assignments. With no further business, the meeting was adjourned.

*All meetings of the Foundation Board are recorded. The proceeding represents a synopsis of the proceedings. Any Trustee who wishes may come to the Advancement office and listen to the complete recording of any meeting.*