Agenda

I. Call to Order – Drew Ernst

II. Review and Approval of Minutes – Drew Ernst

III. President’s Remarks – Linda Bleicken

IV. Development Report – Bill Kelso

V. Alumni Development – Somi Benson-Jaja

VI. Finance Committee Report – Jessica Henderson
   - Q2 Financials – Action Required

VII. EPFI Report – Chris Corrigan

VIII. Other Business – Drew Ernst

IX. Adjourn

Next Meeting: Thursday, May 18, 2017 - Armstrong Center Ballroom A
The Board of Trustees for the Armstrong Foundation met in the Armstrong Center Ballroom.

Board attendees were: Chair Drew Ernst, Linda Bleicken, Somi Benson-Jaja, Ellen Bolch, Chris Corrigan, Lee Davis, Susan Hancock, Carlton Hodges, Eric Johnson, William Kelso, Michael Kemp, Quentin Marlin, Diana Morrison, Benjamin Price, Camille Russo, John Sobke, James Thomas, James Vaughn.

Representing the University were: Cheryl Ciucevich, Julie Gerbsch, Amy Heaston, Jessica Henderson, Allison Hersh, Peter Hoffman, Georj Lewis, Kaitlyn Slate, Robert Smith, Hope Fuller, Valerie Garrison, Teresa Tatmon.

Call to Order -- Drew Ernst
Chairman Ernst called the business meeting to order at 8:19 a.m. Quorum was present.

Review and Approval of Minutes -- Drew Ernst
Chairman Ernst asked for a motion to approve the September 9, 2016 meeting minutes. Mike Kemp moved, Ben Price seconded. There were no changes or questions. The minutes were approved as presented with no amendments.

President’s Remarks -- Linda Bleicken
Dr. Bleicken recognized Ellen Bolch, who was selected to the Savannah Business Hall of Fame, and stated that the values she and her business portrays is important to the community.
President Bleicken shared the program from that evening. Dr. Bleicken provided the following Armstrong update:

Pirate Strong
- **Accolades** to Chief Wayne Willcox, Katie Twining, and Allison Hersh for crisis planning, response, and communications during and after Hurricane Matthew. The Crisis Response Team (CRT) made up of Linda Bleicken, Amy Heaston, Bill Kelso, Bob Smith, Georj Lewis, Chris Corrigan, Allison Hersh, and Lee Davis recently held a tabletop exercise, which modeled a F-4 tornado, one week prior to Hurricane Matthew. The exercise helped them prepare for the unexpected hurricane.
- “**Post-Hurricane Celebration**” was hosted by Armstrong for students, faculty and staff to allow time to “de-compress” and get back to normal.
Supporting Student Success

- **Enrollment and Retention** -- 38% of our students come from minority groups. Enrollment is up overall and retention is up 4% from freshmen to sophomore.

- **Student Success Center** completion was delayed slightly due to Hurricane Matthew. The dedication has been moved from November 2016 to January 2017. Academic Advisement and other student success services will be located there.

- **Military Times Ranking** -- Ranked by veterans looking at the quality of programs and a strong university culture of support. Armstrong ranked No.4, and for the third year, in the Top Ten.

- **Partnerships** -- Last year, Armstrong received Cyber Security Certification from the NSA and Homeland Security. Emerging partnerships with the Army National Guard and Oracle will assist Armstrong with program visibility and make a case before legislators at the federal level the need for resources to combat cyber network threats.

Student Achievement

- **Semaj Clark** -- In October 2016, visiting from LA to speak to the Savannah Community about safety and violence, was shot during an armed robbery. Now confined to a wheelchair, Semaj is now an Armstrong student sharing his message of hope.

- **Kristen Lipthrott** -- UGA graduate with a degree in Animal Husbandry named Teacher of the Year, worked along the Georgia coast as a naturalist for several years. She found that talking about the coastal environment influenced her decision to return for her Master of Arts. Instructor of record, not even a full-fledged teacher, she credits Armstrong’s blended program for needed support.

Top Priorities

- **Student Scholarships** -- 85% of students require and use some form of financial aid. The following students spoke at our recent Donors and Scholars Luncheon:
  - Rhonda Ruesch -- Mother of four could not complete her Bachelor’s degree in the 90’s. She began again in 2015, receiving 2 forms of scholarship to finish her degree in Nursing.
  - Brian Patterson -- A baseball player and traditional student that was encouraged by Coach Calvin Culberson as having what it takes to be an exceptional college student and player.

- **Phase 2 of Tennis Complex** -- We continue to raise dollars for Phase 2 of the tennis complex. The ribbon cutting ceremony for Phase 1 of the complex was held in August. The men’s and women’s tennis team now hold 13 D-II national championships.

- **Supporting Gains in Cyber and Military Initiative** - Focus is establishing formal partnerships with DOD and private corporations to build capacity for degree and program credentials. Dr. Bleicken noted Jim Thomas, Armstrong foundation trustee, former mayor of Hinesville and a retired Army officer, as he continues to work hard to bring Army and military strength to this area. He works closely with Pete Hoffman, also a retired Army officer.
• Construction Funding for New Health Professions Facility -- Dr. Bleicken presented a rendering of the new COHP facility. This is the number one priority on her agenda for this year.

College of Health Professions Building Update -- Pete Hoffman
  o Push card included in trustee packet shows a better rendering of the COHP building. The building design has been approved by the Board of Regents facility staff.
  o Bruce Barragan, Executive in Residence teaching in the College of Health Professions, has traveled throughout southeast Georgia meeting with healthcare provider CEO’s to gain support for the new building. His efforts have resulted in 24 letters from these CEO’s sent to the Governor.
  o Linda Bleicken and Pete Hoffman continue to meet with regents, legislators, and the Planning & Budget staff in the Governor’s office pushing this initiative.
  o We should know the second week of January 2017 if the COHP project will be in the Governor’s budget for $22.6M. Seven other projects are listed on the Regents’ requests totaling about $150M.
  o More push cards are available upon request. Pete Hoffman is happy to meet with trustees to review details of design schematics.

Fundraising Front -- Bill Kelso
  o Don and Cindy Waters made an earlier commitment of $2M to the Health Professions facility, pending funding of the building and sale of Go Bonds.
  o St. Joseph’s/Candler has agreed to name the Nursing Assessment Suite for $250K.
  o Other naming opportunities exist and are vast. Bill Kelso will be contacting those trustees with background in the healthcare industry for insight.

Leadership Transition in place
  o Dr. Bleicken reminded trustees that Chancellor Hank Huckabee would retire at the end of December 2016. Dr. Steve Wrigley, current Vice Chancellor, has been named as Chancellor effective January 1, 2017.
  o Dr. Bleicken briefly discussed her decision to retire at the end of June 2017. At this point, the BOR has not announced a succession plan for the next president of Armstrong.

Chairman Ernst thanked Dr. Bleicken for her report and also for her hard work. He again congratulated Ellen Bolch on her award.

Development Report -- Bill Kelso
  • FY16 Fundraising Target
    o Update as of 10-31-2016. Comparing October 2016 to October 2015, overall fundraising is up by $41,224.
- **Annual Giving -- Phonathon**, direct mail and personal solicitations are performing very well.
- **Corporate Foundation -- Running** very strong this year well ahead of last year’s numbers.
- **Major Gifts** - several large gifts are in the pipeline.

- **Pipeline Activities**
  - **Major Gifts** -- Julie Gerbsch spoke briefly about the $30K William M. and Michael W. Moran Scholarship Endowment to provide assistance to ASU undergrads with significant unmet financial needs. The donor, Tammy Moran, was a recipient of the Robert E. Lee Morgan Scholarship and stated that establishing this scholarship was something she needed to do. She gave $5,000 to get the scholarship up and running.
  - $100,000 Nursing Scholarship Endowment is in gift agreement draft stage.
  - We are in the early stages of discussion with a prospect for naming opportunity within the College of Health Professions.

- **Corporate/Foundation**
  - $250,000 letter of commitment towards the COHP building project. Thanks to Paul Hinchey and St. Joseph’s/Candler Foundation for this commitment.
  - $10,000 awarded from the Mexican Consulate. Focus is on scholarships for students of Mexican descent. Armstrong Foundation will match the gift.
  - $30,000 Georgia Power Stem Scholars Proposal submitted by Kaitlyn Slate.
  - Bill Kelso will meet with the Woodruff Foundation personnel who have shown interest in the COHP building project.

- **Annual Giving Activities**
  - Fall Phonathon Program just ended. Spring efforts will begin in February 2017.
  - Several year-end direct mailings that focused on annual giving donors and the athletic field lighting project have been completed.

- **Fall 2016 Campus Campaign through September 21, 2016**
  - We reached goal of 60% giving, raising $111,219. Two years ago we were at $66,561. Total raised includes four named annual scholarships at $7,500 each to be disbursed over three years.
  - Mr. Kelso announced that Kaitlyn Slate would be leaving Armstrong for a similar position in Grand Rapids with World Renew. During her tenure at Armstrong, Kaitlyn has raised more than $3M in corporate funding.

**Alumni Development -- Somi Benson-Jaja**

- **Alumni Awards Gala** -- Despite losing eight business days leading up to the gala, it was a great success. There was an increase in attendance and a decrease in expenses. A couple of leads for possible future donations were generated.

- **Congratulations** -- Alumni Board Trustee, J. Craig Gordon, who was honored as one of this year’s Notable Alumni.
- **Fall Alumni Board Meeting** -- The Board passed a resolution encouraging and supporting the construction of the Health Professions building at Armstrong. Resolution was sent to the Governor's office.

- **Graduation Fair** -- More than 200 graduating seniors signed up for the Alumni Association at the Graduation Fair. 27 made their first donation to Armstrong.

- **Captain's Cupboard** -- The Alumni Board is supporting the Captain's Cupboard as its holiday fundraising initiative. This program was launched a year ago by an anonymous alumnus to provide for students who are experiencing food insecurity. Anyone wishing to participate is encouraged to bring nonperishable items to the Alumni Center.

**Finance Committee Report -- Jessica Henderson**

- **Q1 Financials -- Executive Summary of First Quarter FY17 Financial Statements**
  
  **Statement of Activities:** Total Revenue for the year as of 09-30-16 was $498,889.16. This was $384,488.33 more than the same period last year. This increase was mainly due to gains on the endowment.

  - Unrealized Gains/Losses on Investments: 2016-17 has been positive for the investment market. The total gain of $79,174.70 for the year compared to a loss of $324,950 recorded for the first quarter 2015-16.

  - Overall contribution revenue was $371,779.68, which was $30,743.37 less than the same period last year. GA Power had a $30,000 gift that we haven’t seen in 2016. Expenses decreased $19,911.84 for the year. Program Expenses: Health Professions Scholarship paid in 2015 $30,000, not paid in 2016.

  - The total combined changes in revenue and expenses create a Net Surplus for 2017 of $307,560.23.

- **Statement of Financial Position:** Total assets increased by $318,060.23 in the first quarter of FY17.

  - Cash increased by $422,468.77. Mostly due to the conversion of investments to cash for our annual endowed scholarships. The amount remains in cash on hand to be expended.

  - Investments decreased by $87,541.81 due to the drawdown that was made in July, which converted it to cash.

  - Liabilities were unchanged.

  - Armstrong State University Foundation ended the first quarter of 2017 with an overall increase in ending fund balance of $307,560.23.

  - Ending Fund Balance of $10,698,332.

Motion was made by Ellen Bolch to accept the Financial Report for the 1st quarter of FY17, seconded by Quentin Marlin.
2015 Draft 990 -- Public Disclosure Version -- Chris Corrigan
Chris Corrigan briefly described the Foundation 990 tax return prepared by the accounting firm Warren Averett, LLC, and reviewed and approved by the Finance Committee. Key points Mr. Corrigan noted include:
- This draft is a public document, which will be made available on the Foundation website. It is important for board members to have and read in advance. Page one offers a summary of the Foundation’s financials.
- Per the Foundation’s stated mission, Armstrong State University Foundation, Inc. provided scholarships and other assistance to 408 students. A scholarship committee comprised of Armstrong faculty and staff selects the students receiving scholarships. In addition, the Foundation provided the university with funds for faculty salary supplements, laboratory supplies/equipment and operating programs.
- Armstrong State University Foundation, Inc. has taken action to rewrite, review and approve policies which cover conflict of interest, whistleblower policy, written documentation retention and destruction.

EPFI Report -- Chris Corrigan (Educational Properties Foundation, Inc.)
- Mr. Corrigan noted the successful bond refunding of the Student Union at low interest rates, saving $6M over 22 years.
- He also noted the near-final version of the University Master Plan.

Other Business -- Drew Ernst
Introduction of new board members not present in September: Diana Morrison and Camille Russo.

Gen. John Sobke told the board that he attended a gathering at The Landings. Laura Seifert, Armstrong faculty member, made a presentation to about 175 people on the archaeology being accomplished by students and volunteers on Skidaway Island’s many sites. Gen. Sobke stated this was just another away that Armstrong is reaching into the community. Chairman Ernst suggested that Laura Seifert give a short presentation of the findings at a future board meeting.

Next board meeting: February 24, 2017, 8:15 a.m.

May board meeting date changed to May 18, 2017, 8:15 a.m.

Meeting adjourned at 9:20 a.m.

Respectfully submitted,

E. Lee Davis
Foundation Secretary