Agenda

I. Call to Order – Drew Ernst

II. Review and Approval of Minutes – Drew Ernst

III. President’s Remarks – Linda Bleicken

IV. College of Health Professions Building Update – Linda Bleicken

V. Development Report – Bill Kelso

VI. Alumni Development Report – Cheryl Ciucevich

VII. Finance Committee Report – Jessica Henderson
   • Q1 Financials – Action Required
   • 2015 Draft 990 Public Disclosure

VIII. EPFI Report – Chris Corrigan

IX. Other Business – Drew Ernst

X. Adjourn

Next Meeting: Friday February 24, 2017, Armstrong Center Ballroom A
Armstrong

Armstrong State University
Foundation Board of Trustees
Armstrong Center Ballroom
September 9, 2016 8:15 am

The Board of Trustees for the Armstrong Foundation met in the Armstrong Center Ballroom.

Board attendees were: Linda Bleicken, Somi Benson-Jaja, Ellen Bolch, Chris Corrigan, Lee Davis, Stephanie Duttenhaver, Drew Ernst, Susan Hancock, Paul Hinchey, Carlton Hodges, William Kelso, Mike Kemp, Quentin Marlin, Alex Salgueiro, John Sobke, James Thomas, James Vaughn.

Representing the University were: Cheryl Ciucevich, Hope Fuller, Valerie Garrison, Amy Heaston, Jessica Henderson, David Henry, Allison Hersh, Georj Lewis, Rick Matthews, Kaitlyn Slate, Robert Smith, Teresa Tatmon.

Call to Order – Drew Ernst
Chairman Ernst called the business meeting to order at 8:15 a.m. He welcomed all trustees and thanked President Bleicken for hosting a reception at her home, in honor of the Foundation Board. As this was the first meeting of the academic year, Chair Ernst asked each board member to introduce themselves. Secretary Lee Davis stated that a quorum was present.

Review and Approval of Minutes – Drew Ernst
Chairman Ernst asked for a motion to approve the May 13, 2016 meeting minutes. Mike Kemp moved, Carlton Hodges seconded. There were no changes or questions. The minutes were approved as presented with no amendments.

President’s Remarks – Linda Bleicken
Dr. Bleicken provided the following Armstrong update as the new academic year begins.

- Armstrong hopes to realize 3% increase in enrollment once mini-mester registration is completed in October. Currently, Liberty Center enrollment is up 23% from fall 2015.
- Fall 2015 to fall 2016 Retention is at 74% compared to 60% in 2009 when Dr. Bleicken joined Armstrong. Armstrong graduated its largest class in May with over 800 graduates.
- Currently, housing occupancy is at 95%+
- Student Success Stories
  o Spc. Joseph Broam-2016 Warrior of the Year, Junior in Political Science.
  o Alexis Fields-American Chemical Society scholar.
- What’s New at Armstrong?
Tennis Complex Phase I is complete with Ribbon Cutting planned for August 19th. We continue to raise funds for Phase II which includes the construction of a pavilion.

- Pirate Athletic Center (formerly the Aquatic and Recreation Center) has been renovated with new locker rooms and will be rededicated as the formal home of women’s volleyball.
- Bleicken showed a conceptual design of the Student Success Center (formerly the Aquatic and Recreation Center pool) is on schedule for completion in mid-October. The space will house academic advisement and tutorial offices among other student-focused services. A ribbon cutting ceremony is planned for early November.

• Telling Our Story
  - Armstrong Values: ScholarSHIP, StewardSHIP, and LeaderSHIP.
  - Pirate Pride Alumni Posters—Celebrating alumni. Two mentioned were: Bynikini M. Frazier, SCPPS District Teacher of the Year, Hodge Elementary School, Class of 2010, M.Ed in Teaching, Early Childhood Education. Mill Lawson, GA Ports Authority, Class of 2003, B.S. in Computer Science.
  - New Start Strong Commercials: the Board viewed a commercial featuring Kim Mandigo, Biochemistry Major.
  - New Billboards in Atlanta: Make Waves Savannah Style featuring Armstrong students at Tybee Island and Dream Big Start Strong shot in downtown Savannah demonstrate values of Armstrong and Coastal Georgia.

• Dr. Bleicken introduced economics professor Malicie Whatley who commented that Armstrong is now offering upper-level accounting courses for the first time in many years. She introduced three of her students: Stephen Bray, Nikki Herbert, and Jacob Foskey.

• Dr. Bleicken introduced three Armstrong scholarship recipients to include:
  - Chris Harrils: Economics Major/Spanish Minor, recipient of the Commitment Fund. He came to us through David Henry, Scholarship Coordinator.
  - Anna Aceto: not present due to making up nursing classes after TS Hermine. She is a member of the Georgia Army National Guard and now training to become a nurse.

College of Health Professions Building Update — Linda Bleicken

• Fast Facts
  - Armstrong continues to be the #1 USG producer of undergraduate health professionals within the University System of Georgia.
  - 39% enrollment increase in COHP since 2008.
  - 7-year sustained enrollment growth.
  - 300+ qualified applicants turned away annually due to lack of capacity.
  - Meet real healthcare industry employment needs.

• Building Design: renderings presented.
• Funding Overview
  o $1.8M Design Funding approved 2015.
  o $22.6M Construction Funding requested from General Assembly during 2016 session was not granted. USG central office will submit request again for 2017 session.

• Project Timeline Should Funding Occur in 2017 Session
  o September 2016-BOR approval of design.
  o March/April 2017 - Construction funding approved.
  o September/October 2017 - Construction begins.
  o November/December 2018 - Occupancy.

• FY18 Budget Strategy
  o Goal: To ensure that funding for the new Health Professions building is included in the Governor’s proposed ’18 budget (submitted January 2017).
  o Strategy: To engage stakeholders, alumni, and marketing sources to secure active advocates who are positioned to positively influence the Governor’s proposed budget.

• Regional Healthcare Community Support
  o Armstrong initiated letter-writing campaign asking regional healthcare providers to write letters of support for project to Governor Deal.
  o To date, 19 providers have sent letters. St. Joseph’s/Candler and Memorial were among the letters of support.

Development Report – Bill Kelso

• Fundraising Comparison FY13-FY16
  o A simple comparison of FY13 fundraising results to FY16 shows a 76.6% increase in dollars raised. As the PowerPoint chart shows, central to this success is corporate/foundation and annual giving vehicles, which realized significant growth from FY13 to FY15. These two areas should continue to perform at current levels providing stable donor income while allowing increased focus on major gifts.

• Armstrong Campus Campaign
  o As of September 6, giving was at 42%, $68,278. Participation goal is 63% with a projection of $85,500.
  o Named Annual Scholarships: Three internal staff members have pledged, as their part of the Campus Campaign, to fund $7,500 annually ($22,500 total) over a 3-year period.
  o Campus Campaign Video was presented.

• FY17 1st Quarter Pipeline Highlights
  o Continue to identify major gifts for the COHP Building Project and Tennis Complex.
  o Currently in the draft stage is a $100,000 gift agreement for a nursing scholarship endowment. Dr. Bleicken was instrumental securing this commitment.
Local retired physician has volunteered time to make calls to his professional colleagues in order to raise $200,000 to purchase high-tech virtual clinical equipment for radiologic sciences.

Alumni Development Report – Cheryl Ciucevich/Somi Benson-Jaja

- New Engagement Opportunities
  - "Notes to Freshmen": Alums wrote three times more notes to welcome incoming students this year.
  - 2nd Treasure Columbia event, October 15: partnering with Admissions and Proud Pirate Families.
  - Athletic Lighting Alumni Matching Challenge: exceeded its $10K goal. Gifts are continuing to come in. The Alumni Board also contributed $10K matching gift. In recognition of this support, Athletics has agreed to make the new tennis courts available for use by Active Alumni members during open court hours.

- Alumni Awards Gala: October 21
  - Invitations for the Gala were mailed out week. Guest capacity is already at 33%. If board members are interested, corporate tables are available for purchase.
  - The Outstanding Alumni Award will be presented to Faye Kirschner for her service to Armstrong. The Distinguished Alumni Award will be presented to State Representative Ron Stephens for his career achievements and service to the community. Fourteen Notable Award recipients are listed in the Alumni Report included in today’s meeting packet.

- Alumni assisting in organizing programs:
  - Reunion for former Chemistry students to be held during Celebrate weekend.
  - Programming for basketball alumni to be held during Celebrate weekend.
  - 50th Anniversary celebration for four-year athletes in February.
  - 20th Anniversary celebration for all Physical Therapy alumni in April.

Finance Committee Report – Jessica Henderson/Chris Corrigan

- FY16 Audit Report
  - Auditors report by telephone-Bonnie Cox and Abby Tyler, Cherry Bekaert LLP issued a clean audit opinion (See Attachment A).
  - Motion to approve audit was made by Carlton Hodges. Seconded by Alex Salguelro. There were no questions. The Motion was approved.

- Q4 Financials-Jessica Henderson (See Attachment B)
  - Motion to accept the financial report made by Mike Kemp. Seconded by Ellen Bolch. The motion was approved.


- Gift and Gratuities Policy: Chris Corrigan
- Policy was approved earlier this year, but upon implementation it was realized that it did not have the detail needed to address all the various situations that the Foundation may run into.
- Revision policy included in trustee's packet.

No questions were submitted in regard to the policy revision. Motion was made by Mike Kemp to accept the Revised Gift and Gratuities Policy. Seconded by Paul Hinchey. The motion was approved.

Chair Ernst requested that, since new policies have been approved, all trustees receive a current copy of all policies.

EPFi Report – Chris Corrigan
- New members of EPFi Board are Trey Cook, Robyn Iannone, Drew Ernst.
- Currently working on refinace of Student Union to take advantage of low interest rates-$5M in savings.
- Projects arising from new Master Plan that EPFi will review.

Other Business – Drew Ernst
No new business was presented.

Meeting Adjourned 9:35 a.m.

Respectfully submitted,

[Signature]

E. Lee Davis
Foundation Secretary