

## Board of Trustees-Advancement Committee

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### UNCSA Development Report

- **Financial Report** – This will be provided during the Advancement Committee Meeting.
- **Staffing update**
  - The search committee has completed its second round of interviews for the Director of Development position. The third round will be on campus visits.
  - Advancement hired a part-time Administrative Advancement Assistant, Scott Schumpert, an alumnus of the UNCSA PAM program.
- **Donor Cultivation and Solicitations**
  - Michael Tiemann hosted a master class for AJ Fletcher Opera Institute students with world-renowned American baritone Sherrill Milnes for members of the Governors Club in Chapel Hill. There was a request of support for the AJFOI and the Stephen and Rochelle Prystowsky Opera Fellowship Fund.
  - The Chancellor and Office of Advancement have deepened collaborations with Board of Trustee, Board of Visitors members and Deans to cultivate several major gift prospects.
  - Advancement has modified and streamlined the format of it's "ask" to volunteer leadership. We've developed a personalized Annual Giving Plan which includes prior year giving and suggested opportunities for support in the current fiscal year.
- **Annual Fund**
  - The Fall Appeal letters were mailed on schedule in late October. The Annual Fund strategy will continue with strategic follow up emails and other collateral materials through to the calendar year-end.
  - Planning is underway for an online social media driven "Day of Giving" campaign in the spring
- **Events update**
  - In October, 28 donors enjoyed Giannini Society's first trip to NYC since 2011 and met with more than 50 alumni
  - Tickets are on sale now for NextNow (April 30)—UNCSA's annual scholarship fundraiser. Visit [www.uncsa.edu/NextNow](http://www.uncsa.edu/NextNow) for more info.
  - In addition to NextNow, save the date for the Hamlin Scholarship Benefit (Feb 18) and our Annual Scholarship Luncheon (Mar 30)
- **Alumni Relations**

The Office of Advancement has been able to maintain and expand meaningful connections with alumni this year and has held 3 major Alumni events in the first semester. These include:

  - Alumni Breakfast with the Chancellor on campus during Community Day in September
  - A NYC Alumni Panel and Brunch during the Giannini Society trip in early October

- An Alumni Reception in Washington, DC which coincided with Design & Production's Light Project event at the White House in late October
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## **UNCSA Foundation Board Report**

### **Finance Committee**

- Reviewing Temporarily Restricted Funds that have balances that have not changed in at least five years.
- David Harrison is reviewing a memo regarding particular funds and the larger question of policy regarding temporarily restricted funds that are in projects that are no longer useable as originally designated.

### **Advancement Committee Report**

1. The Board held its first FY16 fundraising event for the UNCSA Foundation Guest Artist Endowment, which was held on October 28<sup>th</sup> at Old Town Club.
  - Juel Lane, '02, from the School of Dance was the guest artist and brought six students to perform his work
  - The event, which secured two sponsorships, netted approximately \$7,300. In addition to the event revenue, the Foundation has received approximately \$3,300 in gifts directly to the Guest Artist Endowment Fund.
  - The Foundation has received very positive feedback from attendees.
  - Over half of the attendees were new to this particular event
  - Working with Advancement to find a guest artist for the spring event. Considering dates February or March.

### **Foundation Board**

- At the November 5<sup>th</sup> Board Meeting, the board voted to approve the new service agreement with the Semans Art Fund to provide administrative services in addition to the accounting services that the Foundation has been providing for years.
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## **UNCSA Board of Visitors Advancement Committee Report**

- The UNCSA Board of Visitors joined the Board of Trustees for their September meeting where they heard the Chancellor's Strategic Priorities and attend the Installation of Chancellor Bierman.
- The BOV has been collaborating with the Office of Advancement to focus their ideas into actionable and achievable projects with it as it moves forward.