

September 30, 2021

University of North Carolina School of the Arts  
Semans Arts & Administration Building (SAAB), Room 306  
Winston-Salem, North Carolina

**COMMITTEE MEMBERS:**

- \*Greer Cawood
- \*Al Crawford, Alumni Representative
- \*Skip Dunn
- \*Rhoda Griffis
- \*Mark Land
- \*Kyle Petty, Advancement Committee Chair
- \*Paul Tazewell
- \*Ralph Womble (ex-officio)
- \*--Denotes voting members

**COMMITTEE STAFF:**

Amanda Balwah, Associate Vice Chancellor for Institutional Integrity & Secretary of the University  
Jim DeCristo, Vice Chancellor for Economic Development & Chief of Staff  
Quin Gordan, Faculty Council Representative  
David Harrison, Vice Chancellor for Institutional Integrity & General Counsel  
Cindy Liberty, Executive Director, UNCSEA Foundation  
LaTonya Wright, Staff Council Representative  
Anne Rainey Rokahr, Board of Visitors Liaison  
Rich Whittington, Interim Vice Chancellor for Advancement  
John Wigodsky, Foundation Board President  
Shannon Wright, Executive Asst. to the VCA & Development Associate

**AGENDA**

**OPEN SESSION**

1. Call to Order and Confirm Quorum..... Kyle Petty
2. Approval of Minutes from the April 29, 2021 Meeting ..... Kyle Petty
3. Advancement Report ..... Rich Whittington
  - a. UNCSEA Foundation Board..... Cindy Liberty
  - b. UNCSEA Board of Visitors..... Anne Rainey Rokahr
4. Approval of MOU: Chancellor's Discretionary Fund ..... Rich Whittington
5. Other Business ..... Kyle Petty
6. Adjourn ..... Kyle Petty

**DRAFT OPEN MINUTES**

April 29, 2021

Via Zoom Meeting

**TRUSTEES PRESENT**

Greer Cawood, Anna Folwell, Mark Land (*Chair*), Kyle Petty, Anne Rainey Rokahr (*Liaison to the Board of Visitors*), Michael Tiemann, John Wigodsky (*Liaison to the Foundation Board*), Ralph Womble (*Ex-officio*), Erna Womble

**TRUSTEES ABSENT**

Al Crawford (*Ex-officio*), Skip Dunn, Tom Kenan (*Emeritus*)

**COMMITTEE STAFF PRESENT**

Amanda Balwah, Jim DeCristo, David Harrison, Edward Lewis, Cindy Liberty, Victoria Scott (Staff Council Rep.), Rich Whittington

**OTHERS PRESENT**

John Bowhers, Patrick Sims, Lauren Whittaker

**CONVENE MEETING AND CONFIRM QUORUM**

Mark Land convened the April 29 Advancement Committee Meeting at 10:05 a.m.

**APPROVAL OF MINUTES**

Mark Land asked the committee members to review the minutes from the February 25, 2021 meeting. He then called for a motion to approve the minutes as presented.

**MOTION: Ralph Womble moved to approve the minutes from the February 25 meeting, and Michael Tiemann seconded the motion. The minutes were unanimously approved.**

**ADVANCEMENT REPORT**

*Vice Chancellor for Advancement Ed Lewis provided the Advancement Report.*

**Fundraising Update**

- Foundation unrestricted total giving is \$975,058.47
- Foundation temporary restricted total giving is \$1,865,915.70
- Foundation permanently restricted total giving is \$695,980.12
- State gift totals are \$1,482,305.52 (temporarily restricted) and \$2,250,000.00 (permanently restricted)
- Total Year gift totals are well above the FY21 Budget goal
- The J. Phillip Horne Scholarship has raised \$16,385 and has a total of 56 gifts

**Annual Giving & Day of Giving Report**

*Presented by Jaclyn Day, Annual Giving Manager*

- Day of Giving 2021 was our most successful giving day yet. As of early April, we are showing \$141,510 raised from 786 gifts.
- As we look toward the end of the fiscal year, we'll have one more large fundraising push with a letter dropping in mid-May followed by emails in June.
- The Giannini Society held another successful virtual event featuring UNCSA's newly acquired harpsichord. The event was well attended and well received by audience members. The Giannini Society Advisory

Committee has added several new members for the upcoming academic year, including Jean Davis, Linda Bettis, and Katherine Immerman '73.

- Day of Giving (DoG) Report
  - DoG 2021 saw a 49.8% increase over past year
  - DoG 2021 outsourced giving website which added features like real time goal presentation and donor name display
  - Email, social media, save the date mailing, and texting were all utilized to promote the day
  - New DoG 2021 features were implemented: Dollar for dollar match from Tom Kenan, First time donor challenge, and pickle promoters with personal fundraising pages
  - 13 individuals gave at the \$1,500 level or more, 4 are brand new Giannini including 2 alumni
  - One alumni representative from each school led the first time donor challenge which prompted 37 alumni first time donors and 140 total first time donors to give
  - Almost all school challenges are up in gift totals from last year, with a marked increase showing when the school Deans get directly involved with Day of Giving
  - Text solicitations were added to the DoG campaign this year
    - 257 responded that they would make a gift, 61% made a gift for a total of \$16,063
    - 263 did not respond but did make a gift on day of giving for a total of \$29,703
  - 80% of the Board of Trustees and 92% of the Foundation Board gave to DoG

### **Comprehensive Campaign**

*Presented by Ed Lewis, Vice Chancellor for Advancement*

- As of the end of March *Powering Creativity* has raised over \$74.9 million as of April 28, 2021. The Advancement Office and members of Campaign Leadership Circle are working to close several major gifts before the end of the campaign. The campaign ends on June 30, 2021.

### **Staffing Update**

- Savannah Stanbery, former Development Associate and Executive Assistant to the Vice Chancellor of Advancement has accepted a new position as the Assistant Director of Alumni Affairs: Young Alumni Engagement at Appalachian State University. The job listing has closed for her role and Advancement is reviewing applications.
- Ed Lewis, current Vice Chancellor for Advancement will become the new President and CEO of NY-based Caramoor Center for Music and the Arts in May. A national search will be held to fill his position at UNCSA.

### **Events**

- Last month, we hosted our annual Scholarship Celebration virtually using Zoom. This event is normally attended by 250+ students and donors, and our virtual event came pretty close. 139 households participated in the afternoon celebration, which we estimate to be about 210 students and donors. Although the event ran into some technical difficulties, our donors, especially those who do not live within driving distance of Winston Salem, appreciated the opportunity to participate virtually and to meet their scholarship recipients. One even requested that we host this event in this format again.
- On Thursday, April 22, UNCSA held its annual scholarship fundraiser NextNow on the UNCSA Powering Creativity app. The event raised nearly \$50,000 for scholarships. We want to thank our presenting sponsor, Tom Kenan, as well as all our sponsors and patrons for their continued support. Like Nutcracker, attendees were able to enjoy exclusive content, interact with fellow attendees and watch the event within the app. They also received an Experience Package of goodies and a dessert plate from Mozelle's to bring the party home.
- We are wrapping up this school year with a few more in-person events at the Chancellors Residence and a Film Dean's Council event.

- Soon we'll begin planning the events for FY22 and will be taking much of what we learned in this year regarding virtual and hybrid events as we develop that plan.

### Alumni Relations

- Since the pandemic began last spring, the alumni office has hosted 21 Alumni Happy Hours for alumni in Classes '66-'76. This past school year, we also hosted 6 digital town halls- 1 with the Chancellor and Provost, and 1 with each of the arts school deans. We also implemented a monthly digital newsletter for alumni to keep them up-to-date with what's happening on campus and near them. We're also thrilled that Drama alumni Stephen McKinley Henderson will be our commencement speaker this year. We're looking ahead to the 2021-22 school year and how we can continue to engage alumni in person and via online platforms.

### UNCSA Foundation Board

*Presented by Cindy Liberty*

- The Finance Committee met on April 22<sup>nd</sup> to review Q1 statements and FY22 draft budgets
- Executive Committee Update
  - Foundation Endowment at June 30, 2016 had a MV of \$32.4M
  - Foundation Endowment at February 28, 2021 had a MV of \$70.4M
- Advancement Committee Report
  - Day of Giving was March 25, 2021.
  - Day of Giving Foundation Board participation was 92%. The Foundation Board remains the leading board for participation on the Day of Giving.
  - Foundation Board Member giving participation for the current year is at 100%.
  - Total Foundation Board Member giving during the campaign exceeds \$5.3M.
- Semans Art Fund Board
  - Met on Friday, April 16th for Round 1 of grant awards. Due to a low application submittal rate this year, SAF Board members decided to open up a second round of grants due April 30th.
  - The SAF Board will meet on May 26th to review the second round of grant applications.
- Foundation Updates
  - Foundation & Advancement started budget meetings for FY2022 on February 26th
  - Foundation, Kenan Institute, Facilities, & Strategic Communications are working together on a plan for the Point Property. Landscaping plan is complete and planting should begin this fall. Lambert Architecture is presenting a design for signage.
  - Due to COVID-19, our audit firm, Smith Leonard has extended our Audit contract for an additional year at FY 2019 pricing.

### UNCSA Board of Visitors

- The Board of Visitors met virtually on March 17, 2021. This meeting focused on EDI work taking place on UNCSA's campus, presented by Provost Patrick Sims, and in the broader industry.
  - Board Member Tim Reid, '93 presented his latest endeavor.
    - The Black Theatre Coalition, whose mission is "To remove the 'ILLUSION OF INCLUSION' in the American Theatre, by building a sustainable ethical roadmap that will increase employment opportunities for Black theatre professionals. Our vision is to reshape the working ecosystem for those who have been marginalized by systemically racist and biased ideology in the job space."
- The Board will vote on a slate of new members during the Fall 2021 board meeting.
- Several members of the Board of Visitors participated virtually in Arts Day 2021 on **March 22-24**.

- They joined other arts organizations from Forsyth County to participate in legislative meetings where they advocated for \$8 million over two years for crucial “Restart the Arts” funding and increased funding for arts education as part of “Arts Are Education” effort.

**OTHER BUSINESS**

- Members of the Advancement Committee thanked Ed Lewis for his work at UNCSA
- Members of the Advancement Committee thanked Michael Tiemann and Erna Womble for their service on the Board of Trustees

**ADJOURN**

Mark Land asked for a motion to adjourn.

**MOTION: Ralph Womble made a motion. Greer Cawood seconded. Meeting was adjourned at 10:55 a.m.**

D R E

# ADVANCEMENT INTERNAL REPORTING

## FY21 Year-to-Date Fundraising

<b>University of North Carolina School of the Arts Foundation</b>						
Unrestricted						
	Y-T-D		Y-T-D	Y-T-D		
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2021
	6/30/2021	Budget	Actual	From Budget	Prior Year	Budget
Revenues						
Gifts and Grants	\$1,106,740.23	\$575,000.00	\$753,995.79	\$531,740.23	\$352,744.44	\$575,000.00
Miscellaneous income	\$2,830.50	\$0.00	\$3,432.00	\$2,830.50	(\$601.50)	\$0.00
<b>Total Revenues</b>	<b>\$1,109,570.73</b>	<b>\$575,000.00</b>	<b>\$757,427.79</b>	<b>\$534,570.73</b>	<b>\$352,142.94</b>	<b>\$575,000.00</b>

<b>University of North Carolina School of the Arts Foundation</b>						
Temporarily Restricted						
	Y-T-D		Y-T-D	Y-T-D		
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2021
	6/30/2021	Budget	Actual	From Budget	Prior Year	Budget
Revenues						
Current Scholarship Gifts	\$944,012.00	\$980,000.00	\$682,782.59	(\$35,988.00)	\$261,229.41	\$980,000.00
Gifts and Grants	\$1,145,231.32	\$1,685,000.00	\$2,312,190.45	(\$539,768.68)	(\$1,166,959.13)	\$1,685,000.00
Gifts and Grants - Gifts in Kind	\$32,000.00	\$0.00	\$0.00	\$32,000.00	\$32,000.00	\$0.00
Miscellaneous income	\$109,141.14	\$95,000.00	\$157,729.68	\$14,141.14	(\$48,588.54)	\$95,000.00
<b>Total Revenues</b>	<b>\$2,230,384.46</b>	<b>\$2,760,000.00</b>	<b>\$3,152,702.72</b>	<b>(\$529,615.54)</b>	<b>(\$922,318.26)</b>	<b>\$2,760,000.00</b>

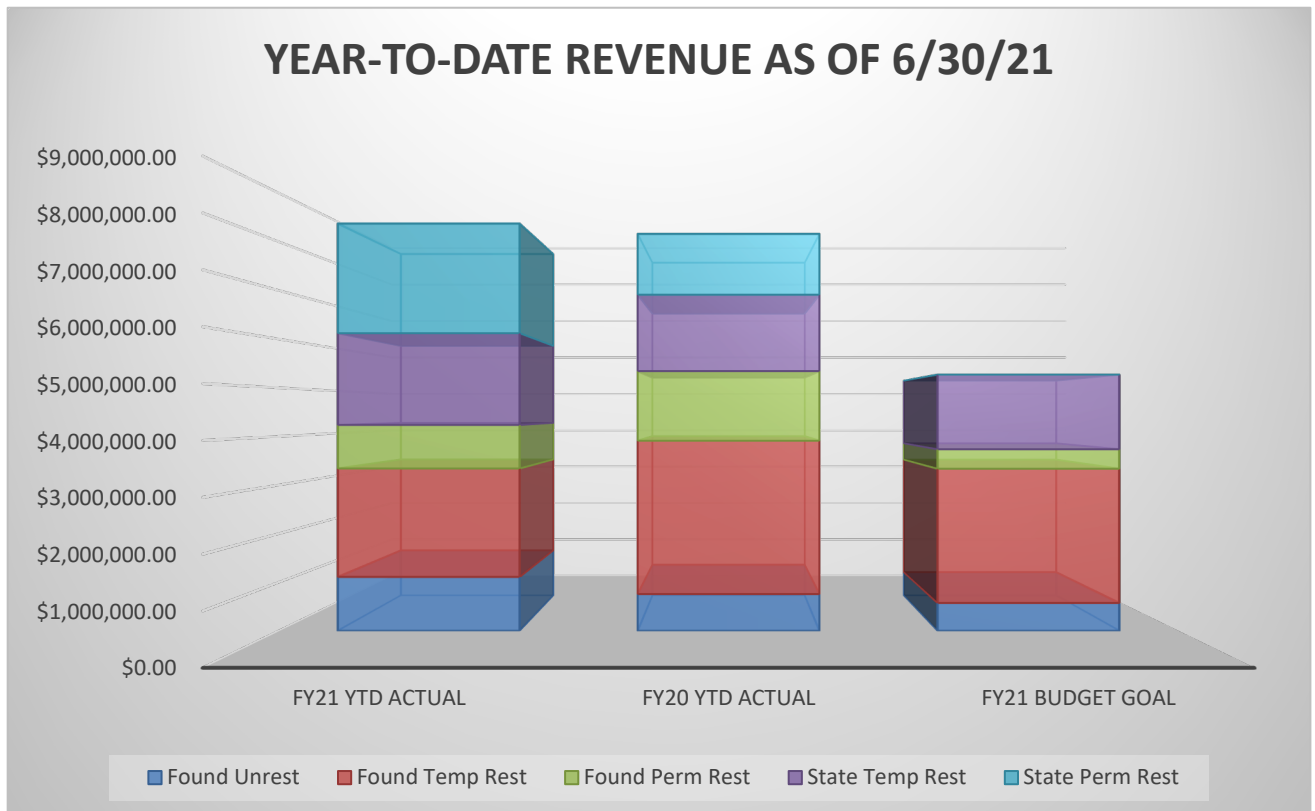
<b>University of North Carolina School of the Arts Foundation</b>						
Permanently Restricted						
	Y-T-D		Y-T-D	Y-T-D		
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2021
	6/30/2021	Budget	Actual	From Budget	Prior Year	Budget
Revenues						
Current Endowment Gifts	\$895,041.03	\$400,000.00	\$1,431,800.43	\$495,041.03	(\$536,759.40)	\$400,000.00
<b>Total Revenues</b>	<b>\$895,041.03</b>	<b>\$400,000.00</b>	<b>\$1,431,800.43</b>	<b>\$495,041.03</b>	<b>(\$536,759.40)</b>	<b>\$400,000.00</b>

# ADVANCEMENT INTERNAL REPORTING

## FY21 Year-to-Date Fundraising

<b>University of North Carolina School of the Arts</b>						
Temporarily Restricted (Includes Thomas S. Kenan Institute for the Arts)						
	Y-T-D		Y-T-D		Y-T-D	
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2021
	6/30/2021	Budget	Actual	From Budget	Prior Year	Budget
	6/30/2021	6/30/2021	6/30/2020		Actual	
<b>Revenues</b>						
Current Scholarship Gifts	\$16,242.66	\$0.00	\$0.00	\$16,242.66	\$16,242.66	\$0.00
Gifts and Grants	\$1,601,181.00	\$1,535,000.00	\$1,531,813.00	\$66,181.00	\$69,368.00	\$1,535,000.00
Gifts and Grants - Gifts in Kind	\$268,492.86	\$0.00	\$36,878.25	\$268,492.86	\$231,614.61	\$0.00
<b>Total Revenues</b>	<b>\$1,885,916.52</b>	<b>\$1,535,000.00</b>	<b>\$1,568,691.25</b>	<b>\$350,916.52</b>	<b>\$317,225.27</b>	<b>\$1,535,000.00</b>

<b>University of North Carolina School of the Arts</b>						
Permanently Restricted						
	Y-T-D		Y-T-D		Y-T-D	
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2021
	5/31/2021	Budget	Actual	From Budget	Prior Year	Budget
	5/31/2021	5/31/2021	5/31/2020		Actual	
<b>Revenues</b>						
Current Endowment Gifts	\$2,251,790.00	\$0.00	\$1,250,000.00	\$2,251,790.00	\$1,001,790.00	\$0.00
<b>Total Revenues</b>	<b>\$2,251,790.00</b>	<b>\$0.00</b>	<b>\$1,250,000.00</b>	<b>\$2,251,790.00</b>	<b>\$1,001,790.00</b>	<b>\$0.00</b>





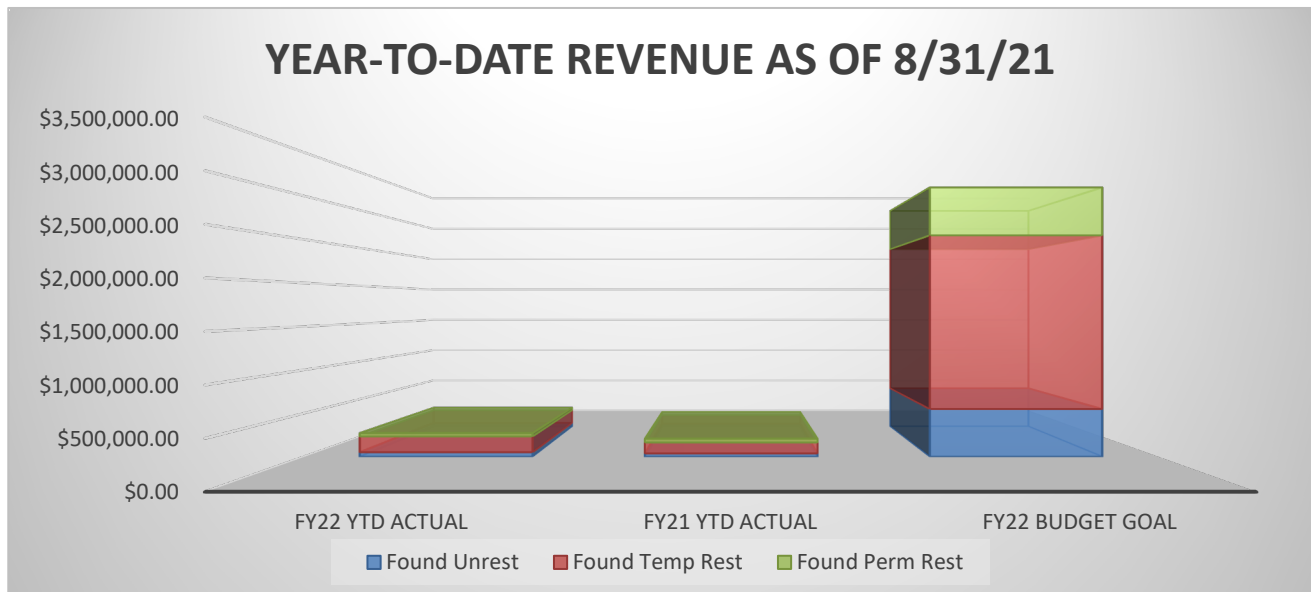
# ADVANCEMENT INTERNAL REPORTING

## FY21 Year-to-Date Fundraising

<b>University of North Carolina School of the Arts Foundation</b>						
Unrestricted						
	Y-T-D		Y-T-D			
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2022
	8/31/2021	Budget	Actual	From Budget	Prior Year	Budget
<b>Revenues</b>						
Gifts and Grants	\$52,664.02	\$63,085.00	\$38,808.98	(\$10,420.98)	\$13,855.04	\$550,000.00
Miscellaneous income	\$67.50	\$0.00	\$104.00	\$67.50	(\$36.50)	\$0.00
<b>Total Revenues</b>	<b>\$52,731.52</b>	<b>\$63,085.00</b>	<b>\$38,912.98</b>	<b>(\$10,353.48)</b>	<b>\$13,818.54</b>	<b>\$550,000.00</b>

<b>University of North Carolina School of the Arts Foundation</b>						
Temporarily Restricted						
	Y-T-D		Y-T-D			
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2022
	8/31/2021	Budget	Actual	From Budget	Prior Year	Budget
<b>Revenues</b>					Actual	
Current Scholarship Gifts	\$81,759.00	\$92,916.66	\$93,209.00	(\$11,157.66)	(\$11,450.00)	\$557,500.00
Gifts and Grants	\$85,305.44	\$219,333.36	\$27,747.63	(\$134,027.92)	\$57,557.81	\$1,326,000.00
Miscellaneous income	\$14,825.00	\$18,750.00	\$5,295.00	(\$3,925.00)	\$9,530.00	\$112,500.00
<b>Total Revenues</b>	<b>\$181,889.44</b>	<b>\$331,000.02</b>	<b>\$126,251.63</b>	<b>(\$149,110.58)</b>	<b>\$55,637.81</b>	<b>\$1,996,000.00</b>

<b>University of North Carolina School of the Arts Foundation</b>						
Permanently Restricted						
	Y-T-D		Y-T-D			
	Y-T-D Actual	Y-T-D	Prior Year	Variance	Variance from	FY 2022
	8/31/2021	Budget	Actual	From Budget	Prior Year	Budget
<b>Revenues</b>					Actual	
Current Endowment Gifts	\$37,586.00	\$5,408.00	\$43,425.00	\$32,178.00	(\$5,839.00)	\$549,500.00
<b>Total Revenues</b>	<b>\$37,586.00</b>	<b>\$5,408.00</b>	<b>\$43,425.00</b>	<b>\$32,178.00</b>	<b>(\$5,839.00)</b>	<b>\$549,500.00</b>





### Fundraising Report:

- **FY21 YTD through June 30, 2021**
- **FY22 YTD through August 31, 2021**

### Powering Creativity Campaign Report

- 5-year campaign wrapped up June 30, 2021 – largest in UNCSA's history
- Total Raised: \$75,330,418 (\$65 million goal)
- 115% of goal
- Campaign Pillars:
  - o Scholarships: \$35,919,105
  - o Faculty Support: \$5,552,959
  - o Innovation: \$25,591,963
  - o Living & Learning Environment: \$6,682,927
  - o Community Engagement: \$1,583,464

### Staffing

- **John Bowers** has been hired for the role of Special Events Manager filling Chelsea DeJesus Doerfer's prior role. Chelsea accepted a position at N.C. State as the University's Event Producer. John previously worked in the Advancement Office as the Special Events Coordinator and is an alum of the School of Design & Production.
- **Sara Emery** will be joining the Advancement team as our new Major Gifts Officer starting October 11 and replacing Corynn Kilar who accepted a position at N.C. State as Director of Development, Major Gifts. Originally from Massachusetts, Sara holds a Master of Music in Performance from the University of Georgia, and a bachelor's degree in Music Education and Performance from Ithaca College. For the past six years, she has served as the Development Officer for the Hugh Hodgson School of Music at the University of Georgia, directing annual and major giving, donor and alumni relations and stewardship, and many special fundraising projects.
- **Michelle Lee Festino** has joined us as our new Creative Services Manager, a shared position between Advancement and Strategic Communications. Born in Seoul and educated in New York, Michelle has been working for the past ten years for internationally recognized multi-disciplinary design studios and publishing houses in New York, such as Poulin + Morris, Time Inc., Hearst, and Conde Nast. As the Creative Services Manager at UNCSA, Michelle is responsible for creative concepts and visual direction for branding, marketing, promotion, and events.
- **Shannon Wright** joined the Advancement team in June as our new Executive Assistant to the VCA & Development Associate. Shannon will be taking on the responsibilities and duties that used to be handled by Savannah Stanbery. Shannon earned her B.A. in Industrial Relations from UNC-Chapel Hill and her MBA, with Marketing concentration, from the Babcock Graduate School of Management at Wake Forest University. She led marketing efforts in such companies as Fieldcrest Cannon/Retail Division, ConAgra Brands/Snack Foods Division, and the YMCAs of NWNC and Greensboro as Vice President of Marketing and Membership. For the last 10 years Shannon has served as an avid volunteer of the arts, leading fundraising campaigns, and events for organizations such as The Arts Based School, the UNCSA Preparatory Dance Program and UNCSA's High School Academic Program.

• **Vice Chancellor of Advancement Search:**

- We are currently working with consultants from CapDev on our search for our next Vice Chancellor of Advancement to replace Ed Lewis. Interviews are underway and the goal is to secure an offer prior to the end of the calendar year.

**FY22 Priorities:**

- External Priorities
  - Donor Thank You/Stewardship
  - EDIB Initiatives & Posse
  - Nutcracker
  - NextNow
- Internal Priorities
  - Updating Processes & Policies
  - New Online Tools
    - Donor Friendly Fund Capabilities
    - Stewardship Program
    - Volunteer Software
    - Alumni Consortium/Branded Webinars
  - Expanded Alumni Outreach
  - Board of Visitors
  - Associates

**Annual Giving :**

- After reviewing best practices, we have rebranded the Annual Fund in all of our communication pieces. Instead of using “The UNCSA Annual Fund,” we shortened the fund name to “The UNCSA Fund” and will use the headline “Empowering Artists Today.” This will bring a clear focus to our communication strategy and put us in line with our peer institutions. The UNCSA Fund will still function as a purely unrestricted fund; we’re simply sprucing up the name.
- The Giannini Advisory Committee held their first meeting and is committed to recruiting 20 new members in the 2021-2022 academic year. Each member will be tasked with personally inviting a potential member to a UNCSA performance in the month of October as well as inviting their potential member to attend the Fall Giannini Spotlight (to be held in mid-October).
- To help steward our Giannini members, each household who joins or renews at the Giannini level will receive a “Giannini Bravo! Box,” which will be similar to the experience kits sent out during the Nutcracker Celebration and NextNow.
- This fall we will also send out our solicitation mailing which will hit mailboxes at the end of September. Two email solicitations will be sent after the letter hits mailboxes. 17,000 individuals will receive this mailing and are being asked to donate to the UNCSA Fund.

**Alumni Relations :**

- Virtual Town Halls – We’re planning to again hold virtual town hall meetings with alumni and the deans of each arts school. Three of the five have been set: Music on Oct. 18, Dance on Oct. 25, Film on Nov. 1., D&P on Nov. 8 and Drama TBD.
- Alumni Consortium – The Alumni Office has been looking at ways to provide more value to alumni in relation to their career development as well as offer opportunities to gather socially. We’ve partnered with other universities across the country in the Alumni Learning Consortium to offer multiple webinars per

month and have the ability to produce our own webinars. We'll also be offering some deep-dive workshops, valued at \$299, to our alumni for free.

• **Alumni Highlights: (Will update with Emmy winners after awards on Sept. 19<sup>th</sup>)**

- o Alumni of the School of Filmmaking, School of Drama and the School of Design & Production are nominated for Emmy Awards for work on some of the most nominated television programs of the year:
  - **Jeff Seibenick** (B.F.A. Film '98) is nominated as outstanding editor of an episode of "The Mandalorian" on Disney Plus, which received 24 total nominations, including outstanding drama series.
  - **Zene Baker** (B.F.A. Film '98) is nominated for outstanding picture editing for the series finale of "WandaVision" on Disney Plus. It was nominated for 23 awards, including outstanding limited or anthology series.
  - **Jonathan Majors** (B.F.A. Drama '12) is nominated as outstanding lead actor in a drama series for his performance in HBO's "Lovecraft Country." The series is nominated for 18 awards, including outstanding drama series.
  - **Craig Zobel** (B.F.A. Film '99) is nominated as outstanding director of HBO's "Mare of Easttown." He is also a producer for the show, which received a total of 16 nominations, including outstanding limited anthology series.
  - **Tanase Popa** (B.F.A. Design and Production '06) is nominated as executive producer in two categories: FX's "Pose," which is nominated for nine awards, including outstanding drama series, and "Pose: Identity, Family, Community" for outstanding short form nonfiction or reality series.
  - **Michael Brake** (B.F.A. Film '95) was nominated for outstanding sound editing of a nonfiction or reality program for "Billie Elish: The World's a Little Blurry" on Apple TV. It was nominated for four awards.
  - The work of **Andrew Robinson** (B.F.A. Film '06) for the New York Times video "Who Gets the Vaccine?" is nominated for outstanding graphic design and art direction in the news category of the News and Documentary Emmys.
  - **JT Rogers** (B.F.A. Drama '90) is Executive Producer on "Oslo," which is nominated for Outstanding Television Movie. He also wrote the screenplay, which was adapted from the Tony-award winning play he wrote and directed.
  - Several other alumni have close connections to shows that received nominations.

**Events:**

- Powering Creativity Campaign Celebration: Last night's Powering Creativity Campaign Celebration topped off UNCSA's largest campaign in history, raising over \$75 million for the school. Over 100 guests were hosted in-person outdoors in the UNCSA Library Plaza as well as virtually via livestream where they enjoyed student performances and remarks from Chancellor Cole, Ralph Womble, and Charlie Lucas. Via this hybrid format we were able to celebrate way beyond the boundaries of our campus.
- Please look out for the following upcoming events:
  - o Welcome Receptions for new Deans
    - Film – Oct 21
    - Music – Oct 27
    - Dance – Nov 4
    - Liberal Arts – Nov 10
  - o Deans' Councils
  - o Giannini Spotlights

- o Chancellor's Cocktails
- o Nutcracker: December 10 - 19
- o Scholarship Luncheon: March 23<sup>rd</sup>, 2022
- o NextNow 2022: Fletcher Opera 20<sup>th</sup> Anniversary Gala Concert on April 29, 2022

## **UNCSA Foundation Board**

### **Finance Committee**

- Met on September 7<sup>th</sup> to review FY 2021 results

### **Audit Committee Report**

- Met with the Auditors on August 30<sup>th</sup> for the wrap up meeting.
- Foundation engaged Smith Leonard as the audit firm again this year.
- Unqualified opinion – this means that the auditors have obtained reasonable assurance that the financial statements are free from material misstatements.
- Sent the UNC Template and a copy of audited financial statements to UNCSA on September 31<sup>st</sup>.
- Sent information to the tax auditors for the 990 and are waiting for a draft.

### **Executive Committee**

- Met on September 9<sup>th</sup>.
- Reviewed the Audited Financial Statements.
- Approved the written policy for contract signature authority for the UNCSA Foundation.
- Foundation Endowment at June 30, 2016 had a MV of \$32.4M
- Foundation Endowment at June 30, 2021 had a MV of \$81.7M
- Comprehensive Campaign is completed as of June 30, 2021. ☺

### **Advancement Committee Report**

- Day of Giving was March 25, 2021.
- Day of Giving Foundation Board participation was 92%. The Foundation Board remains the leading board for participation on the Day of Giving.
- Foundation Board Member giving participation for the current year is at 100%.
- Total Foundation Board Member giving during the campaign exceeds \$5.4M.
- Foundation Guest Artist Endowment goal of \$125K corpus was met during the campaign.
- New focus for fiscal year 2022 aligns with UNCSA strategic initiative around EDIB.

### **Foundation Board**

- Met on September 23<sup>rd</sup>
- New Officers were elected
  - o Dara Folan – Secretary (1-year term)
  - o Julie Williams – Treasurer (2-year term)
  - o Stacy Petronzio – Assistant Treasurer (1-year term)
- Eight board members retired
  - o Peter Juran – resigned 04.07.21 to join BOT
  - o Barry Eisenberg
  - o Dan Earthman
  - o David Hinton
  - o Kay Donahue
  - o Pete Richter

- Steve Karr
- Tom Adams
- Eight new board members
  - Bill Watson
  - Steve Berlin
  - Rob King
  - John Helmle
  - Craig Cannon
  - Mindi Mueller (Alum – HS Dance)
  - Jonathan Cochrane
  - Erin Adams (Alum – HS Dance)
- Full at 25 board members
- Approved FY2022 budget
  - Transfers to Discretionary Funds - \$127,500
  - Strategic Initiative Funding requested by Chancellor & Provost - \$225,000

#### **Semans Art Fund Board**

- The SAF Board will be hosting a reception for new BOT members on September 29<sup>th</sup>.
- The SAF Board will have their fall board meeting on September 30<sup>th</sup>.

#### **Updates**

- Foundation, Kenan Institute, Facilities, & Strategic Communications are working together on a plan for the Point Property. Landscaping plan is complete, and planting should begin in September or October 2021. Lambert Architecture is presenting a design for signage.
- Due to COVID-19, our audit firm, Smith Leonard has extended our Audit contract for an additional year at FY 2019 pricing.

#### **UNCSA Board of Visitors**

- The Board of Visitors hosted a breakfast this morning prior to the Chancellor's Installation to welcome new Board Members we'd yet to have the opportunity to meet in person and to introduce the Board to our new Deans.
- Conducting a Board of Visitors Member Survey to evaluate current demographics and help refine criteria for future recruitment.
- Pausing on slate of new members this fall as future needs for the Board are evaluated.

UNIVERSITY OF NORTH CAROLINA  
**SCHOOL OF THE ARTS**

Chancellor's UNCOSA Foundation Discretionary Account and the  
UNCOSA Foundation Advancement Division Operating Account

The UNCOSA Board of Trustees recognizes the need for the Chancellor and the Advancement Division to have access to foundation funds to be able to support the activities of their offices and of the school, as well as to be able to actively engage in donor cultivation, entertainment, media exposure and promotion, alumni activities, and fund raising activities. To be able to appropriately accomplish these goals, the Board of Trustees agrees that the types of expenditures outlined below are appropriate and proper. This list should not be viewed as all-inclusive or restricted to these items. It is also understood that appropriate documentation will accompany each request for reimbursement.

- Supplies, materials and equipment for the Chancellor's Office, the Development Office or the Chancellor's residence.
- The use of contract employees or specialty vendors to be able to accomplish the goals and objectives of either office.
- Expenses that provide direct support to any of the five arts schools, high school or undergraduate studies.
- Moving expenses for various senior officers or deans.
- Entertainment expenses associated with fund raising, direct donor cultivation, official UNCOSA activities, alumni activities and public relations. These would include, but are not restricted to, events for donors, prospective donors, alumni, public relation activities, Board of Trustee events, Board of Visitor events, UNC Board of Governors, events for elected officials, community service events, economic development events, performance events, etc.
- Spousal/Partner/Significant other travel when accompanying the Chancellor on official UNCOSA business.
- Food, lodging and/or travel for UNCOSA employees and nonemployees while participating in meetings or in the conduct of official UNCOSA business whether in town or out of town. This would include breakfast, lunch and dinner meetings that are held for the purposes of conducting official UNCOSA business.
- Travel activities for either office when state funds are not available or appropriate. This would include such travel as rental cars, air flight (first class, business class or coach) or other modes of transportation deemed necessary in the performance of the duties of either office.
- The purchase and serving of alcohol when appropriate.
- The purchase of tickets for theatrical and musical events.
- Membership dues to a designated country club, rotary club, fitness club, etc.

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Ralph Womble  
Chairman, UNCOSA Board of Trustees

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Date