



**Board of Trustees
Committee Meeting
Rudolph Jones Student Center
Room 242**

**COMMITTEE ON UNIVERSITY ADVANCEMENT
WEDNESDAY, June 8, 2022
10:30AM**

AGENDA

Call to Order J. Douglas English, Committee Chair
Welcome and Opening Remarks J. Douglas English
Roll Call
Approval of Minutes: March 23, 2022

Information/Action Item:

A. FSU Foundation Update Christopher L. Davis
Interim Vice Chancellor for Advancement
B. Career Services Update Christopher L. Davis
Interim Vice Chancellor for Advancement

Action Items: No Action Items presented

Committee members: J. Doug English, Valencia Applewhite, Warren McDonald, Gregory Pinnix, Glenn Adams
Staff Liaison: Christopher L. Davis
Board Professional: Michelle Hocker

For further information, please contact:
Christopher L. Davis, Interim VC for University Advancement
910-672-1683

**UNIVERSITY ADVANCEMENT COMMITTEE
WEDNESDAY, March 23, 2022
1:00 P.M.**

The University Advancement Committee of the Fayetteville State University (FSU) Board of Trustees convened Wednesday, March 23, 2022, in the Rudolph Jones Student Center Room 242. Committee Chair Mr. John English presided, and the meeting was called to order at 1:00 p.m.

ROLL CALL

The following Committee Trustees were in attendance: Mr. John Doug English, Dr. Warren McDonald, and Mr. Glenn Adams. Trustees Ms. Val Applewhite and Mr. Gregory Pinnix were absent.

APPROVAL OF MINUTES

It was moved by Trustee McDonald and properly seconded by Trustee Adams that the minutes of the University Advancement Committee Meeting held on December 8, 2021, be accepted as distributed. The motion carried.

DIVISION UPDATE

Chris Davis, Interim Vice Chancellor for University Advancement, provided the division update. Interim VC Davis focused on two main areas: The FSU Foundation and Career Services.

Interim VC Davis introduced John Ben Brown, Chair of the FSU Foundation Board to provide an update on the FSU Foundation. FSU Foundation Board Chair Brown shared that members on the Foundation Board are assigned to committees to ensure the Foundation Board moves forward and be successful. Each chair of those committees was given job descriptions to follow. There are four committees: nomination committee, audit and finance committee, development committee, and executive committee. The Foundation Board are looking at scheduling an orientation for the Foundation Board members on campus this upcoming summer. Orientation will help members to understand the departments on campus and how the Foundation Board can work with them. Each member of the Foundation Board has agreed to pay \$1,000 to FSU by the end of the year. The goal is to eventually establish an FSU Foundation Scholarship. Most members have already given. The Foundation Board has a primary mission of raising funds for the University.

Chancellor Darrell Allison commented that the FSU Foundation Board Chair, John B. Brown was sought out to assist with setting the roots for a successful Foundation Board. He is a great leader to move the Foundation Board in the right direction. Chancellor Allison then thanked Chair Brown for his leadership.

Interim VC Davis shared that it is a priority of FSU to make sure that students are receiving paid internships. It is important that we have work-force ready students. So, the Career Service is focused on providing internships and ensuring students are workforce ready. Career Services is aligning their

services with the wants and needs of employers when looking at hiring college graduates. Only 30 – 40% of business executives view recent college grads as very well prepared with key skills and employers consider internships as the most effective applied learning tool to prepare students for career success. FSU Advancement and Career Services are working with FSU's wide connections to partner up with employers and alumni and establish these paid internships for students.

Interim VC Davis then welcomed the Director of Career Services, Dr. Yasmine Farley to provide an update and overview of Career Services.

Dr. Yasmine Farley began by explaining what exactly Career Services offer for students and their purpose. Career services prepares students and alumni to become workforce ready. We want to our students to become a leading talent pipeline for local, regional, and national corporations. Some of the ways to ensure students are workforce ready are by assisting with job and internship searches, assisting with writing resumes and cover letters, and offering career development workshops. Career Services recently hosted a weeklong of career development events that prepared students for the career expo events. The career expo allowed employers to interview students for open positions (jobs and internships). Those employers participating in the career expo met with over 160 students. Many students are moving forward to a second interviews.

Dr. Farley then shared that there was an Academic year 2021-22 internship goal of 100 paid internships and as of March, there are 108 paid internships. Next year the goal is 250 paid internships and then the year after, 400 paid internships. Two alumni, Tyeishia Timlet '21 and Demarest Barnes '21 are both examples of utilizing the career services resources and gaining employment from paid internships. Tyeishia is working with the Fayetteville Chamber of Commerce and Demarest is working with Fujifilm.

Interim VC Davis explained the process of how to make these opportunities possible for students. Advancement and Career Services identify prospective employers and assist in creating profile of their needs. Cultivate relationships between career services and prospect employers to identify ideal students. Career services are able to work with Deans, chairs, program directors and faculty members of the different colleges to help identify students and also encourage students to utilize career services. He then highlighted the Career to Success Video Wall in the RJ Student Center. Employers are noticing the wall and would like their logo on the wall. There are new and developing paid internships that will be offered through various corporations. Interim VC Davis then shared a video that highlights the video wall. He encouraged the BOT members to let the department know if there are any potential companies that would be interested in collaborating with FSU.

Chancellor Allison shared that Interim VC Davis has stepped into this role and has hit the ground running.

ADJORNMENT

It was moved and properly seconded to adjourn the meeting at 1:30 p.m. The motion carried.

Respectfully Submitted,
Mr. John Doug English, Chair

Mr. David Scott, Transcriber

University Advancement

Christopher L. Davis
Interim Vice-Chancellor

June 8, 2022

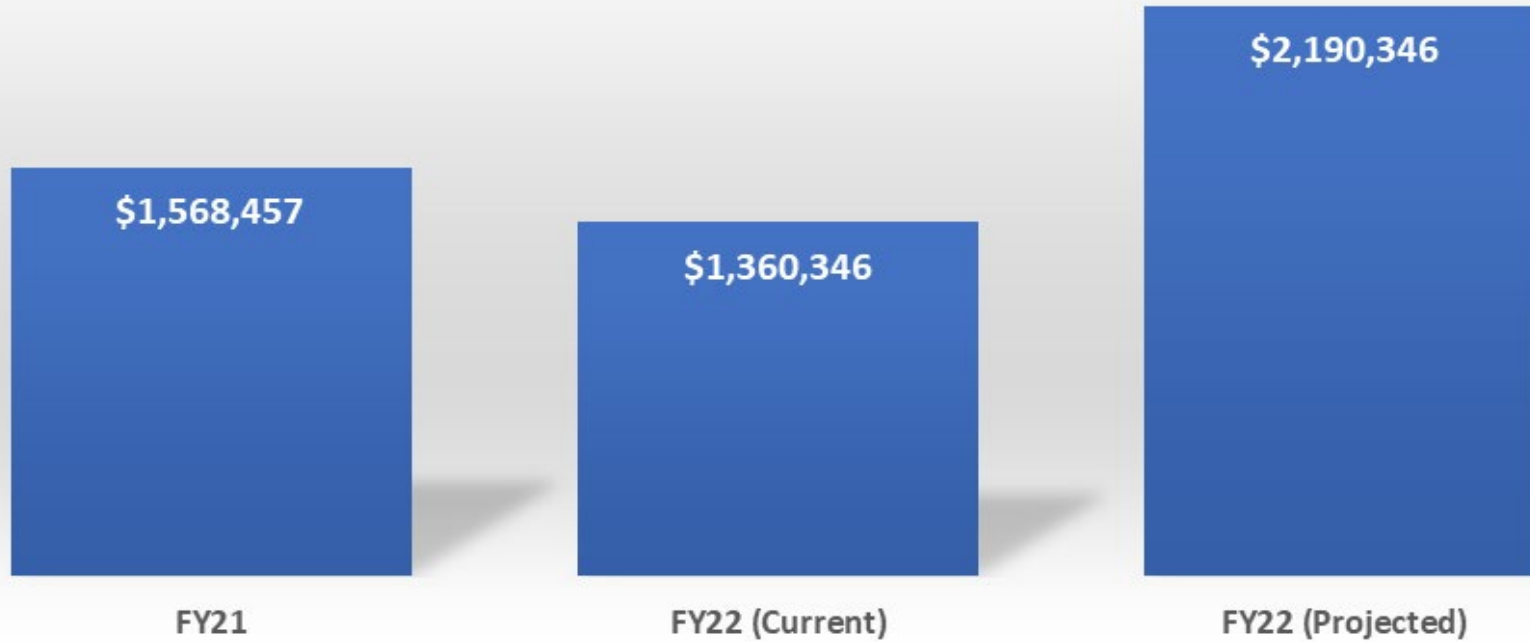


FY22 Goals Update

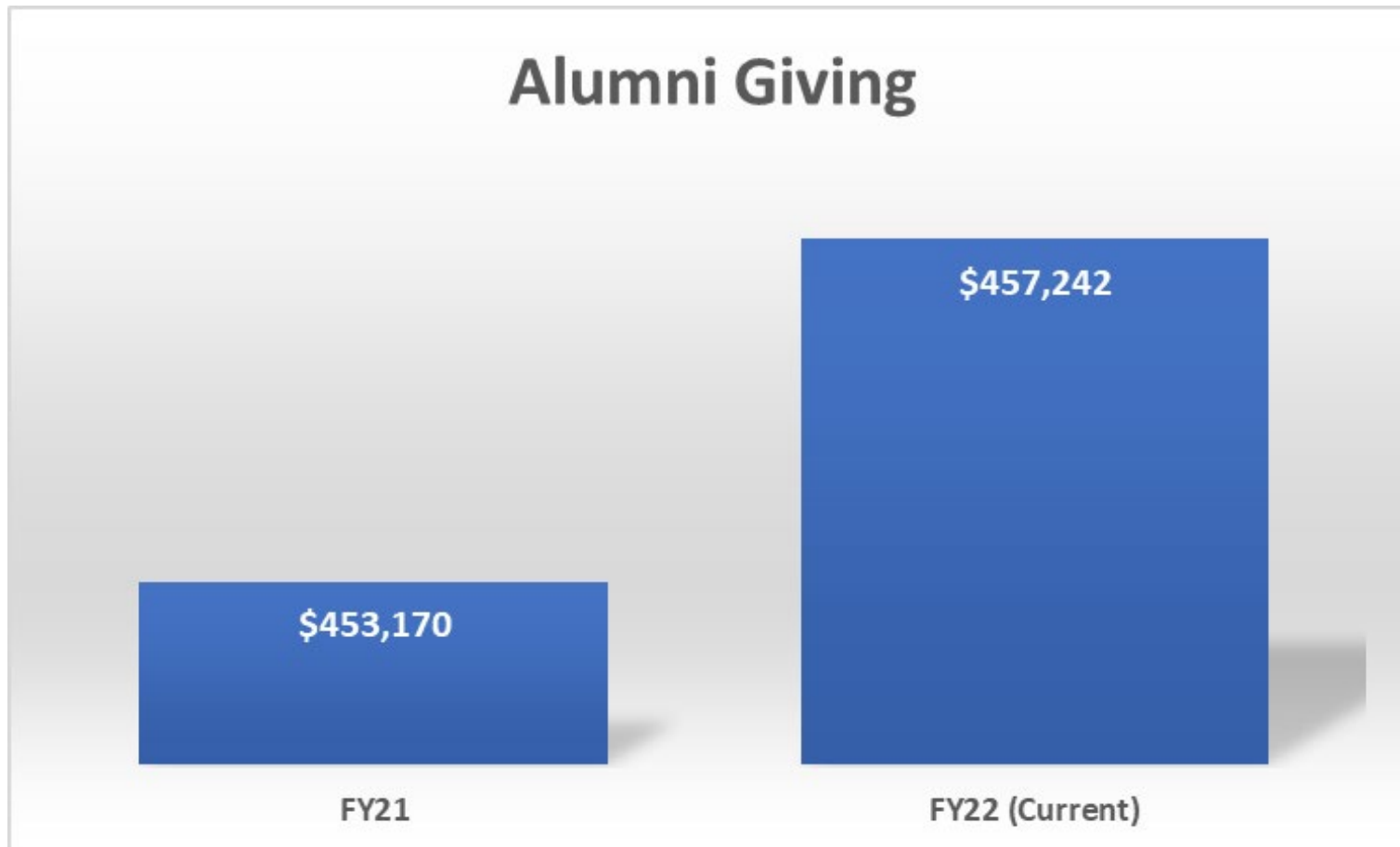
- Build and on-board Development Staff
 - Assistant Director of Development Hired – Ms. Arielle King '09
 - Several more positions are posted soon and in the applicant screening process
- Work toward 100 **(151)** internship placements in FY22; 250 in FY23; and 400 in FY22
- Add 15-20 new endowments in FY22
 - 15 as of June 1, 2022
- Restructured FSU Foundation Board and Policies

Overall Fundraising Update

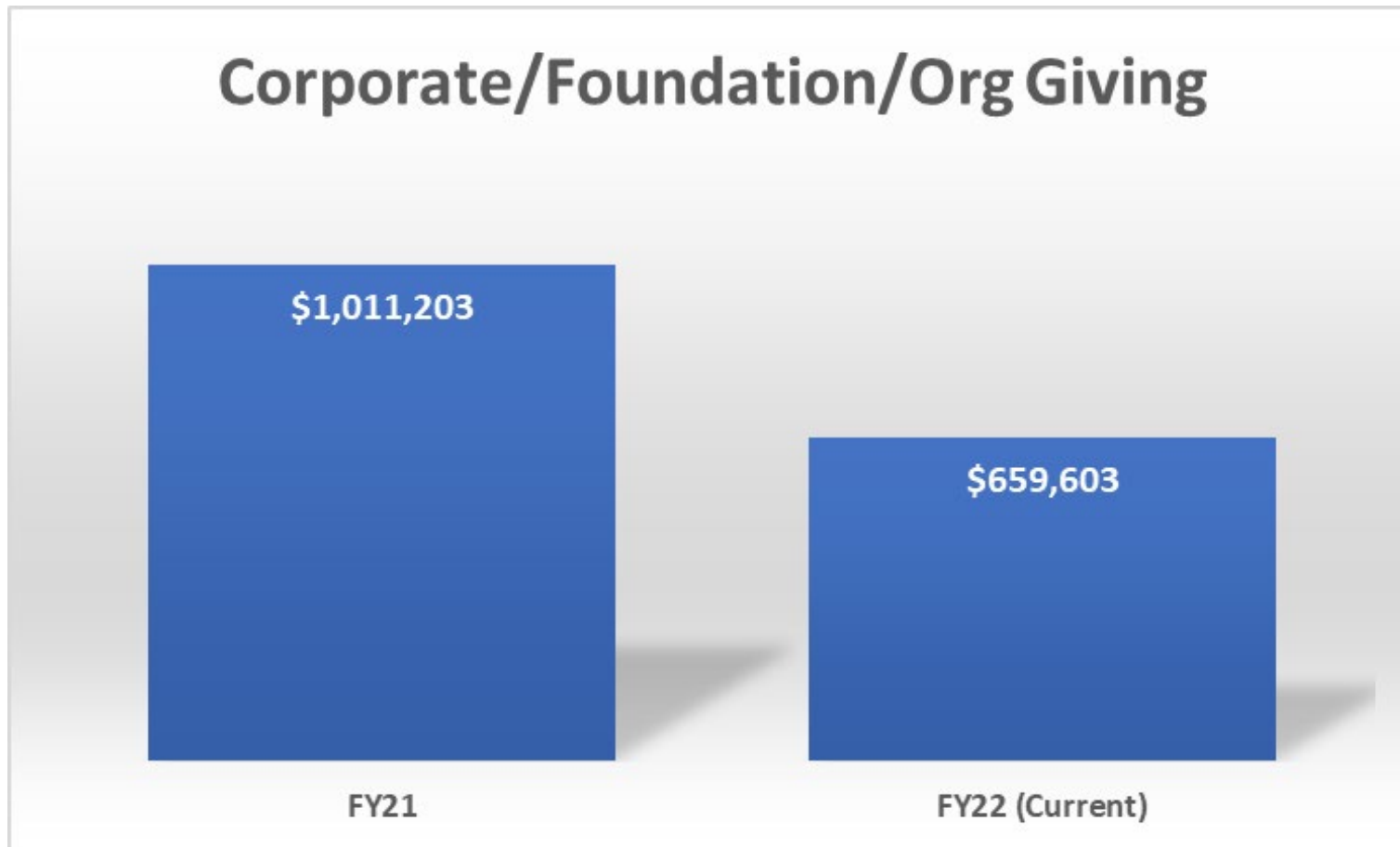
Fundraising Totals



Alumni Giving



Corporate/Foundation/Organization Giving





UNC System Wide Fundraising Comparison

UNC System Institution	Gifts and New Commitments	Cash Total Giving	Restricted Giving (Cash)	%	Unrestricted Giving (Cash)	%
Appalachian State University	\$ 28,334,884	\$ 24,924,086	\$ 24,338,924	97.7%	\$ 585,162	2.3%
East Carolina University	\$ 45,878,010	\$ 35,121,652	\$ 34,934,574	99.5%	\$ 187,078	0.5%
Elizabeth City State University	\$ 16,648,219	\$ 16,648,219	\$ 1,222,572	7.3%	\$ 15,425,647	92.7%
Fayetteville State University	\$ 1,568,457	\$ 1,424,776	\$ 1,341,117	94.1%	\$ 83,659	5.9%
North Carolina A&T State University	\$ 93,805,112	\$ 72,531,358	\$ 25,484,133	35.1%	\$ 47,047,225	64.9%
North Carolina Central University	\$ 14,720,762	\$ 7,745,408	\$ 6,998,266	90.4%	\$ 747,142	9.6%
North Carolina School of Science and Mathematics	\$ 8,000,000	\$ 7,205,332	\$ 5,590,815	77.6%	\$ 1,614,517	22.4%
North Carolina State University	\$ 244,033,011	\$ 195,043,438	\$ 194,007,225	99.5%	\$ 1,036,213	0.5%
University of North Carolina at Asheville	\$ 9,663,587	\$ 7,869,414	\$ 7,643,783	97.1%	\$ 225,631	2.9%
University of North Carolina at Chapel Hill	\$ 601,736,075	\$ 453,082,324	\$ 444,392,906	98.1%	\$ 8,689,418	1.9%
University of North Carolina at Charlotte	\$ 38,164,874	\$ 25,641,601	\$ 13,676,605	53.3%	\$ 11,964,996	46.7%
University of North Carolina at Greensboro	\$ 22,131,757	\$ 16,988,262	\$ 16,419,428	96.7%	\$ 568,834	3.3%
University of North Carolina at Pembroke	\$ 7,911,543	\$ 1,995,770	\$ 1,915,653	96.0%	\$ 80,117	4.0%
University of North Carolina School of the Arts	\$ 7,307,363	\$ 10,906,458	\$ 9,914,724	90.9%	\$ 991,734	9.1%
University of North Carolina Wilmington	\$ 14,261,713	\$ 10,776,201	\$ 10,209,312	94.7%	\$ 566,889	5.3%
Western Carolina University	\$ 9,061,776	\$ 5,160,039	\$ 4,944,930	95.8%	\$ 215,109	4.2%
Winston-Salem State University	\$ 34,500,000	\$ 33,716,391	\$ 3,543,660	10.5%	\$ 30,172,731	89.5%
TOTAL	\$ 1,197,727,143	\$ 926,780,729	\$ 806,578,627	87.0%	\$ 120,202,102	13.0%

Where Could We Be?

- Overall Fundraising: \$4-5 million per year
- Alumni Giving: \$2 million+
- Alumni Participation Rate: 5-7%

Career Services Update – As of May 23

- Paid Internships – 151 (Goal of 100 for 2021-22 Academic Year)
- Companies Employing FSU Interns – 88
- Graduates employed* - 476
- 2022-23 Academic Year Paid Internship Goal – 250

*Based on responses to graduate survey

How You Can Help

- Learn more about FSU's needs and support FSU financially
- Help educate your constituents on the importance of supporting FSU directly
- Share contacts and connect us with your network
- Continue to be an advocate for FSU
- Hire FSU students as interns and employees

Questions

