



Athens State University
Board of Trustees
Development Committee
Minutes of January 21, 2022 Meeting

Attendees: David Brown, Donna Coleman, Glenn Conner, Cathy Dickens, Bill Dunnavant, Jerry Evans, Keith Ferguson, Garth Lovvorn, Susan Ming, Rachel O’Sullivan, Betty Ruth-Oliver

Guests: Tonyia Bowling (Recording), Joe Delap, Andrew Dollar

1. Call to Order - Ms. Cathy Dickens
 - i. Meeting called to order at 1:15 p.m.
 - ii. Meeting location: Founders Hall Chapel
 - iii. On roll call quorum was present.

2. Presentation of October 15, 2021 Minutes - Ms. Cathy Dickens
 - i. Motion to Approve Minutes – Mr. Bill Dunnavant
 - ii. 2nd – Mr. Garth Lovvorn
 - iii. Motion Passed

3. Capital Campaign Update – Mr. David Brown

Mr. David Brown reported that the capital campaign total was \$19,193,078 at December 31, 2021. Annual Appeal results to date total just over \$49,000, better than any prior year. The 2021 Annual Appeal goal is \$50,000 and the campaign runs until January 31, 2022. Dr. Ferguson explained that the Annual Appeal started three years ago, raising \$37,000 in its first year, and between \$42,000 and \$43,000 last year. Prior to the Annual Appeal, annual giving was facilitated through phonathons, with the best year only resulting in \$15,000 raised.

Dr. Ferguson reported receipt of notification of an estate gift of a 7% interest in earnings over 20 years, then a lump sum distribution of 7% of the estate balance at the end of the 20 year period.

4. Grants Update – Ms. Rachel O’Sullivan

The Title III grant has been in place for two years and is going great.

The NSF scholarship for STEM has the first cohort going through, new students are being added.

Two rounds of HEERF distribution of need-based awards provided by the Federal Department of Education have been received. The formula for calculation of awards is determined by the agency; HEERF funds are not counted in the capital campaign. The distribution is divided into two portions, half is for direct student aid and half is for the institution and may be used to replace lost revenue.

The FIPSE grant of \$2.8 million was received to create Hyflex classes and to provide laptops to students. Hyflex classrooms will be developed over the next two years.

The Muscle Shoals National Heritage Area provided an \$11,000 grant for the 2021 Fiddlers Convention.

The State of Alabama has provided a grant to fund the Men of Kennis Program to recruit men of color to become teachers. The program is in its third year. Currently 20 men are enrolled; two will graduate in December.

A grant application will be submitted to the Alabama State Council on the Arts in support of the Fiddlers Concert Series.

Federal applications are underway with the following agencies:

- Economic Development Agency grant requesting \$3 million for the Carter Workforce Development Center
- ARPA
- TARCOG
- Department of Labor Education & Training Agency in support of a WORC grant of \$1 million
- NSF – STEM grant application in the amount of \$1.2 million, due in August, provides support for STEM teachers in the College of Arts & Sciences and the College of Education, and \$10,000 in annual scholarships for students in STEM programs.
- USDA – rural business development grant in support of small businesses
- Appalachian Regional Commission – focus on entrepreneurship and innovation, grant has been recommended for Federal consideration by the state agency.

Applications will be submitted to the Alabama Department of Tourism in support of Fiddlers.

The Men of Kennis program is in consideration for an increase in state support.

Dr. Ferguson explained that HEERF distributions are not counted in the capital campaign. He reported that over \$10 million in grant funds have been received in Rachel's three years of service.

5. Paver Campaign Update – Dr. Glenn Conner

Dr. Conner reported that the paver campaign has resulted in \$106,800 raised, with 158 pavers sold. Dr. Ferguson announced that the paver installation project will begin in the spring.

6. Unfinished Business – Dr. Keith Ferguson

Dr. Ferguson announced that the Nazaretian House and Brown Hall restorations are on hold because of the \$3 million grant opportunity for Carter Hall. He explained that he has been working with the Governor's office, the legislature, and city and county officials to focus efforts on Carter Hall.

Dr. Ferguson provided information related to the state budget process. The focus of legislative work is on the Executive branch. The appropriations increase for last year was 6%, the largest increase in prior years was 11%. The Governor is recommending an increase of 16.2% for this year; working toward a higher percentage. The ETF budget originated in the House; the General Fund budget in the Senate this year. The legislature is in special session this week focusing on the \$580 million available for broadband, water & sewer, and healthcare; \$191 million was in infrastructure project. The Governor has proclaimed that \$191 million will be used for broadband.

Our lobbyist met with the Speaker of the House in an effort to identify sources of funding for Carter Hall. The project cost is \$40 million. Working with Senator Shelby's office to secure a \$3 million grant.

7. New Business – Dr. Andrew Dollar

Dr. Dollar announced that a grant application for \$188,000 was submitted in October to the Appalachian Regional Commission in support of an entrepreneurship and innovation center named Launch Box. The state agency has approved and the grant is going to the Federal agency for review, should hear from application in the next 30 days. If awarded, the two-year grant will be used to create an entrepreneurial ecosystem for networking, co-work space, and collaborative workspace. Dr. Dollar reported that the USDA grant that is in process would be a one-year grant used to serve the needs of existing businesses.

Ms. O'Sullivan explained that the contact at TARCOG who had previously worked for the Appalachian Regional Commission recommended that the grant application be submitted to the Federal agency.

Dr. Ferguson provided the following update from the January 10 Fiddlers Steering Committee meeting.

- Prize money will increase from \$19,200 to \$47,000 for this year's contest.
- Ticket prices will increase \$5.
- The event usually yields about \$100,000 in net proceeds.
- Categories will be added for children's beginner guitar, banjo, and mandolin.
- Eight places will be paid with first place paying \$300.

- An Open Fiddle category will be added.
- The prize for the Fiddle Champion will be \$2,000.

Dr. Ferguson announced that a gala is being planned for November 12.

8. Adjournment – Ms. Cathy Dickens
 - i. Motion to Adjourn – Mr. Bill Dunnavant
 - ii. Meeting adjourned at 2:04 p.m.