



Athens State University  
Board of Trustees  
Development Committee  
Minutes of May 20, 2022 Meeting

**Attendees:** David Brown, Glenn Conner, Brandy Conway, Tim Dempsey, Cathy Dickens, Naomi DuBois, Bill Dunnivant, Jerry Evans, Keith Ferguson, Chelsea Green, Garth Lovvorn, Gabrielle McGraw, Susan Ming, Rachel O’Sullivan

**Guests:** Tonyia Bowling (Recording), Andrew Dollar

Call to Order - Mr. Bill Dunnivant

- i. Meeting called to order at 1:16 p.m.
  - ii. Meeting location: Founders Hall Chapel
  - iii. On roll call quorum was present.
2. Presentation of January 21, 2022 Minutes - Ms. Cathy Dickens
- i. Motion to Approve Minutes – Mr. Garth Lovvorn
  - ii. 2<sup>nd</sup> – Mr. Jerry Evans
  - iii. Motion Passed

3. Updates

Emergency Student Assistance Fund – Dr. Keith Ferguson

Dr. Ferguson provided the following information about the Emergency Student Assistance Fund:

Amount contributed	\$137,870.50
Disbursed	<u>129,850.06</u>
Balance	\$8,020.44

The number of students who have received assistance from the fund is 239; the average award amount is \$543.31. The Tennessee Valley Old Time Fiddlers Convention committed \$50,000 to the Emergency Student Assistance Fund in 2020. A match of \$25,000 is being proposed for the current appeal.

### Capital Campaign Update – Mr. David Brown

Mr. David Brown reported that the capital campaign total was \$19,596,610 at March 31, 2022.

Dr. Ferguson reported a call with the Bank of America trust officer responsible for the estate gift announced at the January meeting. Information received: Foundation will receive 7% of the interest income earned in the portfolio for 20 years followed by a 7% balance transfer at the end of the 20-year period. Current value of the portfolio is \$8.2 million. The income stream value will be determined using the S&P average rate of return adjusted for inflation, 5.3%, and the estimate is \$1.13 million. The estate gift will be included in the June 30, 2022 capital campaign total, along with additional gifts that have been received since March 31, 2022.

### Grants Update – Ms. Gabrielle McGraw

Dr. Ferguson introduced Gabrielle McGraw, External Support and Grant Specialist. Ms. McGraw reported that current grant commitments total \$1.4 million with additional grant applications of \$1.6 million to be submitted. The legislature allocated an additional \$875,000 to the Men of Kennis Program. Current projects include \$250,000 for a cyberlab and a Center of Excellence in the College of Education.

Dr. Ferguson noted that Dr. Andrew Dollar, Director of the Center for Lifelong Learning was present at the meeting and announced that a grant of \$188,000 has been awarded from the Appalachian Regional Commission.

### Paver Project & Alumni Chapters – Dr. Glenn Conner

Dr. Glenn Conner reported that funds raised in the paver campaign total \$116,200. Paver appeal letters have recently been mailed to 560 alumni who are clergy or former athletes and that responses are being received.

Dr. Ferguson announced that paver inscription samples are expected next week and that the facilities department will wait on the inscriber to have enough pavers engraved to start removing the existing sidewalks and installing pavers.

Dr. Conner provided reported that there are 42,000 living alumni and less than 600 are involved; 300 are graduates from last year. An alumni event was held in Mobile in May with additional gatherings planned for Huntsville/Madison County, Decatur, Cullman, the Shoals, and Southern Tennessee.

### Annual Fund – Ms. Chelsea Green

Ms. Chelsea Green announced that Giving Day will be held August 2, 2022. The first 200 donors who contribute \$50 or more will receive a gift of Athens State socks. Ms. Green explained that the annual fund appeal was initiated three years ago with a three-letter approach; over \$50,000 was raised in last year's appeal. The annual giving plan for this

year includes letters to be mailed in September and November to individuals not currently participating and will also include social media campaigns to maximize outreach to everyone. Ms. Green announced that a match donor is needed, possibly making a proposal to the Fiddlers Steering Committee.

Sponsorships – Ms. Brandy Conway provided the following update on sponsorships:

- Listerhill Credit Union provided \$25,000 to create a literacy lab and that a ribbon cutting was held last week.
- Northrop Grumman provided funds to create a STEM lab which will be located in McCain Hall.
- Other proposals for aerospace and advanced manufacturing are being explored and partnering with Calhoun to offer classes.
- Students have created a plan to develop a small radio astronomy cube satellite. A partnership is being sought to test portions of the satellite.
- An individual prospect has expressed interest in developing a community crime lab and training center.
- All Fiddlers Convention sponsorships have been secured except one. The RV campground has not been secured; last year the sponsorship was provided by Rocket RV. A new shuttle sponsorship will be provided by Huntsville International Airport – Breeze Airways. Six Fiddlers Concert Series sponsorships have been sold for a total of \$10,000. The next Fiddlers Concert Series season starts in October.

Dr. Ferguson explained that the Fiddlers Concert Series started three years ago. The current year budget is \$62,000. Grants through the Alabama Department of Tourism have been awarded by local legislators to support the Fiddlers Convention and the Fiddlers Concert Series. State senators had ten \$3,900 grants each and State representatives had five \$2,600. The total amount allocated by the local legislators is approximately \$31,000. Admission to the Fiddlers Concert Series events is \$15.

Homecoming Calendar – Dr. Keith Ferguson

Dr. Ferguson announced the calendar of events planned for Homecoming week. A flyer of events was distributed to meeting attendees.

4. New Business – No new business introduced. No questions or discussion.
5. Adjournment
  - i. Motion to Adjourn – Mr. Jerry Evans
  - ii. 2<sup>nd</sup> – Ms. Susan Ming
  - iii. Meeting adjourned at 1:56 p.m.