



Development Committee Meeting Minutes

Date: Thursday, June 12, 2025
Time: 1:00PM
Location: Boyd Conference Room, Conley Hall

Members Present: Rebecca Peterson, Chair; Bill Cole; Randall Price.

Absent: Mike Hastings

Guests: Brent Benjamin, EVP & General Counsel; Joshua Grubb, Chief of Staff; Dr. Darrel Malamisura, President of Faculty Senate.

1. Call to Order:

Ms. Peterson called the meeting to order at 1:02 PM.

2. Development Updates – Mr. Grubb on behalf of Dr. Guyton

- Mrs. Peterson delivered remarks on behalf of Dr. Deirdre Guyton, who was unable to attend.
- First Giving Day (April) raised over \$20,000, with all but one pledge fulfilled.
- A fall appeal campaign is being planned, featuring student stories to encourage alumni giving.
- Collegiate Housing Corp dissolution paperwork has been refiled after payment issues.
- Foundation audit to begin June 16. Ongoing receivables and disbursements were noted.
- Isabella has been hired as an Advancement Services Assistant to support database and operational improvements.
- Search for a Director of Advancement continues; feedback suggests the title and salary range may be deterring applicants.
- Discussion was held on converting a non-interest-bearing alumni fund into an interest-bearing account.
- A prospect management team is being developed to identify and cultivate high-potential donors, using data tools and possibly involving business students for prospect research.
- Suggestions were made to improve job appeal, including modifying job title to VP and implementing incentive-based pay models.

3. Discussion

- Concerns raised about the current job posting and salary limitations for the Director of Advancement role.
- Discussion of naming rights policy, including appropriate donation levels and time limits.
- Suggestions included clearer gift agreements, revisiting policies, and using student research support from the business school.

4. Adjournment

The meeting was adjourned at 1:43pm.

Minutes submitted by: Josh Grubb, Chief of Staff