

COMMITTEE ON DEVELOPMENT
February 8, 2013
10:30 – 10:35 a.m.
Board Room - Blow Memorial Hall

Thomas R. Frantz, Chair
L. Clifford Schroeder, Sr., Vice Chair
Michael Tang, Vice Chair

- I. Opening Remarks – Mr. Frantz
- II. Approval of Minutes – November 29, 2012
- III. University Development Report – Interim Vice President Earl T. Granger, III
 1. Amendment of the Roby-Sherman Scholarship Fund.
Resolution 14.
- IV. Discussion
- V. Adjourn

COMMITTEE ON DEVELOPMENT
MINUTES – NOVEMBER 29, 2012

MINUTES
Committee on Development
November 29, 2012
Board Room - Blow Memorial Hall

Attendees: Thomas R. Frantz, Chair; Michael Tang, Vice Chair; L. Clifford Schroeder, Sr., Vice Chair. Board members present: Rector Jeffrey B. Trammell, Kendrick F. Ashton, Jr., Ann G. Baise, Charles A. Banks, III, Dennis H. Liberson, John E. Littel, Leigh A. Pence, Robert E. Scott, Peter A. Snyder, Todd A. Stottlemeyer, John C. Thomas; Faculty Representative William J. Hausman, Student Representative Curtis A. Mills and Staff Liaison Lydia C. Whitaker. Others attending: President W. Taylor Reveley III, Provost Michael R. Halleran, Virginia M. Ambler, Jennifer M. Bateman, Francis C. Bradford, Kate Conley, Karen R. Cottrell, Annie C. Davis, Aaron H. De Groft, Davidson M. Douglas, Edward C. Driscoll, Jr., W. Dustin Evatt, Daniel H. Frezza, Lee J. Foster, Michael J. Fox, Sue H. Gerdelman, W. Fanchon Glover, James R. Golden, Earl T. Granger, III., Samuel E. Jones, Anna B. Martin, Jeremy P. Martin, Robert Mooney, Jennifer J. Morgan, Teresa L. Munford, Michael L. Stump, Brian W. Whitson and Sandra J. Wilms.

Chair Thomas R. Frantz called the meeting to order at 4:41 p.m.

Recognizing that a quorum was present, Mr. Frantz asked for a motion to approve the minutes of the meeting of September 20, 2012. Motion was made by Mr. Schroeder, seconded by Mr. Ashton and approved by voice vote of the Committee.

Interim Vice President Earl T. Granger, III discussed the reunions program and stated that they presented President Reveley a check of \$21.9M during Homecoming. Mr. Granger challenged further classes to match or exceed this year's accomplishments. The reunion efforts encourage classes to give back to their alma mater.

Mr. Granger introduced Dustin Evatt, Coordinator for Student Philanthropy and Recent Graduate Programs who made a presentation about Student Philanthropy and Recent Graduate Programs. He described the vision of the program and the FY'13 goals. He explained the different ways that a student can be involved in fundraising: development ambassadors, senior class gift representative, recent graduate program and 5th year reunion gift committee. Mr. Evatt emphasized that it is critical to get students involved in philanthropy as students, so they will continue to support the College as alums.

The Board discussed the participation rate and how it was unacceptable for all classes not to be at 100%. Rector Trammell discussed his own reunion gift committee and the lack of accurate information. President Reveley stated that, although the database was updated a couple of years ago, this is an ongoing problem. He asked development for an update on the accuracy of the database. Mr. Granger stated that we are always researching ways to maintain and update the data.

Student representative Curt Mills mentioned that graduates now keep their William and Mary email addresses and it should be easier to keep in touch with recent graduates. Mr. Granger stated that we need to re-think how we can use the system and reevaluate how we can use it. There is also a need to figure out what we are trying to capture before next steps can be taken.

Committee on Development and Alumni Affairs

MINUTES

Page 2

Mr. Frantz asked for a motion that the Committee on Development convene in closed session pursuant to Section 2.2-3711.A.8., of the Code of Virginia, in order to discuss specific recommendations related to future fundraising strategies as well as current development activities. Motion was made by Mr. Schroeder, seconded by Mr. Ashton and approved by voice vote. The observers were asked to leave the room and the Committee went into closed session at 5:05 a.m.

The Committee reconvened in open session at 5:35 p.m. Mr. Frantz reviewed the topics discussed during closed session for the benefit of the observers, then asked for a motion to adopt the **Resolution** certifying that the closed session was held in compliance with the Freedom of Information Act. Motion was made by Mr. Schroeder, seconded by Mr. Banks and approved by roll call vote of the Committee members conducted by Secretary to the Board Michael Fox. (Certification **Resolution** is appended).

Rector Trammell thanked the Development team for their continued efforts.

There being no further business, the Committee adjourned at 5:36 p.m.

November 29, 2012

CERTIFICATION OF CLOSED SESSION

WHEREAS, the Board of Visitors Committee on Development has convened a closed session on this date pursuant to an affirmative recorded vote and in accordance with the provisions of The Virginia Freedom of Information Act; and

WHEREAS, §2.2-3712.D. of the Code of Virginia requires a certification by this Committee that such closed session was conducted in conformity with Virginia law;

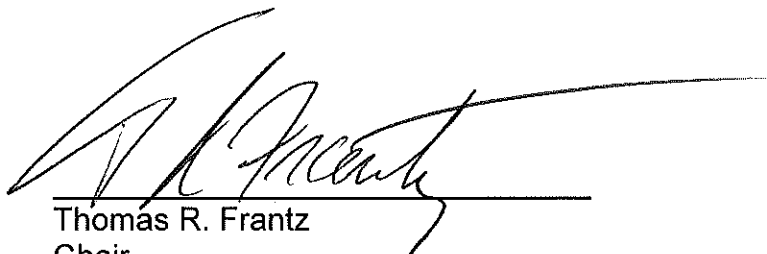
NOW, THEREFORE, BE IT RESOLVED, That the Committee on Development, reconvening in open session, hereby certifies that, to the best of each member's knowledge, (i) only public business matters lawfully exempted from open meeting requirements by Virginia law were discussed in the closed session to which this certification applies, and (ii) only such public business matters as were identified in the motion convening the closed session were heard, discussed or considered by the Committee on Development and Alumni Affairs.

VOTE

AYES: 14

NAYS: 0

ABSENT DURING CLOSED SESSION:



Thomas R. Frantz
Chair
Committee on Development

Board of Visitors

Resolution 14

February 6-8, 2013

Page 1 of 1

COLLEGE OF WILLIAM AND MARY
AMENDMENT OF THE
ROBY- SHERMAN SCHOLARSHIP FUND
AS A QUASI-ENDOWMENT

Shirley Roby and Carol Sherman made a generous gift to the College of William and Mary to establish the Roby-Sherman Scholarship Fund, which will provide financial assistance to deserving students with demonstrated interest and ability in dance. The establishment of this fund was approved in Resolution 14 at the September 19-21, 2012, meeting of the Board of Visitors as the Roby-Sherman Scholarship Fund; however, it should have been designated a quasi-endowment.

THEREFORE, BE IT RESOLVED, That the Board of Visitors of the College of William and Mary hereby amends and re-establishes the Roby-Sherman Scholarship Fund as a quasi-endowment.