

**Board of Visitors
Institutional Advancement Committee Meeting
September 17, 2020
Electronic Transcript
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1

00:00:34.045 --> 00:00:41.515

Okay, good afternoon by my clock computer it's one o'clock PM here in Fredericksburg.

2

00:00:41.515 --> 00:00:41.725

So,

3

00:00:41.725 --> 00:00:42.265

hopefully,

4

00:00:42.265 --> 00:00:43.795

it's one o'clock and Petersburg,

5

00:00:44.515 --> 00:00:58.405

I can thereby call to order the first meeting of the institutional advancement committee for academic a year before we do the roll call take the liberty of welcoming

6

00:00:59.335 --> 00:01:05.215

to new or to visitors versus who are committee members not to garden.

7

00:01:05.844 --> 00:01:16.614

Welcome to the committee. Well, thank you very much. We look forward to working with you. And does Gordon think she's here to von as well?

8

00:01:16.734 --> 00:01:20.995

Welcome to the institutional investment committee.

9

00:01:22.019 --> 00:01:34.075

We found the two bulk will serve as well. This is my first meeting. So bear with me as I go through this as always say I use as an excuse I'm on too many boards. So I'm never sure.

10

00:01:34.614 --> 00:01:49.495

Oh, what goes on and which board so, if I make any mistakes please what about to me and I'll, I'll blame it on being on too many boards. So okay. The roll call doctor. Will you please?

11

00:01:50.939 --> 00:01:55.105

Fall and do the roll call for us. Good afternoon. Everyone.

12

00:01:56.340 --> 00:02:09.300

Afternoon good afternoon. Mr. save you present Valerie brown. Wow. Ms.

13

00:02:20.004 --> 00:02:21.294

MS. pampered.

14

00:02:22.469 --> 00:02:25.705

Hello, Christine garden.

15

00:02:26.400 --> 00:02:29.275

But isn't his ongoing.

16

00:02:35.639 --> 00:02:39.025

Excuse me? Mr President.

17

00:02:40.375 --> 00:02:44.604

This Beverly Jones representing the, the foundation.

18

00:02:49.284 --> 00:02:52.284

Wednesday rector good afternoon.

19

00:02:56.155 --> 00:03:03.564

Thank you, thank you at this time we will have invocation capsules.

20

00:03:05.125 --> 00:03:07.555

Good afternoon. Everyone please.

21

00:03:10.020 --> 00:03:13.705

To the holy, and for every person.

22

00:03:16.824 --> 00:03:19.224

In heart that feels the presence of this bird.

23

00:03:20.724 --> 00:03:25.585

We thank you for your continued health and safety, as we prepare for work over.

24

00:03:27.210 --> 00:03:32.275

We ask that you take what we will accomplish today and multiply efforts as only you can.

25

00:03:33.145 --> 00:03:40.344

Only, you truly know what we are setting out to accomplish today. We have an idea and a vision talents.

26

00:03:41.400 --> 00:03:56.245

And time to work, however, only, you can see in perfect the end of every beginning every project every season, every like this meeting as well as the students, faculty, staff and community to whom we are.

27

00:03:56.664 --> 00:04:00.564

Russ rule little bottom among us. It is these things that we asking.

28

00:04:01.615 --> 00:04:11.245

And we all say, Amen. Amen, thank you for that. For. Okay. Yeah, before you the agenda, which we need to approve.

29

00:04:38.670 --> 00:04:46.225

Okay, thank you. Okay. You also have the previous meeting minutes.

30

00:04:46.860 --> 00:04:53.605

From the meeting of Thursday, February, six, hopefully you've had a chance to review those.

31

00:04:53.634 --> 00:05:05.274

You're looking for approval or are there any corrections that move approval is Pam? This is there's the second. Thank you.

32

00:05:06.149 --> 00:05:09.144

All those embarrassing Mr chairman.

33

00:05:10.379 --> 00:05:24.475

This is debug because it's an electronic meeting. Your votes need to be roll call votes. They're properly recorded. That's what's law requires in case. I'm already in trouble with the law. Thank you. That's okay.

34

00:05:25.435 --> 00:05:37.615

We're all. Fix it. Oh, okay. All righty. Dr Ray. Would you please? Do we need to do that for the approvals? The agenda adjust for the minutes?

35

00:05:38.339 --> 00:05:41.665

I I think it's best to do it right? Every time.

36

00:05:42.810 --> 00:05:47.064

Okay, that's what I say. Okay. It's always do it right? The first time. Okay.

37

00:05:48.925 --> 00:05:54.235

Can we have a, have you conducted vote for the approval of the agenda?

38

00:05:58.165 --> 00:05:59.875

Yes, sir, thank you.

39

00:06:07.855 --> 00:06:15.475

And me, I will go by alphabetical order just to make sure. Dr Valerie. Yes.

40

00:06:16.439 --> 00:06:28.435

His first a crittendon is Pamela current? Yes. Dr Christine Gordon? Yes. Mr. Gordon.

41

00:06:30.000 --> 00:06:41.485

Yes, yes, yes Thank you.

42

00:06:42.990 --> 00:06:53.694

Thank you now, we need to do the approval of the previous minutes, February six if you can conduct the as well.

43

00:07:03.954 --> 00:07:10.290

Yes, there's a crittendon yes.

44

00:07:13.800 --> 00:07:18.894

Yeah, it's Chris. Christine? Yes.

45

00:07:21.685 --> 00:07:26.125

Xavier whiskey saying yes. Mr. glass.

46

00:07:30.660 --> 00:07:34.074

The glance, yes.

47

00:07:35.100 --> 00:07:41.574

Thank you. Thank you. Thank you. Okay. Yeah.

48

00:07:42.899 --> 00:07:43.500

So,

49

00:07:45.115 --> 00:07:56.995

what a business afternoon is the selection of the committee nice chair that personally operating absence and assume other duties is noted as needed,

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00:07:59.069 --> 00:08:06.175

will provide an opportunity for someone to assume a position who's currently at a vice chair.

51

00:08:08.365 --> 00:08:11.064

And some, I'll take.

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00:08:12.060 --> 00:08:20.694

A nominee on the floor at this time. Tam curry I'd like to nominate XIV on Gordon.

53

00:08:24.504 --> 00:08:25.074

Okay.

54

00:08:26.310 --> 00:08:30.834

And would you be willing to do? So I work yes.

55

00:08:31.560 --> 00:08:35.304

Thank you for the nomination. Thank you. We need a second on that.

56

00:08:37.769 --> 00:08:44.934

Do we also I'll second motion. Okay. Do you do we have any.

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00:08:46.350 --> 00:08:51.445

Nominations rather move that we told them.

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00:08:53.460 --> 00:08:56.934

Okay, great. The second.

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00:08:58.200 --> 00:09:09.985

A second favor of Shavonne Gordon serving as you can be vice chair say I need to do to vote protocol.

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00:09:11.909 --> 00:09:23.215
Cool the vice chair. Okay.

61

00:09:26.125 --> 00:09:33.445
See, that's Valerie. Yes. Mr. secrete and Jim is this Pam curry?

62

00:09:34.860 --> 00:09:38.664
Yes, to Christine. Yes.

63

00:09:42.894 --> 00:09:49.524
Von? Gordon? Yeah. Mr. David? Yes.

64

00:09:50.340 --> 00:09:58.524
Is the glass? Yes, Beverly. Excuse me? Thank you. Thank you. And most importantly.

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00:10:00.509 --> 00:10:07.615
For your willingness to serve capacity funds. Okay.

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00:10:10.164 --> 00:10:12.955
At this time, we'll have the president's remarks.

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67
00:10:15.000 --> 00:10:21.865
Thank you thank you, sir. Once again I want to thank everyone for for coming albeit virtually. It's always good to have

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00:10:22.470 --> 00:10:35.485
The board here to help us move along with the work of the University. First I wanted to start with, of course, the letter that you got most recently from the concerned alumni of Virginia State. I think it was addressed from. Mr.

69

00:10:35.485 --> 00:10:48.865
Craig, Craighead, I think, is the last name. Excuse me If I messed his name, I wanted you to kind of know where we are with that and what we've been working on. And so I was alerted to a draft of the letter a few weeks ago. The alumni association

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00:10:49.860 --> 00:11:02.934
Kind of help communicate some information to me and we decided that to make that the really the driving force as we move forward with the, with the town hall meeting. We had a town hall meeting last week.

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00:11:03.625 --> 00:11:04.975

So we prepared a presentation.

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00:11:06.264 --> 00:11:17.725

To kind of share with the alums some of the some of the things that were happening campus and to try to address some of the concerns of the alums those concerns I believe. And again, I don't want to put words in anyone's mouth.

73

00:11:19.139 --> 00:11:22.404

Of course, the challenges that we've had with the National Institute of the food and agriculture.

74

00:11:23.070 --> 00:11:32.514

The information surrounding the articles about the COVID budget shortfall that has happened at Virginia State University and also the, the ability for the University to provide

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00:11:33.299 --> 00:11:46.855

Transparency in data and so one of the things that I walked through those things in addition to try to show because of course, we're public institution where one can find public data, whether it's about our students and how our students are doing.

76

00:11:47.789 --> 00:12:01.705

Or relative to our finances to let him know the one that we are, of course, going through challenges covid related, not unlike what all institutions are going through and that to that we are addressing the challenges best.

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00:12:01.705 --> 00:12:07.345

We can. Though, I didn't give a lot of detail on it and I think that is legitimately frustrating to some alums who read it in the paper.

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00:12:08.250 --> 00:12:11.274

And so we did have a meeting, we did have a a town hall meeting.

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00:12:12.445 --> 00:12:24.745

I've also responded to the letter and invited some of the members of the of the group that wrote a letter to come and meet with me in person. If there were some things that weren't addressed, let's say, on the

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00:12:25.350 --> 00:12:35.394

On the town hall, because I'll look forward to continue resolution on that and I will share my letter as well as a letter that we we wrote with with the Rector as the board also

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00:12:35.909 --> 00:12:41.845

Responded and acknowledged that it got the letter. So I just wanted you to know that we're moving forward with it. Thank you for sharing that and responding in an appropriate manner.

82

00:12:43.860 --> 00:12:47.995

Thank you, sir second I wanted to address something that came up in the last board meeting

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00:12:51.325 --> 00:12:55.315

And that would have been the hiring in the area of institutional advancement.

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00:12:56.304 --> 00:13:10.975

I think that when we finished it, I think February, we were kind of moving forward with looking at a capital campaign and hiring additional staff in the office. And during that time we've also had turnover, which included the vice president for institutional advancement.

85

00:13:11.394 --> 00:13:16.764

Mr. Reshunda Mahone. To be honest, I've purposely kind of held off as to the point where we developed

86

00:13:17.549 --> 00:13:29.424

A budget for the institution and so now, as we go forward tomorrow and present budget to the, for the institution, we will be in the process of hiring fundraisers in any offices. it won't be.

87

00:13:29.424 --> 00:13:35.575

I think we had a, a total of 4 positions open at the time, and I think that was where we're moving.

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00:13:35.845 --> 00:13:50.424

I will probably move on with something a little more scale back then what that was, but we will look to to bring fundraisers on in institutional advancement to help that work. So I wanted to make sure I addressed that. third. Of course. Mr.

89

00:13:50.424 --> 00:13:51.235

Richardson. You and me have discussed this.

90

00:13:52.254 --> 00:14:05.754

And I know that we need to bring something to the table on this and we're not really there yet. And that is the changing the building names. So we got a couple of buildings that Virginia State University that we

91

00:14:05.754 --> 00:14:16.855

We believe it's probably in our best interest to look to change the names and to highlight some individuals from our past who have played a critical role at Virginia State University. We are looking to bring a

92

00:14:17.789 --> 00:14:29.065

Proposal by November to do that and so we will have a formal proposal to come in front of this committee to make a recommendation on building names but unfortunately, we don't have it have it today.

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00:14:29.274 --> 00:14:34.254

So, I wanted to apologize for not having that ready for you. You don't have to apologize in

94

00:14:35.220 --> 00:14:42.115

light of all that is going on. No apologies are necessary. Thank you, sir. I appreciate it. And.

95

00:14:45.179 --> 00:14:58.345

For all of the things going on and so as we as, we've been moving forward with the institution. Of course, we've had two major things to happen in the world. That have had an impact somewhere another institution advanced one of them.

96

00:14:58.345 --> 00:15:12.894

Of course, is, is Covid nineteen and in the early stages of covid nineteen what we saw, which is a lot a lot of philanthropic organization. So I was kind of a reduction in giving but then we also have seen civil unrest in this country in the call.

97

00:15:12.894 --> 00:15:21.774

For social justice, and that has caused the spike if you will in fundraising for particular organizations in Virginia state, to be honest.

98

00:15:23.250 --> 00:15:38.125

And so, as I look through, and I wanted to kinda go through all of the different ways that we bring additional revenue to the institution, all

of our advancement efforts, they kind of talk about what growth growth areas. And what I see as areas, if you will a concern again, feeling.

99

00:15:39.000 --> 00:15:51.534

Fund raising, I see that as a growth area in this particular timeframe because again, we're one of the is to that is there's always personal justice. I think when you look at federal federal government relations

100

00:15:52.320 --> 00:15:56.664

And money from the phase, when you look at the, the, the candidates continually talk about HBCUs

101

00:15:58.164 --> 00:16:05.274

And keeping that at the forefront of their conversation, I believe that is an extreme growth area, whether we're talking about research dollars for.

102

00:16:06.000 --> 00:16:10.465

Health disparities, and we're looking at increase in the PELL grant. We're looking at other money.

103

00:16:11.070 --> 00:16:16.195

For I think that's an area of growth I think, in the short term, the state is an area of growth,

104

00:16:17.215 --> 00:16:23.995

But I think we have to look at it very carefully because, of course, with Covid 19 and the declining revenues that may also turn into

105

00:16:24.840 --> 00:16:28.585

If you will a place of concerns so we're kinda looking at state dollars.

106

00:16:29.279 --> 00:16:32.274

You know, short term and medium and.

107

00:16:34.674 --> 00:16:43.134

You'll see the, the presentations and I think There'll be very, very good, but I'm excited to to see what we can do in the next year kind of tap into some of these.

108

00:16:48.684 --> 00:16:54.355

But I can do thank you for that. Or are there any questions from the members or anything?

109

00:16:58.950 --> 00:17:11.994

Well, we look forward to those opportunities is thanks to funding and what role, but this committee can do the staff we look forward to whether we think grants identifying great.

110

00:17:14.400 --> 00:17:18.384

Versus in the community who have access is some of these resources.

111

00:17:20.214 --> 00:17:27.234

I always say in all things, give thanks given here is a great opportunities that we think Virginia State University.

112

00:17:28.980 --> 00:17:42.744

Thank you, thank you in the leadership. Okay before we receive the reports I said, if you're not speaking that you please do to your mind.

113

00:17:43.944 --> 00:17:54.414

It's amazing how sensitive these mikes can be. Sometimes. I know if I just lift up a piece of paper when I'm talking to my staff creates the loud.

114

00:17:55.615 --> 00:17:58.194

Although you may not be making any sounds.

115

00:17:59.609 --> 00:18:07.315

A physical movement can create something if everyone can mute there. Mike's with you. Nice.

116

00:18:09.234 --> 00:18:11.605

And we'll jump up and down if we need to ask.

117

00:18:14.069 --> 00:18:18.325

Okay, so you have yours I'm coming.

118

00:18:19.049 --> 00:18:23.035

Thank you equally to beautiful picture. We just need to Mike.

119

00:18:24.240 --> 00:18:30.295

Okay, our first report will be coming from Dr Omar facing the associated.

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00:18:34.164 --> 00:18:42.625

Presenting report on sponsored programs, which is part of your there was a board package in Diligent.

121

00:18:44.755 --> 00:18:55.795

Good afternoon. Everyone Hubie are you? There we go. Okay. Cool. Alright. So what again I'll be discussing is briefly our

122

00:18:58.049 --> 00:19:09.684

Past fiscal year, and those who may not be aware of what I'm gonna be specifically referring to with respect to sponsor programs activity is basically grant related activity. So if we can move to the next slide, please.

123

00:19:15.750 --> 00:19:24.174

Alright, so the first thing that I will discuss is the number of proposal processed. So basically, this is a number of grants that were submitted last year, we were at

124

00:19:25.255 --> 00:19:34.765

Seventy six with twenty five that were successfully funded. this number in terms of seventy six submitted is about where we have been the last several years with a number around

125

00:19:37.795 --> 00:19:44.785

Eighty, however, if we, so we move to the next slide in terms of our value we do see that we are actually

126

00:19:46.589 --> 00:19:55.704

applying for a few more dollars that we have for the past a couple of years. With that total number being forty seven point four million for the past fiscal year.

127

00:19:56.549 --> 00:19:59.634

And so far successful awards of

128

00:20:00.329 --> 00:20:03.295

Twenty seven Point seven million. Move to the next slide, please.

129

00:20:05.125 --> 00:20:07.674

That increased activity has, of course, then led to increased

130

00:20:09.779 --> 00:20:13.164

Portfolio, so what you're seeing here is a number of grants that we have had on a

131

00:20:13.950 --> 00:20:17.184

Quarter by quarter basis, beginning in, the beginning of

132

00:20:18.359 --> 00:20:26.934

Twenty seventeen, and we closed out the last fiscal year with eighty six grants in the portfolio worth, just over sixty nine million dollars. To the next slide please.

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00:20:30.234 --> 00:20:38.214

Having grants is great, but actually you want to have activity against those grants and so one way of measuring that is in the actual expenditures

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00:20:40.464 --> 00:20:44.875

Showing money going out the door to support the program. So we were not at the

135

00:20:47.035 --> 00:20:56.035

High of twenty five million from a couple years ago, We were still up in the, I think, at twenty four point two million dollars and along with that, for our next slide.

136

00:20:59.515 --> 00:21:02.394

In terms of indirect cost recovery, we did hit a peak.

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00:21:03.150 --> 00:21:17.365

For us at Virginia state of a little over eight hundred thousand dollars. So it's hundred and three thousand, four hundred, thirty dollars in terms of indirect cost recovery in the past fiscal year. So that sums up our activity.

138

00:21:17.394 --> 00:21:29.785

Do I have any questions? Any questions for? Dr.

139

00:21:29.785 --> 00:21:37.255

Faison. Thank you for that thorough report. We appreciate it. have a good afternoon. You too. Thank you.

140

00:21:38.634 --> 00:21:50.934

Okay next report government relations update a lot of great things happening out there. Mr. Eldon Burton will present that report.

141

00:21:59.214 --> 00:22:03.924
Are you with us? Eldon I can't see who's. Can you hear me?

142
00:22:05.875 --> 00:22:09.414
Now, we can hear you. Thank you. Okay, good afternoon.

143
00:22:11.250 --> 00:22:14.934
I don't know why I'm having technical difficulties and can't share my camera for the moment.

144
00:22:15.805 --> 00:22:19.825
I really wish I could because I bought a new orange and blue tie just for the occasion, but I'm happy to be before you today to provide Virginia State

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00:22:23.160 --> 00:22:27.055
university government relations updates, we are joined by a great friend and partner of the institution

146
00:22:30.204 --> 00:22:33.714
Who assist us with our federal strategies, and he will provide an update from Capitol Hill in DC.

147
00:22:35.845 --> 00:22:38.785
His name is Paul Brathwaite and I will have him briefly introduce himself and tell us about some of the work he has.

148
00:22:41.099 --> 00:22:48.085
Done alongside Virginia State University in President Abdullah, following my updates from the general assembly and what's been happening.

149
00:22:49.529 --> 00:22:53.095
So, as, you know, governor, Northam called the general assembly into a special session.

150
00:22:54.960 --> 00:23:04.315
Starting on August eighteen to address the legislation on. Excuse me, on state spending, the impact of covid nineteen and calls for police and criminal justice reform.

151
00:23:06.720 --> 00:23:10.825
The special session began with the governor's presentation of his budget recommendations to the joint committees.

152

00:23:12.775 --> 00:23:17.184

Which included support for Virginia's public HBCU's both Virginia State University and Norfolk State University

153

00:23:19.914 --> 00:23:31.434

were the only two institutions in the commonwealth to previously, or to have previously unallotted funds restored for one time funding during fiscal year twenty, twenty one. And as you can see from the chart

154

00:23:33.055 --> 00:23:36.025

Before you, six point five was restored

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00:23:37.589 --> 00:23:50.335

To agency two twelve and one point five million was restored to agency two, thirty four, which is our cooperative extension and agriculture research services. I credit much of this accomplishment to both President Abdullah and President Adams-Gaskin of Norfolk

156

00:23:54.539 --> 00:23:58.704

State University who both did an amazing job meeting jointly with legislators and members of the governor's administration leading into

157

00:24:01.980 --> 00:24:05.964

the special session and highlighting the increased need to support HBCUs

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00:24:07.049 --> 00:24:13.944

In light of the pandemic. the governor will present a revised forecast and budget actions in December, in mid-December

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00:24:15.414 --> 00:24:19.134

And that will help determine what they'll plan to restore for fiscal year Twenty two.

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00:24:20.605 --> 00:24:24.234

The general assembly currently remains in session and although there's no set calendar

161

00:24:25.974 --> 00:24:30.384

For the entire session, each chamber is expected to release their budgets in the near future.

162

00:24:31.525 --> 00:24:34.525

There are discussions taking place on funding for Virginia's higher education institutions as a whole.

163

00:24:36.954 --> 00:24:45.595

I believe that the state recognizes that the financial difficulties many of our institutions are facing as a result of the pandemic and in particular our four year institutions

164

00:24:48.025 --> 00:24:56.724

are the largest employers in their local areas and local regions now, whether or not the support will come in the form of additional financial aid or tuition moderation.

165

00:24:57.954 --> 00:25:03.625

Or some type of flexibility in funding to help cover our auxiliary costs or additional remaining funding from the CARES ACT money.

166

00:25:05.964 --> 00:25:15.714

We don't know just yet, but it's very likely that the state will provide some type of additional assistance for higher education here institutions in the commonwealth. There's also pending funding

167

00:25:17.009 --> 00:25:23.154

On the federal level that I will let Paul explain more about in his comments. Paul, are you there? I am.

168

00:25:27.089 --> 00:25:33.505

The floor is yours, my friend. Thank you. And thank you Eldon and good afternoon.

169

00:25:34.404 --> 00:25:36.414

Mr. Chairman and Mr. President. So I do work

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00:25:39.625 --> 00:25:42.115

In in Washington D. C. on behalf of the Council of 1890

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00:25:43.829 --> 00:25:52.855

Universities I've been doing work with the university for five plus years Now. I was hired when it was one hundred and twenty fifth year of the

172

00:25:54.565 --> 00:25:57.984

of the eighteen nineties and.

173

00:25:59.460 --> 00:26:05.755

Thirtieth anniversary a couple of weeks ago at the end of August with the celebration.

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00:26:07.464 --> 00:26:22.345

I'll be at virtually, but my, my role is in federal government relations and as many of you may know president Abdullah, what was elected chair of the nineteen universities. And so we have worked closely.

175

00:26:22.345 --> 00:26:23.214

And prior to Covid starting. We had started doing What we would normally

176

00:26:25.980 --> 00:26:28.974

Do is go to Capital hill and meet with members of Congress.

177

00:26:30.234 --> 00:26:33.984

Around the meetings in January with with names, you might know including our

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00:26:35.005 --> 00:26:43.134

Congressman, Bobby Scott, who is the chairman of the education and labor committee, and is a Virginia member of the House of Representatives, and Congresswoman Alma Adams who has been a

179

00:26:44.994 --> 00:26:56.515

stalworth for HBCUs from North Carolina and, and David Scott and and other members during a day of visits that President Abdullah did.

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00:26:56.904 --> 00:27:09.174

But then Covid hit, and much of our work is now moved to virtual work and and letter writing and has still proven to be quite effective.

181

00:27:09.714 --> 00:27:14.125

Congress passed three bills in March of substantial amounts of money.

182

00:27:15.505 --> 00:27:26.515

And each one of those bills included funding for HBCUs and for, and for the eighteen ninety's, including Virginia State. Congress is never passed trillion dollars like they have.

183

00:27:28.769 --> 00:27:38.125

Done this year. Unfortunately, after those bills, it passed on March the fourth March, the eighteenth and March the twenty seventh, They have to sort of a standstill

184

00:27:39.450 --> 00:27:48.055

in terms of, in terms of a fourth covid relief package, but even in the proposals that have been made, there are significant dollars that have been put

185

00:27:49.440 --> 00:28:01.434

Forward for HBCUs both in the heroes bill that passed the house in may on May fifteen, which included two point seven billion dollars for HBCUs which is an unprecedented

186

00:28:02.640 --> 00:28:07.224

amount of money in an emergency Bill and then the Republicans in the senate

187

00:28:11.069 --> 00:28:14.125

proposed the bill and in July that included 2.9 million dollars

188

00:28:16.710 --> 00:28:23.694

For HBCUs in a covid relief package prior to the.

189

00:28:29.095 --> 00:28:35.545

I wrote a letter to each of the leaders in Congress, the house, the Senate, and the, the appropriate committees.

190

00:28:38.069 --> 00:28:41.095

Specifically of a black college.

191

00:28:42.325 --> 00:28:45.625

Eighty nine is and in particular, those included.

192

00:28:49.884 --> 00:28:53.394

Space the healthcare needs the healthcare shortage.

193

00:28:56.875 --> 00:29:02.815

Pandemic increasing Pell brands to make up for.

194

00:29:05.454 --> 00:29:09.115

That both families would see in universities would.

195

00:29:10.914 --> 00:29:14.305

As a result of the of the pandemic, the letter.

196

00:29:16.079 --> 00:29:24.144

Good, but but but a member of Congress that I used to work for, I used to tell me that if we wrote a letter and nobody talked about it, it was as if nothing really.

197

00:29:24.809 --> 00:29:33.654

So, I was pleased that, you know, both when the letter was written, we were actually able to get some press out of it a publication on.

198

00:29:35.484 --> 00:29:42.535

Wrote a story specifically on the presidents letter, the Washington Post then pick that up Forbes magazine.

199

00:29:43.950 --> 00:29:49.224

About the the unique aspect and roll that land grants play and that all.

200

00:29:51.059 --> 00:29:57.384

President sent to the to the leaders in Congress, which again really just creates.

201

00:29:58.500 --> 00:30:03.684

For us to promote more of the of the collaboration that the nineteen universe.

202

00:30:04.230 --> 00:30:11.994

And it's one of the things that President tried to stress talk to members of Congress is that you have a ready made consortium of.

203

00:30:15.029 --> 00:30:19.674

Space and can lend themselves to solving other big problems. One of the big.

204

00:30:21.660 --> 00:30:28.464

That that were included in the package was funding to help you create more medical schools.

205

00:30:29.009 --> 00:30:32.454

Hospitals, as you all may know there are only four.

206

00:30:35.460 --> 00:30:38.545

So, Howard, Harry, Morehouse.

207

00:30:40.765 --> 00:30:44.095

And, and as a side note, because of the.

208

00:30:48.359 --> 00:30:51.684

Two weeks ago, announce that he was gonna give a hundred.

209

00:30:54.779 --> 00:30:57.744

To those four institutions twenty five.

210

00:30:59.130 --> 00:31:08.815

But Congress included a billion dollars in a build that was passed in, may do more to increase the number of medical schools that could be at this age.

211

00:31:10.825 --> 00:31:16.555

And shortly thereafter after some work that President Doula did with Senator McCain also.

212

00:31:18.630 --> 00:31:21.924

Letter that the, that the president wrote to members of Congress.

213

00:31:24.420 --> 00:31:28.315

Call the advancing medical education act, which again with.

214

00:31:29.365 --> 00:31:33.775

Medical schools, and with allocate a billion dollars and so I actually spent this morning.

215

00:31:37.704 --> 00:31:40.464

And it's the work that I do again.

216

00:31:43.349 --> 00:31:47.694

Inside your delegation and outside of the Virginia delegation as.

217

00:31:51.210 --> 00:31:56.815

Mentioned we had a number of members of Congress take video messages, touting.

218

00:31:57.539 --> 00:32:01.075

Counting the importance of eighteen nineties and, you know.

219

00:32:03.750 --> 00:32:07.464

Members of Congress, Democrats, Republicans, white members.

220

00:32:10.200 --> 00:32:14.125

Who who took time to participate?

221

00:32:17.305 --> 00:32:20.694

And last point I'll make is that, you know, it's one thing on the.

222

00:32:23.250 --> 00:32:28.224

Done, but the private sector is to try to become more engaged to, as part of our hundred.

223

00:32:29.430 --> 00:32:30.684

Private sector panel,

224

00:32:31.045 --> 00:32:35.005

and by the way that webinar was attended by over six hundred people,

225

00:32:35.005 --> 00:32:46.494

which is a pretty big to have with folks who tuned into here about the hundred and thirty of the anniversary in the work that we were doing presidents panel that President participated on with other.

226

00:32:49.079 --> 00:32:55.255

From North Carolina, a, and T, for Valley state in some of the executive committee members, but we had.

227

00:32:57.505 --> 00:33:07.404

Which is a successor to DuPont from Baer address sciences from Microsoft and from Walmart and you are.

228

00:33:09.569 --> 00:33:19.315

Yo, and founder of Netflix is contributing one hundred and twenty five million dollars to. And the ex wife of.

229

00:33:21.359 --> 00:33:26.875

Scott is contributing a hundred plus million dollars as well the I think this all.

230

00:33:28.855 --> 00:33:33.355

For both the eighteen nineties and for schools like Virginia state, two position.

231

00:33:35.335 --> 00:33:46.615

Of racial justice attention of covet to address some of the systemic problems that are country faces and that use and schools. Like, we're.

232

00:33:47.934 --> 00:33:51.565

Address and so I will, I will pause.

233

00:33:53.904 --> 00:33:57.295

And take any questions or comments that you might have, or turn it back over.

234

00:33:58.375 --> 00:34:01.345

Or you Mr chairman to proceed with the.

235

00:34:04.255 --> 00:34:13.014

We can, we can take any questions that you may have. Let me let me ask. We do have a question here. Go ahead. Go ahead. Dr. brown.

236

00:34:14.545 --> 00:34:16.675

All of the different entities that.

237

00:34:20.184 --> 00:34:23.875

When they released news articles in the papers specific.

238

00:34:28.440 --> 00:34:33.744

So, what's the process? Or is there anything that is.

239

00:34:41.070 --> 00:34:46.164

is it specific to those that were named or do they have a general pot that will be shared equally

240

00:34:47.070 --> 00:34:49.824

Use and they have to apply that whole.

241

00:34:51.210 --> 00:34:56.125

Great question. So what I would say on.

242

00:34:59.699 --> 00:35:03.414

That went to that went to schools and had medical schools. So, Virginia.

243

00:35:05.010 --> 00:35:10.764

Which is why we've been pushing to try to get Congress to do the one to try to help that. That would set up a.

244

00:35:16.019 --> 00:35:21.715

Since abuse entity within HHS, where we're universities would apply to herself.

245

00:35:23.760 --> 00:35:28.614

Side on the private sector side, the monies that that that that really.

246

00:35:31.530 --> 00:35:35.244

Some of that some of that money is going to some of that money.

247

00:35:36.360 --> 00:35:40.585

Marshal some of that money is going to to Spelman.

248

00:35:41.454 --> 00:35:45.114

and more house in atlanta. the money

249

00:35:47.125 --> 00:35:50.275

Some of that money will land at Virginia state. I imagine.

250

00:35:50.820 --> 00:35:54.385

I don't work for Thurgood Marshall. My guess is if money goes to.

251

00:35:59.454 --> 00:36:02.815

I'd recommend reaching out to them the same.

252

00:36:03.750 --> 00:36:16.494

At the same with Amazon who gave a million dollars I just read that John beer is giving a million dollars to Thurgood Marshall. I think what is happening with a number of these entities is there are more.

253

00:36:17.820 --> 00:36:20.304

This is where they have a direct connection.

254

00:36:24.625 --> 00:36:31.284

Or UN, CF that represents in schools, and they don't have to pick winners and.

255

00:36:33.929 --> 00:36:38.244

Some of the board members of those universities have connections to the.

256

00:36:39.534 --> 00:36:44.335

And they are the ones the board member will bring an opportunity to.

257

00:36:45.599 --> 00:36:49.945

Tell them, hey, you should do this at Virginia state, you know.

258

00:36:52.434 --> 00:36:56.875

At X, or Y, please, I will just tell you anecdotally and I'll just stop with this.

259

00:36:59.369 --> 00:37:04.434

So, I do work for a number of different companies and organizations, including the.

260

00:37:07.409 --> 00:37:15.175

Graduate my mom taught and eighteen ninety for twenty five. I grew up on an eighty, ninety campus, I believe into what they do, and I wouldn't be.

261

00:37:19.710 --> 00:37:23.695

Representing fortune, five hundred companies and universities, but four and eight.

262

00:37:25.945 --> 00:37:33.204

There there are companies who come to me and they say our board member said we should do work.

263

00:37:35.125 --> 00:37:38.304

And therefore, the CEO has said, that's what we're gonna.

264

00:37:41.639 --> 00:37:45.775

That focuses on African American professionals and helping place them.

265

00:37:47.215 --> 00:37:49.974

And the, like, that's how this is working. It's a.

266

00:37:52.260 --> 00:37:55.465

You know, I would like to think it's a meritocracy, but it is not as.

267

00:37:57.360 --> 00:38:00.355

Open wish it would be, but, you know, if you know.

268

00:38:02.909 --> 00:38:12.775

Go to them and ask them to look at a Virginia state because of the work that that the university is doing with grants they've gotten in the like, I think you would find it to be.

269

00:38:16.110 --> 00:38:22.764

On the on the radar screen, if I can, because I realized now.

270

00:38:23.610 --> 00:38:27.114

On the board members who are new, may not know the distinction between the different or.

271

00:38:28.590 --> 00:38:35.364

A human CF that is commonly thought of, as kind of the organization for black colleges is actually only the.

272

00:38:36.719 --> 00:38:40.974

Private Thurgood Marshall.

273

00:38:42.840 --> 00:38:46.795

Is it is the umbrella organization for public HBC?

274

00:38:47.489 --> 00:38:51.085

So just kind of wanted to, you know, he kind of said that visually, but just so, you.

275

00:38:52.199 --> 00:39:01.105

That's important to note and then we are in contact with TMC, president of teams who have Harry Williams to see how them I don't think they figured out yet, but how their Alex.

276

00:39:02.579 --> 00:39:11.065

Through programs at universities, let me ask this questions because the, these, the federal, the federal stimulus.

277

00:39:13.525 --> 00:39:22.824

Do you anticipate that a stimulus bill at some point we'll get passed and if it does maybe a timeline and if it does.

278

00:39:24.054 --> 00:39:28.315

One bill is two point seven. The other one was two point nine, you know, and again, I'm.

279

00:39:30.960 --> 00:39:35.034

So, we can hold you responsible for it, but what's your general feeling from being in the game?

280

00:39:38.034 --> 00:39:40.824

A, a bill will get past president villa.

281

00:39:42.869 --> 00:39:46.344

Question is when it is, is.

282

00:39:47.460 --> 00:39:52.855

And difficult from day to day, to figure out whether or not, it'll happen before election day, or.

283

00:39:54.264 --> 00:39:57.324

You should anticipate that a fourth corona virus.

284

00:39:59.215 --> 00:40:02.635

It will include dollars for many different.

285

00:40:03.744 --> 00:40:07.945

The house likes to tell you, it already passed a bill that.

286

00:40:10.889 --> 00:40:15.204

Get on and get it to the presence desk. The president said yesterday just go with the.

287

00:40:17.849 --> 00:40:23.304

Just go with the higher number because he understands that if my money gets out on the street in more money.

288

00:40:24.630 --> 00:40:29.005

That actually might be helpful and if he gets to sign another check, that that land.

289

00:40:31.590 --> 00:40:36.295

Does benefit as well so, you know, it just.

290

00:40:38.070 --> 00:40:45.324

But I knew I knew at a new set, a funding will be coming to hiring.

291

00:40:51.144 --> 00:40:54.324

If it doesn't happen before election day and change in a mi

292

00:40:55.199 --> 00:40:58.974

You can anticipate a large package in January.

293

00:41:02.514 --> 00:41:11.635

Being being pushed, that might be even bigger than anything that has been done today. I think we're at a very precarious point. Now.

294

00:41:12.329 --> 00:41:15.894

Depending on what happens with this with with the virus in the.

295

00:41:16.914 --> 00:41:26.184

And into the winter, we, we could be looking at a very, very dire situation. Come, come January but what the short answer is.

296

00:41:27.534 --> 00:41:29.184

I wish I could tell you the date.

297

00:41:31.829 --> 00:41:42.534

For higher ed, and for institutions like Virginia state Thank you, sir, thank you. Wasn't that true? That the first round of money that went to Hampton, the power.

298

00:41:44.215 --> 00:41:47.965

The scan union was directed to private institution.

299

00:41:48.480 --> 00:41:51.565

Or it's just coincidental that it was all Providence.

300

00:41:52.469 --> 00:41:57.625

No, the first round, the funds that I saw, but I didn't know if that had any.

301

00:41:58.889 --> 00:42:06.324

The disadvantage institution on that. Are you talking about federal government? Federal?

302

00:42:06.324 --> 00:42:18.324

Those is from the individuals, the first round, the funds that went to those four institution, they were all private institution. So that but I know it's all based on the desires of the.

303

00:42:19.530 --> 00:42:22.885

Are we operating in any disadvantage with people perceive.

304

00:42:25.045 --> 00:42:29.905

Public institution says it's sufficiently funded. Yeah. I mean, I think that's.

305

00:42:33.750 --> 00:42:42.204

But having a government funding, you've got a line coming from the federal government, you've got a line item coming from the state government as well, but.

306

00:42:46.704 --> 00:42:50.275

Are getting funding are getting and and, you know.

307

00:42:52.525 --> 00:42:55.344

At their universities, I mean, you know.

308

00:42:56.489 --> 00:43:07.045

Some some institution advancement offices are our huge at some of these schools that you just mentioned.

309

00:43:07.554 --> 00:43:11.934

Well, you've got someone who's going after individual donors you have someone who's doing foundation.

310

00:43:12.929 --> 00:43:16.704

Doing a grant money from, from, from companies.

311

00:43:18.300 --> 00:43:21.804

Some of this is just also having someone whose job it is to get up every.

312

00:43:23.039 --> 00:43:28.135

Who's giving out money and how do we just like the presentation before us? You know.

313

00:43:29.670 --> 00:43:37.465

Slide four, you know, if it's someone's job who gets up every day and is looking at this, you probably see a return on investment, but you got to depend.

314

00:43:40.349 --> 00:43:55.315

Put more faculty in place and, you know, it's a, it's a catch it's a catch twenty two in terms of, in terms of value prioritize and prioritize. My guess is when you're looking at the school that you just mentioned, you are getting the funding it it's.

315

00:43:57.894 --> 00:44:01.494

You know, present ability, you need to call this person chair, chairman, Richard.

316

00:44:03.119 --> 00:44:08.635

You know, MS current, you're in this state and we've gotten a grant into, you know, may.

317

00:44:10.260 --> 00:44:13.795

Whatever in Minnesota, whatever it might be that that's what's happen.

318

00:44:15.329 --> 00:44:21.594

Those those folks are seeing some results, but it takes some time and effort and and infrastructure.

319

00:44:24.114 --> 00:44:29.005

Live breathe and working environment, so I appreciate you sharing their perspective as well. And I think.

320

00:44:30.025 --> 00:44:38.514

Moving in that direction by engaging in a relationship with you, and hopefully you will hopefully expose us to some of those.

321

00:44:39.929 --> 00:44:45.264

I think that that letter that magical letter that doctor do a road,

322

00:44:45.264 --> 00:44:58.105

that seems has been so well received and certainly throughout it's helping to put us on the map and hopefully we'll get some money from that out for that that paper to that that let it.

323

00:44:59.280 --> 00:45:02.815

But it is all based on relationships and I think that we.

324

00:45:05.219 --> 00:45:17.485

Who, like the local one, the state level, but also as well and this is a good time for us to be out in that arena and we want to.

325

00:45:19.349 --> 00:45:23.724

And productive relationship with you Mr. Brunswick and.

326

00:45:26.219 --> 00:45:29.485

Or album yes rebook, you're up.

327

00:45:31.320 --> 00:45:33.235

I have a question actually,

328

00:45:33.235 --> 00:45:47.425

it's directed to talk to dula and I was just nothing that of a lot of money then appropriated or in the works for medical schools and we have a.

329

00:45:49.559 --> 00:45:55.585

But I was just wondering what your initial thoughts were about, something like that for state.

330

00:46:01.260 --> 00:46:05.215

In reducing health disparities, as relates to Colvin is critically important.

331

00:46:06.655 --> 00:46:12.894

That initiative is something that that we've been working for and on is to provide.

332

00:46:14.760 --> 00:46:24.864

To be in that number, if that kind of a proposal would passed, but we're also interested in in and asking the federal government to support nursing and other allied health.

333

00:46:25.469 --> 00:46:33.264

It was one of the big parts of the letter was, as we look at the dolphin related deaths in this country, African Americans have been more.

334

00:46:34.110 --> 00:46:37.614

You know, Cobra, nineteen does it? No color our healthcare.

335

00:46:38.789 --> 00:46:42.835

Right and so how do we make sure we can address our health our healthcare system.

336

00:46:43.800 --> 00:46:48.175

And part of that is with medical school, so, yeah, we're we are in favor of.

337

00:46:49.260 --> 00:46:53.574

Forwarded help for medical schools Thank you.

338

00:46:55.405 --> 00:47:03.144

Any other questions, if that yep, I'd like to sum up the report as you can tell.

339

00:47:06.385 --> 00:47:09.835

Excellent presentation, but as you can tell the president.

340

00:47:13.434 --> 00:47:17.454

You know, so many different leadership roles that he takes on, but they really are.

341

00:47:19.704 --> 00:47:23.244

At the forefront, and being a leader for eighteen.

342

00:47:27.114 --> 00:47:35.875

The council presidents here in Virginia, putting Virginia state at the forefront of leadership, they're really important. Really?

343

00:47:37.164 --> 00:47:40.045

We come in for all those efforts, thank you.

344

00:47:41.730 --> 00:47:47.755

And, likewise, we commend you as well, all of them pretty great job that you're doing. And as members.

345

00:47:51.264 --> 00:47:56.394

Constantly remembering our role as board members to.

346

00:47:58.409 --> 00:48:05.094

Provide introductions to people, and as a rule of thumb, whenever there's a source.

347

00:48:05.909 --> 00:48:10.344

Providing funding, or making them available funding to entities such as.

348

00:48:11.400 --> 00:48:17.155

I always go to sign out who the board members are just to see if there's someone that I know directly where.

349

00:48:18.809 --> 00:48:28.045

Sometimes you'll be surprised who is on the other end there, make it some of those decisions. So that's something that we can do in the meantime. And as we continue to.

350

00:48:29.844 --> 00:48:44.514

Can you say University bigger in better maps? The globe itself. Okay. Alrighty, if not does that concludes your report? Yes. Okay.

351

00:48:44.514 --> 00:48:51.864

Thank you. Both. And Paul we look forward to continue to work with. Cool. Okay. At this time we'll have.

352

00:48:52.530 --> 00:48:56.184

Our communications update by Dr dandruff.

353

00:48:59.065 --> 00:49:01.945

Good afternoon. Good afternoon. Everyone Mr. chairman of visitors.

354

00:49:04.559 --> 00:49:07.735

How the office of communications and university.

355

00:49:09.989 --> 00:49:16.315

Information out about the story of Virginia State University. Of course, this is helping to.

356

00:49:19.559 --> 00:49:29.514

For, which is to define the brand and tell story and effectively demonstrate and communicate the value of Virginia State University. And so we've been working really.

357

00:49:33.744 --> 00:49:37.164

Having been a member of the media for more than two decades that the media.

358

00:49:41.309 --> 00:49:51.085

Serving it to them and so that has been things in the priority of this offices to try to get that message out via traditional media as well as social media.

359

00:49:52.769 --> 00:49:57.594

A social media strategist has done a really good job in helping us to do that. So Mr.

360

00:50:02.579 --> 00:50:07.855

A has netted some very good positive media interactions for Virginia state.

361

00:50:08.730 --> 00:50:12.894

And starting with this event that was H***, just this past Friday. I know visitor.

362

00:50:15.085 --> 00:50:19.945

Committee meeting, and this was the issue regional policing task force, which was.

363

00:50:23.635 --> 00:50:29.304

Last Friday, and you can see from the pictures there. It it we had.

364

00:50:31.110 --> 00:50:37.735

Officials let state legislators that's state senator, Joe Marcy and the first picture talking to Dr. Abdul.

365

00:50:40.105 --> 00:50:47.514

The primary goal of this was to just to show that we are a part of the social justice.

366

00:50:49.800 --> 00:50:53.275

An initiative that was started by professor.

367

00:50:56.039 --> 00:51:00.954

Picture, and I think that she may talk a little more about this tomorrow, but this is a very.

368

00:51:02.460 --> 00:51:07.644

Fact, this got two full days of media coverage on last Thursday.

369

00:51:10.675 --> 00:51:17.965

And then again, on Friday, you can see in that last picture there that we had quite a bit of media coverage on the vs, regional policing.

370

00:51:18.480 --> 00:51:23.094

Force Mr. Harris if you'll go to the next slide we also.

371

00:51:23.880 --> 00:51:26.335

Huge reaction to the.

372

00:51:30.985 --> 00:51:38.094

In the entire nation, and I think that you will hear tomorrow from Dr show mango who created this.

373

00:51:39.389 --> 00:51:45.594

Teaches this course, and this slide that you're looking at here is just from a Google search the vs.

374

00:51:47.880 --> 00:51:52.135

Again, this picked was picked up all across the country Dr Mango.

375

00:51:54.929 --> 00:52:00.025

By all of the local news stations, the local, the local news.

376

00:52:03.954 --> 00:52:06.985

And this was covered from diverse issues in it.

377

00:52:09.570 --> 00:52:15.204

Country and we got very good media interaction from that story and again.

378

00:52:19.800 --> 00:52:25.675

Coverage we got from that story. Mr. Harris. If you move to the next slide there, that was.

379

00:52:28.320 --> 00:52:33.054

Netted some very good media interaction and it's addition to.

380

00:52:36.630 --> 00:52:48.594

The fact that announced that we would remain virtual, taking a stand that no of the university in the commonwealth had taken during this pandemic that received a great deal of media attention as well as well as the.

381

00:52:49.230 --> 00:52:55.284

Five hundred dollar technology siphoned the afforded to all of our students.

382

00:52:59.909 --> 00:53:03.235

That got quite a bit of media attention and we talk.

383

00:53:06.719 --> 00:53:20.184

Funding, and you can see here just a number of other store that did help to garner some positive media interaction for Virginia State University. Another thing that this office has been intentional about is trying to get our.

384

00:53:21.534 --> 00:53:25.284

Out there as experts on topics, we realize that.

385

00:53:27.175 --> 00:53:30.175

Very competent in the classroom, but they can't.

386

00:53:32.605 --> 00:53:38.755

As experts on different topics so if you go to the next slide, you will see.

387

00:53:41.400 --> 00:53:53.335

Words here at Virginia State University hoop attacked by local, regional and national media organizations to talk about different subjects from Dr mango and her course. Dr.

388

00:53:57.985 --> 00:54:00.835

By a number of media outlet. Dr.

389

00:54:02.280 --> 00:54:07.974

College of business has been tapped to talk about the economy and retail trends. Dr.

390

00:54:09.750 --> 00:54:16.554

Going to do a full segment on socialization of marijuana that will be aired bleed.

391

00:54:19.050 --> 00:54:28.195

But in addition to those faculty experts Dr Abdul, of course, loves to tell the story and he is masterful at telling it. And so we leverage.

392

00:54:30.300 --> 00:54:34.375

Some of the immediate interactions that Dr. Abdul I have had one.

393

00:54:37.079 --> 00:54:45.324

Panelists on news one where they were talking about and the vote and so he was a panelist on that. So we're doing is.

394

00:54:49.860 --> 00:54:53.994

Serving as an expert to talk about HPC use and their mission.

395

00:54:54.570 --> 00:54:58.405

Well, now, unfortunately, all of the news hasn't been great and.

396

00:55:00.085 --> 00:55:04.315

Just a little while ago. Mr. Harris if you go to the next slide, we did have.

397

00:55:07.494 --> 00:55:19.164

Mostly dealing with Napa and budget, where we, some headlines that were not so positive. Most of those were by the exact same media source you can move on to the.

398

00:55:22.590 --> 00:55:30.204

The genesis behind some of the town hall meetings that we did because a part of public relations, of course, is communicating with your public.

399

00:55:31.920 --> 00:55:37.164

Over the past a few months we have held at least six town halls.

400

00:55:38.190 --> 00:55:47.695

Starting on July, eight with the alumni, and then offered primarily for just students and then you staff then for parents and guardians and then after we.

401

00:55:49.139 --> 00:55:53.605

Fully remote the semester we held another one for students and parents.

402

00:55:56.309 --> 00:55:59.184

Town hall meeting with alumni, so you can see the.

403

00:56:03.925 --> 00:56:07.224

Town hall meetings and they got better and better as we.

404

00:56:10.914 --> 00:56:15.804

Realizing that this was something new. It took us a minute to get everything to where they would.

405

00:56:17.010 --> 00:56:20.664

But I think we've gotten there thanks too. Mr. Harris and his staff over in.

406

00:56:21.599 --> 00:56:30.864

And again, with Tanya Harris, who has been masterful at getting us out there on social media, also, president of dula, who it's my.

407

00:56:33.119 --> 00:56:36.025

Here, when I say that he has a.

408

00:56:39.989 --> 00:56:44.244

Story because he has more followers on Twitter then I think almost any other.

409

00:56:46.949 --> 00:56:51.534

Five of that, so we use that to help get the story out there.

410

00:56:52.855 --> 00:57:01.344

I think that the last line Mr. Harris, I'm happy now to answer any questions. If there aren't regarding our efforts to tell the.

411

00:57:04.559 --> 00:57:11.905

Okay questions, thank you. Not to do.

412

00:57:13.260 --> 00:57:27.144

Very comprehensive report and all the good work that you guys are doing, getting the, the, the story near and far. Thank you. Okay. At this time we'll have an institutional is answered by.

413

00:57:29.250 --> 00:57:34.315

Good afternoon everyone and I hope you all are doing extremely well. Mr. Harris.

414

00:57:36.989 --> 00:57:42.385

Fiscal year twenty dashboard, our final report as of June thirty you can see our.

415

00:57:43.614 --> 00:57:48.715

Raises two point six million compared to fiscal year. Nineteen of three million.

416

00:57:51.690 --> 00:57:56.695

Thousand compared to three hundred and thirty thousand and fiscal year. Nineteen.

417

00:58:00.690 --> 00:58:06.175

Being impacted at the university by the virus and so what we typically.

418

00:58:10.019 --> 00:58:22.014

Alumni weekend to demonstrate under the monetary lines, we did not have that issue. So there is a decline in it in that section and our total dollars rays at two point eight million compared to fifty.

419

00:58:23.820 --> 00:58:29.844

Three million, and then our total dollars at two thousand three hundred and ninety five don't.

420

00:58:30.894 --> 00:58:35.005

For fiscal year, twenty, and looking at fiscal year nineteen at two thousand.

421

00:58:38.844 --> 00:58:42.565

And I total donors. Excuse me? However, our total dollars.

422

00:58:44.485 --> 00:58:47.094

In our in our philanthropy, if you look at.

423

00:58:50.844 --> 00:58:55.614

one point one million compared to one. and fiscal year

424

00:58:56.695 --> 00:59:04.585

However, I'm donors increase and so at one thousand, seven hundred and seventy eight dollars and our alumni alumni association, compared to fiscal.

425

00:59:06.360 --> 00:59:10.315

Six hundred and eighty seven donors, faculty and staff.

426

00:59:16.800 --> 00:59:24.925

Of course, the faculty and staff support and giving back to the institution the donor account remained the same at about one at one on nine and then a corporation.

427

00:59:28.170 --> 00:59:33.175

Two million fiscal year, nineteen at one point. Three million. And then.

428

00:59:36.534 --> 00:59:40.974

One hundred and forty four dollars compared to the fiscal year. Nineteen at one hundred.

429

00:59:43.315 --> 00:59:49.315

And our donors as well as dollars and corporations and foundations, if we've got. So I'm.

430

00:59:54.505 --> 00:59:58.795

This report is as a third as August as August thirty first and so we look.

431

01:00:00.715 --> 01:00:06.684

Our office been able to raise six hundred and twenty two thousand dollars compared to last fiscal year at three hundred.

432

01:00:10.195 --> 01:00:13.344

Increase in our charitable giving to the institution if we look at our.

433

01:00:16.889 --> 01:00:20.755

And non trivial activity on campus at twelve thousand.

434

01:00:23.070 --> 01:00:29.364

three thousand. for a total value raise of six hundred and thirty four thousand. compared fiscal

435

01:00:32.965 --> 01:00:38.815

and our total donors we have a count of four hundred and ninety eight which is a increase of last year over last year

436

01:00:39.835 --> 01:00:42.744

and fifty five. we don't sorry

437

01:00:44.760 --> 01:00:56.514

At two hundred and eighty three thousand, comparative fiscal year twenty at one hundred and fifty four thousand and again an increase in our alumni donors. And so we appreciate of course, all of their supporting efforts and supporting our students.

438

01:00:57.715 --> 01:01:03.025

A donor counted three hundred and ninety seven as a record on August.
Thirty first compared to last.

439

01:01:06.000 --> 01:01:11.275

Faculty and staff almost tripling the number and the fiscal year morning
at thirty thousand.

440

01:01:12.750 --> 01:01:20.875

Display your twenty at eleven thousand and and due to the, the support of
our vice president as well as our.

441

01:01:21.925 --> 01:01:29.664

giving that by way of supports and the institution by way of payroll
deduction and pledging to support the institution increasing. their
support to the

442

01:01:31.590 --> 01:01:42.655

Of their support back to our students as well as the university is so
tripling the number of faculty and staff there our corporations
organizations two hundred and six.

443

01:01:44.070 --> 01:01:49.074

complete the fiscal year twenty at one hundred and forty five thousand.
while the increase

444

01:01:53.695 --> 01:02:00.505

Of nineteen dollars this fiscal year, compared to the previous year of
twenty in twenty, twenty of twenty seven dollars.

445

01:02:06.449 --> 01:02:12.894

Today at Y, twenty one. Okay.

446

01:02:13.614 --> 01:02:17.755

Looking at our fiscal year. Twenty, twenty one goals we wanted to
identify.

447

01:02:21.119 --> 01:02:24.534

Our efforts and promote philanthropy is awesome as well as.

448

01:02:26.635 --> 01:02:32.125

And so one of our major goals is to increase the virtual engagement
opportunities for the institution.

449

01:02:32.875 --> 01:02:36.534

This ability resides in our alumni relations space as well as our stewardship. And so.

450

01:02:37.230 --> 01:02:42.114

Are able to engage with our donors as well as the alumni body increase donors.

451

01:02:43.824 --> 01:02:50.605

So f, twenty of you saw two thousand, three, hundred and ninety five. And so we're, we're hoping to be able to increase that through our social.

452

01:02:55.885 --> 01:03:05.125

And then increase the number of corporate and foundation proposals to sue per month. We are, as a small shop are definitely trying to be aggressive in our, our major.

453

01:03:06.025 --> 01:03:10.554

By the way of our corporations and foundations and organizations who are looking.

454

01:03:12.690 --> 01:03:15.954

Programs and offerings, and the scholarships that we're able to provide.

455

01:03:18.684 --> 01:03:26.844

And our next slide, so wanted to share a little bit about our major gifts that we have been awarded this fiscal year. We'll sign up with the.

456

01:03:30.204 --> 01:03:35.304

And I wanna think Dr Turner with the foundation for his supporting, providing this.

457

01:03:38.335 --> 01:03:42.385

And we were able to submit a proposal, and we're awarded one hundred and fifty thousand dollars.

458

01:03:43.829 --> 01:03:47.304

By way of laptops and wireless access to provide for us.

459

01:03:48.235 --> 01:03:53.784

The foundation at fifty thousand dollars for technology support PC.

460

01:03:58.525 --> 01:04:01.525

At ten thousand dollars, and this is to really enhance.

461

01:04:02.489 --> 01:04:06.625

Skill development of faculty as well as students and then the Micro.

462

01:04:08.550 --> 01:04:12.835

By way of the College of engineering, a proposal that we were able to put together.

463

01:04:13.530 --> 01:04:20.664

So, support student activities and student programming as well as the student organizations within the college. And then as you all.

464

01:04:25.195 --> 01:04:30.355

Which is providing thirty five million dollars to emerging the state.

465

01:04:32.304 --> 01:04:36.204

We are working on the proposal right now to provide dominion energy.

466

01:04:37.019 --> 01:04:40.675

Five million to three million within that range to submit to the.

467

01:04:43.344 --> 01:04:47.815

Visitor Murray for his support and working with the University.

468

01:04:49.644 --> 01:04:55.494

Advocate university within the organization of dominion energy and our next.

469

01:05:01.494 --> 01:05:05.605

A little bit about again, some pipeline and pending suppose.

470

01:05:08.909 --> 01:05:13.164

To bring major gifts to the institutions, though, this shows a little.

471

01:05:19.554 --> 01:05:23.994

The truest foundation at thirty thousand dollars has been submitted. We've asked.

472

01:05:26.309 --> 01:05:29.755

To help with the retention rate, but also providing.

473

01:05:33.090 --> 01:05:38.695

In the Herndon foundation, a proposal of fifteen thousand dollars was submitted and this system support a similar.

474

01:05:42.684 --> 01:05:45.235

With the College of engineering, the community.

475

01:05:46.974 --> 01:05:52.764

Visitors stabbed Meyer for opening the door and continue the conversation with the community foundation for an opportunity.

476

01:05:56.364 --> 01:05:59.905

I'm looking at how the community foundation can support the hill.

477

01:06:01.105 --> 01:06:04.585

As well, as the honest program, FedEx is the.

478

01:06:11.099 --> 01:06:21.204

For FedEx, and we look forward to submitting that proposal at one point five million that request will focus on scholarships as well as an executive leadership pipeline and we hope to be able to.

479

01:06:24.085 --> 01:06:32.545

Experiential experiences and Webinars and sessions for students to be fully prepared to take on the next career. Bloomberg.

480

01:06:36.655 --> 01:06:40.315

Helping us to fine tune. This proposal is a little different. This was.

481

01:06:43.525 --> 01:06:53.784

But some individuals are way a visitor assessments to so it's to strengthen this proposal. And so this proposal will be submitted to Bloomberg philanthropies with the focus on the.

482

01:06:56.425 --> 01:06:59.875

For technology for students to be able to have access.

483

01:07:01.110 --> 01:07:09.175

Southern company foundation, five, hundred thousand and that proposals actually do what the end of this month and so we're finalizing and working through that. The ask is for.

484

01:07:11.190 --> 01:07:15.114

Students support, and the SIM area, and so students who have an.

485

01:07:17.730 --> 01:07:26.125

Computer Science, this, this particular foundation grant will focus on that effort and within that college, and then the artist.

486

01:07:29.639 --> 01:07:35.094

To focus on the, a diversity and inclusion initiatives that we have here at the Institute.

487

01:07:37.469 --> 01:07:40.644

In our next slide against some additional.

488

01:07:43.530 --> 01:07:47.934

Butler a foundation and MIT.

489

01:07:50.670 --> 01:07:56.454

So, these funders we have previously also had a conversation with Smithfield and so thank you. So.

490

01:07:58.344 --> 01:08:07.824

Paying for his assistance and again, establishing that relationship and so we hope to close the loop on that within the coming months next.

491

01:08:11.425 --> 01:08:15.534

So, a little bit about what our strategy is, and then within the office institution.

492

01:08:17.725 --> 01:08:21.805

Built both by overall office are our, our progress.

493

01:08:27.444 --> 01:08:30.925

There has been a lot of activity and engaging.

494

01:08:32.430 --> 01:08:39.984

We did a alumni idea, new grant campaign. So this was for alumni to submit their letters of encouragement and inspiration that we actually.

495

01:08:42.270 --> 01:08:48.085

To our class of twenty twenty until the new graduates received these letters as a thank you as a.

496

01:08:49.770 --> 01:08:53.125

Inspiration and encouraging word from alumni, but also.

497

01:08:55.345 --> 01:09:00.145

We're building bridge for alumni and students to come together and begin to.

498

01:09:02.274 --> 01:09:07.824

And as well as to connect them with their local and regional chapters within area.

499

01:09:08.729 --> 01:09:15.145

Again, as Dr danger shared the virtual alumni hall meeting, we actually have one last week and so again.

500

01:09:17.635 --> 01:09:22.795

Our class coordinated training, this was conducted a month ago, which would allow our platform.

501

01:09:25.800 --> 01:09:29.725

Classes ending in one in six is to be prepared and have the reason.

502

01:09:31.109 --> 01:09:35.305

To cultivate, and again to connect with their classmate. So when Carson.

503

01:09:40.194 --> 01:09:51.534

In our annual fund space, we were able to actually launch our Roger stadium virtual sell out. This is actually a part of our home common activities where we encouraging donors alumni, France.

504

01:09:52.439 --> 01:09:55.465

Anyone within the charging community to support these.

505

01:09:58.795 --> 01:10:03.564

One seat within the stadium, represent a gift of twenty five dollars and so we hope that.

506

01:10:08.220 --> 01:10:12.954

All of the proceeds from this, this initiative will go to support that fine. And so this.

507

01:10:16.194 --> 01:10:19.614

Wants to have our homecoming celebration also.

508

01:10:23.279 --> 01:10:29.994

So, our alignments, which are last year, but unfortunately not this year donors and so we hope.

509

01:10:32.335 --> 01:10:36.625

As we go into f, twenty one, he's solicitation.

510

01:10:39.625 --> 01:10:42.414

Being able to solicit donors, but also providing.

511

01:10:44.305 --> 01:10:50.725

On the progressive I, a, all the amazing things are students, faculty and staff are doing and so this is a monthly.

512

01:10:53.760 --> 01:11:01.074

That goes out from our constant contact platform and then my phone calls and emails again, live on the acronym.

513

01:11:03.715 --> 01:11:06.534

And so we are calling our donors asking them, of course.

514

01:11:08.154 --> 01:11:10.645

We actually look at this every single week.

515

01:11:14.814 --> 01:11:20.845

Have to give to the institution in comparison to last year. This is something ongoing that we meet every other week.

516

01:11:27.295 --> 01:11:31.765

And I major get that same. We just shared a little bit about what that would look like. And so.

517

01:11:35.694 --> 01:11:40.765

And then some of the dollar meetings and activity that we have, of course, community foundation IBM.

518

01:11:45.324 --> 01:11:50.904

And our stewardship, this quarter, we've been able to do our weekly. Thank you call. I think you can never think.

519

01:11:53.845 --> 01:11:59.515

We have done that as part of our weekly routine is to call are known as weekly to say, thank you.

520

01:12:02.274 --> 01:12:07.824

And then looking at against sorship opportunities for our donors, a ten thousand dollars or more, and and giving them a small.

521

01:12:09.390 --> 01:12:14.515

From our office in from the institution next I understand.

522

01:12:18.414 --> 01:12:18.564

And.

523

01:12:21.295 --> 01:12:27.505

Sharing some of what we're planning to do, of course, the virtual homecoming, which is October twenty, third and twenty fourth.

524

01:12:28.770 --> 01:12:36.414

What those events the detail on our last slide the Trojan tenant attended this is a recognition program where we recognize.

525

01:12:39.925 --> 01:12:47.664

Within the last ten years, and so really providing an opportunity to recognize them for their contributions within their major.

526

01:12:50.604 --> 01:12:53.814

Of their connection and support of the institution and then.

527

01:12:58.345 --> 01:13:04.074

Every single year, and so we'll be working with our class coordinators to send out solicitations to their classmates.

528

01:13:06.744 --> 01:13:11.814

The annual fine continuing with our annual Roger stadium, sell out, which.

529

01:13:16.015 --> 01:13:24.024

A lot of phone calls, however, in quarter two, we'll be looking at giving Tuesday, which is a national day of giving for nonprofits on this day is on.

530

01:13:26.460 --> 01:13:30.414

As we had in the previous year, how major gifts.

531

01:13:34.914 --> 01:13:39.265

You've done more than that, and so we'll continue network in that area and then we'll also have.

532

01:13:41.310 --> 01:13:46.854

Which we hope to be able to have made to a virtual visit, but the president will have.

533

01:13:52.104 --> 01:14:00.925

And so we look forward to welcoming him in either in a virtual space, or here at the institution and then stewardship continuing our, thank you called. I'm looking at our.

534

01:14:02.154 --> 01:14:07.854

And then, of course, the annual report, and I think it's one.

535

01:14:10.435 --> 01:14:15.835

Again, talking about our homecoming events and virtual alumni homecoming, we've received a lot of individuals.

536

01:14:18.895 --> 01:14:23.215

So really just have fellowship with each other, even in a virtual space, and no way.

537

01:14:26.635 --> 01:14:31.404

However, we did want to provide this opportunity and really providing.

538

01:14:32.520 --> 01:14:36.265

For twenty, thirty minutes twenty four will be hosting.

539

01:14:38.034 --> 01:14:47.755

So, if you enjoy that, please look, we hope you join it our virtual five K and as well as our half time. So when Day party, which will highlight.

540

01:14:48.720 --> 01:14:52.465

Will be a part of in person oncoming so the, the marching band.

541

01:14:54.024 --> 01:14:57.654

As well, as the football team, and so really highlighting those program.

542

01:15:01.255 --> 01:15:07.944

We were hoping to sell off the stadium and raise funds to support solution assistance. And I believe that is.

543

01:15:10.375 --> 01:15:21.295

I will open the floor for any questions. Do you have any questions? That's quite an impressive report. Thank you for sharing and all that. You have to know what.

544

01:15:23.789 --> 01:15:30.895

Conditions is the tough environment and with staff members explore, but hopefully that will change.

545

01:15:31.920 --> 01:15:40.314

What would you just give us an overview of where you are with staffing right now? Doing now that the budget will provide some opportunity? But I think.

546

01:15:41.250 --> 01:15:53.935

For the sake of context, I think that the board needs to I understand who is doing all this working relatively small staff that you had a great job. Thank you. So.

547

01:15:56.939 --> 01:16:00.175

Then team members within the office of institutional advancement.

548

01:16:03.354 --> 01:16:09.055

Half of the team represents our advancement services department and so they really manage that get processing system.

549

01:16:09.569 --> 01:16:22.015

So, receiving gifts by mail in online systems, tracking that as well as our prospect strategy and so those, those weekly and BI, weekly meetings that we have, they really are part of that outside of.

550

01:16:25.885 --> 01:16:29.364

As well, and the myself who takes part of both.

551

01:16:32.460 --> 01:16:36.175

Training and volunteers for alumni as well and.

552

01:16:40.465 --> 01:16:50.904

And establishing the relationships with donors partners and funders for the institution and the number of vacancy is you have yeah. So currently.

553

01:16:53.970 --> 01:17:04.135

There that includes the, the vice president of institutional advancement.
Great. So you get us in.

554

01:17:07.079 --> 01:17:10.074

Stated earlier we know that is.

555

01:17:10.649 --> 01:17:14.784

Not that bill is supportive. We have to also be prudent.

556

01:17:16.350 --> 01:17:22.255

I just wanted everyone to understand the context in which you're
operating and evolve.

557

01:17:23.640 --> 01:17:32.395

Do an innovation that you're employing in some of the ways that you're
attempting to to continue to.

558

01:17:33.715 --> 01:17:38.064

The any questions or any other comments from anyone for the board.

559

01:17:39.774 --> 01:17:44.034

A quick comment yes, I think we can keep.

560

01:17:49.050 --> 01:17:49.560

Okay.

561

01:17:57.505 --> 01:18:00.895

I am newer, so apologies that this question.

562

01:18:02.159 --> 01:18:08.244

Is repeat I notice that the amount of donors went up, but the dollar
amount went down.

563

01:18:08.364 --> 01:18:17.425

And so I was curious, there's an opportunity to also establish, like, the
donation goal when we try to start people at a higher number, as we think
about the.

564

01:18:22.109 --> 01:18:29.215

Yeah, that's a great question Thank you for that. So, part of what we do is kinda focused on the donors and the dollars, but also the move management.

565

01:18:31.284 --> 01:18:36.685

While a donor, maybe at a certain level, our goal is to move them up incrementally to increase.

566

01:18:39.659 --> 01:18:43.015

Strategies and increase in both dollars and donors.

567

01:18:47.010 --> 01:18:50.484

Thank you you're welcome any other question.

568

01:18:56.069 --> 01:19:00.055

If not relations work that you.

569

01:19:01.829 --> 01:19:13.795

The patient with us no problem. Thank you. Alright. Is that okay, this concludes the formal reports and recommendations.

570

01:19:15.270 --> 01:19:23.845

Do we have any other business to come before us additional comments or? I know Beverly is.

571

01:19:25.920 --> 01:19:29.604

Tomorrow we do have a little time, I don't know if you wanted to make any comments.

572

01:19:36.354 --> 01:19:41.635

I have one question. Yeah, it's not the group or common. I guess we do.

573

01:19:44.604 --> 01:19:49.375

I guess there's a question I think I asked every year about the board. I know there's no.

574

01:19:54.685 --> 01:20:01.225

At all, but I'm a big advocate and I'm sure those of you who write grants quite often.

575

01:20:05.609 --> 01:20:15.805

The patient from your board so I'd like to ask one. Do we have one hundred percent participation from our board? Okay as you.

576

01:20:17.220 --> 01:20:28.675

To me to answer that question, I know that our goal is to have a hundred percent participation, but I think as a public institution, we need to be very careful.

577

01:20:31.494 --> 01:20:35.845

Push that and promote that and ensure that, but we do.

578

01:20:37.135 --> 01:20:40.194

As you in the past, we give you a status report because.

579

01:20:42.060 --> 01:20:51.055

So many boards, you don't know, and one fiscal year and another begins and you think that you've made a donation and that was last year, even though it's this year in your mind.

580

01:20:52.375 --> 01:20:59.515

That is something that's very, very important. I'm like, you bring it up because it's it is very important. Is funders.

581

01:21:01.859 --> 01:21:06.625

Begging for money and funding money, having one of the things that we look at is always.

582

01:21:09.510 --> 01:21:12.774

And if, you know, it's not just absolutely.

583

01:21:15.210 --> 01:21:25.944

Patient because it absolutely does it believe in your mission why should anyone else absolutely. Thank you for bringing it up and we'll make sure that we continue to report that number out.

584

01:21:26.515 --> 01:21:28.375

Oh, on a regular basis.

585

01:21:32.369 --> 01:21:43.045

It could be a both and is that participation from the board member individually or also the board members company there can be most of the time we say, give and over get.

586

01:21:44.635 --> 01:21:57.625

So, got it, it says some of us out. So, if it were only what you give, I mean, I think that would be for a number of boys, and many of us serve one. We wouldn't be able to get.

587

01:21:58.739 --> 01:22:02.635

But, yes is give and or get. Yes that's typically.

588

01:22:03.475 --> 01:22:13.135

Yeah, the statement to the statement that they present to, you will show both your personal donations and what you assisted in getting. Exactly. Thank you for that clear.

589

01:22:15.145 --> 01:22:23.935

A visitor Richardson, this is really interesting. Thanks work. Now what you mean? Sorry for being a little late to the meeting. Greetings to all of you.

590

01:22:25.465 --> 01:22:30.595

It's a pleasure for me to continue to represent the Virginia State University foundation as visit original.

591

01:22:34.229 --> 01:22:39.984

I just wanted to take this opportunity to specifically think this is here is.

592

01:22:41.130 --> 01:22:44.364

That institutional advancement is doing in this time where they.

593

01:22:45.595 --> 01:22:48.564

As was mentioned working with a very.

594

01:22:50.274 --> 01:23:01.614

She has been a great partner for us at the foundation. Look forward to telling you some of the things that we're working on. Also like to acknowledge the work that I believe.

595

01:23:03.414 --> 01:23:06.295

President dula as well as a visitor Richard.

596

01:23:07.074 --> 01:23:16.824

And making sure that the foundation is a partner, both with university and with this committee again, thank you for the acknowledgement. Thank you.

597

01:23:20.484 --> 01:23:31.135

And for thinking outside the traditional box, and some of the things that you're doing, and some of the things that you mentioned tomorrow, we appreciate the support of the of the foundation board members.

598

01:23:32.310 --> 01:23:39.805

Us a leader that fine. Okay. Any other comments.

599

01:23:42.569 --> 01:23:55.135

I'm sorry, I'm being very talkative today. I have talks. Go ahead. Especially since Beverley is on on on the call and nail with the foundation. I know we have.

600

01:23:56.609 --> 01:24:00.505

I say we do, I don't know if we do or not. This is the question. Do we have a.

601

01:24:02.364 --> 01:24:09.805

Endowments that potentially need to be looked at, in light of the fact that we need unrestricted.

602

01:24:11.875 --> 01:24:16.885

Do we have a lot of those? Is there a process in place to go back to those? Don't.

603

01:24:18.029 --> 01:24:27.265

Connect with them to see if they will unrestricted or some kind of way release funds so that they can come over to the unrestricted side. Yes. So okay.

604

01:24:28.470 --> 01:24:38.755

A major project to go through and ax donors to soft in some of the requirements that were very restricted. And so we got we've got a lot of great.

605

01:24:40.194 --> 01:24:49.045

And just recently, I spoke to doctor Turner about going back and looking at that again, given the current circumstances that we're in on that process.

606

01:24:51.204 --> 01:24:54.475

To start soon and we'll start with some areas.

607

01:24:57.449 --> 01:25:04.015

Because of the restrictions and sort of work our way down. So thank you for that question. Great question.

608

01:25:06.354 --> 01:25:10.675

And typically, you know, we always want to have a little.

609

01:25:11.430 --> 01:25:15.295

Possible, but we also recognize the fact that it's the donors money.

610

01:25:16.380 --> 01:25:25.885

When it's our turn to give we want to have some input in it. So, the, this session is to make sure that when we create restricted funds that we.

611

01:25:26.635 --> 01:25:37.435

Are flexible and provide some flexibility because we don't want to make it so that within a certain period of time, we've made that view.

612

01:25:38.694 --> 01:25:47.484

And make use of those funds, or it may not be the best use of it, but unrestricted is always the preferred, but yeah, that way.

613

01:25:49.770 --> 01:25:55.524

As flexible as possible anyone else.

614

01:25:57.744 --> 01:26:01.135

Well, do you wanna give me the award for chair and the short is meeting.

615

01:26:06.595 --> 01:26:10.555

I would just like to thank you and by way.

616

01:26:12.119 --> 01:26:15.234

And for having a very.

617

01:26:17.399 --> 01:26:21.805

A, very so a meeting we did very well.

618

01:26:22.500 --> 01:26:26.034

We didn't have very many interruptions. We didn't have, you know, technical.

619

01:26:27.449 --> 01:26:34.015

This is a good thing. I think we're learning do the structural thing very well. Thank you.

620

01:26:35.670 --> 01:26:46.975

All of that does belong to Dr red and the staff for this is usually advancement and everyone plus is the latter part of the day. If we can't learn by. Now, we're pretty weak.

621

01:26:48.930 --> 01:27:02.845

But, no, this is a good productive meeting and we look forward to many more and and this, yeah, we need to commend and continue to encourage the staff because they are doing.

622

01:27:03.750 --> 01:27:09.984

Phenomenal job in spite of the challenges and we understand why they are and it's not a criticism criticism.

623

01:27:13.645 --> 01:27:25.314

And we look forward to enhancing the, the availability of resources and, and we're gonna do some really great things.

624

01:27:25.314 --> 01:27:39.805

So it will be on the, the top, ten, fifteen list for a number of percentage of alumni giving in and the average gift for for alone. We're going to set something.

625

01:27:41.125 --> 01:27:48.024

Ambitious and goals going forward, but with your support, we know we will be successful.

626

01:27:48.810 --> 01:28:02.305

If there's no other questions, I would take a motion for adjournment. So do I have a second soldier?

627

01:28:05.635 --> 01:28:05.994

Bye.

628

01:28:07.920 --> 01:28:09.114

Thank you. Thank you. Mr.