

Board of Visitors
Electronic Institutional Advancement Committee
February 4, 2021; 1:00 p.m.
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WEBVTT

1

00:00:00.000 --> 00:00:08.609

That's today, so I'd like to go ahead and get started with our institutional advancement meetings for today.

2

00:00:08.609 --> 00:00:14.608

So, welcome everybody, thank you for joining hope you have a great day, staying more and safe.

3

00:00:14.608 --> 00:00:20.820

Most of us are virtual, and there's some folks that are in the room as well at Virginia state.

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00:00:20.820 --> 00:00:25.019

Just a few reminders.

5

00:00:25.019 --> 00:00:35.340

Since we are all virtual, if you are not talking, if you could put yourself on mute would be great and eliminate some of the background noise and make sure that we can hear everybody.

6

00:00:36.390 --> 00:00:46.500

Um, my name is Sharon. Gordon. Uh, Mr Richards is not able to be here. Mr. Richard son is not able to be here with us today. So I am.

7

00:00:46.500 --> 00:00:51.990

Stepping in to fill his very big shoes so it's my 1st time right? In a meeting.

8

00:00:51.990 --> 00:01:03.810

So, bear with me, I will try to make sure I don't miss anything and we also have a ton of great agenda items today. Great conversation and we'll also get a chance to here.

9

00:01:03.810 --> 00:01:08.670

From this hall for the 1st time today, so really excited about what we're going to cover.

10

00:01:08.670 --> 00:01:14.099

Why don't we go ahead and do a roll call to get us started.

11

00:01:14.099 --> 00:01:19.260

I'm going to ask Dr red to to help us with the role.

12

00:01:19.260 --> 00:01:22.530

Good.

13

00:01:22.530 --> 00:01:28.620

Good afternoon.

14

00:01:28.620 --> 00:01:35.129

Here that.

15

00:01:35.129 --> 00:01:38.879

Here.

16

00:01:44.189 --> 00:01:47.430

Your bombard here.

17

00:01:47.430 --> 00:01:51.390

The present.

18

00:01:57.750 --> 00:02:02.099

All right, you on Wednesday, director and expert issue, remember.

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00:02:02.099 --> 00:02:09.090

President, and we would like to recognize new to you.

20

00:02:09.090 --> 00:02:14.520

Many of you, you foundation rather than Thank you present.

21

00:02:16.050 --> 00:02:21.750

Mad sharing do have a long board members presence.

22

00:02:21.750 --> 00:02:33.569

Thank you Dr, Ed next I would love for us to have an indication and we are joined today by wherever jasmine Graham, director of campus ministries.

23

00:02:33.569 --> 00:02:37.979
Good afternoon. Let us free.

24

00:02:37.979 --> 00:02:42.240
Loving creator, we sent it to, you.

25

00:02:42.240 --> 00:02:47.729
In this hour that asking you to bless us and help us as we are gathered together.

26

00:02:47.729 --> 00:02:52.259
We pray for your guidance in the matters at hand.

27

00:02:52.259 --> 00:02:56.939
And we ask that you would clearly show us how to conduct that work.

28

00:02:56.939 --> 00:03:00.870
With the spirit of joy, and if the enthusiasm.

29

00:03:00.870 --> 00:03:04.020
Give us the desire to.

30

00:03:04.020 --> 00:03:08.250
Find ways to excel in our work and we, thank you for those.

31

00:03:08.250 --> 00:03:14.729
Who have gathered here today in the name of our collective in.

32

00:03:14.729 --> 00:03:18.900
Your pastor.

33

00:03:20.430 --> 00:03:24.629
All right next I'd like to move us forward with approval of our agenda.

34

00:03:24.629 --> 00:03:28.139
So, we can get a motion to approve the agenda for today.

35

00:03:29.280 --> 00:03:34.560
Moved Pam Curry. 2nd, Christine Darden.

36

00:03:34.560 --> 00:03:40.740

And Dr, it I think we need a roll call to accept the.

37

00:03:40.740 --> 00:03:45.659

Silence.

38

00:03:51.689 --> 00:03:58.439

Valerie brown? Yes, the the green.

39

00:03:58.439 --> 00:04:02.039

Yes.

40

00:04:02.039 --> 00:04:06.689

Yes, yes.

41

00:04:08.460 --> 00:04:11.669

Gordon.

42

00:04:13.319 --> 00:04:17.550

Thank you.

43

00:04:17.550 --> 00:04:21.540

Yes, thank you.

44

00:04:23.430 --> 00:04:30.689

It's accurate also loaded onto diligent in our materials where the previous meeting's minutes.

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00:04:30.689 --> 00:04:40.079

Hopefully, you've had a chance to review those. I'd love to have a motion to approve our previous meeting. So Dr brown.

46

00:04:41.788 --> 00:04:48.059

Backend Sam do a roll call.

47

00:04:48.059 --> 00:04:52.319

Right.

48

00:04:52.319 --> 00:04:57.418

South of Valerie yes, yes yes.

49

00:04:57.418 --> 00:05:02.129
Yes.

50
00:05:02.129 --> 00:05:06.629
Yes, yes.

51
00:05:06.629 --> 00:05:10.678
Yes.

52
00:05:10.678 --> 00:05:14.098
Time.

53
00:05:14.098 --> 00:05:18.329
Yes.

54
00:05:18.329 --> 00:05:23.399
Thank you. Thank you. Dr red.

55
00:05:23.399 --> 00:05:36.269
All right now we'd love to have a president Abdul, join us and make some remarks and then I believe he is also going to introduce us to MS Tanya hall.

56
00:05:38.663 --> 00:05:52.283
Thank you, thank you so much. It is a pleasure to be here with you today and thank you for your service to Virginia State University. I think that the 2 biggest items that happened since last meeting as it relates to institutional advancement.

57
00:05:52.673 --> 00:06:05.124
Of course, the 1st is the large gift from Mackenzie Scott and MS Paul will talk about later and then I'll talk about in my presentation tomorrow, but I would argue the most important 1 was the gift of MS Tanya hall.

58
00:06:05.428 --> 00:06:15.809
As our vice president for external relations MS hall comes to us with a bachelor's from University of Delaware and a master of art from Cain University in New Jersey.

59
00:06:16.014 --> 00:06:29.274
She's worked in nonprofit development for many years, particularly in higher education and health care and social services, and she most recently served as the president of the National Society in New Jersey.

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00:06:29.274 --> 00:06:34.463

And so I am very pleased to welcome this Tanya hall to the Virginia state.

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00:06:34.709 --> 00:06:48.178

University family, miss haul I'm waving at her now and I think that she hasn't come up right away, but I wanted to make sure that I had a chance to introduce her and I'm sure that in her presentation she'll come to the.

62

00:06:48.178 --> 00:06:55.348

Extremely large gift that we're very thankful for here at Virginia State University. Thank you very much. Madam. J.

63

00:06:55.348 --> 00:07:01.978

Thank you president and welcome as hall. We're looking forward to hearing from you later. I had a chance to, uh.

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00:07:01.978 --> 00:07:08.908

Talked to MS. hall this week. So I got to sneak peek at the materials that we're all going to hear about later today. So excited about that.

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00:07:08.908 --> 00:07:22.108

All right, I'd love to move us on to our reports and recommendations and Dr Randy remind me I'm smiling that typically, this maybe stays on time. So I will do my best to keep us on time.

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00:07:22.108 --> 00:07:27.478

And to make sure that we can get through all of this awesome content that we have to review today.

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00:07:27.478 --> 00:07:31.889

So, 1st up, we'll get an update on our sponsor programs.

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00:07:31.889 --> 00:07:36.238

The doctor is here and can walk us through these materials.

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00:07:36.238 --> 00:07:40.379

And again, these are voted on diligent and we're also sharing them on the.

70

00:07:44.038 --> 00:07:47.668

Silence.

71

00:07:48.684 --> 00:08:02.903

All right good afternoon everyone my name is Omar facing I'm here as issues, associate vice president for research, economic development, and graduate studies, and I were talking to you today about the sponsor program's activity from quarter to a fiscal year 2021.

72

00:08:02.903 --> 00:08:06.113

and so that's going to be October, November, December of 2020.

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00:08:08.249 --> 00:08:14.249

Starting with the process.

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00:08:14.249 --> 00:08:26.369

As you can see, we have a significant increase in the number of polls of process over prior years. We're up at 59 through the end of quarter 2 and again, this is cumulative over the year.

75

00:08:26.369 --> 00:08:39.264

But this is purely the through the end of quarter. 259 that is a significant increase from prior years last to the last meetings I was here. I talked about how there was a bump of about 12. that was nice.

76

00:08:39.744 --> 00:08:46.943

But didn't get me really excited. This number gets me much more excited. This looks like real growth in the number of proposal process.

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00:08:50.813 --> 00:08:57.322

Moving from there to the number of grants in the portfolio, we are holding steady in the mid eighties.

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00:08:57.624 --> 00:09:06.173

So we are at 87 through the end of this quarter, but hopefully that interest in proposal activity can lead to an increasing number of grants and a portfolio.

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00:09:10.193 --> 00:09:20.754

In terms of program expenditures, we are trailing prior years and only 11.6M through the end of quarter 2 of this fiscal year.

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00:09:20.783 --> 00:09:32.214

We do believe that that is at least partly attributable to a decrease in some of the lab activity and corresponding expenditures that's related to.

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00:09:37.283 --> 00:09:39.923

However, indirect cost recovery is still trending up.

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00:09:40.254 --> 00:09:53.754

We are 468000 through quarter 2 of this year slightly trailing last year, but I do believe that, by the time we get through quarter 3, we will be on track for a greater share of vendor costs recovery today. Other questions.

83

00:09:59.879 --> 00:10:12.749

This is brain defense. I do have a quick question and I am new so I might ask something that you all already know. What is the nature of the grants in the portfolio? What kind of grants are they.

84

00:10:13.979 --> 00:10:17.879

So, they range a bit from.

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00:10:17.879 --> 00:10:26.219

Money to support heart Vince research, coming from both USDA in particular and.

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00:10:26.219 --> 00:10:37.078

And Tuesdays that are supporting some of our educational outreach and education programs within those of ours, the U. S. Department of Ed as well as NSF.

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00:10:37.078 --> 00:10:43.408

So, I was going to be our major types of programs. Okay, thank you. Yes.

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00:10:43.408 --> 00:10:47.009

We have a hypothesis as to why they increase so much.

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00:10:47.009 --> 00:10:52.889

Thank you, Tim. Well, to be quite honest, this was something that I was hoping to have seen a little earlier.

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00:10:53.484 --> 00:11:04.073

And that when we have some of this more or less downtime, that that code is somebody they get, that's what most would not.

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00:11:04.913 --> 00:11:11.663

But some of this downtime that may have given some folks time to spend some additional time on their actual writing of these grants.

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00:11:12.089 --> 00:11:19.198

And so I have been around some other places, look some other places that had a similar spike.

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00:11:19.198 --> 00:11:23.219

Earlier in the cold season, and I'm glad to see that it hit us.

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00:11:25.438 --> 00:11:28.589

More questions.

95

00:11:32.339 --> 00:11:43.649

Hearing that I will turn it over to Mr. Martin. Thank you. Yes now we'll have Mr Burton. Who's going to provide our government relations update.

96

00:11:50.158 --> 00:11:54.119

My you.

97

00:11:55.469 --> 00:11:59.188

Oh.

98

00:11:59.188 --> 00:12:05.668

Okay.

99

00:12:05.668 --> 00:12:11.698

Silence.

100

00:12:11.698 --> 00:12:16.649

Right.

101

00:12:19.739 --> 00:12:23.129

Silence.

102

00:12:23.129 --> 00:12:27.568

Good afternoon. Everyone.

103

00:12:27.568 --> 00:12:32.399

So, on January 20th, President Biden and vice president Harris.

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00:12:32.399 --> 00:12:36.328

Were sworn in is 646, president and 49, vice president.

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00:12:36.328 --> 00:12:46.313

Of the United States many people in the VC community were excited to watch as vice president Harris took the oath of office and became the 1st African American vice president as well as the 1st,

106

00:12:46.313 --> 00:12:54.984

graduate of historically black university to serve in the White House with the vice President's continued support for and the 1st lady Jill,

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00:12:54.984 --> 00:12:57.293

binding affinity for community colleges.

108

00:12:57.803 --> 00:13:06.264

Many are hopeful that this administration will make significant investments in higher education. What the focus, particularly for low income students and students color.

109

00:13:06.629 --> 00:13:16.558

The government relations are working to enhance our president, our presence on Capitol Hill, and the president is already getting this off to a great start in this effort.

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00:13:16.558 --> 00:13:25.948

Just this past week, the president Abdullah along with presidents met with congressmen, central enrichment, who is now the senior advisor.

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00:13:25.948 --> 00:13:28.948

To the president and director of White House.

112

00:13:28.948 --> 00:13:36.899

Office of public engagement, the president was able to bring greetings and his role as the chair of the use.

113

00:13:36.899 --> 00:13:40.288

The association for public land grant universe.

114

00:13:41.094 --> 00:13:55.764

1890 council president, and as we look forward to continued engagement with the White House, he also testified before the house Agriculture

Committee in December on the 1890 land grant institutions, 130 years of building equity in agriculture.

115

00:13:55.764 --> 00:13:58.433

And it's not just the president that is.

116

00:13:59.938 --> 00:14:08.038

Having a presence on Capitol Hill from Dr highly who some of you heard from earlier the dean of engineering.

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00:14:08.038 --> 00:14:15.808

Participated in the American Society of engineering education's conference on Capitol Hill all this week.

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00:14:15.808 --> 00:14:29.009

He works collaboratively with other deans of engineering from other institutions to go and meet with the congressional delegations and we also meet with their staff. President Biden has already announced some of his key appointments amongst those.

119

00:14:29.009 --> 00:14:33.448

Appointments we were excited to learn that. Dr Joel Harrison.

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00:14:33.448 --> 00:14:37.769

Form a dean of the College of agriculture at Virginia State University.

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00:14:37.769 --> 00:14:42.658

Was nominated as the new deputy secretary of the Department of agriculture.

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00:14:42.658 --> 00:14:54.149

President Bill has already reached out to congratulate both her and how Stewart who was nominated as the acting secretary for the Department of labor, and is in alone of Virginia State University.

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00:14:54.149 --> 00:15:05.369

Legislative wise on the federal level in December on December 27th the president signed into law, the corona virus response and release supplemental appropriations act.

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00:15:05.369 --> 00:15:11.158

Silence.

125

00:15:11.158 --> 00:15:14.428
Silence.

126
00:15:14.428 --> 00:15:20.458
This allocated more than 21B dollars to institutions for higher education.

127
00:15:20.458 --> 00:15:24.749
Building on the same structure of the higher education.

128
00:15:24.749 --> 00:15:31.139
Emergency relief known as the her fund, which was previously funded underneath the cares act.

129
00:15:31.139 --> 00:15:35.639
The Department of education has designated these additional higher ed support funds.

130
00:15:35.639 --> 00:15:42.688
Under the corona response and relief supplemental appropriation act. Some folks call that.

131
00:15:42.688 --> 00:15:46.078
As a to find.

132
00:15:46.078 --> 00:15:53.308
So, as you see on the screen under the herb 2 funds, Virginia State University was allocated 10.7M dollars.

133
00:15:53.308 --> 00:16:08.303
What the requirement that we extend the same dollar amount on emergency student aid as we were required to award students under the original care that it is also important to note that this allocation is separate from the pot of funds from which 1.7B dollars

134
00:16:08.303 --> 00:16:09.683
are allocated for.

135
00:16:09.894 --> 00:16:10.884
And those individual.

136
00:16:13.109 --> 00:16:17.038
Institutional allocations are still forthcoming.

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00:16:17.038 --> 00:16:20.428

Silence.

138

00:16:24.089 --> 00:16:27.119

Silence.

139

00:16:31.913 --> 00:16:39.833

All right, so, as we, it pertains to the state updates, the 2021 regular session for the general assembly, kicked off on January, 13, the primary focus.

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00:16:42.538 --> 00:16:48.028

Remains for legislators and lawmakers remains to be the health related services.

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00:16:48.028 --> 00:16:54.448

And how to support Virginia's economy during the pandemic, lean into the session, governing the North.

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00:16:54.448 --> 00:16:58.589

Proposed his budget for fiscal year 2022.

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00:16:58.589 --> 00:17:02.548

Which, for Virginia State University restored 6.2M dollars.

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00:17:02.548 --> 00:17:08.219

For multiple programs that were previously restored only in fiscal year, 2001.

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00:17:08.219 --> 00:17:19.199

During the 2020 session, these programs of course, included became the college affordability network, the expansion of intrusive advisory.

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00:17:19.199 --> 00:17:22.949

Uh, huh.

147

00:17:28.253 --> 00:17:33.023

These programs included the expansion of the intrusive advising early warning system,

148

00:17:33.564 --> 00:17:34.884

supplemental instruction,

149

00:17:34.913 --> 00:17:45.653

summer bridge program and the teach program preparation for stem students also included the restoration of funding for use cooperative extensions state match.

150

00:17:45.989 --> 00:17:52.798

In the amount of 1.5M dollars, there were 14 projects across as a commonwealth.

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00:17:52.798 --> 00:18:05.848

That were included in the governor's budget for systems upgrades for faculty repairs and for safety projects the largest of which was 34M dollars for Virginia State University to improve age back.

152

00:18:05.848 --> 00:18:09.628

Campus wide for infectious and aerosol control.

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00:18:09.628 --> 00:18:22.348

The house and Senate will present that budget this Sunday and usually what's known as budget Sunday and the president has continued to meet with legislators in both the house and the Senate to advocate for the priorities.

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00:18:22.348 --> 00:18:25.469

Even though they are already proposed in the governor's budget.

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00:18:25.469 --> 00:18:29.969

Also in their roles as chair, vice chair of the Virginia Council of presidents.

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00:18:29.969 --> 00:18:33.088

President and Rob from.

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00:18:33.088 --> 00:18:42.659

Presented a unified budget amendment to the general assembly on behalf of all 4 and 2 year public institutions and Virginia to provide additional funds.

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00:18:42.659 --> 00:18:50.669

That may be used for operational support to enhance financial aid and to address the impacts of the causes 19 pandemic.

159

00:18:56.814 --> 00:19:10.044

So, in these this slide, you will see pictures from the M. L. K. day event that we had. I like to make sure at the end of my presentations. I add pictures of when legislators and Governor government officials joined us here on campus.

160

00:19:10.584 --> 00:19:21.354

This is a picture of Senator Warner who brought greetings during the day as well as Dr. Joe Casey, who was Chesterfield county administrator.

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00:19:23.969 --> 00:19:29.278

I just want to conclude with highlighting a little more about the efforts.

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00:19:29.278 --> 00:19:32.699

And that Dr Casey was very excited.

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00:19:32.699 --> 00:19:40.919

About we can just as we are, and for those who don't know the candidates at Virginia college affordability network.

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00:19:40.919 --> 00:19:52.618

And it allows for approximately 300 eligible students from high schools that are in the surrounding area, a 25 mile radius, and meet the emissions requirements for Virginia State University.

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00:19:52.618 --> 00:20:05.753

To attend without having to pay for tuition, but this project is a great example of how our state lobbying efforts have been used to improve the local and regional needs in the area. So we're very excited about the program.

166

00:20:05.753 --> 00:20:10.074

We're very excited about what we're doing on the federal and state level and the local level.

167

00:20:14.338 --> 00:20:20.459

That concludes my presentation Madam chair if there's any questions.

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00:20:20.459 --> 00:20:24.568

Are any questions.

169

00:20:25.828 --> 00:20:29.548

Silence.

170

00:20:29.548 --> 00:20:33.808

Thank you very much.

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00:20:33.808 --> 00:20:41.189

All right next up after danger, commerce, provider, communications updates.

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00:20:41.189 --> 00:20:45.028

We'll give her a chance to get set up.

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00:20:49.528 --> 00:20:54.838

And just a reminder, if you're not speaking to mute your microphone.

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00:20:54.838 --> 00:20:58.888

Thank you. It was good afternoon. Everyone.

175

00:20:59.723 --> 00:21:14.034

I am always delighted to share updates of the good news happening here at Virginia State University with you and fortunately, we've had a great number of successes since we last met in November. So I'm happy to share some of those successes with you.

176

00:21:14.273 --> 00:21:28.973

1 of the ones that you will not see on a slide here happened just this week. 1 of the big successes came with the release of our ve, can initiative. You just heard Elden speak about that. And if you were part of the committee this morning, you heard Rodney speak about it as well.

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00:21:29.213 --> 00:21:40.794

And we did get tremendous coverage of this initiative to cup. Which is Eldon just share we'll cover the tuition for 300 area pill, eligible graduating high school seniors.

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00:21:40.794 --> 00:21:51.054

It was covered by Yahoo news, local, ABC, CBS, and NBC stations. Dr Abdul was interviewed by 2 of those stations.

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00:21:51.054 --> 00:22:03.054

This week the NBC and CBS stations, and addition was carried by stations in the Tidewater area, and it was shared on social media literally thousands of times.

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00:22:03.054 --> 00:22:12.923

In fact, Chesterfield talented carry that story on their social media pages. And we will also police to see a share by Congressman Donald agent on his Facebook page.

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00:22:12.953 --> 00:22:24.743

So we certainly believe that this initiative will further help to tell the story of being an opportunity and access University. So we were very, very pleased about that.

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00:22:25.409 --> 00:22:36.929

Another story, of course, that made huge headlines. I'm certain all of you heard about this story of Mackenzie Scott? Of course giving.

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00:22:36.929 --> 00:22:49.973

30M dollars to Virginia State University and vice president, Tanya hall and Dr Abdullah will both talk more about this, coming up in their reports but from a media and communication standpoint, this I certainly had the makings of a home run.

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00:22:49.973 --> 00:22:58.253

We put the headline out and it received tremendous coverage as, you know, there were 6 that received this gift.

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00:22:58.253 --> 00:23:05.453

And so what Virginia State University wanted to do was work diligently so that we would get our headline out.

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00:23:05.483 --> 00:23:20.003

1st, so that instead of the headline reading that received this money, the headline was the dominant headline would say Virginia State University was was received this money and so it worked.

187

00:23:20.064 --> 00:23:22.104

And as you can see here on the slide,

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00:23:22.104 --> 00:23:24.804

the Associated Press picked up the vs,

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00:23:24.804 --> 00:23:36.923

you angle up the story and we will particularly pleased by this because you probably know that the reach out the Associated Press transcends regional state and even national audiences.

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00:23:36.923 --> 00:23:44.453

And so we were very, very pleased that the angle that the Associated Press picked up is the angle of that gift.

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00:23:46.854 --> 00:24:01.373

As Eldon just mentioned, we were exceedingly proud of our former dean Dr Jewel Harrison grown off on her appointment as deputy secretary of the USDA under the new Bible Harris administration. Now, when we receive this information, we worked quickly.

192

00:24:01.403 --> 00:24:13.884

Dr, Abdul, I got that information late on a Sunday evening and he calls me immediately so that we could work together on being sure that we were ready to get this information out as soon as it was announced on that Monday morning.

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00:24:14.094 --> 00:24:22.584

Because our intention was to be able to control the narrative and ensure that Virginia State University was a part of this headline.

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00:24:22.794 --> 00:24:35.183

Because, as many of, you know, Dr, brown, and I was also the former commissioner of the State Department of agriculture, and so they certainly could have matched up. The headline would've read that the former commissioner of the State Department of agriculture.

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00:24:35.394 --> 00:24:44.243

But we wanted to ensure that the headline said Virginia State University and as you can see here on your screen, that effort did pay dividends.

196

00:24:45.443 --> 00:25:00.144

Also, as you just heard Eldon talk about this collaborative effort here with Chesterfield County, and my apology for these 2 pages here, I'm not sure why they are pixeled out. But on your left is Dr Abdul and on the right is the.

197

00:25:01.703 --> 00:25:15.653

The vice president, the vice president of the, and so they both were interviewed as part of the media coverage that we received from the M. L. K. celebration on January 18.

198

00:25:15.983 --> 00:25:18.653

so, as we talk about helping to.

199

00:25:18.929 --> 00:25:29.459

Define the vs, you brand we are continuing to do that by telling the story and talking about the partnership that we are having with.

200

00:25:29.459 --> 00:25:42.384

Many of the local communities and again, this was a partnership with Chesterfield county and Eldon shared with you. We were fortunate to have reading from center to Warner as part of that effort.

201

00:25:42.384 --> 00:25:50.243

And again, we did get very good media coverage. You can see some of these from some of the area newspapers that came out to cover this initiative as well.

202

00:25:53.604 --> 00:26:08.423

Earlier this morning, you heard some of you may have heard Dr palm and Regina barn at Tyler talk about our reopening plan and how well, Virginia State University did and orchestrating a plan to bring our students back to campus safely.

203

00:26:08.723 --> 00:26:20.874

So, when we talked about this in a meeting, we immediately realized that this could be a headline if it was put out the right way. And so we chose to do that by using the term and invest, not spend.

204

00:26:20.874 --> 00:26:33.923

So vs, you invest 2.8M dollars to make the campus safe and the objective of course, was to keep this headline out there to positive light and we leverage that with this headline. And again, it did pay dividends.

205

00:26:33.923 --> 00:26:43.463

We got coverage from all of the local stations. In fact, we had 1 station on campus this week, this past Monday, doing a story.

206

00:26:43.614 --> 00:26:56.784

But Regina Barnett Tyler and Jane Harris did a phenomenal job, explaining the plan with the CBS affiliate. And I believe Dr Abdul will be showing you that report as part of his report on tomorrow.

207

00:26:56.784 --> 00:27:09.653

And so, again, we got tremendous media coverage from this investment, and keeping our students safe as we work to reopen the campus. Now, someone asked at the last meeting.

208

00:27:09.653 --> 00:27:24.054

If we subscribe to a media monitoring company, so I wanted to show you this. This is Meltwater. And this is a media monitoring company that Virginia State University subscribe to. And so each day, each morning, in fact, I have their app.

209

00:27:24.054 --> 00:27:32.153

So I get it several times throughout the day, but we get information anytime Virginia State University has mentioned in the news, or even on social media.

210

00:27:32.153 --> 00:27:43.493

And, of course, this helps us to protect our brand by keeping on top of anytime Virginia State University is mentioned, or talked about. And that includes on social media.

211

00:27:43.554 --> 00:27:49.943

So, speaking of social media just wanted to do a quick recap of some of the successes.

212

00:27:50.578 --> 00:28:00.838

Of our social media engagements. Of course, we have Facebook, Twitter and Instagram, and some of you who were on the, the committee this morning.

213

00:28:01.134 --> 00:28:06.084

Rodney talked about how important social media can be as it relates to recruiting students.

214

00:28:06.384 --> 00:28:21.203

And so we realize that social media can be a major force and attracting and recruiting and students, but in addition to that, it allows us to quickly and easily distribute information and allows us to control our own story.

215

00:28:21.203 --> 00:28:26.933

Because obviously, I can send stuff out to the traditional media, and they may, or may not pick it up.

216

00:28:26.933 --> 00:28:37.973

But with social media, we get to control what we put out there and provide some additional means of engagement and feedback with current students, potential students, potential donors.

217

00:28:38.003 --> 00:28:40.794

Alumni or other stakeholders in fact,

218

00:28:41.064 --> 00:28:41.844
just this week,

219

00:28:41.844 --> 00:28:43.584
when we put out the VI can story,

220

00:28:43.584 --> 00:28:46.223
there were several questions and on our Facebook page,

221

00:28:46.223 --> 00:28:49.703
I thought that the base on answering some questions on our Facebook page,

222

00:28:49.703 --> 00:28:52.013
that some potential students had,

223

00:28:52.013 --> 00:28:55.523
I was out there answering questions and I know that Dr Abdul of course,

224

00:28:55.523 --> 00:29:00.624
does a very good job of engaging with our students and all of our
constituents on social media.

225

00:29:00.894 --> 00:29:13.884
So, as we look at, what has happened with our social media platform, just
as we last spoke up 29% impressions on our Facebook page. And again
that's just going over the past 30 days on our Twitter account.

226

00:29:13.884 --> 00:29:17.423
We're up 6% and impressions over the past 30 days.

227

00:29:17.423 --> 00:29:26.784
And we're up 18% and impressions over the past month and I'd like to
attribute that to a couple of things 1,

228

00:29:26.784 --> 00:29:37.733
is that Taj Harris was our social media strategist is doing a phenomenal
job of walking lock step with me the minute that we get something pulled
together and ready to send out,

229

00:29:37.733 --> 00:29:38.723
she stands ready to,

230

00:29:38.723 --> 00:29:39.233
of course,

231

00:29:39.233 --> 00:29:40.433
share it in real time.

232

00:29:40.433 --> 00:29:45.894
And in fact, if you look to your under Facebook, you can see that we're averaging 27 posts a week.

233

00:29:45.894 --> 00:29:58.644
So that's almost 4 per day that we're putting out telling the good news of Virginia State University, providing information and sharing great news that we hope we'll try that. And to increase enrollment numbers and.

234

00:30:00.838 --> 00:30:09.534
Fund raising, and just an increase engagement as it relates to our students and we also attribute that to the great work of common Thailand, who is our graphic artist.

235

00:30:09.534 --> 00:30:21.503
And so again, when I put it out to traditional media, he then work to figure out a way to make it more engaging and a graphics way so that we can share it on social media. And it will get the same return.

236

00:30:21.838 --> 00:30:34.223
So, we're very pleased about how well things are happening on our social media platform and finally a reminder that Virginia State University has partnered with Chesterfield county for our black history month programming.

237

00:30:34.433 --> 00:30:45.743
The kick off event is this coming Saturday and all of that information is on the website, but just a couple of the events that we want to make you aware of the faculty members.

238

00:30:45.743 --> 00:30:51.263
Dr Zoe Spencer will be doing a session on her Emmy award winning piece.

239

00:30:51.263 --> 00:30:54.443
Called say her name and Dr Cheryl Mango will,

240

00:30:54.443 --> 00:30:54.864

of course,

241

00:30:54.864 --> 00:31:09.233

be doing a segment during Black History month on her new course that was created here at Virginia State University on history and again that information on all of those events can be found on our website and finally,

242

00:31:09.233 --> 00:31:11.213

for the 2nd time board member,

243

00:31:11.213 --> 00:31:14.544

Charlie Hill will be featured in an interview on CBS channel.

244

00:31:14.544 --> 00:31:19.344

6 within the coming weeks he's scheduled to record that next week.

245

00:31:19.374 --> 00:31:31.703

He along with 1 of the hill, fellows will be sharing information about that great initiative here at Virginia State University and we will keep you updated as to when you can expect to see that being aired on CBS channel.

246

00:31:32.909 --> 00:31:33.749

Finally,

247

00:31:33.804 --> 00:31:34.614

but 3rd time,

248

00:31:34.854 --> 00:31:44.604

we continue to engage with our website and using this as a platform to keep our constituents informed of what's happening here at Virginia State University,

249

00:31:44.753 --> 00:31:50.963

as you heard earlier and we have a new website and it certainly is in line with what you're seeing at other universities,

250

00:31:50.993 --> 00:31:52.193

all across the country,

251

00:31:52.374 --> 00:31:54.743

and we're working against keep that front page very,

252

00:31:54.743 --> 00:31:56.634

very engaging but we're also,

253

00:31:56.634 --> 00:32:10.104

as we go forward 1 of our goals is to keep every page on the website engaging understanding that it can be a great recruitment tool for each of the departments on campus to be sure that their individual pages are as engaging as our page.

254

00:32:10.104 --> 00:32:21.324

So that is 1 of our goals that we'll be working towards coming. So, I think that concludes my report Madam chair. If there any questions, I'll be happy to entertain those.

255

00:32:21.989 --> 00:32:25.858

Questions.

256

00:32:25.858 --> 00:32:30.538

Silence.

257

00:32:30.538 --> 00:32:33.898

I had a quick question for you. Dr Andrew. Is there a.

258

00:32:33.898 --> 00:32:42.719

Because we think about goals for like, compressions and how Virginia state shows up is there like a North star or a goal.

259

00:32:42.719 --> 00:32:46.558

For a benchmark that we leverage that we kind of aspire to.

260

00:32:46.558 --> 00:32:53.548

Based on either other or other schools or universities that we feel like wow, they do a really good job at this thing.

261

00:32:56.729 --> 00:33:06.479

Well, we obviously always endeavor to try to keep our impressions as as current and as.

262

00:33:06.479 --> 00:33:21.294

Engaging as as many impressions as we can obviously we're looking for we're always looking for ways to keep that more engaging to attract more

viewers on to Facebook more followers and on Twitter and on Instagram as well.

263

00:33:21.443 --> 00:33:28.134

Tanya Harris is here she is our social media strategist. I'm not sure if she, I'm not even sure if.

264

00:33:29.213 --> 00:33:44.003

Did you have anything you wanted to add to that project? No, she does not have anything that she wants to add to that and she's far more. Well versed on social media then. Am I. but again, we, we will continue to monitor what the other are doing.

265

00:33:44.183 --> 00:33:51.683

And then look up and try to find a strategy to ensure that we are at least meeting or beating whatever that standard is.

266

00:33:52.074 --> 00:34:02.634

And I think I shared in 1 of the previous board meetings that Dr Abdul, and certainly 1 of the main game players as it relates to social media. I think that the statistics show that he is the.

267

00:34:38.608 --> 00:34:48.628

Just kind of it felt like we rank pretty high compared to some other schools and universities and so that's 1 of the reasons I was asking that question. I see you guys pop up a lot. So.

268

00:34:48.628 --> 00:34:51.929

Thank you very much.

269

00:34:51.929 --> 00:34:55.648

Well, thank you any other questions for Dr.

270

00:34:55.648 --> 00:35:01.648

All right great report.

271

00:35:01.648 --> 00:35:12.869

Next last, but not least, um, we're going to welcome MS Tanya hall to come and give her very 1st, institutional advancement update.

272

00:35:12.869 --> 00:35:17.039

To the committee, so I'd love to work on, um, MS hall.

273

00:35:17.039 --> 00:35:20.278
To join us.

274
00:35:20.278 --> 00:35:23.309
Silence.

275
00:35:23.309 --> 00:35:31.349
Good afternoon. Everybody.

276
00:35:31.349 --> 00:35:46.344
I'd like to thank doctor phase on Mr Burton and Dr standards for their reports, which definitely feed into the numbers that I am sharing with you today, which is our I fundraising dashboard report for FY, 21, as of January.

277
00:35:47.639 --> 00:36:01.679
18, I'm proud to say that, despite a report that was put out by the association of fundraising professionals a few months ago, which showed that there was a 6% decline in giving to nonprofit over.

278
00:36:01.679 --> 00:36:05.278
During the pandemic, we have not seen those results.

279
00:36:05.278 --> 00:36:09.898
Our dashboard reflects that we are currently as of January 18.

280
00:36:09.898 --> 00:36:14.668
Over 2M dollars from 1950.

281
00:36:14.668 --> 00:36:21.208
3 donors compared to last year where we were at 1.6B from 1.

282
00:36:21.208 --> 00:36:32.398
1728 donor, so I can say that despite that report fundraising and support continues to grow for our.

283
00:36:32.398 --> 00:36:35.728
And that's thanks to our lungs, our friends and our supporters.

284
00:36:35.728 --> 00:36:40.079
Very grateful for that. I also.

285

00:36:40.079 --> 00:36:53.998

Cannot ignore the obvious news that has been shared several times. Of course, in local and national media is the 30M dollar gift that we receive from Mackenzie Scott.

286

00:36:53.998 --> 00:37:00.478

I just want to put a pin on that and just say that, despite the obvious it is 30M dollars.

287

00:37:00.478 --> 00:37:04.648

But it represents more than that Mackenzie has gotten her team.

288

00:37:04.648 --> 00:37:12.179

Went through a very rigorous vetting process. They invited over 6000 nonprofits, both in the United States.

289

00:37:12.179 --> 00:37:23.369

And outside the United States, they pull that list down to 1000 nonprofit. And as you all know, we made the list to, you.

290

00:37:23.369 --> 00:37:31.739

Which is a strong indication of her intentionality and her transparency with sharing the vetting process.

291

00:37:31.739 --> 00:37:38.159

Has now teed up to be approached and to approach other organizations.

292

00:37:38.159 --> 00:37:42.989

Individuals and corporations forget of this size and this magnitude.

293

00:37:42.989 --> 00:37:49.349

I also want to put a pin in the fact that going back to the earlier numbers that I shared where giving was up.

294

00:37:49.349 --> 00:38:04.164

Mackenzie Scott did take a look at and it is in her report that she looks at the stability and the financial stability of, and the strong giving power of our lungs trends and supporters. So I say this to say that we can't stop.

295

00:38:04.193 --> 00:38:06.684

We won't stop. We will continue to find right?

296

00:38:11.670 --> 00:38:23.789

Next I want to also underscore then giving at the end of the year giving Tuesday, which is a very big event that takes place with nonprofits across across the country.

297

00:38:23.789 --> 00:38:28.829

This year vs you had a 52% increase in giving Tuesday.

298

00:38:28.829 --> 00:38:33.989

This was phenomenal for us. It took us a while to process all those gifts.

299

00:38:33.989 --> 00:38:45.539

But we were very grateful for them and myself and other members of the staff reached out and made personal. Thank you phone call. So thank you all for your support.

300

00:38:46.590 --> 00:38:54.449

Why don't you take a moment and just talk about some of the corporations in our current pipeline?

301

00:38:54.449 --> 00:39:01.079

That we are looking at and working with right now these are corporations that meet what we call the 3.

302

00:39:01.079 --> 00:39:09.744

They have an affinity, which means a connection to they have the ability which means they have the financial means to get and we have access to them.

303

00:39:10.135 --> 00:39:16.344

So, they, these organizations that you see on this slide hasn't met either 1 or more of the 3 A's.

304

00:39:16.739 --> 00:39:21.480

We scale them out 1 to 5 and that's how we create our pipeline.

305

00:39:21.480 --> 00:39:35.340

This field right now is at the top of our pipeline, we are in the process of finalizing a with them that would provide scholarships, internships and post graduate employment to students.

306

00:39:35.340 --> 00:39:41.849

We are also in exploring a very large from Bank of America.

307

00:39:41.849 --> 00:39:48.360

And Bank of America, you didn't know has committed over 1B dollars over 4 years.

308

00:39:48.775 --> 00:40:00.534

To advance racial equity, an economic opportunity to, to, to use and so we are in the process of submitting a proposal to you over the next couple of weeks.

309

00:40:00.954 --> 00:40:11.994

So, our team is very hard at work and on that proposal, I'm happy to say that we do have a lungs that are connected to Bank of America. 1 of them sits on our foundation board.

310

00:40:12.295 --> 00:40:18.534

So, we will be meeting with Miss Clark to talk about how to ourselves.

311

00:40:18.869 --> 00:40:33.510

To receive that funding, we also submitted a proposal to Bloomberg philanthropy with the help of Mr. system. We are currently waiting to hear back from that, but that will stop us from reapplying.

312

00:40:33.510 --> 00:40:40.710

Again, should we not hear back also working on a proposal to carmax and mark.

313

00:40:41.304 --> 00:40:53.695

Our trustees are our best best partners and our lungs, our best partners, for making sure that we position ourselves and build relationships with these organization.

314

00:40:54.054 --> 00:41:01.494

So I always say if you know of any corporations that we should be reaching out to, or you're able to open doors, please feel free to give them a call.

315

00:41:01.739 --> 00:41:15.090

The next item that I want to share ties in very nicely with our strategic plan with a lot of the work that that 1 is doing around social going and Taj both are doing around social media.

316

00:41:15.090 --> 00:41:19.349

We have entered an agreement with a group called anthology.

317

00:41:19.349 --> 00:41:22.889

To bring a new donor giving platform.

318

00:41:22.889 --> 00:41:31.465

Uh, to be the 1 that we have wasn't very donor friendly. This new giving platform is very donor centered.

319

00:41:31.735 --> 00:41:40.795

It will help us increase engagement, not only with our lungs, but with our future lungs and current students, it will help elevate fundraising.

320

00:41:40.795 --> 00:41:54.715

We'll be able to expand our reach, it'll make us a much more efficient organization in that we will be able to process gifts much more quickly and acknowledge the gift much more quickly and begin the process of stewardship much more quickly.

321

00:41:55.195 --> 00:41:57.235

It will help us also build trust.

322

00:41:57.599 --> 00:42:06.114

And affinity, and also become more social media, so more opportunities to social media integration.

323

00:42:06.114 --> 00:42:19.405

And by that, we're going to be testing some opportunities to do some crowdfunding, small crowdfunding, small Facebook fundraisers that will help get our current students involved and make some future givers to.

324

00:42:22.590 --> 00:42:36.480

And here, I just wanted to highlight a mission moment and the mission moment for me is how we continue to make our impact both locally and across the country. And this mission moment happened last month.

325

00:42:36.480 --> 00:42:43.559

Uh, we had Benjamin, who is a lung.

326

00:42:43.559 --> 00:42:51.989

He actually started a scholarship fund a few years ago in the name of 1 of his students who unfortunately wasn't a few students.

327

00:42:51.989 --> 00:42:58.320

A freshman student here was on leave during a break and tragically died in a car accident.

328

00:42:58.320 --> 00:43:03.510

Assembly when Billy and his wife to her organization Patterson team hope.

329

00:43:03.510 --> 00:43:09.150

Creative scholarship fund, and virtually presented a 10000 dollar check.

330

00:43:09.150 --> 00:43:10.525

Towards the scholarship fund,

331

00:43:11.065 --> 00:43:21.385

somebody who Emily continues to be 1 of our greatest advocates in the Patterson area always talking about his experience at and encouraging Pattison Patterson,

332

00:43:21.385 --> 00:43:25.315

high school students to consider you as an opportunity.

333

00:43:27.300 --> 00:43:37.110

We are currently also working on some virtual upcoming events, which is the devil, a virtual vibe tournament.

334

00:43:37.110 --> 00:43:42.960

And our founders day, we planned that to be a virtual celebration on May 18.

335

00:43:42.960 --> 00:43:54.179

Where we will bring together donors and the students that they are supporting and we're also looking at opportunities for alumni weekend.

336

00:43:54.179 --> 00:43:58.079

And, of course.

337

00:43:58.079 --> 00:44:04.619

We will also be honoring those classes at end 10 OT and 5 this year.

338

00:44:04.619 --> 00:44:16.739

Before I wrap up, I do want to call up president villa because there is a resolution under new business that we'd like to present.

339

00:44:16.739 --> 00:44:26.550

1st, before we change topics a little bit, any questions for them I'm so sorry any questions.

340

00:44:26.550 --> 00:44:32.010

Silence.

341

00:44:34.554 --> 00:44:42.894

It's no question this is for in defense, but I truly welcome miss all. And I look forward to partnering with her with the foundation.

342

00:44:43.135 --> 00:44:53.635

She's very creative, and I'm learning more about her skill set every day, and I look forward to working with her to think of how we can partner on initiatives that support to students. So welcome miss hall.

343

00:44:53.940 --> 00:45:00.210

Thank you. Yeah, I something that we're in that. Welcome.

344

00:45:00.210 --> 00:45:09.059

I think we've been waiting for you, so we're excited to have you and it was a great 1st update. So thank you so much support the partnering with you more.

345

00:45:09.059 --> 00:45:16.230

Thank you very much. I appreciate that. And I agree. I concur with everyone's comment.

346

00:45:16.230 --> 00:45:29.400

As if I move to the next next thing, there's a resolution in your packet specifically regarding the names of some of our buildings here in Virginia State University.

347

00:45:29.400 --> 00:45:33.989

And so we wanted to introduce this to the committee.

348

00:45:34.704 --> 00:45:48.715

We are looking to name if you will remove the names of individuals from several buildings here in Virginia state, because their names and the reason why they're here at Virginia, they no longer meets the mission of our institution.

349

00:45:49.344 --> 00:45:59.965

The names are consistent with names that have been removed from other universities and so we're doing what is being consistent in the catalog of Virginia.

350

00:46:00.864 --> 00:46:13.195

We're really doing this in a 2 step process where we're looking at a named now, provide some generic names going forward while we work on a process to adequately name the buildings.

351

00:46:13.920 --> 00:46:17.190

In the way that we see fit, and when I say we, I mean, of course.

352

00:46:17.190 --> 00:46:22.019

Uh, the board of visitors. Awesome. And so I just wanted to kind of tee that up and.

353

00:46:22.019 --> 00:46:26.550

We are looking for approval from this committee for this resolution.

354

00:46:26.550 --> 00:46:35.400

So the 4 buildings that we are looking to name are Burt hall at city hall, tranquil ball and Wagner hall.

355

00:46:35.400 --> 00:46:42.329

We have in your packet is a resolution that's just really simply say.

356

00:46:42.329 --> 00:46:52.019

That these buildings, although the decision to name, these buildings were made in the past. They no longer currently reflect the spirit.

357

00:46:52.019 --> 00:46:58.469

Of our students, faculty and staff who live and work at Virginia facing 1st today.

358

00:46:58.469 --> 00:47:06.329

So, we would like to have support to, as doctor Bill says, name these buildings.

359

00:47:06.329 --> 00:47:19.050

And I would like to add because I could not not have this as the person in charge of fundraising for this university. I'd like to also use these as an opportunity to have some.

360

00:47:19.050 --> 00:47:23.579

Potential donors who would like to have their names on a building.

361

00:47:23.579 --> 00:47:27.329

Come forth, so we will also be exploring.

362

00:47:27.329 --> 00:47:30.869

What the value per square.

363

00:47:32.275 --> 00:47:39.594

Per square footage for each building would be and what the value of that building would be to have your name on it as well.

364

00:47:39.864 --> 00:47:48.565

So this gives us a pool of additional revenue for the organization and we will be thoughtful and intentional about naming these building.

365

00:47:53.070 --> 00:47:57.630

Madam chair Dr brown. Um.

366

00:47:57.630 --> 00:48:09.804

I don't know if you read entertain a motion, but I'd like to just add, I guess 1 or 2 things to it, especially since we're naming the entire building. This also gives us an opportunity to do some internal naming. I know.

367

00:48:09.804 --> 00:48:23.965

Like, in the business school, you might have some conference rooms or some receptions. I know these are residence halls. If we since we're naming and putting it out there as we look at each building. Perhaps.

368

00:48:23.965 --> 00:48:38.125

We can also take a look at some of the internal spaces. Where maybe a smaller donor could still get a name on the reception area, or something like that that may need some new carpet, new furniture, whatever, and name it.

369

00:48:38.304 --> 00:48:41.934

I think it's a wonderful opportunity for us to raise some additional funds.

370

00:48:42.210 --> 00:48:47.940

So, I, I'm definitely a support and I, for the committee to put it to the whole board.

371

00:48:47.940 --> 00:48:51.239

I think that's a great idea. Challenges.

372

00:48:51.239 --> 00:48:57.000

Great opportunities for some additional revenue there too, but man.

373

00:48:57.000 --> 00:49:01.469

I just want to echo all of that because.

374

00:49:01.469 --> 00:49:14.579

It gives us a chance, not only to raise more money, but to recognize folks that have been loyal and part of the University. So, yes, I support this.

375

00:49:14.579 --> 00:49:20.610

Thank you any other comments about the proposal resolution.

376

00:49:20.610 --> 00:49:24.300

Silence.

377

00:49:24.300 --> 00:49:27.329

All right, well, I think we're ready to entertain.

378

00:49:31.079 --> 00:49:37.289

So move Madam chair. Secondly, Glen.

379

00:49:37.289 --> 00:49:41.519

I think now we do a roll call doctorate.

380

00:49:53.190 --> 00:49:56.519

Talk about.

381

00:49:56.519 --> 00:50:01.019

Yes.

382

00:50:01.019 --> 00:50:04.769

Yes.

383

00:50:04.769 --> 00:50:08.969

Yeah.

384

00:50:20.969 --> 00:50:28.679

Yes, yes, to me.

385

00:50:28.679 --> 00:50:32.730

And.

386

00:50:39.869 --> 00:50:42.900

Yes.

387

00:50:42.900 --> 00:50:48.900

Thank you Madam chair.

388

00:50:48.900 --> 00:50:52.800

Now, I have a 2nd, a moment of privilege please.

389

00:50:52.800 --> 00:51:04.139

Yes, I was just going to say that I know. Mr. Richardson is here, but he has played a huge role and kind of help helping to spearhead this. And, to be honest.

390

00:51:04.139 --> 00:51:10.920

He's been my ear quite a bit, and I'm glad that we were actually able to bring it to the board at this meeting, but I wouldn't want his.

391

00:51:10.920 --> 00:51:15.090

His work to go unnoticed and this.

392

00:51:15.090 --> 00:51:18.570

Thank you president.

393

00:51:18.570 --> 00:51:22.380

Thank you all Thank you.

394

00:51:22.380 --> 00:51:28.199

All right is there any other business.

395

00:51:35.039 --> 00:51:44.130

All right, I think that was our final topic for the meeting. So I think we can now entertain a motion to adjourn the meeting.

396

00:51:44.130 --> 00:51:48.269
Is like.

397
00:51:50.280 --> 00:51:53.309
I don't know that. Do we need a roll call to John?

398
00:51:53.309 --> 00:51:56.940
No, no.

399
00:51:56.940 --> 00:52:01.289
All right, well, I appreciate you all bearing with me on.

400
00:52:01.289 --> 00:52:11.369
Running my 1st, institutional advancement committee meeting I think it was an exciting meeting and lots of great things for us to celebrate lots of great accomplishments for the University.

401
00:52:11.369 --> 00:52:17.340
So, thanks to everybody who presented and thanks to each of you for your time, and attending the meeting today and we.

402
00:52:17.340 --> 00:52:21.000
Will you provide an update of the meeting in the larger board meeting?

403
00:52:21.000 --> 00:52:25.260
Tomorrow, thank you for your leadership.

404
00:52:25.260 --> 00:52:32.880
Yes, we appreciate your outstanding. I appreciate it.

405
00:52:32.880 --> 00:52:37.110
Bye everybody.

406
00:52:37.110 --> 00:52:43.679
Hi, bye. Bye.