

EAST GEORGIA STATE COLLEGE FOUNDATION TRUSTEES MEETING  
MONDAY, SEPTEMBER 24, 2018 FULFORD COMMUNITY LEARNING CENTER

AGENDA

ATTENDANCE \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
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Welcome and Invocation	Denny Key
Introduction of special guests	Bob Boehmer
Presentation RN to BSN and ACEN update	Linda Upchurch
Approval of minutes from 6/25/18	Harriet Ray
Approval of Financial Statements	Cliff Gay
President's Comments	Bob Boehmer
Reports and Recommendations from Executive Board	Denny Key & Elizabeth Gilmer
<ul style="list-style-type: none"><li>• Kate Troelstra – Impact Development Company</li><li>• Update on Gambrell property</li><li>• Update on Correll Scholars</li><li>• Annual Fund planning agenda</li></ul>	
Institutional Advancement	Elizabeth Gilmer
<ul style="list-style-type: none"><li>• Key indicators and grant report</li></ul>	
Announcements	
Adjourn	

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**EAST GEORGIA STATE COLLEGE FOUNDATION  
BOARD MEETING MINUTES  
SEPTEMBER 24, 2018**

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**Call to order**

The quarterly meeting of the EGSCF Board of Trustees was held on Monday, September 24, 2018 at the Sudie A. Fulford Community Learning Center. Attendees included Matt Donaldson, Denny Key, Harriet Ray, Bob Boehmer, John Derden, Steven Rigdon, Bill Rogers, Jr., Cliff Gay, Juanita Porter, Bobby Reeves, Brandon Andrews, Milton Gray, Guy Singletary, Donald Jenkins, Bobby Sasser and Dustin Durden. Members present by proxy were Richard McNeely, Wade Johnson, Bill Simmons, Toni Terwilliger and Tammy Wilkes. Members absent were Jean Bridges, Shot Strange, Lynda Talmadge, Carol Yeomans, Marnique Oliver, Ken Warnock and Charles Schwabe. Staff attending included Mary Smith, Jimmy Wedincamp, Mike Rountree, Norma Kennedy, Wiley Gammon, Lee Cheek and Elizabeth Gilmer. Everyone was welcomed and the invocation given by Denny Key, Chair. Dr. Bob Boehmer introduced special guests, Shawn Smith, student and Dr. Linda Upchurch, Director of the Nursing Program.

**Presentation**

Dr. Upchurch gave an update on the status of the RN to BSN program and talked about upcoming graduation and recruitment.

**Approval of Minutes and Financial Statements**

The minutes from June, 2018 and the current financial statements were approved as presented.

**President's Report**

Dr. Boehmer gave a limited overview of the State of the College Address from 9/18/18 and the SACSCOC upcoming review.

**Executive Board Report and Recommendations**

- 1) The Executive Board recommends that Impact Development will be retained for one year to work with Institutional Advancement. Approved unanimously by the Trustees.
- 2) An update was given on the Gambrell timber property sale.
- 3) A comprehensive list was distributed of the status all Correll Scholars since the program began
- 4) The annual fund planning agenda was discussed.

**Institutional Advancement Report**

The key indicators of fund raising and marketing were distributed along with the grant pipeline report.

**Adjournment**

The meeting adjourned at 7:30 pm.

\_\_\_\_\_  
Secretary \_\_\_\_\_ Date

EGSC Foundation Meeting Minutes  
November 27, 2017  
McKinney's Pond Restaurant  
6PM

Present: Bob Boehmer, Cliff Gay, Denny Key, Toni Terwilliger, John Derden, Tammy Wilkes, Milton Gray, Harriet Ray, Bobby Sasser, Matt Donaldson, Bobby Reeves, Richard McNeely, Ken Warnock, Juanita Porter, Donald Jenkins, Carol Yeomans, Bill Rogers, Wade Johnson

Absent: Steven Rigdon, Scott Rosenau, Dustin Durden, Jean Bridges, Shot Strange, Bill Simmons, Charles Schwabe,

Present by Proxy: Lynda Talmadge

Staff present: Jimmy Wedincamp, Lee Cheek, Deborah Vess, Katelyn Moore, Mike Rountree, Wiley Gammon, Chuck Wimberley, Donald Avery, Norma Kennedy, Heather Roberson, Donald Avery, Caroline Joyner and Elizabeth Gilmer

The meeting was called to order by Chairman, Denny Key.

The September, 2017 minutes were presented by Harriet Ray and approved unanimously.  
(Donaldson/McNeely)

The financial statements were presented by Cliff Gay and approved unanimously.  
(Donaldson/Sasser)

President Boehmer's comments are attached as part of these minutes.

Denny Key then reported on the **Executive committee** meeting and the recommendations of the committee: (minutes distributed and attached as part of this document)

- Update on historical publication project – John Derden reported he is working on the narrative
- Vision Series- The Executive board would like to postpone any major announcements about the dissolution of the Vision Series and continue with the plan whereby the Convocation committee schedules events in accordance with convocation and other possibilities are looked at for inclusion.
- The full board voted to move forward with the recommendation of the Executive committee to proceed with the suggestions by Joyce Boehmer and Angie Williams regarding selling or retaining the personal property in the Morgan House. Any sales will be discussed first with the Morgan Family. Approved unanimously by the board (Johnson/Gray)
- A presentation was made regarding Athletic Fund Raising (details in attached EB minutes). The full board voted unanimously to guarantee a safety net up to \$35,000 as explained. (Reeves/Durden)

## EGSCF EXECUTIVE BOARD MINUTES -----11/13/17

The EGSCF Executive Board met on 11/13/17 at 4pm. Attending were Denny Key, Bill Rogers, Jr., Richard McNeely, Cliff Gay, Harriet Ray, Norma Kennedy.

### Agenda:

- Update on Historical publication project – waiting on John Derden for next steps -
- Vision Series information – recap outcome of Vision Series Meeting with standing committee.  
The Executive board would like to postpone any major announcements about the dissolution of the Vision Series and continue with the plan whereby the Convocation committee schedules events in accordance with convocation and other possibilities are looked at for inclusion.
- G2 squared – The foundation has a request to pay the \$1700 in graduation fees from last f/y for the students that completed in the time period. Executive board approved this expense.
- Executive board approved expenses for McKinney’s Pond dinner and meeting on 11/27 - \$2000+/-
- Morgan House recommendations –
- The board heard an Athletic fund raising program presentation. – see explanation below. This will require a vote of the board to agree to cover funding. The Executive board recommends the foundation commit to this program.

### Explanation of need

- USG policy on subsidies – we must have 15% supported by external sources - For a \$600,000 budget = \$90,000
- Subsidy Funds come from camps, gate fees and fund raising
- Request for increase in student fee – must show increase in external support to justify
- Critical to have foundation support and guarantee
- Critical to articulate a 2-3 year plan

### The Plan

- Need a foundation champion in place to help organize community support
- Name Campaign and Goal- \$100K in 200 Days -- #100Kin200Days
- Dates – now – June 30, 2018
- Make sure all “how to give opportunities” are covered – website, text to give, pledge cards – make it easy
- Determine “Why Should I Care” – what does an athletic program do for me/myfamily/myjob/mycommunity?
- Action Items – briefly
  - 1) Find big donors – use naming opportunities / personal calls– concession stand/pavilion/batting cages/home locker rooms, hall of fame wall, trophy cases, entrance way to Bobcat Alley, Field home dugouts, gym, gym floor, Athletic Hall in gym
  - 2) Have “A Day for Athletics” in the spring – pitchathon, HR derby, golf ball throw, 3/3 basketball – community pays to participate
  - 3) Crowdfunding and text to give – athletes, families, social networks
  - 4) Personal letters from athletes
  - 5) Camps and Clinics

**Comments to meeting of EGSC Foundation Trustees**

**Monday 11/27/2017**

Re: Fall 2017 at East Georgia State College

Dear EGSC Foundation Trustees:

Happy Thanksgiving. I hope all of you enjoyed a restful and peaceful weekend with family and friends.

Congratulations, Mayor Schwabe, on your re-election. We are proud of you and grateful for all you do for this great community.

Also, I want to say a special thank you to all of the trustees and senior administrators who participated in my recent 360-degree evaluation by the Chancellor. I know this took a large block of time out of your busy schedules and I deeply appreciate the commitment to the college which your participation demonstrates.

The months since our last regular meeting at the beginning of fall semester have been by far the most challenging and exhausting of my 40-year professional career due to enrollment challenges, resulting financial challenges, employee relations issues and other challenges. The Thanksgiving weekend provided me the opportunity to spend a few days on Tybee Island with Joyce and work and reflect. Here are my thoughts.

My overriding thoughts are optimism about the college's long term future, despite the challenges we face, and thankfulness for the roles which you, as trustees, and our faculty and staff play in making a college education - an opportunity for a better life - available to so many deserving students in this vital region of the state of Georgia. Thank you!

In addition to this confidence in our EGSC family, the primary reason for my optimism for the long range future of the college is the alignment between the mission and the great need in our region for expanded access to higher education. Simply put, if we focus squarely on meeting that need and do not let the short term challenges deter us, our future is bright. The state's high priority Complete College Georgia initiative calls for a dramatic increase in the number of college graduates in Georgia. In order to reach that goal, it will be necessary to dramatically increase the college

amazing faculty and staff. Consider a few of the major developments which took place at the college this semester:

- The new wing of our Academic Building opened. This nearly \$5,000,000 project added approximately 13,500 square feet of new classroom and lab space and approximately 15,000 square feet of renovated space to our beautiful campus.
- The 2-year process of designing and constructing the Student Center Expansion began. This is another nearly \$5,000,000 project, which will add another 20,000 square feet of space allowing us to expand our book store and add desperately needed activity space for our students. We will break ground next summer and open in fall 2019. I say that this activity space is desperately needed because our residence halls are more than full and these new full-time residents need a place for eating, socializing and co-curricular activities. This fall's occupancy rate is over 100%.
- Following all of this construction activity our balance sheet essentially shows no debt. Perhaps more importantly, we completed another clean audit of our FY 2017 finances.
- We welcomed a highly experienced and creative new Vice-President for Academic Affairs. She will, I am confident, lead major and creative initiatives in our academic programs which will lead to even higher retention and graduation rates.
- We began our RN to BSN program with our first 10 nursing students.
- Our other 2 bachelors programs are growing. At graduation in just a few weeks, we will celebrate our first Fire and Emergency Services Administration graduates.
- Our CHOICE program for intellectually disabled students has grown to 15 students with 11 of those students living in our residence halls.
- We welcomed a strong class of recruits to join a large group of returning athletes, which appear likely to challenge for league championships in all 4 sports.

So, with all of this optimism and thankfulness, why do I say that this fall has been so challenging? The reason is that the fall, in addition to these accomplishments, has brought us a series of challenges which are going to require a great deal of time, planning and simple hard work to address. Solutions are not going to be fast and, certainly, not easy.

So let's talk about these challenges.

significant rise in the number of employee relations issues which must be managed immediately as they arise. These employee relations challenges provide an apt example of one of the biggest hurdles we now face. This is a time when we need teamwork, commitment to our mission, passion about the success of our students and simple hard work. Yet, it is exactly the time when it is most difficult to deliver those things because human resources to address those issues are limited and there is an undeniable fear about the future created by any budget reduction plan. We must find a path to working through this time as a team.

So, why do we find ourselves in this situation despite all of the hard work and planning we have done together? One key reason is, of course, simply the demographics of this region of Georgia. Essentially, population is flat in the region served by East Georgia State College and families in this region of the state have far less financial resources to spend on higher education. There are other reasons:

1. There is an emphasis on providing access by USG institutions in other sectors in the area. As these institutions seek to attract students traditionally served by the access sector, this has a direct and immediate impact on EGSC.
2. There is an undeniable overlap in the missions of the state college sector and TCSG institutions. TCSG institutions are more and more focused on delivering the core curriculum at lower tuition rates than USG institutions. Also, they are more and more focused on providing dual enrollment opportunities. Again, as TCSE institutions attract students to complete their core classes this has a direct and immediate impact on EGSC.
3. Competition by private institutions and Georgia Military College is increasing.
4. As we have discussed so many times, and despite increases in state funding which have been allocated as a result of our efforts, low rates of state funding (as compared with higher funding per FTE of institutions in other sectors) continues to make it difficult to provide the tutoring, advising, student services and activities necessary to bring about student success. Access sector students are more likely to be first generation college students, students from families in lower income quartiles, and less well-prepared academically than students in other USG sectors. They need high levels of support to attain their potential, yet the institutions which serve them have the lowest level of financial support.

All of this is not complaining. It is simply laying out the facts. It is a description of the scenario we face. It does not mean we throw up our hands and get out of the game. It means we have to find ways to increase college expectations, college going rates, retention rates and graduation rates. It instead means that these enrollment challenges and the resulting financial concerns are going to require a sustained period of very hard work and will require leadership by everyone in this room in order for the