

**The University of North Carolina at Greensboro Board of Trustees  
University Advancement Committee Meeting Minutes  
May 9, 2017**

**MEMBERS PRESENT:**

Betsy Oakley, Chair                      David Sprinkle                      Brad Hayes  
Susan Safran

**MEMBERS ABSENT:**

Vanessa Carrol                      Frances Bullock  
Elizabeth Phillips                      Randall Kaplan

**OTHER MEMBERS AND GUESTS PRESENT:**

Chancellor Frank Gilliam, Provost Dunn, David Landers, Kris Davidson, Craig Fink, Waiyi Tse

Chairwoman Betsy Oakley called the meeting to order at 10:30AM. Mrs. Oakley read the Conflict of Interest Statement from the State Government Ethics Act. No conflicts were identified.

The minutes of the February 14, 2017 meeting were approved as recorded.

**Discussion Items**

Jan Zink discussed the current fundraising report and announced that she expected to meet the \$18,000,000 FY17 goal by June 30th. Jan informed the committee that on May 8, 2017, a \$750,000 gift was made, which was not reflected in the current total fundraising amount of \$14.5 million. Jan stated that the goal for alumni participation is 6%, although UNCG has been averaging around 4.5% participation rate.

Jan and David Landers presented a report analyzing life income gifts. David discussed the challenges and solutions for solving some of the concerns associated with life income gifts.

**Action Items**

The following items were presented:

- Naming UNCG Tennis Courts
- Gift Levels for Naming WAM Courtyard
- Levels for Naming WAM Gallery #6

Craig Fink discussed the UNCG Tennis Courts naming proposal and answered questions about the various naming amounts proposed.

Miriam Bradley presented the WAM Courtyard and Gallery #6 naming amount proposals, and discussed the strategic plan of the WAM.

After discussion, the committee agreed to table the vote because the committee did not have a quorum.

As a final action the Committee agreed to vote on the reappointments to HES at the full Board of Trustees meeting later in the week.

Being no further business to report, Chairwoman Oakley adjourned the meeting at 11:45am.

Respectfully submitted,



---

Waiyi Tse  
Interim Assistant Secretary to the Board

<<◇>>