

**North Dakota State University Foundation and Alumni Association  
 Grants and Awards Committee  
 Meeting Notice and Agenda  
 Thursday, September 28**

The NDSU Foundation and Alumni Association Grants and Awards Committee will meet on Thursday, September 28 at 2:30 p.m. This meeting will originate from the Klefstad Conference Room at the Harry D. McGovern Alumni Center, 1241 North University Drive, Fargo, ND 58102, with some or all members participating by phone or videoconferencing.

#Action required	*See supporting document	+Discussion needed	=Information only
<b>2:30</b>	<b>I.</b>	<b>Call to order</b>	John Wold, Chair
	a.	*Approval of Minutes from 8/24/17 meeting	John Wold
	b.	*Review/approve edited Impact Fund application	John Wold
<b>2:35</b>	<b>II.</b>	<b>=President/CEO Update on Campaign Planning</b>	John Glover
<b>2:40</b>	<b>III.</b>	<b>Presentations of Impact Fund applications begin (Each have 10 minutes to present and 5 minutes for Q&amp;A from the committee members)</b>	presenters
<b>3:40</b>	<b>IV.</b>	<b>10 minute break</b>	
<b>3:50</b>	<b>V.</b>	<b>Resume presentations</b>	presenters
<b>4:40</b>	<b>VI.</b>	<b>Discussion and approval of accepted applications</b>	committee
<b>5:00</b>	<b>VII.</b>	<b>Adjourn</b>	

**Committee members**

John Wold, Chair	Ron Holacek
Sally Berrell	Mary Zweber
Barbara Burgum	Barb Jones
Julie Burgum	Nancy Jordheim
Terry Dahl	Rob Lauf
Donn Diederich	Bob Montgomery
Kristi Hanson	Jo Ann Skabo
Mike Hanson	

Staff: John Glover, Sara Wald and Julie Wanzek

**Upcoming Meetings**

Spring Meeting of the Trustees & Alumni Directors – April 18-20, 2018

*Contact Julie Wanzek at 701-231-6842 or Julie.wanzek@ndsualumni.com with questions. A quorum of the NDSU Foundation and Alumni Association Executive Governing Board (EGB) may be present at this committee meeting. Members of the EGB who are not members of this committee may attend and participate in this meeting, but only members of this committee may make, second, or vote on any motion or other action of the committee.*

North Dakota State University Foundation and Alumni Association  
Grants and Awards Committee Minutes

August 24, 2017

The NDSU Foundation and Alumni Association Grants & Awards Committee] met on Thursday, August 24, at 11:00 a.m. CST, in the Klefstad Room at the Harry. D. McGovern Alumni Center, 1241 North University Drive, Fargo, ND 58102.

Grants & Awards Committee MEMBERS PRESENT:

In Person: Bob Montgomery, Jo Ann Garaas-Skabo, Nancy Jordheim, Julie Burgum

Via Phone: John Wold, Kristi Hanson, Mary Zweber, Mike Hanson, Rob Lauf, Ronald Holecek

Grants & Awards Committee ABSENT:

Barb Jones, Sally Berrell, Terry Dahl, Barbara Burgum, Donn Diederich

STAFF PRESENT:

Sara Wald, Julie Wanzek

The Chair of the NDSU Foundation and Alumni Association Grants & Awards Committee requested a roll call be taken for the purpose of establishing a quorum.

CALL TO ORDER: Chair John Wold called the meeting to order at 11:02 a.m. CST.

APPROVAL OF MINUTES FROM April 20, 2017 MEETING: A motion to accept the minutes of the April 20, 2017 Grants & Awards Committee meeting was made by Jordheim, seconded by Montgomery and carried unanimously.

DISCUSSION OF EDITING IMPACT FUND APPLICATION:

Applications have been coming in that do not adhere to the guidelines on the application page. Most noted was applications that exceed the number of pages allowed, and including additional information i.e. letters of support. Going forward, we will not accept additional pages past the maximum of 4 pages allowed, including a vitae. We will not accept additional information sent to us after the application cut-off date. We will require a copy of the transmittal form to be sent with the application, so we know the applicant has taken the proper steps in getting the Transmittal Form from Sponsored Programs. Sara suggested student groups go through Laura Oster-Aaland from Student Affairs for approval. Julie will edit the application and instructions to apply, and have it ready for approval for next meeting on September 28<sup>th</sup>.

DISCUSSION AND SCORING OF APPLICATIONS:

After discussion and scoring applications, the Committee selected 7 applicants with the highest scores to present at the September 28 meeting.

A motion to approve the following applicants to present at the September 28 meeting was made by Montgomery, and carried unanimously:

James Faris  
Na Gong  
Ganapathy Mahalingam  
Bakhtiyor Rasulev  
Todd Sirotiak  
Jeremy Straub  
Sathish Venkatachalem

ADJOURNMENT: With no further business, the meeting was adjourned at 11:50 a.m. CST.

Respectfully submitted,

Julie Wanzek, Outreach Programs Manager, NDSU Foundation and Alumni Association

## Overview of NDSU Campaign Planning – September 2017

### Campaign Feasibility Study Background

In mid-2016 North Dakota State University engaged Bentz Whaley Flessner (BWF), a national leader in fundraising consulting, to support our strategic planning for the upcoming campaign. The three major objectives of the study were to:

1. Assess the private fundraising potential from all sources for North Dakota State University.
2. Identify possible leadership-level donors and volunteers.
3. Evaluate capacity of organizational and fundraising infrastructure.

As part of this process, BWF conducted 46, 1:1 interviews between March and May 2017.

### BWF Major Recommendations to Development Council and Executive Governing Board – July 2017

NDSU should plan and conduct a phased comprehensive campaign with an *initial working goal* in the range of \$300 - \$400 million in gift commitments in support of NDSU's strategic priorities and initiatives.

- Based on advance and leadership gifts phase results, NDSU should determine the final dollar goal prior to the campaign's public announcement, most likely in 2019.
- Count all gifts made to the university from January 2016 through December 2022.

### Findings and Conclusions

Bentz Whaley Flessner examined the following areas as part of the feasibility study:

- The Case for Support
- NDSU Leadership
- Donor Prospects Available
- NDSU Internal Readiness
- Philanthropic Environment

### The Case for Support

The general reaction to the campaign prospectus was positive, but NDSU will need to refine the messaging to better convey the potential impact.

- Most thought the prospectus was well-written, especially the language about land-grant universities and a sense of place, but some found it too lengthy.
- There was strong support for the Sudro Hall project.
- Several thought stressing NDSU's positive economic impact would strengthen the case, especially in the business community.

### NDSU Leadership

There is a great deal of confidence in the leadership at NDSU and at the NDSU Foundation/Alumni Association.

- President Bresciani is held in high esteem, and enjoys strong support among interviewees.
- John Glover is given high marks for exposing Foundation and Alumni Association board members to the people and programs across campus, and for assembling a strong team.
- There is strong consensus that the Foundation and Alumni Association board is ready to “own” this campaign and ensure its success.

### **Donor Prospects Available**

NDSU is off to a strong start in terms of gifts near the top of the pyramid, suggesting a goal in the range of \$300 - \$400 million is within reach.

- There are already 20 gifts of \$1M+ either in-hand, or indicated through interviews.
- Counting annual Team Makers gifts over a seven-year campaign could add another \$25–\$30M to the total.
- Almost three-fourths of interviewees rank NDSU in their top three among their philanthropic priorities.

### **NDSU Internal Readiness**

The NDSUFAA has taken positive steps to implement recommendations BWF made as part of the 2016 development assessment.

- NDSUFAA has added several new frontline fundraising positions, and a full-time development communications position.
- New expectations for gift officer performance are being implemented, including expectations around visits, proposals, discovery calls, and other appropriate metrics.
- Two of NDSUFAA’s top three years of giving have happened recently, reflecting strong momentum for a campaign.

### **Philanthropic Environment**

Although donors remain concerned about the energy and agriculture sectors, nearly all interviewees intend to make gifts to NDSU in the campaign.

- Economic conditions have largely improved, and overall giving, as well as giving to higher education have returned to pre-recession levels.
- Oil prices remain volatile and have not yet recovered from the rapid fall in late 2014.
- NDSU faces competition for the philanthropic dollar from other universities in the state as well as other philanthropic organizations, but not at concerning levels.

### **Actions & Next Steps**

**Development Council and Executive Governing Board accepted recommendations by BWF, authorizing the staff and organization to proceed with the next phase (advanced gifts phase) of the campaign.**

- Leadership gift solicitations actively continue and/or begin.
- Fall 2017 – Recruitment of campaign leadership.
- Winter/Spring 2018 – Recruitment of campaign cabinet.
- April 2018 – Inaugural meeting of NDSU campaign cabinet occurs.