

**TROY UNIVERSITY
DEVELOPMENT TEAM MEETING
March 2, 2009**

Present: Dr. Laliberte, Bill Minix, Kathy Ninas, Melody Denson, Ward Sullivan, Faith Ward, Holly Adams, Bronda Barron and Gail Mason. Lee Mikell, Campaign Consultant, also attended the meeting.

Dr. Laliberte welcomed everyone.

Dr. Laliberte reported on the successful move of the Office of Development to the old Wachovia Building and then challenged everyone to come up with a name for the building; she suggested the TROY Development Center.

Dr. Laliberte then reported that Meredith was in the hospital in Dothan; she has been diagnosed with pneumonia. There are also other issues; she probably will not be back until the middle of the month.

Dr. Laliberte congratulated Faith Ward and her staff for a very successful Alumni Chapters Leadership Meeting, which was held in Hawkins Hall this past Saturday with over 60 folks in attendance, in spite of very bad weather. Dr. Hawkins visited during the meeting and was very impressed with the turnout.

Dr. Laliberte then reminded everyone that two of our area's goals - Annual Fund and Chapter Membership – needed to be at the top of everyone's list, since the two impacted virtually everything we do. If our alumni/friends will make an investment in these two initiatives, they are likely to be more engaged and more willing to make larger gifts.

Dr. Laliberte then shared her Chancellor's Presentation, which highlighted the Office of Development's accomplishments for 2008, with the group. We had a very successful year, raising over \$19 million in a bad economy.

Dr. Laliberte then shared the Power Point that would be shared with the Trustees and Foundation Board at the Joint Retreat later in the week. This presentation showed that we have raised approximately \$35 million toward our \$100 million campaign goal. At this time, it is expected that we will make the public announcement of the Campaign in October 2010 – which means we need to raise \$30 million over the next eighteen months.

Lee Mikell then presented the revised Campaign Timeline. It was reinforced that we have eighteen months to bring in large gifts to the Campaign. We talked about the challenges faced in this economy and what needed to be done to be successful.

Dr. Laliberte and Lee Mikell then briefed the group on the Capital Campaign Steering Committee Workshop that was held on Feb. 16 in Dothan. It was an extraordinarily successful meeting and energized the Campaign leadership.

All Gift Officers then shared their recent successes. Discussion ensued regarding monthly reports, the number of donors in each gift officer's portfolio and the use of volunteers in fundraising. Dr. Laliberte shared some success/team quotes with the group.

All those that had attended CASE then shared at least five things that they had learned at the conference. Handouts were provided to all attending the meeting.

All team members then reported on items of interest in their area, which included:

Ward Sullivan reported on the success of the TROY Shield Society's inaugural gala, noting that we had 219 founding members (surpassing our goal) and that, since January of 2007, we have raised almost \$10 million in planned gifts.

Faith Ward provided additional detail on the Alumni Chapters Leadership Meeting and also reminded everyone of the upcoming Spring Reunion weekend.

Bronda Barron reported on a very successful Faculty/Staff Annual Fund.

Julia Wilson reported on a number of very successful planned giving special events.

Lee Mikell reminded all gift officers of the three proposals every month reminder.

Dr. Laliberte reminded everyone about the due dates for monthly reports; the need to always communicate, collaborate, and coordinate; and about the following upcoming events around campus:

- a. Higher Education Partnership Day
- b. Joint Board Retreat
- c. Basketball Tournament
- d. Baseball Tournament
- e. Campus Vice Chancellors and Deans Training (April 7).

Dr. Laliberte reminded everyone that we will have another meeting this spring to revisit the Policies and Procedures Manual now that things have settled down after OGU.

The meeting was adjourned at 11:35 a.m.