

**TROY UNIVERSITY
DEVELOPMENT TEAM MEETING
Tuesday, 5/15/07**

Present: Dr. Laliberte, Bill Minix, Wes Allen, Melody Denson, Sonya Shirley, Faith Ward and Meredith Welch. Lee Mikell, Corporate DevelopMint consultant, also attended the meeting.

Dr. Laliberte welcomed everyone and made the following announcements:

- The calendar will be going back to July 1 thru Aug 31.
- Dill Hall will be imploded late May or early June. Dr. Laliberte will check on video taping and/or saving bricks for possible fundraiser.

Dr. Laliberte and Lee Mikell next discussed the Case Statement for the Building Beyond Boundaries Capital Campaign with the group. The Case Statement was recently approved by the Board of Trustees.

Lee Mikell then made a presentation on “Fixing Problems From the Inside, Today” – based on an article by Steven Spear. Everyone was provided a handout on this information.

Dr. Laliberte filled in the group regarding the new planned giving initiative and brought the group up to date regarding the work of the Planned Giving Council. She then announced that Each MGO will be expected to cultivate at least six planned gifts a year.

Lee Mikell then presented a tentative campaign timeline. “The Year of the Family” campaign, the official kick-off of the silent phase, will begin in August of this year.

Dr. Laliberte then identified several activities that will have to take place in the coming months regarding the campaign that the group would be involved with. These included:

- Determine what campaign collateral materials are needed
- Identify naming opportunities
- Building Beyond Boundaries Web design
- Develop volunteer training materials

All gift officers then shared their recent successes. Discussion followed regarding the need to focus on two projects to kick-off the campaign: the renovation of the baseball field and the renovation of Bibb Graves.

All gift officers and the consultant then had an extended discussion regarding new prospects and assignment of those prospects.

Dr. Laliberte then shared with the group the progress on implementing our new data base management program, The Raiser's Edge. Work is continuing on identifying all the needed information to "go live", which is currently scheduled for August of this year. Everyone was alerted to the fact that the first week in August would involve week-long training for this new software, so no one should plan a vacation for this timeframe.

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

Faith Ward reported on the upcoming Membership in May Campaign.

Sonya Shirley went over some key dates for folks to keep in mind regarding the implementation of The Raiser's Edge.

Wes Allen shared upcoming sports' schedules.

Dr. Laliberte thanked everyone for their cooperation in the implementation of The Raiser's Edge and reminded all gift officers of the importance of focusing on bringing in leadership gifts for the campaign.

The meeting was adjourned at 11:10 a.m.