

**TROY UNIVERSITY
DEVELOPMENT TEAM MEETING
September 15, 2008**

Present: Dr. Laliberte, Bill Minix, Kathy Ninas, Ward Sullivan, Gayla White, Faith Ward, Melody Denson, Bronda Barron and Julius Pittman. Lee Mikell, CDM Consultant, also attended the meeting.

Dr. Laliberte welcomed everyone and made the following announcements:

- We are having a great year thus far, but we need to have the best closing quarter ever to meet our goals.
- Our planned giving initiative will be important to focus on in this economy.

All gift officers next reported on recent Gifts/Successes:

- **Ward Sullivan** – worked with Melody on two Planned Gifts, Planned Giving luncheon held on Phenix City campus and ones planned for Dothan, Troy and Fort Walton Beach.
- **Faith Ward**– Chancellor’s Golf Tournament scheduled for Sept 12th currently has 38 teams and 5 sponsors. Lunch is scheduled for 11 am with tee time at 1
- **Melody Denson**- currently working with Ed Kelley, and Mr. Breing
- **Gayla White** – working with Jere Lawrence and David Lawrence
- **Kathy Ninas** – working on several Planned Gift with Ward from the PC campus, River Front deed in progress, 1968 championships team making gifts
- **Bill Minix** – several in the works
- **Julius Pittman** – with football, most of the effort is with the suite donors.
- **Bronda Barron** – the fall mail piece is out and we have begun receiving responses, the phonathon is in full gear, and work on the faculty/staff campaign has begun.
- **Dr. Laliberte** – working with Tom Ratcliffe and Richard Stabler on Eminent Scholar, Jim Bookout made a planned gift, made visits to Global campuses in Florida, Georgia, North Carolina and South Carolina – very warmly received; expect we will receive gifts from these efforts.

Dr. Laliberte next provided an update on the Capital Campaign and also told the group there has been no decision made yet on the postponement of the extension of the quiet phase of the campaign.

Dr. Laliberte then turned to discussing End of Year Reports / Status of Goals, making the following points.

- End of year report should be for January thru August.
- Status of Goals should show what goals were met; the goals that were not met and why they were not met – then how they will be met in the upcoming year.
- These reports are due by September 12th.

Dr. Laliberte reminded all Major Gift Officers that monthly reports due by September 12th – use new form! – and as far as The Raiser’s Edge Reporting – that is due by September 12th as well.

Dr. Laliberte reminded the group that we need to Communicate, Collaborate, Coordinate!!! And while it is true that the two largest fundraising groups are in Development and Athletics, that there are other folks around campus that try to raise money from time to time. We all need to be on the lookout for this and remind these individuals that all fundraising must be coordinated through the office of the Associate Vice Chancellor for Development. Dr. Laliberte made the following points:

- Continue to work on communication!
- Improvements have been made but the best is yet to come!
- Coordination between Development and Athletics is critical!

All gift officers next made reports from their areas:

- **Ward Sullivan** – Planned Giving Seminar Sept 12th 8-4 with lunch @ 12
- **Faith Ward**– Alcorn State game with festivities all day – Pike Co chapter sponsoring craft show on grounds of Alumni House, Alumni Board meeting @ 1 pm, Fish Fry and Tailgate at 4 pm, detail listing of all activities on web.
- **Melody Denson**- working on closing previous proposals, Rick Hall making gift for Field House with JP, working on several planned gifts
- **Gayla White** – working with Chris Dupree on several donors, Mike and Cindy Schmitz will attend the Alcorn St game, Dothan Golf Tournament September 25th
- **Kathy Ninas** – working on several Planned Gifts with Ward from the PC campus, River Front deed in progress, 1968 championships team making gifts
- **Bill Minix**– several in the works, MGO’s to stay after meetings in future to work on different items in the afternoon
- **Bronda Barron and Julius Pittman** had nothing additional to report.

Dr. Laliberte then reminded folks of the following:

- 100 Years of Football Christmas ornament
- 100 Years of Football Commemorative Book, pre-order fall
- Professional Advisors Seminar, Sept 12th
- Alcorn State, Sept 13th HM Game, Pike County Alumni Craft Show
- Confucius Institute, October 18th
- Homecoming, November 8th
- LSU – November 15th

The meeting was adjourned at 11:45 a.m.