

**George Mason University
Board of Visitors**

**Development Committee Meeting
March 31, 2016
Merten Hall, Fairfax Campus**

A G E N D A

I. Call to Order

**II. Approval of Development Committee Meeting Minutes from February 11, 2016
(ACTION ITEM)**

III. New Business

- A. GMUF Chair Update -- Jimmy Hazel
- B. Alumni Affairs and Annual Fund Report - Phil Hills, Marts and Lundy
- C. Why We Do What We Do - Showcasing Mason Research – Dean Peggy Agouris & Ted Wynn, College of Science
- D. University Advancement and Alumni Affairs Report – Janet Bingham

IV. Old Business

V. Closed Session

- A. Gifts, Bequests, and Fundraising Activities (Code of VA: §2.2-3711.A.8)

VI. Adjournment

**George Mason University
Board of Visitors**

**Development Committee Meeting
February 11, 2016
10:50 a.m. – 11:40 a.m.
Merten Hall, Room 1201, Fairfax Campus**

MEETING MINUTES

Attendees: Chairman David Petersen, Visitor Stephen Cumbie, Visitor Kelly McNamara Corley, Visitor Shawn Purvis, Visitor Tracy Schar, Visitor Kimberly Dennis, Visitor Siddique Sheikh

Additional Attendees: Rector Tom Davis, Visitor Jon Peterson, President Ángel Cabrera, Board of Trustees Chair James W. Hazel, Senior Vice President J.J. Davis, Vice President Janet Bingham, Faculty Representative Alan Abramson, Faculty Representative Keith Renshaw, Student Representative Khushboo Bhatia, Director of Military Services Jennifer Connors, University Counsel Anne Gentry

VII. Call to Order

The meeting was called to order at 10:56 a.m.

VIII. Approval of Development Committee Meeting Minutes from December 8, 2015 (ACTION ITEM)

Chairman David Petersen called for a motion to approve the meeting minutes from December 8, 2015. A **MOTION** was made, **SECONDED**, and the **MOTION CARRIED UNANIMOUSLY BY VOICE VOTE**.

IX. New Business

- D. "Why We Do What We Do" – Jennifer Connors, Director, Office of Military Services (OMS)

Brock Field, director of development for leadership gifts, introduced Jennifer Connors, director of the Office of Military Services at Mason. Mr. Field and Ms. Connors presented a PowerPoint presentation and provided an overview of the veterans services, programs, and initiatives at Mason and outlined the critical need for philanthropic support. Established in 2009, the Office of Military Services serves the needs of all veterans, active-duty personnel, and military family members attending Mason. Military enrollment at Mason has increased by 300 percent since the formation of OMS; currently more than 3,200 men and women, nearly 10 percent of the student body, are veterans or active duty service members. Mason is the Commonwealth's only public university to be designated a "military-friendly" school.

E. GMUF Chair Update — James W. ("Jimmy") Hazel, JD '84

George Mason University Foundation Chair Jimmy Hazel provided an update on the activities of the Foundation's Board of Trustees.

- Cyber Security - Trustee George Newstrom oversaw an ad hoc committee to evaluate the Foundation's preparedness; the committee met twice and all were satisfied with the current state of affairs and plans going forward. Trustee Newstrom will make a report to the Board of Trustees in March.
- The Foundation has successfully transitioned its endowment account to the investment advising firm UBS, utilizing an outsourced chief investment officer model (OCIO).
- The Foundation received a clean audit.
- The Board of Trustees is in the midst of new trustee recruitment. A number of talented trustees will have completed their terms at the end of June, but there is considerable excitement regarding potential trustees now being reviewed to join the board.
- An initiative regarding real estate in Loudoun County is moving forward. Chairman Hazel, along with Trustee Bob Buchanan, recently met with Loudoun County Supervisor Ron Meyer to discuss the next steps.

Dr. Ángel Cabrera thanked Chairman Hazel and the Foundation for their efforts to advance the Loudoun County land project and thanked Board of Visitors members for their help as well.

F. Campaign Talking Points—Janet Bingham and David Long

Dr. Janet Bingham distributed and discussed revised campaign talking points. Dr. Bingham brought the Visitors' attention to page 30 of the President's Report. This page provides a succinct and effective "elevator speech" for the campaign. The elevator speech and the revised talking points were deemed fully adequate to start Mason conversations. Dr. Bingham asked Visitors for their ongoing comments, suggestions, and input.

G. University Advancement and Alumni Affairs Report – Janet Bingham

Dr. Bingham gave a report on the activities of the Office of University Advancement and Alumni Relations.

Dr. Bingham shared that more than \$30 million towards the \$60 million annual goal has been raised.

Visitors were invited to attend the weekend's Homecoming events, and all present were asked to encourage friends and alumni to join them. Associate Vice President

Chris Clark-Talley reviewed the weekend's activities. Dr. Bingham encouraged Visitors to attend the Patriot Club's First Pitch Dinner to benefit the baseball program on Friday, featuring three alumni from the world champion Kansas City Royals management team.

Dr. Bingham invited Visitors to attend a monthly social gathering which will feature a prominent member of the Mason faculty. It is an opportunity to meet award-winning faculty members and learn more about Mason's academic programs and research. Socials will begin in March.

Dr. Bingham reported on her visit to the Association of Governing Boards conference in January, where strategies for encouraging endowment growth and increasing donor participation rates were found to be common themes.

X. Old Business

There was no old business to discuss.

XI. Closed Session

B. Gifts, Bequests, and Fundraising Activities (Code of VA: §2.2-3711.A.8)

There were no topics to discuss. A closed session was not held.

XII. Adjournment

There being no further business, Chairman Petersen asked for a motion to close the meeting. A **MOTION** was made, **SECONDED**, and the **MOTION CARRIED UNANIMOUSLY BY VOICE VOTE**. The meeting was adjourned at 11:44 a.m.

Respectfully Submitted,



Naomi Arlund
Secretary, pro tem