

NWF MG Management Committee Meeting
April 23, 2019, 11:30 a.m.
Arpke President's Conference Room, SSC, President's Suite, Niceville Campus

Members Present:

Pend Armistead	Jeff McInnis
Laura Coale	Carla Reinlie
Cristie Kedroski	Devin Stephenson
Don Litke	Ken Wampler
Melissa Wolf-Bates	

Absent:

Chad Hamilton, Perry Hammock, Alan Wood

Call to Order: Mr. McInnis called the meeting to order at 11:44 a.m.

Welcome Board Members and Guests

Mr. McInnis welcomed board members, consultants, and staff members.

Approval of Minutes

The minutes of the March 12, 2019, Management Committee Meeting were approved. **Motion to approve minutes as presented, Maj Gen Litke; Second, Mr. Wampler; Motion carried unanimously.** The minutes of the April, 2019, Vice-Chair Organizational Meeting were approved. **Motion to approve minutes as presented, Mr. Wampler; Second, Maj Gen Litke; Motion carried unanimously.**

Board Division Update

Ms Reinlie presented the timeline showing completed activities to date. She noted that all pre-solicitation letters have been sent to vice-chairs and prospects. She hopes to have pledges back from vice-chairs by next week and that Board prospects will be completed before end of May.

Campaign Support Materials

Ms. Reinlie presented documents that will be in the back of Case for Support: Naming Opportunities; Ways to Gives; Facts (a list of questions that may be asked about the campaign). Discussion was had on the differences between headcount and FTE. Ms. Kedroski noted that it is best to qualify when using figures. Ms. Reinlie reviewed the materials for Case for Support which will highlight the three initiatives, have approximately six testimonials, and include the documents presented. Ms. Coale proceeded to share a current concept of the document and shared that a video is in the works as well. Testimonials are currently being gathered to reflect the three initiatives to help prospects feel connected to the campaign.

Campaign Finance Report

Ms. Kedroski clarified how the ratio for the buildings in the Naming Opportunities documents had been calculated; 30% of the building insured value. She noted that this document is to be presented to the Trustees at the June meeting for approval. Current gifts and pledges total just over \$609,000. She discussed other grant opportunities available; specifically the Walton Works Project. This would expand training at the Chautauqua Center in DeFuniak adding \$4.2 million to the campaign goal (\$2.7 from Triumph and \$1.5 from the county). The Walton Works Project is on Triumph's agenda for Monday, April 29, 2019.

Stakeholder Meetings Update

Dr. Stephenson discussed how important "good markers" are; specifically mentioning the welding and law enforcement programs. He then gave a brief update on the one-on-one meetings with key leaders and prospects throughout the community. He is excited about future interviews. There are currently seven interviews scheduled through May and twenty more potential in June. Discussion was had on Dr. Stephenson's approach to the interviews. He noted that he asks for their perceptions and tries to find connectors. He then discussed the completion of the Students Residence Hall feasibility study. The study concluded that 400 students could easily be accommodated and that the need is there.

Leadership Awareness/Prospect Listing Evaluation

Dr. Armistead noted all of the items checked on the timeline and applauded the achievements. He discussed the continued cultivation of leadership and is looking toward to the second phase of prospecting. He discussed the subcommittee and tiered concepts for the next phase which will be presented for discussion at the June 5, 2019 Foundation Board Meeting.

Announcements

Dr. Stephenson noted that this year's commencement is going to be much larger than last year's. This year 640 student s will be participating. Only 518 participated last year. There will be two ceremonies; 10:00 and 2:00.

Ms. Kedroski noted that the new members were polled, and the date for the New Member Orientation will be Monday, June 3, 2019.

Next Meetings:

Thursday, May 30, 2019; 11:30 a.m.; Students Services, 3rd Floor, Arpke President's Conference Room
Thursday, June 20, 2019; 11:30 a.m.; Students Services, 3rd Floor, Arpke President's Conference Room

Adjournment: There being no further business, the meeting was adjourned at 12:39 p.m.



Carla Reinlie, Director of Development

6-25-19

Date