Executive Committee Meeting – February 15, 2012

Attendees: Andersen, Burish, Ganser, Hughes, Klisurich, Telfer, Enslin and Miller

The meeting was called to order at 10:00 AM

I. Jon gave the Committee an update on the Campaign. As of December 31, 2011, we have secured $33.3 million in overall campaign commitments, which included over $2 million in commitments in the fourth quarter. We received a $1 million cash gift from Quint and Rishy Studer for the Janesville Promise Endowment, which is a quasi-endowment that will benefit about fifty students from Janesville high schools for the next six years. We are also beginning to reap the benefits of our previous efforts as we had over $600,000 in pledge payments during the course of the quarter.

At the last Board meeting, we talked about two significant outstanding proposals that we hope to have resolved by the end of 2011. Unfortunately we have not been able to close either gift, but we will be having discussions with each prospect prior to the March 14 board meeting, so we hope to have some idea of where they stand and how that may impact our final Campaign goal.

II. Jon reported that Alumni Leadership Day “Save the Date” postcards have gone out and plans for that day continue to evolve. The Foundation Board teleconference has been rescheduled for Wednesday, June 6, 2012 at 10:00 AM. All members will be invited to participate.

III. The Committee reviewed the report of the Warhawk Real Estate Foundation group. The WREF has a signed purchase agreement for its first property under the Downpayment Assistance Program. That is slated to close in April. The WREF is also exploring the building of one or two homes on the lots and selling those since we have heard from employees that they are interested in the program but not in constructing a home. Members of the WREF are also going to be going to UW-Platteville to look at a residence hall that their Foundation has constructed as a potential use for the Franklin School site.

IV. Jon shared a report on the phonathon now that we have contracted with Ruffalo Cody to run our phonathon on campus. After one year, despite a decrease in alumni contacts by 10%, and an increase in costs of 60%, we are expecting to increase our “profit” by about 20%. We have been able to accomplish this primarily by increasing our pledge rate from 19% to just over 30%.

V. Jon reported the results of the survey to the Board members on meeting times. Over 80% of board members wanted to only have two meetings per year, and most preferred to have the meetings begin earlier in the day. As a result, starting in 2012-13, we will be having two meetings, one on the Thursday before Homecoming (October 18, 2012) and one in late April or early May. A final schedule will be presented to the Board in June.

VI. Updates:
   • The Budget & Audit Committee will be recommending to the Board at its March meeting that we accept a three year bid from Clifton Larson Allen for audit and tax services.
   • The committee had its initial discussions regarding nominations for 2012.
The meeting was adjourned at 10:40 AM