

NOTICE OF PUBLIC MEETING

GREAT BASIN COLLEGE FOUNDATION
Board of Trustees Development Committee Meeting
GBC Foundation Office
1025 Chilton Circle, Elko, Nevada 89801
BlueJeans Dial-in: 855-203-2730, ID: 148 203 426

Thursday, January 16, 2020, at 12:15 pm

Members of the public may attend the meeting and provide testimony or public comment at these sites via video conference connection.

Minutes

Call to Order of the Great Basin College Foundation Board of Trustees, Development Committee

1. Call to Order

2. Roll Call

Chris Johnson (Chair) - Present
Tana Gallagher - Present
Travis Gerber – Absent
Dave Roden - Phone
Mark Laffoon – Present

Others Present:

Dr. Robert Colon
James Glennon
Matt McCarty
Kelli Baker

3. Public Comment (*see notation regarding public comment*)

Information

Mr. McCarty reported that Dr. Collett, Ms. Meisner, and Ms. Schultz have all resigned from the Committee-Full Board. Discussion proceeded with finding new members.

Chair Johnson inquired about the bid advertisement for Winnemucca. Mr. Roden replied that Mr. McCarty announced it today but has not seen anything yet. Mr. McCarty informed the Committee that today is deadline for the construction manager, review bids this month with interviews next month, and on the 21st of February the construction manager will be announced. The project is 1.7 million over the estimate, currently sitting at an 8.7 million budget. Chair Johnson said it was advertised as 16 million. Mr. McCarty explained the Public Works Board indicated it cannot be built for less than \$750-\$1,100 square foot and that's why it is high.

4. Approval of Minutes

Information/Possible Action

MSP to approve minutes of September 9, 2019 Development Committee Meeting: Roden, Laffoon.

5. Development Committee Chair Report

Information

Chair Johnson stated the potential projects Mr. McCarty put together financial contributions set timing wise in good position and see if we can get to next step. Chair Johnson stated that GBC has protentional to be vocational source. He explained that Bret Murphy wants an apprenticeship program for construction and with the State putting out their requirement for apprentices being on Public Works jobs, GBC has the opportunity to fill the void. Mr. McCarty said GBC is working in in conjunction with the school district construction trade. The item was on the agenda for the school board, but it was placed as a non-action item. The grant that GBC is working on is due tomorrow or week tomorrow, so the intent was to have School Board's vote for more strength with the grant. School district seems to be interest in moving forward with it and if goes through Wells wants to participate, and Winnemucca and Ely have indicated why want something similar.

6. Development Information/Action Items

Information/Possible Action

- a. 5-year Strategic Direction
 - i. College Needs
 - ii. Goals
 - iii. Fundraising Campaigns

Mr. McCarty told the Committee that in the packet there are slides of capital projects from GBC leadership to the BOR and NSHE. He explained the first one is a remodel of Berg Hall, in essence a 1 stop shop for students, it needs remodeled and HVAC setting thing updated. Mr. McCarty explained there is no State money for this project, so we might need to do fundraising for that project, if the Foundation stepped in.

Mr. McCarty said the other project is the Welding Lab expansion project, this has been a request of GBC has made for more the 10 years and it did get approval from the Board of Regents and the Legislation. Its anticipated at 4.1 million which was submitted 10 years ago. It is a capital project so with the increase there will be an increase with the Board of Regents also. Mr. McCarty explained that a minimum of \$600,000.00 is needed from GBC. The more GBC or the Foundation can contribute the more likely to get funded.

Mr. McCarty stated these are the two programs right now for the 5-year Strategic Plan. The College would like to see fundraising from the Foundation. Mr. McCarty stated the priority is the welding lab, which is more likely have the most impact, but from a student services stand point the HVAC is the priority.

Chair Johnson inquired about Lundberg Hall and student housing. Mr. McCarty replied President Helens said yes that is definitely on there, but in speaking with Sonja Sibert the next five-year funding is minimal. Mr. McCarty said it would but 100% on the Foundation for fundraising, but perhaps you could introduce it in 2025 as a capital need. Mr. McCarty went on to say that right now there is not a justification for student housing. Chair Johnson asked what the occupancy rate is. Mr. McCarty said the single apartments are not full, but the family apartments are full. Chair Johnson asked if more housing was available would it make student count go up? Mr. McCarty replied yes that would be a marketing tool to use, but we have never tracked it that way so there is not enough data. Mr. McCarty said it's a wish from the President, but not priority according to Ms. Sibert.

Chair Johnson said the 5-year is good, but we need to talk the 10-year needs of the campus, you have to think decades. Chair Johnson inquired about the online, when Dr. Curtis was here the student enroll up, but can it survive? Chair Johnson went on to say we need the welders, diesel mechanics, and electricians to fill jobs, so you can't get out of training for vocation, that is brick and mortar division of college. Mr. McCarty said online enrollment and online degrees continue to grow under President Helens. Mr. McCarty stated as of last night a group called Intelligent named GBC the best in the west as far as online programs, and out of 129 colleges GBC came in at number 12 and no other Nevada school ranked. Mr. McCarty stated NSHE is not comfortable with just being online. Chair Johnson went on to say is what he is hearing is to increase the vocation, i.e. the welding shop welding shop is too small, you need a lead gift and then a big donor and to do a project expansion of the facility and offer more vocational space. Chair Johnson explained if he made a decision today as a Trustee, that is the direction to go.

Chair Johnson went on to say that the Trustees and the administration of the College must be in sync. Chair Johnson said that you need to have the project identified, i.e. welding lab, and get that lead gift, start a capital campaign. The Foundation has been successful because we have money in bank. Mr. McCarty recommend for a 5-year project that work to solidify the welding expansion and work on getting a million or more, and longer term, 10-year program, would be Lundberg Hall or student housing. Mr. McCarty said he could take that to the President. Mr. Laffoon stated on sustainability with Nevada Gold Mines, you need to develop and bring in vocations, we need to do it keep people here. Mr. McCarty stated they could work on welding project, then ask the President if 10 years down what she wants on the vocational side of it. Dr. Colon said the housing should be put farther back and expand the labs, as certain professions need labs.

Mr. McCarty reported that he and Vice President Rivera discussed a curricular to review all programs and evaluate so we could see where road block and why people were not able to continue through, i.e. Criminal Justice, it is the same one being taught as it was 30 years ago, now students want the forensic science side of things. Mr. McCarty said the

science lab and welding lab can be discussed with President Helens and get a firmer commitment of what the administration wants. Chair Johnson stated review the history here, we need to build a good plan, identify the lead gift, it's simple how to follow the plan that Jeannie Blach and Ron Remington had, need to be a college of first choice not last resort.

Mr. McCarty reported another item is the Mining Center of Excellence in partnership with UNR MacKay School of Earth Sciences and Engineering. Mr. McCarty said they have not got together with the industry partners to see what is needed, a thought is all vocations that the mining companies deal with could be put under one roof, not sure where the building would be built, that could be another 10-year project. Chair Johnson said things need to start now, if we can sell it as an investment to the mine it would be huge. Mr. McCarty said he will visit with President and get something more concrete.

b. 2020 Dinner Dance Gala

Mr. McCarty reported that Dr. Collett is to be honored and the President is inviting another group to honor, but for now it is not public. We have received all catering proposals and will go through those. The tickets are \$550.00 for a table and \$65.00 for single ticket. Mr. McCarty also reported that there will be a cake or dessert auction. Thoughts of doing experiential vacations, i.e. Costa Rica or a day fishing with Joe Doucette, or a private flight with Joe Royer.

Chair Johnson asked if the dinner dance is part of this committee. Mr. McCarty said this Committee is to where we commit to more fundraising, the Executive looks at the administration side of it, and the Finance looks after we have money and where to spend it. The Development is where do we commit to more partners.

Chair Johnson informed the Committee that the Dinner Dance used to be a friend builder and a celebration, it was never about money and he would like it to go back to that. Ms. Gallagher agreed with Chair Johnson. Ms. Gallagher inquired how much the event cost last year. Mr. McCarty replied \$20,000.00. Mr. Glennon stated it netted \$11,000.00. Mr. Colon said you can't lose money on it though. Mr. McCarty explained if we break even is fine, we have made no commitments so far. Discussion continued around the financials of the Foundation and pursuing more fundraising to pay for the administration of the Foundation. Chair Johnson stated that maybe the 10% fee should be back in place, he feels we should focus on big money, that staff should be working on reviewing what was successful and not wrapped up in little fundraisers. Mr. McCarty said 10% of 1 million basically shores up the administration for next 5 years, but the Trustees need to say where we are going. Mr. McCarty said if a non-profit operates with a 10% overhead it is extremely proficient, but if you waive the fee that's where the problem starts. Mr. Glennon stated that is what happened. Mr. McCarty said the endowment side of the money is also important and we need to try to build that. Chair Johnson said that should be worked on as well, if we get an endowment fund that funds staff, that's another good 5-year plan. Mr. Glennon stated that a \$25,000.00 miscellaneous endowment fund needs to be started. Mr. McCarty said we need a pooled endowment. Mr. Roden agreed to increase endowments and push to sell the projects working at the workplace projects that gives a return.

c. One Day's Pay

i. Campaign Outreach and Publicity

Mr. McCarty reported now that Jennifer Sprout has the GBC Communications Plan out with the President's direction, she is looking at plans though rebranding and to roll back out community wide, all five communities, One Day's Pay will be mentioned at the Dinner Dance Gala.

d. Community Outreach

i. Committee Contact Assignment

Mr. McCarty said until we have a 5 or 10-year plan, Community Outreach is not something we need to do for assigning any Committee members, it would be good to have additional Trustees.

e. Legacy Society

i. Stakeholder Contact

Mr. McCarty stated he has not received an official resignation from Zach Gerber, he thinks it is a good idea to find another attorney for the Committee.

ii. Estate Planning Workshop

1. Date
2. Location

Mr. McCarty said he will work with attorneys and advisors, so the once a quarter long term giving will stay as standing item.

f. Alumni Association

i. Revitalization of Association Taskforce

Mr. McCarty reported Vice President Rivera has requested at this year's commencement we track all graduates going out for alumni coming back in. We will not involve many people from the Board, so we do not have to comply with the open meeting law. This will stay on as a standing item.

7. Items from Board Members

Information

Mr. McCarty confirmed with the Committee the direction to move forward. Mr. McCarty will speak with the President regarding a 5-10-year, mining center excellence, pare down the dinner dance, but leave cake auction. Mr. McCarty asked if the Committee wanted to add the 10% fee to Full Board. It was the consensus of the Committee to add the item. Mr. Laffoon inquired on Invest the Day's Pay and the Endowment side of it. Mr. McCarty replied that the Day's Pay has been going into the Unrestricted Funds to keep the operations going, but he can contact those people who contribute and ask if we could build the Endowment Fund.

Mr. McCarty informed the Committee that there may be a real estate purchase that goes through the Foundation.

8. Public Comment (*see notation regarding public comment*)

Information

Adjourn 1:15 p.m.