

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: tel: 1.855.203.2730, ID: 500 568 361

Thursday, March 12, 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
Mark Laffoon - present
Dave Roden-present (via phone)
Tana Gallagher - absent
Travis Gerber – absent

Others Present
Matt McCarty
Kelli Baker
3. Public Comment (*see notation regarding public comment*) Information
No comment.
4. Approval of Minutes **January 16, 2020** Information/Action

MSP, Mr. Roden, Mr. Laffoon, motion passed unanimously.
5. Development Committee Chair Report Information
No report.
6. Development Information/Action Items Information/Possible Action
 - a. Wish List for Great Basin College

Chair Johnson affirmed what the previous minutes reflected on discussing potential capital projects and reaching out to College to see what priorities they may have. Vice President Sibert expressed appreciation to the Foundation for funding to cover the gap and the College is not going to need for this fiscal year, however, the impacts of Coronavirus and the economy, with events and conferences being canceled there so may be future wish lists, but right now we will focus on capital needs.

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

Vice President Sibert stated they are looking at Walnut Street purchase they would have almost the whole continuous block for housing and dorms. The immediate need for the next three years, in

planning for the biennium, the primary priority is the Welding Lab remodel and expansion. Vice President Sibert explained that went to Board of Regents last Friday and on March 26, 2020, the Board of Regents will prioritize and rank those projects throughout the system. Vice President Sibert said they were the number one planning project last biennium, she is hoping they are a number one project this time, and after that it will go to Legislature. Vice President Sibert explained the College has indicated we will provide a \$600,000.00 match for that project, a 4 million dollar project, and the higher the match the nicer it looks to the State, so we are focusing on that match and that can come from the Institution or donor funds and we will have to commit that after the approval from the State. Chair Johnson inquired about the Welding Lab expansion, if it would be in the same location. Vice President Sibert replied it would be by the grass area on the College Parkway side. Chair Johnson asked if there is a demand for students. Vice President Sibert explained that with the demand for jobs here there is around a 97% for job placement after graduation. Vice President Sibert said the project will add stations, revamp the current stations, and will also add a fabrication station, which we presently do not have, it will almost double the size of the current lab.

Mr. Laffoon asked what the State's share is in the construction costs. Mr. McCarty replied it is roughly 3.5 million. Vice President Sibert said they are working on that right now; the projection is about 4 million. Chair Johnson asked if there were any drawn plans. Vice President Sibert stated yes, from a number of years ago, but will need updating for new codes. Chair Johnson inquired about expansion needs for other vocations. Vice President Sibert said in the past they had shared use of Armory for contract training and that Dean Murphy would like to have that again, but for our CTE programs we are good. She explained the nursing area is where space is needed after the welding is complete. Mr. McCarty said if the construction program continues it would be 10-15 years out, but right now we don't have instructors. Chair Johnson stated he thinks the number is high for 4,000 square feet. Chair Johnson also said that if the State steps in for the 4 million what about raising 6 million, what could we do with that. Chair Johnson indicated Dean Murphy stated they do the HVAC at the high school. Vice President Sibert stated that is mostly high school students, but if we get the use of the Armory, we could do it there. Chair Johnson asked Vice President Sibert if the College is at full capacity for all vocations. Vice President Sibert said they do have some capacity, but it would take the program to more of a 24-7. Mr. McCarty said to keep in mind that the 4,000 s.f. is just the expansion part of it. Vice President Sibert stated part of the cost is the equipment. Mr. Laffoon stated that it says the student safety compromised. Vice President Sibert stated the ventilation has been fixed, but the ADA needs addressed.

Chair Johnson stated the College in good shape. Vice President Sibert talked about the need for deferred maintenance, the main entrance at Berg Hall is too steep for ADA access, the HVAC is from some of original and the building has been added on to, so it is not adequate. Chair Johnson inquired on State funds. Vice President Sibert explained the deferred maintenance is a huge issue, there is 30 million in requests from NSHE for deferred maintenance and our portion would be 1 to 1.2 million, which is half of what we need. She went on to say the Leonard Center needs a new roof and there is also ADA issues in other places. Mr. Laffoon said all these deferred maintenances are getting stacked up and how will this one go with the State. Vice President Sibert said they were very in tune last year with deferred maintenance, so we will bring back this and match it with institutional funds. Chair Johnson suggested to build new buildings, people would rather give to that.

Chair Johnson inquired if the request right now is the Foundation comes up with \$600,000.00 and that will get you going on the welding. Vice President Sibert stated that right now she is not even

asking the Foundation to come up with the \$600,000.00, that can be a combination of Institutional and Foundation funds, so right now I am just asking the Foundation of supporting that project. Vice President Sibert stated there may be some be naming opportunities, i.e. the whole expansion or fabrication stations. Chair Johnson stated it has to be one that the College leadership is behind for the Foundation to be behind. Chair Johnson stated as far as facilities the College looks good. Vice President Sibert reiterated the nursing program would be next priority. Chair Johnson asked what the next need would be in 5-10 years. Vice President Sibert stated they need to look at student housing to see what the capacity is and the deferred maintenance, the occupancy for last three years has not been full, we would have to do more analysis. Vice President Sibert mentioned that Griswold Hall already has \$750,000.00 in deferred maintenance. Chair Johnson inquired if it would still be there. Vice President Sibert said it may not be, but Griswold does have other things than housing.

Mr. Laffoon said health and safety items piques his interest. Vice President Sibert yes, that is our number one priority and we have addressed a lot it. Chair Johnson stated that a new and bigger building is needed. Vice President Sibert said more data is needed, but right now expansion is the best option, and that a new could be another 5 years to plan for a welding building. Mr. Laffoon stated the demand is now. Mr. Laffoon inquired why the occupancy rates dropped off in 2017. Vice President Sibert stated that in 2017 apartments became available and when people reach the age of 21 or did not like our rules they moved. Vice President Sibert stated that attendance was not lost though and online has increased.

Chair Johnson asked if the welding facility goes with the 4,000 square foot addition what will the College produce for graduates? Vice President Sibert stated it doubles the stations so it will double or triple the graduates. Chair Johnson inquired what number is that? Vice President Sibert replied maybe an additional 50-60 grads per year. Mr. Roden asked what is payback ratio on welding students? Vice President Sibert stated that 95-97% have jobs right after graduation, some are the MTC scholars, and all the diesel students have to take a welding class, that space is used by all CTE programs. Mr. Roden asked how much do we get back on reimbursement? Vice President Sibert stated the welding programs is part of CTE, which has one of highest weights and right now that is at a 4 or 4½ and the cost of the equipment and instructors is reflected in weights and that is what the Legislature reimburses. Mr. McCarty informed the Committee in the Fall of 18 there were 26 declared majors in welding and in Fall of 19 there were 22 and that everyone in diesel and instrumentation, along with other programs take welding. Chair Johnson stated that you can increase students by the expansion. Mr. McCarty asked if three sections were still running daily. Vice President Sibert stated she was not sure what current scheduled is, but there are two welding instructors and they run at least two.

Mr. McCarty asked the Committee if they wanted to start a campaign for ongoing maintenance, welding lab, or a smaller slow growth campaign and just do capital amounts overall, a capital endowment? Chair Johnson if we do capital campaign we need to do it big and if that's what is needed, we need to have same vision, that either "we do not have enough facilities to support the students that want to be welders" or "welding supports the diesel technologies". Chair Johnson stated if the Foundation is going to sell the project the questions asked will be "do you have a set of plans" "what is the benefit of?". Chair Johnson said it is a benefit to the mines if we could get more welders out, but most only give to a new project and not deferred maintenance. Chair Johnson stated

a campaign takes at least a couple of years that's why we need to look 5-10 years down the road. Mr. Laffoon commented to Vice President Sibert that welding is a done deal and she has done a good job selling it to the state. Vice President Sibert replied that Bret Murphy, Tony Garcia, and Pat Anderson have been involved with planning. Vice President Sibert also mentioned that the biggest long-term capital project will be Pahrump for a campus there from land we received from the BLM. Mr. Laffoon stated we need to start building the expectation of a need for campaign. Mr. McCarty stated instead of a campaign for the capital side, we shore up our operations with either 1 Day's Pay or work to get endowments up so we have \$300,000.00 - \$600,00.00 for planning.

Vice President Sibert said she is not sure what happened with the Foundation, but 9 years ago the Foundation said they had money for the welding project as part of the match, then when we got closer, they said they didn't.

Mr. Laffoon stated his thoughts are to develop a campaign for capital projects on a long-term basis. Vice President Sibert suggested a smaller campaign of a million dollars for the welding lab. Chair Johnson stated you have to have something identified and we have a million dollar campaign with this welding project and here is what the benefit is, we can do a smaller campaign in either commit to the \$600,000.00 or 1 million towards the welding or see if we can get the money to get there. Mr. McCarty asked what the timeline is. Vice President Sibert said realistically we could break ground July of 2021. Mr. McCarty said that is one year. Vice President Sibert stated that she has been saving money from the student generated capital improvement fees since the Foundation said they didn't have the money and by July 1 of next year she will have \$600,000.00, but it would be great if the Foundation could raise more. Mr. Laffoon and Mr. McCarty both agreed that they thought it was a done deal. Vice President Sibert said that if the Foundation can come up with \$600,000.00 or \$250,000.00 that would be more money that the College could use for deferred maintenance. Chair Johnson replied that is perfect, we don't want the College to spend it on new we can get that sold so that would give you money for deferred maintenance. Mr. McCarty inquired if that could be done in one year and what percentage is the lead gift. Chair Johnson replied there is a formula and whatever your lead gift is it will identify your campaign. Vice President Sibert suggested looking at the 2020 Vision campaign where they hired outside consultant and they identified it, that would give you guidance. Chair Johnson replied the Foundation still has that and the ratios are still there, but as Foundation members we have to go talk to people. Vice President Sibert suggested the mine support companies. Chair Johnson said identify who the contacts are and see if they will help.

Mr. McCarty said to be clear, unless we are tremendously successful in six months, we don't have enough to take back to the State to say move this up the list. Vice President Sibert replied if you can commit to the College that you are going to do a million dollar campaign, I would list our match at one million dollars and we will say we have \$600,000.00 already, we still have the \$600,000.00 that we committed too, but now we are committing an addition \$400,000.00. Vice President Sibert said how she presented the match was a combination of donor and institution funds, I can present it that we are looking at having a match of 1 million dollars, but right now we are committed of \$600,000.00, but we have time to do that because we do not go to the Legislator 2021, but right now I would move forward with \$600,000.00 and as we get closer I will adjust it accordingly. Mr. Laffoon if we get to a million there are other projects. Vice President Sibert agreed there are other projects or we replace

and/or upgrade the equipment in that same facility because your capital campaign is for the welding project. Chair Johnson said as long as the College is good with everything else this is it, because you only get a capital campaign ever 3-5 years. Vice President Sibert agreed that this is the focus and the Hi-tech Center in Winnemucca will still have work that needs to be done, and hopefully we can award the CMAR next week, maybe a dual opportunity.

Discussion took place in contacting Komatsu, Cashmans, P&H, Nevada Gold Mines, and Nevada Cattleman's Foundation and try to get a lead gift of \$300,000.00 - \$400,000.00.

c. 2020 Dinner Dance Gala

Mr. McCarty reported due to Coronavirus concerns that the event is postponed and September 19, 2020, is the new date.

d. One Day's Pay

i. Campaign Outreach and Publicity

Mr. McCarty said the One Day's Pay will keep the operations account with enough money to keep the doors open for Foundation, it was hoped to roll out again at the Dinner Dance, but will work with Media Services to try to do a better broad campaign, which will include texts emails, etc., there is a meeting with a new vendor for mobile donations, it's mostly just outreach and publicity.

e. Community Outreach

i. Committee Contact Assignment

Mr. McCarty stated that he will research who would be good vendors, i.e. Nevada Gold Mines, Cashman Equipment, Komatsu, Nevada Cattleman's, but will need assistance from the Board. Mr. Laffoon offered will help with vendors.

f. Legacy Society

i. Stakeholder Contact

Mr. McCarty hopes to visit with attorneys who deal in estate planning and try to get them to talk to clients, hopefully by the end of April.

ii. Estate Planning Workshop – First Workshop

1. Date-September 10, 2020, at 5:30 p.m.
2. Location-GBC-TBD

Mr. McCarty reported he hopes to have 2-3 a year, this one is by Gerber Law and Edward Jones.

g. Alumni Association

i. Revitalization of Association Taskforce

Mr. McCarty said we need through social media for alumni to update our list.

h. Rescheduling of May Development Meeting

Mr. McCarty stated he has a conflict in May and the Finance Committee has been moved to April 30, would propose the Development Committee meet on May 21, and the Full Board

would meet on May 28. Chair Johnson said we need to make sure that there is substance for next meeting and go from there.

7. Items from Board Members Information
No items.
8. Public Comment (*see notation regarding public comment*) Information
No public comment.
9. Adjourn **1:05 p.m.**