

NWF MG Management Committee Meeting  
May 30, 2019, 11:30 a.m.  
Room 301, Costa Leadership Institute, Niceville Campus

**Members Present:**

Chad Hamilton	Perry Hammock
Don Litke	Jeff McInnis
Carla Reinlie	Melissa Wolf-Bates
Alan Wood	

**Absent:**

Pend Armistead, Laura Coale, Cristie Kedroski, Devin Stephenson, Ken Wampler

**Call to Order:** Mr. McInnis called the meeting to order at 11:48 a.m.

**Welcome Board Members and Guests:**

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

**Approval of Minutes:**

The minutes of the April 23, 2019, Management Committee Meeting were approved. **Motion to approve minutes as presented, Maj Gen Litke; Second, Mr. Wood; Motion carried unanimously.**

**Master Schedule Review:**

Ms. Reinlie presented the Master Schedule for the Major Gifts Campaign. She noted that the Employee Division was moved to begin at its normal time in August and the Prospect Evaluation and Segmentation was shifted to begin in July.

**Board Division Update:**

Ms. Reinlie noted that of the thirty-three Board members, twelve have given gifts/made pledges. Of the twenty-one remaining Board members seven are currently working to finalize their pledges. The goal is to have 100% participation by the end of July. With the seven in process, we are currently 56% to goal. The Board Division celebration has been rescheduled to coincide with the Foundation Board Installation Dinner on August 29, 2019. Of the ten All Board Division volunteers, seven have been made and another one is in process bringing the total to 80%. Mr. Hammock added that the campaign is on track and in a good place. Ms. Reinlie added that she is very encouraged by the thoughtfulness and consideration members are putting into their gifts.

**Campaign Support Materials:**

Ms. Reinlie presented a proof of the Case for Support and the Collaterals. She noted that the Case for Support has been sent to the printer and is expected by mid-June. She gave an overview of the Collaterals and their information. There was discussion whether or not amounts should be listed on the

Naming Opportunities Collateral. It was decided to add amounts and a date to the documents to easily discern the newest incarnation as the document is updated. After some discussion it was determined copies of the Case for Support and Collaterals would be presented at the Board Meeting on June 5, 2019 and sent as a PDF.

**Campaign Finance Report:**

Ms. Reinlie shared the current campaign total of \$1,188,220: \$573,220 in Gifts and Pledges; \$455,000 in Pending Pledges; and \$160,000 in Bequests. She noted that with the bequest from the Susan Myers Trust and the Walton Works grant of \$4.2 million, the total is \$6.5 million. The inclusion of the Walton Works grant funds to the campaign total was discussed. It was decided to include such gifts below the line possibly with an asterisk to denote that it came in during the campaign to support the initiatives but not as a direct result of the campaign.

**Stakeholder Meetings Update:**

Ms. Reinlie gave an update on Dr. Stephenson's Stakeholder Meetings. He has completed twenty-four meetings with four more scheduled in June. There are a few more slots available for June she is working to schedule. She spoke to the strengths, opportunities, and connectors identified in his reports from each meeting.

**New Business:**


Mr. Hammock noted that the next steps are the faculty/staff portion of the campaign, leadership awareness sessions, and prospect listing and evaluation. Mr. Hammock noted that part of the next steps is to find a chair(s) to coordinate the in-home leadership awareness sessions. After some discussion of potential chairs, Mr. Hammock asked the committee members to reflect on the possible candidates to be discussed at the June 20<sup>th</sup> meeting. Mr. Hammock also stated the need for a group to prospect research and evaluate the list of donors to ensure our best foot is forward when making the presentations. After some discussion the committee decided to transition the current committee with a few additional members to take on the task of prospect listing and evaluation.

**Announcements:**

Next Meeting:

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 1:04 p.m.

  
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Carla Reinlie, Director of Development

6-25-19  
Date