

Snow College Foundation Board Meeting

Meeting Minutes

May 9, 2018

Members in attendance: Leonard Blackham, Timothy Blackham, Randy Cox, Mark Howard, Mark Jones, Kay McIff, Lori Nay, Beverly Nielsen, Brent Thorne, Gary Carlston, Jake Dettinger, David Christensen (via phone), Roger Thompson (via phone)

Employees in attendance: Rosie Connor, Janie Harris

Guests in attendance: None

Members not in attendance: David Blackham, Michael Carlston, Eddie Cox, Jared Eldridge, Mark Geiselmayer, Dave Parrish, LeAnn Stoddard, Jim Tatton

Call to Order: The Snow College Foundation Board meeting was held Wednesday, May 9, 2018, on the Ephraim Campus of Snow College in the Heritage Room of the Noyes Building. The meeting was called to order by acting chair Randy Cox at 12:19 PM.

Approval of minutes: *Motion was made by Beverly Nielsen to approve the minutes of the February 14, 2018 meeting and was seconded by Mark Howard. The motion passed unanimously.*

Urgent Care Facility: Mark Howard reported that the University of Utah and Revere Health have agreed to meet with members of the committee to discuss the facility. He also mentioned approaching Central Valley Medical Center and IHC. He stated that IHC may be a helpful corporation to approach as they do have land in the area for a potential building. Lori Nay questioned whether the Gunnison Valley Hospital has been approached on the project. Mr. Howard stated that the Hospital has not yet been approached. Ms. Nay suggested maintaining a balance in helping rural hospitals stay in business rather than approaching larger hospitals. She also stated that there are several benefits to enlisting the smaller, rural hospitals to assist with the proposed Urgent Care Facility. Mr. Howard mentioned keeping in mind the cash flow of different organizations as well as in different areas of the state. Overall, Mr. Howard reported that the contacts that he was asked to make were all positive for this project.

Scholarship Committee: Lori Nay reported that the scholarship committee has approved a brochure for scholarship fundraising with minimal changes that will be made before printing. The brochures will be printed in bulk to maximize cost efficiency. Committee members will be approaching businesses and individuals in the Six County area with these brochures to encourage them to create a scholarship or endowment fund. The fundraising goal for scholarships, which is set at \$3.5 million, is currently 3.9% funded. Ms. Nay also mentioned that Brent Thorne will be replacing her as the committee chairman.

Mr. Randy Cox asked about the relationship between scholarships and attracting students to attend college. President Carlston mentioned that it is too early to determine the amount of students who will be attending Snow College in the next school year, though it is obvious that scholarships are helpful in bringing students to the College. It was also asked whether the increase in tuition brings more students to less expensive schools like Snow College. President Carlston stated that the change in tuition does not seem to noticeably change enrollment as the increase this year is very modest. Snow College's tuition only increased by 1.5% this year, and this amounts to less than \$20.

Jake Dettinger reported that the Board of Regents is looking at changing the policy on tuition waivers, this would affect how waivers can be used. Resident waivers will require that the College uses at least ten percent of its waivers for students who are financially disadvantaged. The College is only allowed to waive up to ten percent of resident tuition, and ten percent of this is what would now be required to use for financially disadvantaged students. The Board of Regents will vote upon this topic in the coming weeks. The challenge for the College will be to determine how to use these waivers as several disadvantaged students might already have their tuition and fees covered by federal financial aid. Housing, books, and other sources may be something to look at when determining how to use these waivers. Rosie Connor mentioned looking into DACA students to determine if the waivers could be used for them because they do not qualify for federal financial aid.

Social Science Building: President Carlston stated that the Social Science Building proposal will be presented to the Board of Regents in the fall to determine where the College ranks in terms of the need for the building. The competition will be great for building funding as there are several other institutions with needs as well. The case for the Social Science Building is compelling and there has been no negative feedback in regards to the need for this building. With regard to fundraising, two donors have been approached for this building. There is no response yet, but the proposals were received favorably and are being considered. Both proposals have a naming opportunity; the \$1 million gift would name the building, and the \$500,000 donation is proposed to name the childcare center. The amount that the College hopes to be raised by donors is \$2 million; if the previously mentioned donors agree to the proposals, an additional \$500,000 will be needed. The Board of Regents takes into consideration the amount of money brought to the table when they are being asked for additional funds. Raising this money by August is vital to increasing our chance of obtaining additional funding for the building from the Legislature.

Finance Report: Mr. Dettinger mentioned that the numbers on the finance report were as of February 28, 2018. The total endowment pool is at almost \$8.8 million, with all of these funds being restricted. There is \$6.7 million in the regular endowment fund, this is primarily scholarship type funds. There is \$2 million in the quasi endowment which is set up by the Board of Trustees. The year-to-date yield on endowment returns was 4.14%, as of the end of February, with \$120,000 of real income and \$246,000 of unrealized gains. The year-to-date donations, as of the end of February, were \$780,000 with \$235,000 going toward scholarships, \$73,000 going toward endowments, and the remaining \$370,000 going toward numerous projects such as football. The cash balance for the College at the end of February was \$21 million; this number rises at the beginning of the year as money is being collected and drops during the summer as money is being spent. As of last year, about 66% of money for the College came from state appropriations. This number will go up this year due to the larger appropriation from the Legislature.

The year-to-date yield on the Money Management Pool is at .65%; \$195,000 is from actual income, dividends, and interest income. The yield on the PTIF fund rose to 1.83%; this is a large increase from the beginning of the year. The liquidity of investments is at 60% in 0-3 months, 17% in 3-12 months, 13% in 1-3 months, and almost 8% in 3-5 years. The 0-3 month liquidity rate was previously at 50% and is being worked on to bring it back to that level. *A motion was made by Tim Blackham to approve the finance report and was seconded by Mark Jones. The motion passed unanimously.*

Gift-In-Kind Policy Update: Ms. Connor reported that the gift-in-kind policy has been approved by the Board of Trustees and will now be official.

TBSI House Demolition Update: Mr. Dettinger stated that the TBSI House has officially been demolished. This location will be used for the proposed expansion of the recycling center and the bid

process will begin soon. The entrance will come from 300 East and the drive-through will exit on College Avenue. The weather station will remain on this property as well. Ms. Connor mentioned that there is a proposal to add an air quality monitoring station near the recycling center and the weather station. Capital improvement funds will be paying for the recycling center project.

Bookstore Donation Inventory Sale Update: Ms. Connor mentioned that at the last Foundation Board meeting, members voted to accept a bid and sell the bookstore inventory. The individual who was interested in buying this inventory has not followed through. Janie Harris reported that this individual was unable to purchase the inventory at this time due to medical issues with his wife. She mentioned that he did not show any interest in purchasing the inventory at a later time. Ms. Connor stated that there are approximately 90,000 books in this collection and the offer was for \$7,000. She also stated that efforts will continue to sell these books as soon as possible. As it has previously been listed on the surplus website, she does not believe it needs to go through that process again.

Snow College Update: President Carlston reported that the legislative session was very successful this year. The equity compensation has been spoken about extensively as the College has tried to bring all faculty and staff to the national median; the Legislature was fully supportive of this. Studies were conducted on the dollar amount needed to bring faculty and staff to the national median. This number came to \$1,135,000, and the compensation amount was fully funded. The goal is to have the money distributed at the beginning of July. This compensation increase will help the College in both recruitment and retention of faculty and staff. In addition to this money, a 2.5% compensation increase was appropriated to the College and to every institution. A larger number of applicants for open positions at the College is already being observed due to the increased salaries.

President Carlston stated that the College faced a challenge last year with budgeting. A soft freeze was put in place, and not all positions were able to be filled during that time. The legislature appropriated \$385,000 to fill the high-impact positions that allow faculty and staff to work at a more efficient level to better serve students. Currently, the College does not have a person whose sole responsibility is to work in economic development. The College realizes how important economic development support is in the Six County region; \$160,000 was appropriated to support this cause. The person hired for this position will be a liaison and will have coordinating responsibilities. President Carlston also mentioned that the College has a strong concurrent enrollment program. The College started off serving about 32 high schools and now is serving 59 high schools. The College now has a significant amount of infrastructure costs to support this program. The legislature appropriated \$300,000 in support of concurrent enrollment.

The College is hoping to take an interdisciplinary approach to help students take classes that will help them with their soft skills, writing skills, etc. The Legislature was supportive of this and appropriated \$365,000 to design and implement a new, integrative model for general education. The Legislature has also been supportive of K-16 support by strengthening alliances with public schools to increase communication and access to higher education in our rural Six County region. The College will be hiring an individual to work with the college and with public schools to aid in this effort. The amount funded for K-16 support is \$140,000.

The nursing program, which is primarily in Richfield, will be expanded; \$300,000 was appropriated to grow the nursing program, recruit more student nurses, and train more student nurses. A new Software Engineering four-year degree has been added, and the Legislature appropriated \$250,000 to help provide additional faculty and equipment. An additional \$200,000 was also appropriated in support of the Business Department and their efforts in funding an entrepreneurship center with local economic development goals.

Overall, there was tremendous support from the Legislature, and 100% of the requests from the College were funded. The Social Science Building was proposed as a capital priority for \$17.2 million, and it did not receive any funding this year. This does not come as a surprise since the College was lower on the priority list and it was the first year it was proposed. Snow College can only request one capital development project. Because this was not known at the time, a request for both the Social Science Building and the Badger Stadium renovations were put forth at the same time. The College was then informed that only one project could be proposed; since the Social Science Building was a greater need, it was the project submitted. President Carlston mentioned that one legislator, in particular, took forward the College's cause, and the College was appropriated \$5 million for the Badger Stadium, which includes a new fitness room available to all students.

President Carlston stated that the Maricopa County Colleges, which includes four of our conference teams, announced that they will be discontinuing football after the 2018 season. This leaves Snow College, Pima, Eastern Arizona, and Western Arizona Colleges in the league. California colleges may be willing to play football with Snow College, but they may not be willing to travel. The College is trying to get New Mexico Military to return to the league as well as Airforce Preparatory Academy. The NJCAA was not willing to include Airforce Preparatory Academy in the past, but they are willing to recognize them now. The situation is slightly unstable at the moment as there is uncertainty as to how many colleges are willing to participate. The Maricopa County Boards have stated that these decisions are final, though there is a lot of local pushback. The Legislature was aware of the various standings of colleges with football before they appropriated money to Snow College.

President Carlston mentioned that the commencement exercises went well on both the Ephraim and Richfield campuses. Theresa Alder was the speaker for the Richfield commencement; she previously served as the chair of the Snow College Board of Trustees. She received an honorary degree at commencement. Senator Ralph Okerlund was also given an honorary degree, though he was unable to make it to commencement due to health reasons. Sharon Eubanks, from LDS Charities, also spoke at the Ephraim commencement and received an honorary degree. The College is in its second year of having to issue tickets for commencement, with overflow available in the Fine Arts building. Approximately 1,100 students graduated this year.

President Carlston mentioned that several legislators in Utah County and other outside areas were very supportive of the College's priorities. This strong support from both local legislators as well as the legislators outside our area, without political reasons to do so, made a huge difference in the outcome of legislative session. If the College stays true to its mission, and if we will believe in the people who are carrying out that mission, the College will continue to be recognized and supported. President Carlston also expressed his appreciation for Ms. Connor as she oversees government relations at the College. He mentioned that she was very instrumental in the positive outcome for this year's legislative appropriations.

Other Business/ Announcements: Ms. Connor reported that Homecoming will take place the weekend of September 28-29. The 1978 football reunion dinner will be held on Friday, September 28th. The Distinguished Alumni Breakfast, Golden Badger Reunion, and the parade will take place on Saturday, September 29. Homecoming was successful last year, and the College is looking forward to exceptional homecoming events and activities this year as well.

Adjournment: The Foundation Board meeting was adjourned at 1:25 PM. The next meeting is set for August 8, 2018, at noon.