



NDSCS Foundation Full Board Meeting Minutes

Pursuant to due call and notice thereof, as a regular meeting of the Foundation Full Board of NDSCS, Wahpeton, North Dakota, was duly called and held via Zoom on February 5, 2021.

Present: Mark Beyer, Josh Dozak, Bob Gette, Jeff Hilgemann, Linda Hopkins, Kelly Hubrig, Chris Johnson, Joel Kaczynski, James Kapitan, Megan Kummer, Jeff Leinen, Justin Nepl, Roger Richels, Hugh Veit, Margaret Wall, Chad Wehri, Mike Worner, Dr. John Richman, Stu Engen, Michelle Nelson, Kim Nelson, Yoney Fobb, and Stephanie Curtis

Absent: Laurie Christianson, Art Grochow, Andrew Mauch, Adam Wahler and Andrew Mauch

Joel Kaczynski opened the meeting. ***A motion to approve the minutes was made by Mike Worner and was seconded by James Kapitan, motion carried.***

Roger Richels gave an investment report. The current balance of the agency account is \$23,728,000, the Madge Vertin fund balance is \$3,975,000. The investment committee met with Bell Wealth on January 26, 2021. Bell Wealth reported that the Foundation netted a 16.73% return on investments. Nathan Erickson and Shannon Gephart of Bell Wealth Management gave the board a summary report. Given the turmoil of last year's events, the stock market did well. Bond markets are at 7.5% return while the stock market was at 18%. The only negative markets were the alternative markets where the Foundation is not invested at this time. Bell's position on future markets is to expect a lower return. The investment policy was reviewed with Bell Wealth and the Investment Committee and no changes are recommended. Overall, the Foundation out-performed the average benchmark this past year and is cautiously optimistic about the coming year.

Michelle Nelson gave a scholarship report. The investment balance is currently 35% above investment. The Investment Committee discussed raising the scholarship payout from 3.5% to 4%. The Executive Committee voted and approved the increase. With the 4% allocation, \$833,325 will be paid out to scholarships and programs in 2021-2022. Last year the Foundation awarded approximately \$650,000 in scholarships. This amount does not include annual scholarships.

Kim shared the Operating Report. The budget is on target for this year. The income is showing slightly below budget but will increase after other budgeted income is recorded before year end. The expense side is on track at 57%. There was nothing out of the ordinary to report.

Stephanie Curtis gave an Annual Giving Campaign update. We are currently at 80% of the \$122,000 goal. In comparison to this time last year, we are 11% closer to goal. A second letter went out this week, and an email will also go to a select group of donors that have not given yet. Kim and Yoney will be making phone calls to connect with Club members that we have not heard from.



Kim reported on the Challenge Grant. The Foundation raised the full amount of 1.9 million to receive \$950,000 from the state. Kim shared that this is a wonderful tool and is hopeful the state will continue with this fundraising support. The legislation will determine whether funding will be allocated for a fifth round.

An Ag Land Lab update was given by Chris Johnson. He reported that the Advisory Committee will meet this winter. They have sold their wheat. Craig Zimprich, the department chair, is making connections for in-kind donations for the coming season. The Kosel Family has agreed to another 5-year lease at no cost to the Foundation or college. Harvey Link commented on what a wonderful addition the lab land has had on the agriculture programs and how fortunate we are to have the Kosel Family's support.

Kim gave an update on the DREAMS Auction to be held April 9, 2021. For the first time this year it will be held at the Wahpeton Event Center. This is a smaller venue; therefore we have a guest wait list. Kim has been in contact with VIP table sponsors and Foundation Sponsors. Following their final commitments, tables will be offered accordingly. The Foundation will be promoting the online option to bid on items. Aasness Auctioneers will do a live and virtual event simultaneously, allowing people to bid online during the live auction. The staff is currently focusing on procuring gifts and preparing for both models of bidding.

Kim shared that Giving Hearts Day is February 11, 2021. Donations can be made online through the Dakota Medical Foundation website or by dropping a check off at the Foundation office by February 11. Proceeds will go to the "Wildcat Cares Fund." This fund helps students financially during an emergency.

Yoney reminded the board to get Homecoming ballots in by February 19, 2021. A Homecoming date for this fall has not been set yet.

Dr. Richman gave an update on the Career Workforce Academy.

- Alumni Foundation awarded Comstock Construction a Construction Manager at Risk Contract.
- Architects are completing draft drawings. This will allow Comstock Construction to finalize the phase I budget.
- The next process will be to enter into a lease agreement with the Alumni Foundation. This will be similar to the current agreement and will cover all costs of operating the building.
- An RFQ to secure a line of credit to be used for construction costs prior to the final pledges was awarded to Bell Bank for the Foundation.
- The closing of the 5 acres being purchased for the CWA will take place the end of February. The Foundation will own the land, the College will lease it from the Foundation.
- Operational Agreements are being drafted by school districts to be presented to their boards. The goal is to have them in place by May.



President Richman explained how the current CWA building houses high school and college classes along with CTE offerings. The new site will expand this model offering more opportunity to more students.

Kim updated the board on the 19th Avenue Building balloon payment coming due in April. Bank of the West has agreed to continue with the current interest rate and a continuation until December of 2022. The Executive Committee approved putting the 19th Ave for sell by a commercial lender. Kim will prepare an RFQ. The process of advertising is three weeks, the Executive Committee will review proposals in March. A requirement will be that the 19th Ave site will stay available to NDSCS, until August of 2022, which allows over a year to sell it.

Stu Engen gave an update on athletics. Basketball and volleyball games started in January. Baseball and softball have been having practices. 500 spectators are allowed at home events. Each college has their own guidelines and rules for spectators. With the limited number of events, the athletics budget has been affected. Concessions, gate, and facilities rental are all income sources that have been cut down due to Covid restrictions.

President Richman gave a College update:

- Tony Grindberg has transitioned to Excel Energy. He will continue to volunteer his expertise when needed for the CWA project.
- Dennis Gladen is retiring. As the College redefines roles, President Richman will absorb his leadership duties. There will be a needs assessment prior to hiring for both Tony and Dennis' positions.
- NDSCS is continuing a hybrid model of teaching by offering both in person and remote classes. Six million in technology has been added to allow for efficient and effective delivery of both models.
- Even as the state moves into 'Green', the College will continue to follow Covid protocols of mask wearing, offering frequent testing, and social distancing.
- A recent employee satisfaction survey showed a six year high in most categories including communication and transparency.
- Enrollment has steadily declined since 2013. State funding is calculated by college credits, this decrease results in less state funding. Annual adjustments are made to balance the budget in an effort to continue to be fiscally strong.
- Marketing efforts are focused on increasing enrollment. With less in-person events, Social Media has played a major role in marketing. NDSCS will continue to highlight its quality, affordability, and 'college experience'.
- Budget realignment discussions will take place this spring.

Other business discussed was the upcoming Homecoming weekend April 23-24, 2021. 2020 Homecoming Honorees will be recognized during the Alumni Weekend. A letter will be sent out next week reminding honorees to commit to the weekend as planning is in process.

Meeting Adjournment – **A motion to adjourn was made by Jim Kapitan, seconded by Chris Johnson. The motion passed.**

Respectfully submitted by Stephanie Curtis

Approved May 7, 2021