1. Courtesy Announcements

No members of the press were present.

Interim Provost Bass has launched internal searches for the deans of the College of Humanities, Arts & Sciences and the College of Business Administration. She is working with those colleges, faculty senates, and NISG to identify faculty and student members for the committees. She relayed the President’s request to identify faculty members for a Strategic Plan Implementation Team.

Faculty Chair Kidd had no comments.

Faculty Senate Chair Gould suggested that faculty contact her, Michael Walter, or Tim Kidd by November 2nd with names of faculty who would be willing to serve on the President’s Strategic Plan Implementation Team. Vice-Chair Walter provided an update on the Faculty Senate Budget Committee’s work.

2. Summary Minutes/Full Transcript of October 10, 2016

**(O’Kane/Walter) Motion passed.

3. Consideration of Calendar Items for Docketing

1310  College of Humanities, Arts and Sciences (CHAS) Curriculum Proposal 2017-2018

1311  College of Education (CoE) Curriculum Proposal 2017-2018

4. Consideration of Docketed Items

1200  College of Social and Behavioral Sciences (CSBS) Curriculum Proposal 2017-2018

1201  College of Business Administration (CBA) Curriculum Proposal 2017-2018


** (Swan/Walter) Motion to recess from until 4:25 for Consultative Session. Passed.

1202  Consultative Session to Lisa Baronio, Vice President of University Advancement and President of the UNI Foundation; and Mark Oman, Chair of the UNI Foundation Board of Trustees http://www.uni.edu/senate/current-year/current-and-pending-business/consultative-session-lisa-baronio-vice-president (See transcript pages 24-40) **(O’Kane/McNeal) motion to move into Consultative Session. Passed.

**(Zeitz/O’Kane) Motion to rise from Consultative Session. Passed.

5. Adjournment (Campbell/Hakes) Passed by acclamation. 5:05 p.m.
Full transcript of 40 pages with 2 addendum follows.
FULL TRANSCRIPT of the
UNI Faculty Senate Meeting
October 24th, 2016
Scholar Space (LIB 301), Rod Library

Present: Senators John Burnight, Russ Campbell, Jennifer Cooley, Lou Fenech, Chair Gretchen Gould, David Hakes, Tom Hesse, Bill Koch, Shuaib Meacham, Ramona McNeal, Steve O’Kane, Amy Petersen, Jeremy Schraffenberger, Gerald Smith, Gloria Stafford, Secretary Jesse Swan, Vice-Chair Michael Walter, Leigh Zeitz. Also: Interim Provost Brenda Bass, Associate Provost Nancy Cobb, Associate Provost Kavita Dhanwada, Faculty Chair Tim Kidd.

Not Present: Senators Aricia Beckman, Ann Bradfield, Seong-In Choi, NISG Representative Avery Johnson.

Guests: Lisa Baronio, Adam Butler, Nate Clapham, Barbara Cutter, Steve Gearhart, Bryce Kanago, Cassie Luze, Mark Oman, Michelle Rourke, Diane Wallace, Megan Wheeler.

Gould: It’s 3:30. I’m going to call this meeting to order. Welcome. Happy Monday. I’m going to start off with Courtesy Announcements. Do we have anybody from the press here? Okay. No press appear to be present. So, moving on to comments from Interim Provost Bass.

Bass: I just wanted to first say ‘good afternoon.’ I hope your week is off to a great start. I wanted to follow-up from last time’s discussion. Most of you around the table are aware, but I wanted to formally acknowledge, that I’ve launched internal searches for the Dean of the College of Humanities, Arts and Sciences and the Dean of the College of Business Administration. I’m working with those Colleges and respective Faculty Senates to identify the faculty members for the committees, and I’m working with NISG for the student representatives for those
committees as per policy, and then I have been working on the additional appointments that are under my responsibility to identify, and so we’re in the midst of pulling those committees together. As soon as those committees are identified, I’ll make sure that information is shared widely. And then the second item I have is to bring a request to the Senate. The President is putting together a Strategic Plan Implementation Team. So, taking the University’s Strategic Plan and now this team will move forward in terms of identifying indicators that will be embedded into the Strategic Plan, and he is looking for a representative committee with individuals from all across campus and he wants to make sure there is strong faculty representation, so he’s asked that I come to the Senate and ask for two to three names. It doesn’t have to be Senators, but it would be faculty names that come through the Senate, of which he’ll choose one as he works to balance the representation on the committee in terms of gender and race et cetera. The offer has also been extended to United Faculty, if they wish to have representation on the committee, and there will be other representation from Academic Affairs as well as from other aspects of it.

**Gould:** Thank you. Comments from Faculty Chair Kidd?

**Kidd:** No. Not today.

**Gould:** No comments today? Okay. I will just briefly say following up on what Interim Provost Bass just mentioned. If you or someone you know is interested in serving on the Strategic Planning Implementation Committee, please send the names to me by November 2nd at the latest, and then Tim (Kidd) and Michael (Walter) and I will look at the names and send them forward. I’m going to turn
over the rest of my comment period to Vice-Chair Walter to give you a brief update on the Faculty Senate Budget Committee.

Walter: Very brief. Since we’re sitting here, I want to thank you (Adam Butler) for your notes on this committee from past years. I will mention the whole idea is to increase the clarity and transparency of the budgetary process. One of those steps includes understanding how the database, the budgetary database, searches work, and getting something a little bit more sophisticated than just reports. I was admitting that compared to Dr. Kidd, it’s a little bit more of an uphill climb for me to deal with databases. He’s a little bit better at it than myself. What we’d like to do is be able to get some more—a finer report back than we have gotten. I’ve got one very large report back from which the Library data seemed to be missing. It’s a large report. It’s sort of ungainly, so it’s a little difficult to track monies one month to the next, or one semester to the next with such a large block of data. Upon examining this, including the meeting we had last week with the Senate Budget Committee, the Library data as I mentioned was absent. There was still some faculty salary versus adjunct lack of clarity in there. We don’t really quite have a handle on how year-end budget expenditures work, which is probably not clear to anybody at this point. So, what we’re going to do now is to try to request slightly improved access to the budget search process, which is limited to just a few people on campus at this point. We’ll be speaking to Michael Hager about that and hope to make great progress.

Gould: Thank you. Next up we have minutes for approval. These are the minutes from our last meeting on October 10th, 2016. May I have a motion to approve these minutes? Moved by Senator O’Kane, seconded by Vice-Chair Walter. Is
there any discussion on the minutes? All in favor of approving the October 10, 2016 minutes, please say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Next up we have some calendar items for docketing. The first one is the emeritus request for James Robinson from Philosophy and World Religions. This is a posthumous emeritus request. Those of you that don’t know, I believe he passed away early spring—January. So can I have a motion to docket the emeritus request for James Robinson? Moved by Senator Burnight, seconded by Senator Smith.

Gould: Next up, Calendar Item 1310, the College of Humanities, Arts and Sciences Curriculum Proposal for 2017-2018. May I have a motion to docket? So moved by Senator McNeal, seconded by Senator Zeitz. Any discussion? All in favor of putting the CHAS Curriculum Proposal on the docket, please say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Next up we have Calendar Item 1311, the College of Education Curriculum package for 2017-2018. Can I have a motion to docket the item? So moved by Senator McNeal, seconded by Senator Zeitz. All in favor of docketing the College of Education Curriculum Proposal, please say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Yes, Senator Smith?

Smith: Shouldn’t we vote on 1309?

Gould: I thought we...

Smith: We voted on 1310 and 1311.

Gould: I am sorry, I thought we voted on 1309. My apologies. Going back to Calendar Item 1309, all in favor of docketing the emeritus request for James
Robinson, please say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Thank you. Moving on to Consideration of Docketed Items, the first item up is going to be the College of Social and Behavioral Sciences Curriculum Proposal. At this time, I will turn it over to Associate Provost Dhanwada to give us an overview.

Dhanwada: Thank you for the opportunity to present the curriculum packets of not only the College of Social and Behavioral Sciences, but also later, hopefully the College of Business Administration. Before I begin the summary on the CSBS packet, I just want to give you all an update on the three new programs that we had passed earlier at the September 12 meeting. At that meeting, we had approved---you all had approved---the two new BAS programs, the one in Managing Business & Organizations as well as the BAS in Technology and the BA in Physics. With that, there was...those programs were sent to the Iowa Coordinating Council. This is basically all of the institutions of higher learning in the State of Iowa and private colleges. So basically, to see if there was any objections to those new programs. There were no objections. Then it was sent on to the Council of Provosts. We had a meeting on October 20th last Wednesday, and the three programs were presented to the Council of Provosts and they were all approved to move forward to the subcommittee of the Iowa Board of Regents which is the Academic and Student Affairs Committee or the ASAC Committee. That meeting will be held November 28th and so those will be presented; those three programs will be presented and then there will be a –pending approval—by that committee, the full Board of Regents could basically hear of those programs at the meeting on December 6th. So, if it passes through them, and likely if it goes each and every step that it goes through, there’s likely passage. That meeting,
Decembers 6th, will be held here on the UNI campus. Hopefully after that meeting we will get approval of those three new programs. Any questions on that?

**Dhanwada:** So, what I thought I would do, I sent you all of the information, which is basically the minutes of the UCC, the Undergraduate Curriculum Committee as well as the Graduate College Curriculum Committee meeting. I’ve also sent summaries from both, and so today I just want to give you an overview. For the 2017-2018 Curriculum Cycle, the UCC and the GCCC discussed proposals for the College of Social and Behavioral Sciences from the Departments of Sociology, Anthropology, Criminology, the Department of Geography, the Department of Psychology, the Department of Social Work and the School of Applied Human Sciences. In all, there was 24 courses, and these were edited courses, nineteen of which were at the undergraduate level, and five which were at the 6,000 level. So the GCCC also looks at courses that are the 4,000-5,000. That was the total. We added, the College added four new courses. They had a dropped course. They had five edited programs and they added two programs, and the two programs were a Mental Health Minor ---so a Minor in Mental Health and a Certificate in Military Psychology. So that’s just an overview. I don’t think I need to go into detail of that, but if you’d like... The two added programs, I’ve asked some people to be here to comment, if you have any questions. So the two added programs are coming out of the Department of Psychology, so I’ve asked Department Head Adam Butler to come and answer any question you might have. And we also have Associate Dean Barbara Cutter, who chairs the GCCC, so she can answer any questions, and I certainly can answer questions if you have any.
Smith: Considering the importance of graduate education for an undergraduate in psychology, what does the Minor in Psychology prepare the students to do?

Butler: The program that is under consideration here is a minor in Mental Health. We have a lot of students who are interested in pursuing the mental health profession. There’s a big demand for mental health professionals, and the minor, although it’s housed in Psychology is actually an interdisciplinary minor. It draws on courses across multiple departments within our College. Mental health is an important issue in criminology as well, and in social work, and so psychology, social work and criminology all contribute to courses within this minor.

Smith: To do anything in mental health, I assume you would have to have a major in Mental Health, and that was the basis of the question: Why was it a minor in lieu of a major, if not a graduate program being necessary? But I’m glad we are providing that opportunity for students that want to follow that.

Butler: Most of the students will major in psychology, sociology, social work or criminology.

O’Kane: Just for curiosity’s sake, what sorts of things are addressed by Military Psychology?

Butler: The Military Psychology Certificate, while it might appeal to students who are in ROTC, it’s particularly geared towards students who are interested in working with military populations but are not in the military, and so it exposes a... It’s a credential that might help them work with those populations and it exposes
them to some of our Military Science coursework, at the same time as taking some psychology courses related to organizations and mental health.

O’Kane: Thank you.

Zeitz: I have a question about the geology courses.

Dhanwada: Geography?

Zeitz: Yes, geography, sorry. What is Digital Earth?

Dhanwada: They’ve just renamed...It’s an introductory level class, and they renamed the course. It’s an existing course. It was an editorial change. It was called Maps and Map Interpretation, and so considering the technology has changed, that’s what they did. So it was actually an editorial change that reflects the content of the course better.

Zeitz: Thank you.

Gould: Any other questions about the College of Social and Behavioral Sciences Curriculum packet?

Schaffenberger: I did have a question. In the mental health and criminal justice system class, the criminology class, it says it’s 3228, but if I’m not mistaken, it’s already being offered as 3159. Is that a class that you’re aware of?

Cooley: That’s an experimental number, so this would be changing it to a standard university number. That would be my guess.
Dhanwada: You’re correct.

Campbell: I just have one question as I read your petition up there, Kavita (Dhanwada), where you said, “It has been reviewed by the Curriculum Committee and the Graduate Committee.” Has it been recommended by them, or don’t they recommend it? I just think ‘recommended’ would be a word I would like to see rather than just ‘reviewed.’

Dhanwada: Sure. Reviewed and recommended. I could certainly do that, but you’ll see that next year, okay, because I’ve already submitted it.

Campbell: That’s fine.

Dhanwada: That makes sense. I agree with you. They have been recommended, just so you all know.

Campbell: The question would be, were any concerns identified?

Dhanwada: There were not. No. There were not. Thanks. I will keep that in mind next time.

Gould: Any other questions, comments?

Schaffenberger: I did have one final question. In the department of Social Work. The Social Work 6240, the DSM 5 class—it’s changing it from the 5,000 designation, so I’m wondering if undergrads won’t have any access to that class? Or, if it’s just a preference for a 6,000 level class?
**Cutter**: That’s actually a new course. It was only offered experimentally before so they intend it to be a graduate level course I know for their graduate students.

**Schaffenberger**: I think it’s being offered right now at the 5,000 level?

**Cutter**: If it is, it’s only experimental. What was the number?

**Schaffenberger**: 6240.

**Dhanwada**: It came up as a new course.

**Cutter**: It’s definitely a new course, yet they’ve taught it. Actually, I’m sorry, it’s not technically experimental, they taught it as a seminar. So what they had is an existing 5,000 number for a seminar, and they taught this a few times and decided that it should be a course geared toward their graduate students—that they needed it.

**Gould**: Any other questions or comments? Are we ready to vote on this curriculum packet? Okay. All if favor of approving the College of Social and Behavioral Sciences Curriculum package for 2017-2018, say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Moving on to the College of Business Administration Curriculum Proposal for 2017-2018. Again, I will turn this over to Associate Provost **Dhanwada**.

**Dhanwada**: Thank you Senator **Gould**. So, similarly, I think I’d like to just give you an overview. For the 2017-2018 curriculum cycle, the UCC and GCCC discussed the proposals from the departments of Economics, Finance, Management and Marketing, all within the College of Business Administration. Basically, from these
four departments, there were seven edited courses; there were three added courses; one new program, which is a new minor using all existing courses---the entrepreneurship minor, which is interdisciplinary, and two edited programs. So those are the changes for the College of Business Administration. Any questions I’d be happy to answer, and of course we have the College Senate Chair here today as well.

O’Kane: I noticed in this proposal as well as the last, that there’s a slight increase in the number of courses offered. Do you know if that’s also true of the two proposals you are looking at for next time?

Dhanwada: Increase from last year? It’s very similar. I did note down. I think from last year they had two new courses in the College of Business, and here they got three courses, so I think it’s similar to that.

Kanango: All the courses that are added though are ones that were previously taught on an experimental basis.

Dhanwada: So there are those courses.

O’Kane: The only reason I ask is in the not so recent past, we were---it seemed like we were under quite a bit of pressure to reduce the number of offerings, and I’m wondering if things begin to creep up will again be under the pressure to purge?
Dhanwada: I will say from last year, because last year was a very huge curriculum cycle, we had 270 dropped courses. Two hundred seventy dropped courses and we added like 88, or something like that.

O’Kane: Okay.

Dhanwada: So there’s a huge number, and a lot of that was the never offered in eight semesters: you know, those as well as some of the programs that we had dropped, so there was a huge number, so while I think we don’t want to add courses for the sake of adding courses, I think we have to take a look at that and see it they’re justifiable.

Bass: And there is an annual report that is required by the Board of Regents that summarizes that beyond these curriculum packages going forward. So they do keep an eye on that.

Dhanwada: That’s submitted in February, so after we go through all of this, we actually, literally count up how many courses that we’ve added, how many courses we’ve dropped so that is there, and that’s how I know there were 270 courses that we dropped last year.

Gould: Any other questions, comments, concerns?

Schaffenberger: I had a question about Management 3169, Management of Service Operations. I think this was addressed elsewhere, but it does mention that it’s a study abroad summer class, and I felt like it was particularly designed for that purpose, and I think it was broadened out a little more so that it included
that it could be taught here in Cedar Falls. My questions was just to clarify, to make sure that is the case, but also to ask if that course could not be taught as 3154, which is just Operations Management?

**Kanago:** There is some discussion in the proposal about why it’s different than that. So, Faculty Council and Management and Marketing had a discussion about that, and agreed that this was sufficiently different, and my understanding is that this is only supposed to be offered as a summer course. Does that answer your question?

**Schaffenberger:** Sure.

**Kanago:** And it’s only offered as a summer course provided there’s sufficient enrollment.

**Gould:** Any other questions? All in favor of approving the College of Business Administration Curriculum Proposal?

**Smith:** Don’t we need a motion? We didn’t have one on the previous one, either.

**Hakes:** We can back up and make a motion on...

**Swan:** There are sponsors right now who put it in the docket, and so this Chair is having those sponsors continue to be the sponsors throughout.

**Hakes:** So you don’t need a motion?

**Swan:** Not this year. [laughter] Other Chairs have wanted, and this is probably what you’re thinking about. Other Chairs have wanted separate motions every
single step of the way, some Chairs don’t. They just have it, once it’s sponsored, then it’s sponsored in the docket.

**Gould:** Okay. So I can go ahead and still...

**Swan:** You’re the Chair. Yes.

**Gould:** So, all in favor of the College of Business Administration Curriculum Proposal for 2017-2018 please say, ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Next up, we’re supposed to have Lisa... (speaking to Steve Gearhart) I know I told Lisa (Baronio) and Mark (Oman) to come at 4:30. Do you want to come up and talk, or do you want to wait for them?

**Gearhart:** They’re on their way.

**Gould:** Okay.

**Gearhart:** They’ll be here at 4:30.

**Gould:** Okay. Then, I’m going to switch something on the agenda and get that done while we’re waiting. So, I would like to move Docket Number 1203 which is the emeritus request for Sonia Yetter and Bill Stigliani up ahead of the Consultative Session with Lisa Baronio and Mark Oman. Can I have a motion to do so? Moved by Vice-Chair Walter, seconded by Senator Smith. We have emeritus requests for both Sonia Yetter, who was an associate professor of Russian, and Bill Stigliani, who is the professor over at the Center for Energy and Environmental Education. Their department head/dean will be submitting letters of support, and I’ll make sure those get up on the website when they come in. Does anybody have anything they would like to say about either of the
candidates? Okay. All in favor of granting emeritus status to Sonia Yetter and Bill Stigliani, say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes.

Swan: So, Chair Gould, I take that to be a vote to move this in the docket ahead of the Consultative Session, as well as to provide emeritus status to those two colleagues? I just say that for the record.

Gould: Yes. Thank you, Secretary Swan. Since I told Lisa (Baronio) and Mark (Oman) to be here at 4:30, should we take a break?

Campbell: Can we advance the emeritus for James Robinson or keep that for the next meeting?

Gould: We, if you are willing to do so, we can move it forward. Let me pull it up.

Burnight: I actually misread the docket and thought it was for today, so I wrote remarks.

Campbell: My experience with Jim Robinson is that your remarks---his style will take us well past 4:30. [laughter]

Burnight: I see where you’re going with that.

Gould: Okay, so can I have a motion to move Calendar Item 1309 to the docket, which I believe it will be Docket Number 1204.

Swan: We did put it on the docket. We’ve already put it on the docket so it should have a docket number now.
Gould: Okay. Can I have a motion to move Docket Number 1204 ahead of the Consultative Session with Lisa Baronio and Mark Oman? So moved by Senator Campbell. Seconded by Senator Cooley. I will open the floor for comments. Would you like to speak?

Burnight: Sure. I would love to. James Robinson started teaching here in 1971 and was scheduled to teach the semester that he died, in January. This is hard for me, so I apologize for that. Those of you who knew him, he was a wonderful man, loved students, beloved by colleagues. Students loved him very much. During our 2014 senior seminar in religion, each of us went and spoke to the seniors and they decided at the end of the semester for the first time ever to vote for a MVP; a faculty MVP, at the Senior Seminar, and it was him. They loved how he came in and told stories and they actually had a special commemorative plaque made for him and I am very, very happy that he received this before he passed away, and was able to know what he meant to the students. Anybody who knows him, knows that he was a gentleman-scholar of the old school, and loved---he was trained in eastern religion, but over time he became...he loved teaching humanities more than anything else. He was a vigorous defender of the role of the humanities in education. I just want to say he’ll be dearly missed, and it was a testimony to his commitment that he was planning on teaching this last spring and we found out the week the classes started that he passed away. He was committed right up to the end.

Gould: Thank you. Would anybody else like to speak on behalf of Dr. Robinson?
**Fenech:** I knew James (Robinson) for twenty years. He was a good guy; a fellow south Asianist. When I first came here I had a great rapport with him, and some of you may remember a group of Tibetan monks had come down from Karnataka—your neck of the woods, my dear [refers to Kavita Dhanwada] and through him I was able to host a just a couple of them at my house, which was great. He was a well-known scholar of Tibetan Buddhism, his love of humanities notwithstanding. He had a dramatic, positive impact on one of the PhD students whose dissertation I oversaw at the University of California who came from here and he had nothing but incredibly positive things to say. That’s my two cents or my two rupees.

**Gould:** Thank you, Senator Fenech.

**Hesse:** I’m a member of the Philosophy and World Religions Department. I just want to point out that James (Robinson) taught at UNI longer than I’ve been alive. His son also went here, to UNI and graduated and now is a successful attorney.

**Fenech:** A history grad.

**Koch:** I would also like to mention that I took his class back in 1971, I believe, Religions of the World. He was very erudite and knowledgeable, and so it was a pleasure to come back and he was still teaching, and so it was nice to be a colleague of his, too.

**Gould:** Any other comments?

**Campbell:** If the administration always wants more faculty to attend graduation, he was always at graduation; always a pleasure to see him at graduation.
Gould: Anyone else? All in favor of granting emeritus status—posthumous emeritus status to James Robinson, please say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. So, since we have 25 minutes before Lisa (Baronio) and Mark (Oman) are scheduled to do their presentation, I would like to move to for a break—a recess until 4:30. Moved by Secretary Swan, seconded by Vice-Chair Walter, all in favor of going into recess until 4:30?

Campbell: Do we want to go to 4:30 or 4:25 to make sure we’re back on time?


Gould: I’m going to go ahead and call the meeting to order. We need to have a motion to move into Consultative Session. Moved by Senator O’Kane and seconded by Senator McNeal. All in favor of moving into Consultative Session, say ‘aye,’ opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. I want to welcome Lisa Baronio and Mark Oman. They will be talking to us today about the activities of the University Foundation and answer any questions you may have. I’m going to turn it over to you.

Oman: Gretchen (Gould) thank you for having us here today and carving some time out of your agenda. I’m going to start by asking you to take out a clean sheet of paper and a pencil. [laughter] I always wanted to say that.

Campbell: That’s better than a blank check.
Oman: That’s a good point. We’ll get to that. We’ve got money going both ways. I’m joined here with Lisa (Baronio). I’m the actual Chairman of the UNI Foundation this year. Lisa is the real brains of the outfit in her team. She’s the President. I’ll let her talk about that, but the Foundation is actually part of the overall Advancement Division. The Board of the Foundation is comprised of voluntary donors and alumni, and folks that are not alumni. Dave Mason: I don’t know if you were on the Senate when Dave Mason was here, but Dave Mason is an alumnus of the University of Iowa. We actually let him stay on the Board at UNI. He did a great job and he contributes his money to UNI. We let that happen.

The Foundation’s role is very simple and exists solely to raise money in support of students, faculties, programs at UNI and really on behalf ultimately of our students. Some of the money that we raise is for a variety of projects and immediate uses. Other monies that we raise go into our endowment, where those monies are simply invested and we take the money earned off those investments to provide scholarships or chairs or other things well into the future. Many of you and other faculty at UNI have generously supported the Foundation. Again, we just want to say thank you to all of you, and if you have a blank check, you know, feel free to contribute any time. But really, we thank you for your support. It’s critical. In general, most of our donors give their gifts for specific purposes. The Foundation is obligated by law to follow the donor intent. Some donors will just say, ‘you decide,’ and so that gives us more flexibility. But overwhelmingly, our donors want their money to go to scholarships and may define what type of scholarship, what program, you name it. We in the Foundation are responsible to make sure that those donations end up according to the donor’s intent. We have some Development Officers with us, I’ll let Lisa
(Baronio) introduce them, but one of the things that the Development Officer do—and each of the Colleges has a Development Officer, and if you don’t you’re your Development Officer, I’d invite you to make sure you do know your Development Officer, but they work with the Institution to try to really help discern needs of the Institution. What would the Colleges like to see? What could be helpful? And to try to match those up with particular donors and potential donors that may be from that College or not, to see if they can get a match. But ultimately, it’s the donor that decides where their money—what programs their money supports. Many of you have been valued partners in this—of helping us identify needs, and also identify potential donors. That’s very important. We are happy to work with you also to approach donors and alumni. If you’re aware of people that we should be approaching potentially that have a particular love, passion for a particular project, program, college, school—-you name it. We encourage you to reach out to the Development Officers to help make those connections, and help facilitate any activities with these potential donors. So you’re going to hear today about—Lisa (Baronio) is going to talk about successes of the last year or so, and really where we’re headed in the future. Before I turn it over, again, I just want to thank you for all of your efforts on behalf of University of Northern Iowa. Thank you for your efforts on behalf of our students. Thank you again for your contributions to the UNI Foundation, past, present, and hopefully, future. So with that, let me turn it over to Lisa (Baronio).

Baronio: Thank you Mark (Oman) and thank you all for allowing us to come and visit with you this afternoon. We greatly appreciate it, and I know several of you from several committees around campus and I’m happy to see you here and
representing the faculty for us. Before I get too far along, I would also like to
introduce. We’ve got a few folks here from our Advancement Division. So
Steve Gearhart, many of you know “Moose,” from the Athletics Division, but he
now has a new role with us. He’s now our new Associate Vice President for
Advancement. He moved into that role earlier this spring, and we’re very happy
that he’s with us, and so he’s our number two of the Advancement Division. If you
can’t get a hold of me, get a hold of Steve Gearhart. Nate Clapham is sitting right
next to him, and Nate is our Assistant Vice President for Outreach and Annual
Giving Programs, and he’s also new to his role; started in January of this year. I’ll
explain what his role is here in a little bit. Michelle Rourke is one of the veterans
of the group, and she has been representing the College of Business as the Senior
Director of Development with the College of Business. We will be losing her
unfortunately in the next few months. She’s going to be retiring, and she will be
sorely missed by everyone. Kassie Luze is on the end there, and Kassie is a Senior
Director of Development for the College of Humanities, Arts and Sciences. So we
have a great team and I’m sure many of you know many of these folks already,
but they are here to work with you and to help you raise money for your
programs and for the things that you do. It really is a partnership as Mark (Oman)
was alluding to, that we get leads from you and we try and turn those leads into
opportunities that will support and benefit the University, the students, the
programs, all of the things that are going on at the Institution. Mark (Oman) is
here as a representative of the UNI Foundation. I wear two hats. I’m also
President of the UNI Foundation but also Vice President for the Advancement
Division. The Advancement Division is comprised of two different areas. We have
the Foundation in the Development area, which is the fund-raising side of the
house, and we also process gifts and receipt gifts and things of that nature. And then we have the Alumni Relations side. And the Alumni Relations side works with the Alumni Association. So they’re two different organizations: The Foundation, which does the management of the assets and that sort of thing, and then we have the Alumni Association that reaches out to the alumni of the Institution, and I represent both of those through the Advancement Division.

(PowerPoint Presentation follows Transcript)

Baronio: I wanted to share with you the mission of our Advancement Division. You can read this but again we work with... our staff works with the Alumni Relations, and also you here the term ‘development’ which is considered fund raising, but then we work directly with the Alumni Association and we also work with the Foundation. In my role I also work with the Properties Corporation and with the Research Corporation. So you might hear those terms as well periodically. There’s a variety of different roles that we are involved in. Some of you may have heard about our Focus on Student Scholarship Initiative. This was an initiative that we undertook in January of 2013. Our goal was to raise $40 million in five years, and I’m happy to report that we have already raised over $43 million, and we surpassed our goal in May of this year. That doesn’t mean that we’re stopping, because there’s still a lot of need as you all know here. Many of your students are receiving scholarships I’m sure from the initiatives that were funded through the Focus on Student Scholarship Initiative that we’ve had. But we’re very, very happy that we have already surpassed our goal, so that was a good mark for UNI. This chart represents our fundraising results from this past fiscal year that ended in June of 2016. The yellow represents the deferred gifts
and the purple pies there represent the gifts and pledges. The deferred gifts will not come in until someone actually passes away, and then we receive the income from those gifts. You can see how they’re divided, and you can see from the yellow to the purples, we have a third of our $31 million that comes from the deferred gifts, and two-thirds approximately that come from new gifts and pledges. You can see the endowed are essentially those buckets where we can’t spend the principal, but the non-endowed are the ones where we can spend the entire gifts that come in.

Oman: Do you want to talk about Schindler or is that later?

Baronio: I’ve got that on a later slide coming up here shortly. To show you how these fund raising percentages by gift types, we have scholarships as you can see that this year---this past year, have comprised about 43%. Programmatic support was pretty strong this year as well. Our capital projects, as Mark (Oman) was just asking me about, we have probably a higher percentage towards capital projects due to Schindler. We have a lot of gifts that were coming in for the Schindler Renovation Project, and were pledged, and a lot of those have already come in the door. But it really did provide some opportunities with Schindler that would not have been there if we did not have the fundraising that went along with the project. So we’re very, very happy to be able to contribute to that. That also feeds right into this chart, where you can see the fundraising results by the college or department. That College of Education pie is a pretty substantial pie for this past year, and a lot of that was due to that project that was undertaken and the fundraising that was associated with it. The athletics, if any of you were here a couple of years ago when Dave Mason came with Bill Calhoun, that was a bigger pie a couple of years ago. A lot of this is dependent upon whether or not
its $31 million or a different number, and then the amount from each of those areas in that year. This past year a lot more came in for the various schools and colleges and programs other than athletics, but it can shift around from year to year.

Swan: What are some of the things in “All Other Restricted”? It’s blurry to me.

Baronio: Sorry. We might have something that is for the tech, IT area. What’s it called, the IT area or TechWorks down in Waterloo, or something like that, where it’s restricted to a certain area that doesn’t fall within one of these very specific buckets. So we’ve lumped all that together and it’s a variety of things across campus.

Clapham: A big portion of that pie is financial aid as well, so it’s not assigned to a specific college.

Swan: So ‘All Other Restricted” would be scholarships not in a College?

Baronio: In a specific College. Those would fall in there as well.

Oman: So if you were to have a scholarship awarded to a first generation college student from Iowa, that does not say what College it goes to, that would go into that bucket. We have some of those.

Swan: Thank you.

Baronio: The spending allocation, this is the amount of money that is actually coming into the University. So if you look at fiscal year ‘11, we were at $1.9 million that is being transferred back over to the University to the various
departments ---those pies that we just talked about. That $4.1 million is where fiscal year ‘16. So you can see that in a five-year period, we’ve more than doubled that amount. Now, as we look forward, there’s a couple of things that influence these numbers directly. The interest that we’re able to garner from our investments, our investment returns, and how well they do, as well as our fundraising. As we all know, if you’ve looked at your own portfolios, they’re not growing in leaps and bounds like they might have done in past years and if you talk to any analyst, the future is probably a little bit more flat. We will do our best to maintain this and I’ll let Mark (Oman) jump in here, but it may be a little bit more challenging to do so in the future.

**Oman:** I think, you know, as one of the trustees, of course our role is to, in terms of our endowment, this is really what we’re talking about here--- because there’s some money that comes in and goes out, like Schindler. Okay, any money from Schindler wouldn’t be included here. This is really money coming off our endowment, and the endowed funds we invest and we try to have a diversified portfolio. We have a variety of investment advisors et cetera, but the challenge today as interest rates five, ten years ago to get a 6 or 7 or 8% return, you could invest in U.S. Treasuries and you could get a nice return and move on, or in corporate bonds or whatever. Today, Treasuries are at 1.5% and you run the risk of investing money in those and if rates go up, you can actually lose principal. So it’s hard to get the kinds of returns today that we were able to get in past years. It doesn’t mean that the markets may not go up and that we receive good returns, but in terms of planning to receive good returns, we have to bring our spending rate down to be closer to what our expectation can be on what we can earn. So as
a result, we really need to continue to grow our endowment. The bigger the endowment is, the less return we need to have to continue to fund departments like we have then and hopefully grow those. That’s just an environmental challenge that we and every other endowment, and every other pension plan, and every other insurance company, and everybody that’s invested in the market is having to deal with today.

**Swan:** Would you consider yourself more conservative than perhaps other college funds, foundation funds?

**Oman:** It’s a good question. I wouldn’t say we’re necessarily more conservative. I wouldn’t say we’re more aggressive. I think the challenge is the Harvards that have a $20 plus-billion or more dollar endowment, have been in the private equity world. They’re in real estate. They can be in other areas in bigger ways, and maybe riskier, long term payouts, where...

**Swan:** As a portion of their portfolio?

**Oman:** Correct. We are in some real estate. We are in some private equity. We’re in some of that, but probably smaller portions and we’ve not been in them as long because we want to be able to provide this money to the Colleges annually, it’s harder for us. If it’s a nice lumpy, big win payout ten years from now in private equity, that doesn’t feed the Institution for the next ten years or the next nine. So we are dealing with a smaller endowment. It’s building, but it’s historically smaller. It’s a mix of what you would expect it to be. A combination of domestic and foreign equities, bonds, and other types of instruments whether they are
alternatives, hedge funds, real estate, private equity---you name it. We think it’s a pretty good mix. We have an investment advisory firm that we hire that really does a lot of work with other endowments, in particular higher education endowments, so we get a longitudinal view of what other endowments tend to invest in and they will tell us their opinions of what we should be investing in, but ultimately we decide who the advisor is, and what they do.

Swan: Good. Thank you.

Zeitz: You typically count, what 4% as the return?

Oman: Well it depends. We’re actually…our return has to both fund the part of the fundraising efforts of the Foundation as well as the department payouts here for scholarships and everything else. Our payouts have been in the last number of years in the fives. Some years we earn more than that, and then five’s good and we can add to our endowment, and sometimes it’s less, in which case our endowment comes down.

Campbell: You said the payout pays the fundraising...

Oman: Part of it.

Campbell: …But you still take 5% of gifts to the Foundation to basically fund your fundraising. Are there any plans to roll back that 5%?

Baronio: It’s not across the board.

Oman: Are you talking about at the top? The gift fee?
**Campbell:** Yes.

**Oman:** Do you want to talk about that? Or, I can.

**Baronio:** We have a variety of fees and it depends on the size of the gift, but it’s like your taxes so, it’s 5% up to a certain amount.

**Oman:** So it’s not like your taxes.

**Baronio:** Reverse of the taxes, so it actually goes down, but if you make a gift of up to $500,000, we have a 5% on that. Whether it’s endowed or not endowed, it’s now 5%. But if it goes above that, between $500,000 to $1 million, that next incremental amount, is at 2.5%. And then over $1 million, then it drops down to 1%. That does help us with the fundraising, with supporting the folks here, the operations that we have, it does help with that, yes.

**Oman:** There’s also a piece though, the gift fees do not add up to enough to pay for all the fundraising activities; the whole Foundation. So there’s a piece, where we take the amount off the endowment each year; there’s a slice of it that goes towards the Foundation, and a much bigger slice than you’re seeing here that goes to the Colleges. Good questions.

**Baronio:** We have an impact in a lot of different ways. As we impact the students, we really try to connect the students with the alumni. Some of you may have participated recently in the scholarship lunches that we have, and we’ve got another corporate scholarship luncheon tomorrow. So we want to make sure that our students realize that if there’s support, where it’s coming from. We want to give them opportunities to engage with alumni so they can become active alumni.
as well. We feel that campus traditions are very important, and so we try and emphasize those. We want to keep education accessible and affordable, especially at UNI. I believe this is very, very important to our future, so we try and do that in a variety of ways, and we’re securing money for scholarships, programmatic support, and improving our facilities. And then we really want to foster this life-long commitment to engagement and philanthropy. Some of you may know Connie Hansen. She has moved over to a role back within Student Affairs, and so we’ve just hired Channing Lawson, and Channing Lawson is taking on a stronger role. He’s working with the students while they’re here to engage them with an understanding about philanthropy as a student, and also looking forward as they become alumni to understand that they can give back by engaging as alumni, and also in giving back. We feel that the more engaged they are, the more likely they’re going to be involved in philanthropy themselves.

**Baronio:** Alumni Relations, so I wanted to touch on this as I mentioned Nate Clapham over there. He is the Assistant Vice President for an Outreach Team, as we’re calling it. An Outreach Team with us includes the Alumni Relations Team, Annual Giving, it includes Advancement Communications, as well as our Events and Stewardship Team. They’re now, the Alumni Relations Team, has moved out of the Alumni House, and is now located on the third floor of the Commons, and we did this because we’ve created this new unit and we wanted everybody to be able to work together. We’ve created synergies by having these four groups working very tightly together and they’re under the leadership of Nate Clapham. I also wanted to emphasize this. The Alumni Association has now moved to a dues-less model, so there’s no dues to become and Alumni Association member. And I
don’t know if that message has gotten out there yet, but that was a change that happened just this fiscal year. What it’s allowing us to do is to connect with a lot more alumni. Where we had only about 70,000 living alumni that were members of the Alumni Association, now all 110,000-plus living alumni are members of the Alumni Association. So we’re having a broader reach, and less confusion between the Alumni Association, “Well I just made a gift to the University, now you’re asking me to become a member of the Alumni Association? I thought I was already that from the gift.” So it takes away the confusion, and it allows the Alumni Association more time to spend with alumni outreach. To help with student recruitment. To work on lobbying and to really change their efforts instead of focusing the majority of their time on how they’re going to sustain their membership model. We have been able to do this--- we’re having a transition where we’re moving more to sponsorships that are allowing us to do this instead of focusing so much on the membership dues. We also have a faculty impact, and some of you may know Dan, and he this summer due to an international fellowship that he has, was able to take some time to take students to Italy to teach two courses on supply chain management, and this was a great opportunity. We’ve got a young woman in our office, Emma, who works in our accounting area, who actually was with Dan this summer and said it was this was a great opportunity. It think he rotates between Ireland and Italy, and I said when I grow up I want to become Dan so that I can go to some of those places in the summertime. The Alumni Clubs: We now have six alumni clubs that are located in Minneapolis-St. Paul area, Denver, Cedar Rapids, the greater Des Moines area, Kansas City and Chicago. We’re now reaching a lot of alumni that we weren’t able to reach before through the activities that they have, and many of them do fun
activities, but they also do service-oriented activities. We’re also now working with them to see if they can create some scholarships for students who might be from their area. In addition, within Iowa, our team is looking to put together a plan right now. They’re focusing on if there is an alumni base within a county that has more than 2,000 alumni in the area, they’re going to be having alumni events at least once every year. If they have alumni in a county where there’s 1,000 to 2,000 alumni, they’re going to be having one event every two years. And if there are between 500 to 1,000 they’ll be having an alumni event once every three years. To make sure we’re touching a lot of areas where we may not have been for a while, we want to make sure we’re having consistent outreach to those areas where alumni are located. This might surprise you. This is the first year that our alumni population in Polk County actually overtook Blackhawk County. So we have more alumni in that area than we do in the county here locally. Mark (Oman) and I were just discussing this, and we’re just very curious to see---people think of Polk County and Des Moines as being Hawkeye-land.

**Oman:** And Cyclone-land.

**Baronio:** And Cyclone-land, and so maybe we have a greater presence because a lot of their alumni actually do leave the state and as we all know, a lot of UNI alums stay in the state. It will be very interesting. We’re going to do a little research and see what we come up with for numbers there.

**Oman:** We think we have 15,000 in the metro area in Des Moines. So I don’t know how many of you have been at Wells Fargo Arena, but we could basically fill
Wells Fargo arena with UNI alums. Next time we play a basketball game there, that’s what we need to do, so they’re all wearing purple. [laughter]

Baronio: So what’s next? We are planning for a comprehensive campaign in we’re in the very, very early stages of planning for that. We have interviewed a couple of campaign consultants have come to campus, and we are doing some reference-checking on those consultants, but we’re going to wait until the new president is announced in December, so they’ll have an opportunity to consult with the campaign consultants before we actually make the final decision on that. Once that happens, we will be reaching out to a lot of you and to the campus to come up with those campaign priorities and initiatives that we need to focus on during the campaign, so there will be a series of meetings that we will be involving the University with. That will lead us into a feasibility study and then we will visit with several large donors to see---while we have an idea of things we’d like to have funded---do they think that those are the right priorities for the campus, and would they be willing to invest their money in that? So that’s what we’ll be doing with our feasibility study. Then, following that we’ll be creating our volunteer committees and structures, and we will need a variety of representatives to the campus, whether it’s school or college, or Gallagher-Bluedorn, or the various areas on campus. Some of you may be interested in participating in some of those committees as well.

Baronio: So how can you help? Many of you, Mark (Oman) said, we appreciate your donations. Every year I think we reach out to you, and if you have an opportunity to make a gift, we appreciate that. I also wanted to mention that many faculty and staff have made a commitment to us in their estate plans.
Within the last five years, we’ve had actually eighteen faculty and staff have passed away, and we have realized $6.1 million from those faculty and staff members over the last five years, and just in the last five years as well we’ve had 33 additional faculty and staff commitments to—through a bequest or through their estate plans—and those, once they come to fruition through their legacy planning, will amount to $10.6 million. That’s a tremendous statement to you and to your fellow faculty members here. You can help us thank donors. You can invite alumni to be a guest lecturer. If you know someone who’s got great potential in supporting the Institution, and you just think, “Wow. I don’t know how to approach them.” We would be more than happy to approach them and to visit with them. But, a lot of times, you’re going to know who those folks are more than we will, so please reach out your Development Officer. Reach out to me, reach out to Steve—any one of us that you’re comfortable with, and we’d be happy to do that on your behalf. If you also have projects that you know that are going to need special financial support, please don’t be afraid to visit with us because we can help you with that. You are truly valued partners to us. We couldn’t do what we’re doing without you. The impact you have on the students while they’re here carries with them the rest of their lives and many of you, when they think back to the Institution, will specifically name you as their professors and say, “Well is professor so-and-so still there?” or “Whatever happened to Dr. so-and-so?” and so we know it’s the impact that you have on those young lives while they’re here that will really make a difference, so thank you for all that you do. We just have our contact information here. Feel free to reach out to any of us as I mentioned, we’d be happy to answer your questions if you’ve got some now. We’d be happy to answer those as well.
Smith: I think we know that the important thing is the net return we receive from our investments. Individuals are often advised to identify among the many available, a no-load family of funds, and they can achieve extensive diversity within that group of funds, and then the fees that are charged are miniscule. I know that doesn’t sound good to one who’s from the banking industry, but I wonder if the investment committee or the Foundation has seriously looked at if instead of hiring the professional investment firm that we have, and I have no idea what their professional fees are, is it possible that there would be a broad enough base no-load Fund, that we could invest in some portion, whatever we wanted to—international and small cap and large cap and medium cap, and the different types of investment, and we might net of the fees, come out dollars ahead?

Oman: Potentially. I’ll tell you what we’re doing. What we have is our--the firm that we utilize, our financial advisor does not handle any of the money. In terms of they don’t have any particular funds that they operate or anything. They try to find the best advisors for us. At the same time, we have noticed the same trend you have, and over the last year or two we have been proportionately moving some monies out of actively managed funds for advisors that have fees, into passively advantaged ETF type of things with low fees. It’s still a modest percentage, but directionally we’ve moved more there for that reason.

Smith: I appreciate knowing that you’re considering that, and looking at it, whether or not it’s to UNI’s advantage to do that. Thanks.
Oman: You bet. Good question. It’s a challenging environment as you know.

Cooley: It was interesting to learn that some of the endowment funds are invested internationally. I was just wondering if you use a social justice metric at all when you choose where you’re going to invest?

Oman: At this point we haven’t. We have tried to focus on the...and again, it’s a component of the fund, as they’re international equities. There has not been a social aspect to that to date. We’ve been trying to really focus on getting the returns that we can get. Our advisor also does a lot of work with other institutions where they’re aware that there is a social aspect out there. But, it’s not been a black or white switch that no, we’re not...have to be in socially focused on.

Gould: Any other questions?

Kidd: Where does the money come from for salaries and such for your division?

Baronio: We have a variety of sources. Part of it does come from the University. We are assisted with salaries from the University. Part of it does come from the gift fees and endowment fees, so it’s a variety of sources that we have a mix in there.

Kidd: So I looked at the budget from a few years ago and it said about $2 million was from the General Education Fund for development. Is that about right? Two-three million dollars?

Baronio: That’s probably about right in the mix.

Kidd: And. So how much is supported then by other sources?
Baronio: Our total...

Kidd: If you don’t have it, that’s fine.

Baronio: We can get back to you on that, if you don’t mind.

Oman: It’s a little over $3 million, and that’s probably about two thirds of that comes off the endowment. The rest of that fee, that fee goes to two places: One, the bigger chunk goes to the colleges, so that’s like; there’s a piece of that that goes to support the Foundation. The rest of the Foundation’s earnings come from either the annual giving, annual fund giving or the gift fees that you asked about.

Kidd: Again, I just saw on the budget book they had the General Fund from the President’s line, for the Foundation development, there were two or three lines in there. I think that one was about $2.4 million or $2.3 million. One was about $250,000. I think that was the athletics portion, the Booster Club. That’s all General Education Fund money, correct?

Baronio: Yes.

Kidd: Just curious.

Campbell: A question that we asked Athletics that we should probably ask you also, is how does your overhead compare with our peer institutions? Maybe your budget for operation versus salaries raised versus... Have you really looked at that?

Baronio: We have been looking at that, and a lot of this is dependent upon the size of your endowment, right? So the bigger your endowment is, the more likely it is going to be a lesser amount. So we’re continuing to want to grow that
endowment so it’s a lesser amount. If you look at the larger institutions like Iowa and Iowa State, their endowment is much, much bigger, but the percentage overall is relatively close to what we have, and what they have from a percentage perspective.

**Oman:** We look and compare to what we consider more of our peer institutions, regional comprehensives, et cetera that have endowments that would be...some of them are smaller than ours, some of them are larger than ours. I’d say we do pretty well actually. We all naturally look at Iowa and Iowa State et cetera, but when we compare to our peer group, we do pretty well in terms of our endowment, and we do pretty well in terms of our cost of raising money. I think that one of the challenges for this University’s Foundation from my perspective is our legacy as a teacher’s school. We didn’t have the medical school. We didn’t have the law school. We didn’t have the engineering school. We didn’t have the ag, and we were smaller. So as you look at this mix of the money raised or at least the pledges and commitments, we have a decent amount that are deferred. So do the bigger institutions. We haven’t had as many realizations off of those deferred gifts. I think as we keep building, and as we’re all getting older unfortunately, we’re going to see more of that realized, and I think you’ll see our Foundation growth potentially accelerate. But I think we’re doing pretty well. We do look at benchmarks in terms of our peer group, and we feel pretty good about our costs to raise money and the amount we are raising.

**Gould:** Since we’re running past five o’clock, if we have more questions to ask I’ll need a motion on the floor to extend the meeting by five or ten minutes, but if not, that’s okay, too.
Oman: We’re happy to stick around if you have some questions.

Gould: So, thank you so much for coming and speaking to us about the Foundation’s activities and we’re happy to have you here. Thank you for all you do. May I have a motion to rise out of Consultative Session? So moved by Senator Zeitz, seconded by Senator O’Kane. All in favor say ‘aye,’ all opposed, ‘nay,’ abstain, ‘aye.’ Motion passes. Can I now have a motion to adjourn? So moved by Senator Campbell, seconded by Senator Hakes. All in favor say ‘aye,’ all opposed, ‘nay.’

Respectfully Submitted,

Kathy Sundstedt
Administrative Assistant/Transcriptionist
UNI Faculty Senate

Two Addenda Follow:

Addendum 1: Emeritus Letter of Support: Sonia Yetter
Addendum 2: UNI Advancement Division Report to Faculty Senate
October 27, 2016

Professor Gretchen Gould
Chair, Faculty Senate
University of Northern Iowa
Mail code 3675

Dear Gretchen,

The Department of Languages & Literatures recommends Sonia Yetter for Emeritus status at UNI. Dr. Yetter retired as Associate Professor in 2011 after teaching Russian language, literature, and culture as well as Humanities since 1987.

Dr. Yetter won several awards from the American Council of Teachers of Russian to study special topics in Moscow, including Russian detective novels before, during and after the Soviet era. She delivered many invited lectures on Russian women writers and first generation emigrant writers in professional and community venues. Moreover, she served the university in multiple roles, most especially as a Women’s Studies affiliate faculty member and a long-term member of the Humanities and Non-Western Civilization committees.

Please consider this our request that Dr. Yetter be given emeritus faculty status.

Sincerely,

Julie Husband
Head, Languages and Literatures
Our Mission

The Advancement Division supports UNI by leveraging private and public resources through strategic engagement of students, faculty, staff, alumni and friends.
Focus on Students Scholarship Initiative

January 1, 2013 - September 30, 2016

- Goal: $40 million by 2018
- Endowed: $15,405,477
- Non-endowed: $7,646,484
- Deferred Gifts: $20,376,608
- Total: $43,428,569
Fundraising Results
FYE June 30, 2016
$31,220,395

- Endowed: $5,132,268
- Non-endowed: $14,408,041

Fundraising Results FYE June 30, 2016
$31,220,395

- Non-endowed: $2,774,202
- Endowed: $8,905,884
- Gifts and Pledges: $5,132,268
- Deferred Gifts: $14,408,041
Scholarships 43%
Program Support 36%
Capital Projects 15%
Unrestricted 6%
Fundraising Percentages by Gift Type
FYE June 30, 2016
Fundraising Results by College/Department
FYE June 30, 2016

- COE 18%
- CHAS 16%
- CSBS 7%
- Athletics 13%
- GBPAC 1%
- Library & Museum 3%
- All other restricted 27%
- CBA 7%
- CHAS 16%
- CSBS 7%
- Unrestricted 8%
Spending Allocation

<table>
<thead>
<tr>
<th>Year</th>
<th>Allocation</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY11</td>
<td>1.9M</td>
</tr>
<tr>
<td>FY12</td>
<td>2.8M</td>
</tr>
<tr>
<td>FY13</td>
<td>2.9M</td>
</tr>
<tr>
<td>FY14</td>
<td>3.5M</td>
</tr>
<tr>
<td>FY15</td>
<td>4.0M</td>
</tr>
<tr>
<td>FY16</td>
<td>4.1M</td>
</tr>
</tbody>
</table>
Student Impact

The Advancement Division is dedicated to helping students by:

- Connecting them with alumni
- Engaging in campus traditions
- Keeping education accessible and affordable
- Securing funds for scholarships, program support, and improving facilities
- Fostering a life-long commitment to engagement and philanthropy
Alumni Relations

- Now part of the Outreach Team
- Located on Commons third floor
- Alumni Association now a dues-less model, supported by sponsorships
- Allows the Alumni Association to spend time assisting with:
  - Alumni Outreach
  - Student Recruitment
  - Lobbying
  - Etc.
Hamilton/ESP International Fellowship

- Took students to Italy to teach two courses on Supply Chain Management

Dan Bumblauskas  
Assistant Professor of Management  
College of Business Administration
Alumni Clubs
# Alumni in Iowa

## Top Ten Counties in Iowa 2015-2016

<table>
<thead>
<tr>
<th>County</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Polk</td>
<td>12,303</td>
</tr>
<tr>
<td>Black Hawk</td>
<td>12,260</td>
</tr>
<tr>
<td>Linn</td>
<td>6,737</td>
</tr>
<tr>
<td>Scott</td>
<td>2,642</td>
</tr>
<tr>
<td>Johnson</td>
<td>2,424</td>
</tr>
<tr>
<td>Dubuque</td>
<td>2,129</td>
</tr>
<tr>
<td>Bremer</td>
<td>1,906</td>
</tr>
<tr>
<td>Story</td>
<td>1,445</td>
</tr>
<tr>
<td>Cerro Gordo</td>
<td>1,437</td>
</tr>
<tr>
<td>Dallas</td>
<td>1,420</td>
</tr>
</tbody>
</table>
What’s Next?

• Interviewed campaign consultants

• Will wait until next president hired to make final selection

• Conduct feasibility study

• Create volunteer committees
How You Can Help

• Make a gift or consider including in your estate plans
• Thank donors
• Invite alumni to guest lecture
• Connect us with alumni who are major gift prospects
• Identify successful graduates
• Identify projects that need financial support
Thank You!
Contact information

► Lisa Baronio
► Vice President, University Advancement
  President of the UNI Foundation
► lisa.baronio@uni.edu
► 319-273-2147

► Mark Oman
► Chair, UNI Foundation Board of Trustees
► mark.oman@me.com
► 515-419 9643