I. WELCOME AND CALL TO ORDER

   A. Roll Call
      Christopher Iansiti, Chair

   B. Introduction of New Development Staff
      i. Constituent development staff
         Perry Fulkerson
      ii. Central development staff
         Brandon McCray
         Michelle Mattox

II. APPROVAL OF MINUTES

   A. May 16, 2019 Development Committee
      Iansiti

III. SPOTLIGHT ON SUCCESS

   A. Alan Zucker Gift
      Mackenzie Crane,
      Development Officer, Northeast;
      Kevin Derryberry,
      Director of Development, College of Education;
      David VanLone,
      Chief Development Officer, College of Business
      Iansiti

IV. OLD BUSINESS

   A. Week of Philanthropy
      Mattox; Tom Block

V. NEW BUSINESS

   A. Major Gifts Closed
      Andy A. Jhanji

   B. Trustee Giving
      Iansiti
      i. Trustee giving FY20 to date
      ii. Minimum giving requirement
C. Trustee Spotlight
   i. What motivates our giving
   II. Acquiring new donors
   III. Regional VIP breakfasts

D. Trustee Engagement Breakout Sessions
   i. Ideas that support student philanthropy (Moderator: Mattox)
   ii. Ideas that grow the endowment through fundraising (Moderator: McCray)
   III. Ideas that drive corporate, foundation and business giving (Moderator: Fulkerson)

E. Reports from Each Breakout Group

VI. ADJOURNMENT