MINUTES OF DEANS’ GROUP, September 24, 2003

Attendees: Ron Henry, Chair
Adamson, Bahl, Casto, Colarusso, Fritz, Griffith, Harris, Hurt, Kelley, Moore

Guests: Witzleben & Mazzara, Patton, Peterman, Hawkins, and College Development Directors

Charlie Witzleben and Phil Mazzara presented and took questions on findings of their internal review of the Division of Development and the GSU Foundation. The report was distributed to attendees in advance of the meeting.

Q. Where do we stand on funding for student scholarships?

A. Student scholarships are the largest interest of donors and are always over-subscribed. The 2nd interest of donors is faculty development. Donors want to support best practices in the classroom.

Q. Our primary development directors are young and need to be nurtured. Do you see dire predictions if we don’t do A, B, C? If we wanted to select 3-4 priorities to work on, what would they need to be to change the underlying image of us?

A. Immediate next steps should be to: shore-up the functional areas in advancement; work to step-up alums’ gifts and participation in the annual fund; build continuum in major gift giving – if you are not sufficiently aggressive, you are not in the game; fill the open positions in Annual Giving – in particularly the manager of gifts; develop a constituent program for support of the schools; open up communication; solicit gifts from seniors – they are young and maturing and have an opportunity to invest in the university; lower the cost per dollar rate; and, encourage staff development training and mentoring for development directors.

Deans’ Group

1. With revision of a response to Areas of Focus #6, the minutes were approved.

2. Budget - Henry: Informed of no official word on the budget. He advised of a call by the Chancellor for hearings on further budget cuts and of participation with President Patton and Jerry Rackliffe in a verbal presentation to the Chancellor on how the university would respond to a 7-1/2% cut, with no new workload money or tuition increase.

3. Henry notified of classes that met only once at the start of fall semester but tied up valuable classroom space. He requested that in future such classes find alternative meeting space.

3. Henry advised of GSU sharing in a $34.6M PRISM award for science and math. The award will represent $6.3M to metro Atlanta schools over the next five years.

4. Enrollment – Fritz: Increased by 20K credit hours but with a projected $2M revenue shortfall due to more students taking over 12 hours. Credit hours taken by freshmen have gone from an average of 12.4 to 13.2. As a result 4-year graduation rates should improve.

Julie Turman