

Southwestern Michigan College Foundation
Board of Directors Meeting, January 24, 2023, 12:00pm
Zoom Meeting: <https://swmich.zoom.us/j/93251085686>

MINUTES

Present: Carole Schmidt, Tom Ellspermann, Patty Patano, Mike O'Brien, Sue Dobrich, Dick Judd, Susan Coulston, Ann McCuiston, George Wehrle, Joe Odenwald, Becky Moore, David Fleming, Tom Jerdon, Ronn Gunn, Jan Barkell, Julie Dye, Deborah Hackworth, Terry Groth, Krin Jurgensen

Guests: Michelle Kite, Emily Schrock

Absent: Michele Boyd, Duke Jones

1. Welcome: Dr. Carole Schmidt, Foundation President
 - a. Called to order 11:59 pm
2. Approval of Minutes: October 20, 2022 Meeting (**Motion Required**)

Motion to Approve: Tom Ellspermann
Second: Dick Judd
Motion to Approve was carried.
3. College Update: Dr. Joseph Odenwald, College President
 - a. Due to hard work across the college, we saw a 6.5% increase in student headcount for the spring semester which has been the best increase in a decade for a regular semester. This followed a 3.3% increase in headcount in fall. Our credit hours also saw an increase of 8.3%. Of the 28 community colleges in Michigan only one school beat us in headcount increase - Alpena with a headcount increase of 11.8% (because they added a baseball team) but only 8.2% in contact hours. We have seen gains in retention rates which resulted in the best fall to fall retention in a dozen years. Trends are good across the board. Applications for fall are on par with fall 2022.
 - b. Recruits for the upcoming athletics season have been visiting. We recently had 7 volleyball players and one female bass fishing recruit on campus. We have seen success due to committed coaches and students putting in the work. Athletics is doing well overall. The volleyball team made it to postseason, cross country ran in the National championship meet and both teams finished in the top 20, bass fishing qualified for nationals, wrestling won the conference and, the basketball teams are 10-5 and 11-5. The success can be contributed to all collective teamwork.
4. Foundation Board Update: Dr. Carole Schmidt, Foundation President
 - a. Nothing to report
5. Executive Director Update: Mike O'Brien, VP for Institutional Advancement
 - a. Zollar Project Capital Campaign
 - i. The Zollar building has fully reopened and has been utilized for competition meaning the campaign is coming to a natural close. Currently the campaign has raised \$640,050. A pitch was proposed to the Whirlpool Foundation asking for \$100,000 in November and a vote took place January 19. We continue to wait on the result of that vote. We plan to approach Spectrum Health to add to their contract and solidify our relationship by asking if they would like to donate for naming rights to the sports medicine/training facility. Many athletes have been vocal about enjoying having an athletic trainer and this amenity has had a large

impact on recruits. This facility will become the cornerstone for our new Sports Medicine program.

- b. SMC Athletics: Winter Status, Sports Schedules
 - i. The NJCAA conference has reminded us that the wrestling team has not officially been awarded conference champions; that will be determined this Saturday at the MCCA meet.
 - ii. Upcoming home games are listed at the bottom of the agenda (and now minutes). For a full schedule visit smcroadrunners.com. During home games you can enjoy performances by the Ladybirds, our pep band and campus life giveaways and theme nights. Volleyball has also started their spring season which helps train returning players.
 - c. Giving Tuesday Results (incl. Peer-to-Peer)
 - i. We exceeded our goal of \$10,000. With peer-to-peer fundraising we raised \$12,060. This was an increase of 62% over the last year.
 - d. SMC Day – April 18, 2023
 - i. The goal of SMC Day is to come together as a community and celebrate all things SMC. Celebrations include wearing SMC colors, sharing a favorite memory on social media and most importantly by sending in a financial gift. We plan to showcase various groups and ongoings at the school through social media and e-newsletters. A mailer will also be sent out to alumni and donors.
6. Financial Report/Quarterly Donations: Susan Coulston, SMC Foundation Treasurer (attachment) **(Motion Required)**
- a. We received 149 donations from 132 unique givers. The peer-to-peer Giving Tuesday was the main contributor of new givers.
 - b. We had a good quarter considering there were no new initiatives to give to such as large campaigns.
Motion to Approve: Patty Patano
Second: Sue Dobrich
Motion to Approve was carried.
7. Fiscal 2022 Financial Audit Review: Plante Moran/Michelle Kite, Controller (attachment) **(Motion Required)**
- a. Plante Moran issued the board a letter for the June 30, 2022 audit which finished in November. The opinion given was clean, unmodified which is the highest opinion to be given. Note that this opinion was for the financial statements as a whole.
 - b. The Ed Guse Farm value is a significant estimate which was noted. Amortization of the lease revenue has been suggested but is annually waived.
 - c. The balance sheet saw a drop to \$14,500,000 due mainly to poor investment performance, however over two year period investments are up.
 - d. Our income was about \$850,000 which was mostly contributions made to the Zollar/SAC Building campaign. Our expenses were the gym renovation & scholarships.
 - e. Most of our investments are in equity mutual funds and corporate funds.

Motion to Approve: Tom Ellspermann
Second: Jan Barkell
Motion to Approve was carried.
8. Fiscal 2024 Scholarship Recommendation: Michelle Kite, Controller (attachment) **(Motion Required)**

- a. The 12 quarter total income is about \$1,500,000 which was 4.4% per year. The board policy states we must give out 0-6% in scholarships and the target is 3%. We recommend 4% be given to the College for FY '24 which is \$480,000. With \$80,000 from the Guse farm, the total would be \$560,000. This is down from \$720,000 total last year which was expected.

Motion to Approve: Susan Coulston

Second: Jan Barkell

Motion to Approve was carried.

9. Foundation Committees Updates:

- a. Investment Committee Update: Susan Coulstons (in Duke Jones; absence)
 - i. Review of quarterly investment report from 1st Source Bank (attachment)
 1. We have \$11.2 Million in investments at market value which reflects some recovery over last quarter.
 2. Our investments are still 60-40 equity to fixed income. We are currently holding more cash than normal because it is earning about 4%.
 3. Our rate of return YTD loss was 13.11% for 2022 which was better than the benchmarks.

10. New Business

- a. Mike O'Brien - Development officers of various Michigan colleges posed the question if Foundation board meetings should be held in accordance with the Michigan Open Meetings Act. We are getting an opinion from our attorneys.
- b. Ron Gunn - The Lucky Turkey will be held at the college on March 11, 2023 at 9am. This event was postponed from November 2022 due to weather.
- c. Tom Jerdon wanted to note that the administration has been doing a great job in fostering a great culture at the school which gives students, especially student athletes, a positive experience at the college.

11. Old Business

- a. Update on promotional Ronnie Roadrunners - The Ronnies have been ordered and the design has been approved for the athletic scholarship fundraiser.

12. Adjournment

Motion to Approve: Patty Patano

Second: Jan Barkell

Motion to Approve was carried.

Meeting adjourned at 1:13 pm

Mark your Calendar for Upcoming Events:

Basketball Doubleheader – January 28 vs. Lansing CC, 1:00pm

Basketball Doubleheader – February 4 vs. Lake Michigan College, 1:00pm

Basketball Doubleheader – February 8 vs. Marian Ancilla, 5:30pm

SMC Day – April 18, All Day

Outstanding Graduate Reception - April 27, details to follow

Foundation Board Meeting – April 25, 12:00pm

PROPOSED