

**Livingstone College Board of Trustees**  
**Committee on Advancement, Sponsored Programs and Assessment**  
**Wednesday, September 16, 2020 - 1:00 p.m.**  
**Zoom Meeting**  
**Bishop Staccato Powell, Chair**

Members Present: **Bishop Staccato Powell**, Dr. T. Antonio Landers, Bishop Seth Lartey, Mr. Bob Marshall and *Dr. Anthony J. Davis*

Members Absent: Mr. Nigel Alston, Dr. James R. Gavin, III, Bishop Kenneth Monroe, Mr. Thomas Penny, III, Bishop Dennis Proctor

Bishop Powell called the meeting to order at 1 p.m. and opened the meeting with prayer by Bishop Lartey.

Bishop Powell presented Dr. Davis to give his report:

**Updates from Institutional Advancement**

**Alumni Giving:** Continues to be a very important pillar related to the college's philanthropic activity. During the 2019/2020 fiscal year, this constituency group contributed \$402,262 in outright contributions when compared to \$382,253 during this same period last year (FY 2018/2019). This represents a 5% increase. Also, the number of donors increased during the pandemic. The number of alumni donors increased from 359 donors to 481 donors, representing a 33% increase. However, as we leverage the philanthropic reach of our alumni, it is also important to note that our alumni were directly responsible for an additional \$202,000 (\$604,262) in matching gifts and soft credit/directed philanthropy during this period. Last year, the alumni leveraged \$186,594 in matching gifts and soft credit/directed philanthropy (\$568,847). This year, we witnessed an 8% increase.

**Corporate Philanthropy:** Increased significantly during this fiscal period. This year, the college secured \$391,481 in corporate philanthropy compared to \$133,861 in FY 2018/2019, representing a 192% increase this year from this group. A special thanks to Bishop Battle, who was responsible for using his influence in securing the \$500,000 Bank of America gift restricted for the Battle School of Business. We received the initial pledge payment during this fiscal period, and received notification that additional pledge payments are forthcoming.

**Private Foundations:** During this fiscal year, support from private foundations was recorded at \$521,000.

Dr. Davis provided the committee with a report related to grants activity, where there are \$2.1 million in proposals still pending and the institution has received \$2.8 million in grant awards. Also for information purposes, Dr. Davis shared that CARES Act awards to the college is recorded at \$5.3 million during the pandemic.

Dr. Davis provided the Committee with updates in notable accomplishments this quarter:

- During this period, we were awarded a \$1,740,000 grant from the Department of Education in support of our TRIO program, which provides services for low-income, first-generation college students, and students with disabilities
- During this period, we received a special gift from Mr. Gregg Alcorn, a local philanthropist who made a contribution in the amount of \$30,000, which will support a state-of-the-art greenhouse that will be an addition to our new Shipman Science Annex. This greenhouse will position the Science Department to peruse research and contract opportunities with several government agencies.
- The A.M.E. Zion Church and Livingstone College's 141-year relationship is indeed unique. This period, we leveraged a relationship with an A.M.E. Zion Church pastor, Dr. Laticia Godette, who partnered with the college to execute the key pillar in our COVID-19-Era operations plan, where we tested the entire campus community for asymptomatic spreaders prior to resuming full campus operations. We were able to conduct 1,330 tests at no cost to the institution – making testing available for underserved populations and with expedited results (24-48 hours). To facilitate this protocol in the absence of this partnership would have cost the institution \$195,000 (\$150 per assay). The testing was conducted by Ottendorf Laboratories LLC.
- Two weeks ago, Dr. Dwayne Walker contacted the Division of Institutional Advancement related to a unique funding opportunity for Livingstone College and the A.M.E. Zion Church. Dr. Walker hosted a call with The North Carolina Pandemic Relief Office. During the call, we examined the opportunity and introduced a unique concept which was well received. We were invited to submit a proposal for consideration in the amount of \$10 million with Livingstone College being identified as the fiscal agent and the author of the proposal. In less than 12 hours, a comprehensive proposal was submitted and well received using our proposal as a model. We were recently informed that our proposal was funded by the Department of Human Services in the amount of \$5 million to address food Insecurity in the State of North Carolina. The partnership has been expanded to include the A.M.E. Zion Church, the State Baptist Convention, and Resourceful Communities, a non-profit organization serving Latin X Communities. This unique funding opportunity will bring \$250,000 to Livingstone College (5% in indirect cost) serving as the fiduciary agent with the responsibility of managing and monitoring the activities outlined in the comprehensive proposal while enhancing our sponsoring denomination in Eastern and Western North Carolina and others to serve vulnerable populations.
- Finally, during the execution of our testing protocol, Dr. Konrad Kaeding, the owner of Ottendorf Laboratories, was impressed with our approach to fighting COVID-19, our

operations plan and the college's execution. And after learning more about our mission, the population we serve and our economic model, Dr. Kaeding is now donating more than \$1 million in laboratory equipment and is outfitting a clinical Laboratory, which will operate on the campus of Livingstone College, thus enabling Livingstone to compete for state and national laboratory science contracts. Also, Dr. Kaeding, Ottendorf Laboratories and Livingstone College will collaborate and enter the marketplace as a Minority Business Enterprise (MBE). As the only MBE operating in the State of North Carolina, with the approval by the FDA to test for COVID-19 using saliva, we will have the capacity to provide more than 20,000 COVID-19 tests daily. This collaboration between Livingstone College and Ottendorf laboratories positions Livingstone College to compete for COVID-19 contracts not only in the state of North Carolina, but nationally. With a strain on testing capacity nationally, we are making the business case to enter the market immediately. This will significantly impact the college's current economic model.

The Committee on Advancement, Sponsored Programs, and Assessment is recommending the Board of Trustees find creative ways to fund the Community Development Corporation.

Closing prayer was given by Dr. Davis.

Meeting adjourned at 2:00 p.m.

**Minutes recorded by:**

Dawn Courtney Mason

Administrative Assistant for Title III