

**IAIA Foundation
Board of Directors Meeting
Lloyd Kiva New Welcome Center – 2nd Floor Conference Room
February 13, 2018**

MINUTES

Board Members Present: Keri Ataumbi, Mark Bahti (telephonically), Gail Shawe Bernstein, Colleen Cayes, Melissa Coleman, Stock Colt, Raven Davis-Mayo, Kelly Huddleston, Lorraine Gala Lewis, Chuck McKittrick (telephonically), David Rettig, Andrea Slade (telephonically), and Monte Yellow Bird Sr.

Board Members Absent: Tony Abeyta, Charmay Allred, Mark Bahti, Dorothy Bracey, Bob Harcourt, Peter Ives, Sherry Kelsey, and George Rivera.

Staff and Guests Present: Eileen Berry, Chee Brossy, Dr. Robert Martin, Beverly Morris, Judith Pepper, Angela Sedillo, and Dini Spheris staff (teleconference): Michelle Buchanan, Jessica Dominguez, and Holly Lange.

The meeting was called to order by Raven Davis-Mayo at 10:05 a.m. A quorum was established.

Positive Notes: Zoom, an online video conference system, is being used for today's Board meeting and, if viable, will be used going forth for all Board meetings.

General Business: Raven Davis-Mayo introduced the consensus process for handling of action items. The Board was in consensus and the process was implemented.

Consensus Process

A topic is discussed and proposal is made—GROUP IS ASKED: Do we have consensus?

- **BE SILENT / NOD YES** = I am in consensus and willing to implement the solution / action
- **SAY: "STAND ASIDE"** = I have reservations, but not significant enough to block consensus
- **SAY: "BLOCK"** = I am in fundamental disagreement

**I can "block" ONLY if I have a viable alternative for the group;
then this alternative is put forth for discussion in the same fashion.*

Raven Davis-Mayo presented the Agenda for approval. Stock Colt noted the President's Report was not on the Agenda. Raven Davis-Mayo noted Dr. Martin may not be able to attend today's meeting and the President's Report was not added to the Agenda. The Board was in consensus and the Agenda was approved.

Raven Davis-Mayo presented the November 2018 Minutes. The Board was in consensus and the Minutes were approved.

Executive Director's Report – Judith Pepper provided an overview of the projects Institutional Advancement is working on.

- The fundraising goal is \$821,400. In the first quarter, \$153,295 has been raised.
- There are 146 members of the President's Circle (major donors of \$1,000 or more). Judith noted that artists' donations of \$2,500 and up were included in the PC membership.
- The Development Committee is working on a Call to Action, asking current members to increase their level of giving.
- Chee Brossy, Alumni Relations Manager, will begin joining Foundation Board meetings and provide a report on the Alumni Relations Department.
- The Advancement Office is working with Financial Aid and an ad hoc Board of Trustees (BOT) committee to review the scholarship process.
- Advancement coordinated a screening of Hostiles and donations from the screening benefitted the Cinematic Arts Department. Approximately \$1,500 was raised.
- Themed Entertainment Association, a nonprofit representing themed entertainment is considering holding a two-day conference in October. TES partners with Disney and this would be an opportunity to expose our students to themed entertainment employment.
- Sunrise Springs Resort will be funding three artist-in-residence opportunities. Lara Evans, AIR Program Director, is finalizing the details.
- The Jaramillo Accounting Group is conducting the Foundation audit. Requested documents have been sent. Judith will advise the Board when the audit is complete.
- A five-month Campaign Planning Study is underway to raise \$10-14 million endowment campaign for IAIA. Dini Spheris has been hired as the consultant.
- Financial Edge, a component of Blackbaud, has been contacted and asked to present options to simplify the Foundation's accounting and financial reporting procedures. (Blackbaud supplies the software Raisers Edge, the database the Foundation uses for gift entry and donor management.) Judith Pepper, Eileen Berry, and Anthony Coca, IT Director, will meet with a Blackbaud representative to discuss solutions for the Foundation's accounting needs.
- The Gift Acceptance Policy has been approved by the Board of Trustees and now needs Foundation Board acceptance and approval.

Alumni Relations Report: Chee Brossy provided an overview of the projects he is working on.

- An Alumni Association is in the development stage. The association would focus on mutual engagement with the college and alumni. It would be a non-paying association. All existing alumni, including the high school, as well as new graduating classes would be extended an invitation to join.
- An online survey is in the process of being finalized and will be sent to all alumni with an existing email. The survey focuses on alumni engagement.
- The Alumni Council has been active for three years and project development projects is on-going. Items under development include:
 - An alumni scholarship
 - An alumni database for use by alumni

Reports:

Development Committee: (Gail Shawe Bernstein, Eileen Berry, Colleen Cayes, Melissa Coleman, Lorraine Gala Lewis, and David Rettig)

Melissa Coleman noted the Committee will work in conjunction with the OIA staff, Board of Trustees, and the Foundation Board to expand fundraising efforts outside the Scholarship and Auction Dinner. The committee will also be the lead for the Allan Houser Scholarship reception in June.

Finance and Audit Committee: Judith Pepper presented the financials to date. The Board was in consensus and the financials were approved. The Foundation's audit is ongoing and all requested documents have been supplied to the accounting firm. Judith provided an update regarding the preparation of the financials, noted the current accounting process needs to be reviewed and advised the Board that a different software program, Financial Edge, is being considered.

Nominating and Governance Committee: Mark Bahti advised the Board that there is currently one person being reviewed and will update the Board once he has more information.

- Raven Davis-Mayo advised the Board that Mike Daly resigned, leaving the position of Treasurer open. Kelly Huddleston has agreed to serve as Treasurer.
- Dorothy Bracey has agreed to serve as Secretary.

Raven Davis-Mayo presented the nomination of Kelly Huddleston to serve as Treasurer. The Board being in consensus, Kelly Huddleston was approved as Treasurer.

Raven Davis-Mayo presented the nomination of Dorothy Bracey to serve as Secretary. The Board being in consensus, Dorothy Bracey was approved as Secretary.

Scholarship and Dinner Auction Update: Colleen Cayes and Keri Ataumbi, Co-Chairs. Colleen provided an update on this year's event.

- Four objectives: 1) Raise more funds than last year. 2) Measurably strengthen stewardship and outreach. 3) Further enhance the team-driven process. 4) Focus on the guest engagement by telling the IAIA story.
- Challenges: 1) high bar set last year. 2) Artist and donor fatigue. 3) Check In/Check Out process.
- Assets: 1) committee continuity – retention of key people. 2) talent of new Board members. 3) More alumni engagement and leadership. 3) Process – and lessons learned.
- Subcommittees: Art acquisition committee – Keri Ataumbi and Lorraine Gala Lewis. Sponsorship committee – Office of Institutional Advancement. Logistics committee – Janey Potts.
- Shane Hendren will emcee and Mark Johnson will be auctioneer. Princess Johnson will be asked to lead the paddle call.
- Meetings for all committees have been calendared through end of June.

Dini Spheris Presentation: Michelle Buchanan, Holly Lange, and Jessica Dominguez. Michelle Buchanan explained the campaign study process and presented the objectives and timeline for a campaign to raise \$10-12 million.

- A five-month timeline to build a nationwide prospect phase
- Planning committee to identify new people and/or connect with existing partnerships
- Determination of infrastructure needs
- Internal and external preparation assessment
- Leadership structure
- Best prospects and strategies to advance those prospects

Michelle Buchanan noted Dr. Martin met with Cabinet and identified IAIA objectives and priorities to aid Dini Spheris with the planning study. A list of “discovery conversation” prospects was presented to show the process of branching out to a larger group. Interview requests will be sent soon. Michelle ended the presentation by asking Board members to provide their input and/or ideas to Judith Pepper.

President’s Report: Dr. Martin is in Washington, D.C. and participated by teleconference. Dr. Martin provided a brief overview regarding the budget hearings he has attended.

- The President’s Budget was released with a 5% reduction for tribal colleges.
- IAIA received a slight increase of \$125,000.
- IAIA received \$2 million forward funding.
- The National Endowment for the Arts and EPA was cut by 33%.
- Students, Roy Grafe and Scarlett Cortez, are representing IAIA during AIHEC Lobby Week and have presented extremely well.

Please see President’s Report in its entirety.

Other Business:

- Scholarship Award Dinner is February 15, 2018 and will be held in the Performing Arts and Fitness Center. Dinner is at 5:30 p.m. and will be followed by a student performance in the Blackbox Theater at 7:30 p.m.
- Allan Houser fundraiser will be held in June 2018. The Development Committee will provide updates to the Board.
- MoCNA has a film series ongoing featuring Alaska Native Projects and Princess Johnson will be featured.

There being no further business, the meeting adjourned at 12:25 p.m.