



Board of Trustees

Advancement and Enrollment Management Committee

10:30 AM
December 7, 2017
President's Boardroom

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|--|-----------------|
| 1. Call to Order | Trustee Landrau |
| 2. Approval of Minutes
October 12, 2017 | Trustee Landrau |
| 3. Items for Information | Erica Broman |
| a. 2017-2018 Annual Fund Update including Database Progress | |
| b. Institutional Advancement Calendar | |
| c. Updated Dashboard | |
| d. Major Gifts Officer | |
| e. Update on CRM | Dan Forster |
| f. Update on Fall 2018 | |
| g. Out-of-State Tuition | |
| 4. Items for Discussion | |
| a. 4-year Strategic Enrollment Management Plan with Enrollment Revenue | Dan Forster |

Attachment(s):

- a. Minutes 10-12-17
- b. 2017-2018 Annual Fund Update including Database Progress
- c. Institutional Advancement Calendar
- d. Updated Dashboard
- e. Admission Funnel Report (Fall 2018 Update)
- f. Out-of-State Scholarship Rack Card
- g. 4-year Enrollment Management Strategic Plan
- h. 4-year Enrollment Revenue Projection