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  
   f. Update on Fall 2018  
   g. Out-of-State Tuition  

4. **Items for Discussion**  
   Dan Forster  
   a. 4-year Strategic Enrollment Management Plan with Enrollment Revenue

**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