

**Civil Service Council (CSC) Meeting  
October 2, 2001**

Present: Martha Burk, Barb Dallinger, Lin Hinds, Chris Jackson, Christa Lawhun, Andy Monninger, John Moss, Pat Schnitker, Bob Sipes, Keith Smith, , Elaine Thoennes, Ron Thompson, Jack Wylie, Jan Bremner, David Turner

Guests: Susan Kern

Excused: Vicki Bryan

Absent: Terry Brown, Marcia Strum

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Christa Lawhun opened the meeting at 12:00 p.m.

Minutes for 09/18/01 were approved.

Susan Kern was present to discuss the Capital Campaign:

Susan is currently the Vice President for University Advancement. She has been with the University for 28 years working in CAST, government relations, Intercollegiate Athletics, and University Advancement.

The Capital Campaign was created to promote the University; build relationships, friendships, and partnerships; and raise private funds. The University has 4 major funding sources: (1) State of Illinois, (2) tuition and fees, (3) grants and contracts, and (4) donations and contributions from alumni and friends. Twenty-eight years ago 75% of the funds came from item 1, or State of Illinois, with remaining 25% coming from items 2, 3, and 4. Now only 35% of the funds come from State of Illinois.

Q: If we raise donations does the State provide fewer funds? A: No, just the opposite. We can use private funds to leverage for more State funds. For example, a donor will provide dollars for a project but it is not enough to complete project. The State is more apt to give University the additional funds for project to move forward such as for the College of Business building. As a general rule donations are used for projects not operating expenses although some donations may be used toward new building operating expenditures. The State also enhances operating dollars for new building.

Each of the four funding sources is important to the University. Historically donations were not used. About ten years ago the University made a commitment to private fundraising. Dr. Boschini wants to get close to size of other peer endowments: Miami of Ohio - \$220 million endowment, Ball State - \$90 million, and Illinois State - \$30 million -- similar institutions but very different endowments. We don't consider Illinois Wesleyan (\$220 million) or University of Illinois (billions) as peer institutions.

Illinois State University is proud of being accessible in cost of tuition and fees. Campaign focus is on enhancing area of private donations. \$30 million is in endowment. The Foundation has three types of accounts: (1) endowment where once funds go into endowment they don't come out, only the interest generated is spent; (2) quasi endowment where funds are placed for short term – could be five years; and (3) is like an operating account where some donors may want to give money to buy computers for disadvantaged students, or books, etc. The \$9 million for the College of Business was placed in a quasi endowment, or short-term endowment, earning some interest. The funds can then be transferred when Illinois State University needs it.

The Capital Campaign is a five-year process. The Campaign will increase funds to endowment and fund scholarships for students and faculty/staff, buildings, and new programs. A feasibility study was conducted with about 100 past donors being contacted for their feedback on how much money they thought Illinois State University could raise and if they are interested in supporting Illinois State University. They said we should pursue campaign.

The public phase of the Capital Campaign will begin in March 2002 as an open campaign to all within the institution and alumni. Within the first year the University hopes to get 100% participation from entire University community – students, faculty, staff, and alumni. The amount of the dollars is less important than receiving a large amount of participation, although that is not to say that dollars are not important. Participation is the message we send to everyone else about the

campaign – that the University community itself supports the campaign. Currently only 12-15% of faculty/staff and 9% of students give to the University, whereas 74% of faculty/staff at Notre Dame and 82% of Eastern Tennessee State give to their respective schools. See the possibilities of telling our story of participation to corporations such as Caterpillar or ADM. They ask what is the employee participation? The corporation looks at our participation rate not the dollars received as a measure and decides if they should also give.

The Council suggested a list of scholarship funds be provided to staff to see where they may want to direct their donations. In addition, a list of companies with matching programs should be provided. It was noted that if a spouse gives at a matching company that would count as the staff member's participation. Payroll deduction will also be available. Illinois State University is a good place to work; we have good alumni, successful alumni. The University community needs to show its support by participating in the campaign. There are some wonderful stories about fundraising and the difference Illinois State made in a student's life: Patricia Cross was first contacted in mid-1970's and on November 20 a major gift from her will be announced; A forty year old now was an accounting student. He picked Illinois State University by the bus route it was on – he was an Allied bus driver in Peoria. He was discussing the fact that he had missed an exam and how very important this exam was to him. The instructor overheard him and let him take the exam. The student now credits this instructor as one of four people who made a difference in his life and made a donation to the University.

The Foundation holds the funds on behalf of Illinois State University. On an annual basis the President submits a list of needs to use unrestricted funds. The Foundation transfers the dollars to the University. Due to past issues the Foundation disbursements are now reported to the Board of Trustees and the Foundation is now required to publish a list of any person who receives funds. The Foundation Board ultimately signs off on the distribution and can ask what the funds will be used for.

The meeting adjourned at 1:23 p.m.

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The next regular Civil Service Council meeting will be held Tuesday, October 16th, at Noon, in the Spotlight Room of the Bone Student Center.