

MINUTES OF THE SHARE COUNCIL GENERAL MEETING
UF/IFAS Beef Teaching Unit South | Gainesville, Fla
Monday, April 9, 2018
2:00PM – 4:00 PM

Members in Attendance: Chair Kate English, Reggie Brown, M/N Comm Chair Peter Chaires, Mike DiGirolamo, Kate English, Ray Goldwire, Tom Hart, Cody Helmer, Secretary Caylin Hilton, CALS SPC Rep Cara Maniscalco, Ernest Sellers, C/E Comm Chair Staci Sims, Wayne Smith, Vice Chair Sharon Spratt, Mike Stuart

Guests: Mendy Allen, Christy Chiarelli, Julie Conn, Katherine Davies, Bruce Delaney, John Hooker, Taylor Johnson, Mike Lester, Larry Mack, Kenneth Parker, Mike Sopko (UFF), Becca Troast (CAL SPC)

Call to Order*Kate English*

English called the meeting to order at 2:03pm.

Welcome..... *Kate English*

English welcomed everyone and recognized prospective member guests in attendance. English asked everyone to go around the room and do self-introductions including name and business.

Minutes of Previous Meeting.....*Caylin Hilton*

English called for reading of the minutes from the meeting on September 29, 2017.

Reggie Brown motioned to waive the reading of the minutes and approve, Sharon Spratt seconded. Motion passed unanimously.

Chair's Report..... *Kate English*

English provided an overview of activities as chair since the SHARE fall meeting. November campus visit included time at the Beef Teaching Unit for Wakeman Endowment, Field and Fork, and visited with members of the CALS Student Philanthropy Council. Engaging young people in philanthropy remains important. In February there was a luncheon at the Southwest Florida REC to raise support for graduate dormitories, English shared there is good momentum around the project. In March English attended the UF Foundation National Board Meeting where the pursuit of Top 5 was focus. English noted there are differences in the culture/worldview of UFF National Board and IFAS/SHARE.

UF/IFAS Fundraising Report.....*Cody Helmer*

Helmer provided update on happenings in the IFAS Advancement office. Since the fall meeting, UF celebrated the UF Go Greater Campaign Kick-off, Advancement office moved back to McCarty Hall, Annie Muscato has left the office to pursue a PhD in Ag Ed and Communication. Through a review of reports have discovered an estimated \$6 million in gifts-in-kind to IFAS, and have received the green light for the CALS Classroom Renovation project.

IFAS has achieved \$89.22 million of \$200 million campaign goal, and for fiscal year (July-June) 2018 is at \$26.9 million of \$30 million goal, with an expected strong end to the year.

Helmer then highlighted recent gift commitments asking individual gift officers to comment: Amy Lohman, 1923 Fund, Howard Family, Wolfson Family, and Donaldson Family. And reviewed multiple anticipated commitments of \$750K+ from four prospects: Altman Plants, Anonymous, Boyd Family and Tall Timbers.

Helmer asked Chiarelli to review communications efforts. Chiarelli reviewed the seven major campaign themes for IFAS and five key initiatives: Field & Fork Farm and Gardens, Invasive Species Center, Center for Leadership, Nature Coast Biological Station, and Institute for Sustainable Food Systems. Then asked staff to share updates on initiatives in each of the three arms of IFAS.

For Extension, Davies provided an update on the Road to 67 county endowment initiative, continued need for 4-H Camp renovations and matching gift opportunity, exploring opportunities in precision agriculture, and continuing to pursue documentation of gifts in kind.

Smith mentioned programs like gifts of “Steer a Year” and grain gifts could be a good pursuit in Florida. Chiarelli shared the cattle gift option will be ready to launch soon at the Okeechobee Livestock Market as a pilot of this concept.

For Research, Helmer and Conn shared an Invasive Species effort continues to focus of conversations, as well as student research experience opportunities through Path for Pioneers and seeking to continue enhancing corporate relationships. SHARE members can be integral to opening doors in the corporate space and helping make connections. Summer experiences for students has been very impactful, Yara has funded some through giving and has been very successful; a great model/system for others to support.

For CALS, Chiarelli reviewed the ‘41Fellows initiative, Graduation Guardians opportunity in the mid-range gift space, need for enhanced scholarships, and the CALS classroom renovation project with naming opportunities.

Taylor Johnson shared an update on the CALS Student Philanthropy Council, and its mission to raise awareness of philanthropy, and built on three pillars of education, gratitude and engagement.

Current president Cara Maniscalco attended the meeting as the SPC rep to SHARE Council, and Becca Troast, Gratitude Chair, attended as guest. They shared their goal of creating a new freshman scholarship, and recent involvement in Grateful Gator Day. Becca asked the Council if they would consider matching the SPC’s scholarship fundraising efforts up to \$1,000.

Sharon Spratt motioned to match SPC efforts up to \$1,000, Wayne Smith seconded. Motion passed unanimously.

SPC will work with the Advancement Office to send updates on fundraising and information about giving toward the match.

Continuing Education Session: Tax Cuts and Jobs Act of 2017.....Mike Sopko

Mike Sopko, director of gift planning at UF Foundation, presented regarding expected impacts on giving of the Tax Cuts and Jobs Act of 2017.

Committee Reports.....Peter Chaires and Sharon Spratt

Membership Committee – P. Chaires

Chaires provided update on recruitment efforts, the committee has been reviewing representation on Council and seeking to diversify commodity/industry representation. The committee was successful in securing three new member prospect guests here with us today and multiple others that had conflicts or need to defer to future meetings.

Chaires presented Mike Lester as a member candidate for confirmation.

Kate English motioned to affirm Mike Lester as a member of the SHARE Council, Mike Stuart seconded. Motion passed unanimously.

English then presented idea that Peter Chairs and Staci Sims should be elected to a full two-year term as chairs of their respective committees.

Mike Stuart motioned to elect Peter Chaires to Chair of M/N Committee and Staci Sims to C/E Committee, Tom Hart seconded. Motion passed unanimously.

Communication/Education Committee – Sims

Sims shared update on Council activities since the Sept 27, 2017 meeting. SHARE has assisted with three regional fundraising events. November Rick Minton and Jeff Bass hosted an evening event for approx. 25 Indian River REC stakeholders including multiple new prospects in Ft. Pierce. February Kate English participated in a lunch co-hosted by Southwest Florida Research and Education Foundation; the foundation is committed to raising \$500,000 to donate to IFAS to build a graduate student living facility in Immokalee. February 28 Mike Lester hosted an event in Orlando on the rooftop of his downtown office, Talon Wealth Management, 30 local alumni and prospects attended.

Upcoming in May IFAS is partnering with Florida Farm Bureau to host an event in Washington D.C. We expect 200 people to attend.

Sims requested input from SHARE on making inroads into summer industry meetings to have an elevated IFAS presence? Cocktail socials haven't been successful because the schedule of each conference is repeated year-to-year with no room for additional activities. One idea has been to offer a production-oriented faculty member to do break-out sessions at the conference (Folta, Ellis) and development staff can be present. Need to determine what meetings this could work for, who can help us get on meeting schedule, and SHARE members would need to attend sessions and build them up with their network

Stuart mentioned FFVA has many researchers present and plugging in this way is much more effective than cocktail hours. He suggested the committee connect with Lisa Lochridge in regards to FFVA, she has commenced planning for September.

Brown agreed and stated the trick is to get faculty plugged in who can/will include a development angle as part of their story and presentation. They need to be able to talk about impact of giving.

Executive Committee Report.....Kate English

2018 SHARE Volunteer Award – English shared with Ray Goldwire the Council had been in discussion via email regarding this nomination as his name had been presented for award thanks to his work this past year with

Oak Hammock and other projects, before realizing he is a past recipient. Janice Hurdle and Jack Breed were presented for consideration by Council. Council selected Jack Breed for the 2018 award.

Flavors of Florida – In preparing for Flavors of Florida and engaging guests, the event registration list was shared, along with photos and bios of a Top 17 for SHARE strategic connections. English encouraged members to seek out these folks, meet and greet during event and follow-up with a note after the event. A debrief meeting has been set up for Wednesday morning to share any feedback, connections made, etc.

English shared upcoming events on the calendar for members to be aware of and plug into as interested.

Florida Blue Key representatives then joined the meeting to tap Kate English for FBK, this was a surprise to English and the Council.

Closing Remarks and Adjournment..... Kate English

English encouraged everyone to continue seeking meaningful ways to connect and engage with IFAS across the state. English stated there is a lot of work for the Council to do for IFAS, and the challenges presented are opportunities to excel.

There being no other business, **Kate English moved to adjourn the meeting and Tom Hart seconded, meeting was adjourned at 3:53 p.m.**

Reported and respectfully submitted by:


Caylin Hilton, Secretary

10/3/2018
Date