

Meeting Attendance

Those in attendance indicated in bold

Council Members	Staff and Faculty
Ashley Appleman '07 Annette (Reeder) Bair '93 Paul Berry '05 Christie Brown '92 Gabe Castro '12 Bonnie (Wineland) Crawford '64 Fran Fiorino '78 Mike Ford '82 Shane Gallagher '10 Timothy Gill '08 Tracy (Stough) Grajewski'86 Stephanie Haines '92 Elise Mihranian '14 Brenton Joo Mitchell '06 John Noble '61 Marion (Kercher) Oliver '64 Jigar Patel '08 Debbie Reidy '10 Bill Rys '96 Gregory Schmidt '77 Parisha Shah '01 Diane (Morrow) Snider '79 Jennifer Wade '88 Roxann (Binner) Yon '84	Katie (Padamonsky) Dickey '97 , Associate Director of Alumni Relations Chris Gibboney , Alumni Relations Specialist Genna (Welsh) Kasun '06 , Director of Social Media and Content Coordination David Meadows '98 , Director of Alumni Relations Christina (Garman) Miller '01 , Assistant Director of Alumni Relations Miranda (Gresko) Peruso '00, Director of Annual Giving Holly Rennell , Enrollment Counselor Tammy Stuber , Assistant Director of Career Services Jim Tuten , Professor of History Gabe Welsch , VP of Advancement & Marketing
	Students
	Madeline Bennetti '17 , Student Government President Matthew Colabella '18 , Juniata Activities Board, VP of Membership Sierra Mellish '17, Senior Class President Stephanie Njeru '17 , Student Alumni Association Executive Board Member

Action Items

	Action Item	Owner

Meeting Minutes

Time	Topic	Minutes
9:04 AM	Call to order	Meeting was called to order by Annette Bair followed by a brief introduction of all council members.
	Approval of June Meeting Minutes	<ul style="list-style-type: none"> Mike Ford requested a correction in the minutes of his graduation year from 1985 to 1982 under new member introductions. Motion to approve was made by Elise with a second by Shane Gallagher.

	Amendment to Alumni Council Strategic Plan	<ul style="list-style-type: none"> • With the renaming of the Gold Card program to the Juniata Community Scholarship, there is a need to update the many references to the Gold Card in the strategic plan so that it remains current. • A motion to update council's strategic plan was made by Parisha Shah and seconded by Shane Gallagher.
9:16 AM	Ice Breaker	<ul style="list-style-type: none"> • A group ice breaker activity was led by Brenton Mitchell
9:30 AM	Alumni Council Goals	<ul style="list-style-type: none"> • Annette conducted a review of the alumni council's goals (a copy of the presentation to be emailed to members). • We reviewed the purpose of council stated in the alumni council constitution (ambassadors/liaisons to the alumni body). • David reminded the group that the time spent listening to updates at meetings ensures that we remain grounded in council goals. The purpose is also for us to learn about Juniata, which enables us to have the right story to take out and share with other alumni, current students, and prospective students and parents.
9:39 AM	Brand Training Workshop	<ul style="list-style-type: none"> • Brand orientation workshop was led by Gabe Welsh referencing the Brand Messaging Workbook. • Everyone was asked to put their name on the workbook to symbolize the connection we each have to Juniata College and to see our name alongside the name of the college. • We were encouraged to write down any stories that come to mind as we go through the branding workshop. • Why did we do this brand study? <ul style="list-style-type: none"> ○ The strategic plan called for "Juniata College to be known", in particular it called for us to be known for particular things. ○ The entire Juniata Community needs to come together and become brand champions and be able to tell the story of the college. • One key element of the plan is for us to stop making excuses for our location and to start celebrating our location and the value it provides. • Gabe had everyone write down the one thing they would tell someone about Juniata if they could only tell them one thing. • He asked us to keep what we wrote down in mind as we moved through the next steps – to think about how our story may change as we learned about this new branding. • We reviewed the Juniata Positioning Statement (What do we do best? For whom? Why?) <ul style="list-style-type: none"> ○ This statement is not something that will be included on all publications, but rather a definition of what Juniata is and how we position ourselves in the competitive college market. ○ The college carefully and thoughtfully reviewed and selected every word in the statement. • When enrolling at Juniata, you are not just seeking credentials, but an experience and a lifetime connection to the school. • At Juniata you are not just learning content, you are growing as a well-rounded person.

		<ul style="list-style-type: none"> • Juniata did a survey of the faculty, staff and administration. 97% said that they get their greatest satisfaction from success of the students. This may sound common. But, at many schools, they are there for research, its geographic location or the status of the institution. • The distinction between the real world and college is a dichotomy. You are coming to Juniata with a purpose of learning in mind. • The strategic plan talks about students and “the world in which they will act,” but this implies that our students do not make an impact on the world and they do. • The brand promise establishes what the school does for students and the key thing that has resonated here is the fact that this is a partnership between faculty and students. Not all educational institutions have this type of partnership. • The research company noted that our faculty do not push our students, but rather that our students push our faculty and our faculty push them back. • Four Key Messages to focus on when talking about Juniata: <ul style="list-style-type: none"> ○ wonderful place to go to college ○ students are fun, smart and focused ○ students design their own POE ○ strong, supportive community • Gabe then presented some of the stories that informed the positioning statement and brand promise <ul style="list-style-type: none"> ○ The people in Enrollment made prospective students feel welcomed and recognized, which led to a decision to attend Juniata. ○ Students have been able to customize their studies at Juniata and the POE is just the recent incarnation of this. But, Juniata has long been a place that accommodates students’ learning curiosity. ○ Students model the behavior of the college. ○ We are going to be making more noise about our Fulbright numbers. Per capita, we have a lot. ○ The school’s treatment of students as colleagues is unique. • There are no superficial relationships here – powerful statement. • Gabe invited council members to share the stories they wrote down at the beginning. Time was spent sharing some stories. • We tweaked our wording from calling this “a quiet but powerful place” to “a quiet <u>and</u> powerful place.” <ul style="list-style-type: none"> ○ We will never again apologize for our location. ○ The town is increasing efforts to partner with the college. • Think about who you are <ul style="list-style-type: none"> ○ This is the Juniata brand signature. ○ Our stories are built around this concept. • College collaboration starts before students even get here. <ul style="list-style-type: none"> ○ First Look Fridays this past summer were very successful. ○ One of the consultants brought her son and was impressed. • Question and Answer <ul style="list-style-type: none"> ○ How many students are able to graduate within 4 years?
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		<ul style="list-style-type: none"> ▪ 94 to 95% ○ Gabe explained that “quiet and powerful place” is not a message that stands on its own, but a springboard. ○ While “think about who you are” is great, we are mindful of parents not wanting to send children to college to contemplate their naval. In order to do that, you have to be in a good place, which has a correlation with your financial position. How does our marketing work through this issue facing parents? Students graduate with varying debt. Debt could be zero, \$ 27,000 or \$ 100,000. ○ We know that we need to continue to focus on the ability of persons to rationalize a return on the investment made in their education. ● Does the morning presentation show up anywhere on our web site? There will be a microsite launching in a few weeks where these stories will be available. It will be reformatted into much more manageable chunks. ● Gabe recognized Genna Kasun for her work on the brand. ● If you have input/more stories, please pass on to Gabe or Genna and share with Bill or Parisha at the meeting to take to the board.
11:12 AM	Break	
11:26 AM	Faculty Comments	<ul style="list-style-type: none"> ● Presented by Jim Tuten ● David introduced Jim as a new faculty representative to council (replacing Randy Rosenberger). David explained that we are beginning to rotate faculty reps so they overlap, with one continuing and a new one coming on. ● Jim is excited to take this position. He has been at Juniata long enough that he doesn’t get to do many new things on campus and this is a new activity for him. ● With 20 years of service with the college, Juniata is now a larger portion of his life than any other place. ● He’s now learned more at Juniata than prior educational experiences and that is important - both personally and professionally. ● Jim discussed two major points: Juniata Voices and curricular changes. ● Juniata Voices <ul style="list-style-type: none"> ○ Link to Juniata Voices: https://www.juniata.edu/offices/juniata-voices/ ○ Introduced in 1992 ○ A collection of talks and research from professors put together and published to share with campus. ○ Due to technological challenges at the time, only one volume was published before this program died off. It collapsed around 2000, but there was a push to bring it back. ○ The program started back up and we are now able to publish from a whole host of materials from the various speakers who come to campus.

		<ul style="list-style-type: none"> ○ Bill Phillips has been published, for example, in addition to other alumni, and the inauguration speeches of Tom Kepple and Jim Troha. ○ The winning Baily Oratorical speech is always published (this includes council member Elise Mihranian). ○ We have been able to get full text indexed into the two largest databases that colleges, law firms and business use (EBSCO and ProQuest). <ul style="list-style-type: none"> ▪ Every college in North America has a subscription to these two databases ▪ Around 8,500 downloads from 45 countries ▪ It helps to spread our name in another way to increase recognition of the Juniata name ○ 15 volumes of Juniata Voices have been published. The current one is 16, so they line up now with the calendar year. ● Provost Bowen started a new initiative last spring for the faculty to come up with some new curricular, non-general education, items <ul style="list-style-type: none"> ○ POEs, certificate programs, secondary emphasis ○ Looked for cross-departmental collaboration ○ Wanted to explore the marketability of the programs to attract additional students to campus ○ A few examples <ul style="list-style-type: none"> ▪ Food Science ▪ Global Health Certificate ▪ Healthcare Administration (Business Department POE) ▪ Gender Studies (currently have a minor, but now looking at a POE) ▪ Digital Humanities (secondary emphasis) ○ Some could be ready to go for review at the end of this academic year by the curriculum committee. ○ Depends on funding, retiring faculty and new hires. ○ 20% of the faculty were involved in these sessions. ● What other master’s programs are being considered? <ul style="list-style-type: none"> ○ Non-profit leadership is in year two. ● What is the sentiment among the faculty at Juniata? <ul style="list-style-type: none"> ○ Faculty tend to be skeptical of things like branding and marketing, at least initially, but on board now. ○ At the end of the brand study presentations, a lot of faculty agreed, “This is the college I work for!” ○ The usual skepticism is not being heard with this new branding.
11:53 AM	Juniata Activities Board	<ul style="list-style-type: none"> ● Presented by Matthew Colabella ● Matthew’s third time reporting to council, but now as President. ● Mountain Day occurred this past week after much discontent from the Juniata community over its late appearance. ● Springfest was separated this year from “Relay for Life” and it improved outcomes from both events. ● Jessica Maxon ’09 has left the service learning office.

		<ul style="list-style-type: none"> • Successful Welcome Week – more inclusive and engaged more freshman. • Participation in JAB has increased, which has helped the work to be spread out among more people. • Jab’s theme is “By the students, for the students.”
11:58 AM	Student Government	<ul style="list-style-type: none"> • Presented by Madeline Bennetti • Goal this year is to have a topic at each meeting for the Senate, instead of just talking about business. They will also increase coordination with other clubs and departments on campus. • Currently have addressed <ul style="list-style-type: none"> ○ Residential Life ○ Sustainability <ul style="list-style-type: none"> ▪ Divest JC ▪ Eco clam-shells for Eagles Landing ▪ Looking to increase ride-sharing and reduce the number of students who bring cars on campus • Suggestion boxes in Baker. One suggestion is that news headlines could scroll on a screen in Baker. • Upcoming <ul style="list-style-type: none"> ○ Sexual Misconduct Policy • Two new boards <ul style="list-style-type: none"> ○ Projects Committee <ul style="list-style-type: none"> ▪ Provides a place for freshman to get engaged and execute their new ideas for campus. ○ SAUR <ul style="list-style-type: none"> ▪ Student Advocates for Universal Respect ▪ It is a board within Student Government that has up to 10 seats in our Senate. It is for students in all classes who have interest in fostering respect for everyone regardless of differences.
12:05 PM	Senior Class	<ul style="list-style-type: none"> • Presented by Madeline Bennetti on behalf of Sierra Mellish • Senior class is focused toward fundraising for the gift. They will do celebrity bartender again. • They would like to see their gift go toward putting solar panels on Kennedy, which would require about 4 classes worth of gifts to complete that project.
12:07 PM	Student Alumni Association	<ul style="list-style-type: none"> • Presented by Stephanie Njeru • Homecoming <ul style="list-style-type: none"> ○ SAA volunteered with registration areas and also event set-up and clean-up for several events. • Sparks Farm Event on Oct. 22 <ul style="list-style-type: none"> ○ SAA will be helping to build picnic tables for a pavilion that is being built on the property. The pavilion will create a venue for networking and other events. • Reminder about Wine and Cheese event coming up in February and the coordination with Juniata Career Day.
12:10 PM	Student Panel Q/A	<ul style="list-style-type: none"> • What happened with Major Event at Juniata? <ul style="list-style-type: none"> ○ Rather than placing all the money into one large event, it’s been replaced with a series of smaller trips that appeal to a

		<p>greater number of students. They had 3 packed buses when they went to DC. Trips include:</p> <ul style="list-style-type: none"> ▪ Pittsburgh ▪ Washington DC (Cherry Blossom Festival) ▪ New York (to see a musical)
12:23 PM	Lunch	
1:29 PM	Trustee Comments	<ul style="list-style-type: none"> • Presented by Bill Rys • July Trustee Retreat (chance to get to know one another better) • Goal: Implementation of Strategic Plan <ul style="list-style-type: none"> ○ Methods for board to determine if we're on-track against the Strategic Plan. ○ Campaign start - \$ 28 Million toward goal of \$ 100 Million. ○ Physical changes, ground-breakings, etc. ○ There will be more to report on in February. • Board meets again October 27 -29 • Question and Answer • How is the board of trustees structured? <ul style="list-style-type: none"> ○ 3 Alumni Council members serve as a Trustee, each with a 3-year term. Senior member reports to both boards 6-7 times per year. One rotates off each year as new one comes on. ○ Series of sub-committees <ul style="list-style-type: none"> ▪ Advancement and Marketing ▪ Audit ▪ Business Affairs ▪ Education and Student Life ▪ Enrollment and Retention ▪ Investments ○ Each trustee is assigned to a sub-committee. Sub-committees meet on Fridays. Full board on Saturdays. Each sub-committee is chaired by a Trustee and has an assigned member of administration to lead along with them. ○ Faculty and students are included on each committee. • Bill recognized that the Board, Alumni Council and the College seem to be working very well together (better than in the past) and are on the same page regarding goals and strategic plans of Juniata. • How much is the board looking at the affordability of college? <ul style="list-style-type: none"> ○ The full board has always talked about this and it's at the top of their minds due to discount rate and Juniata needing to bring in a set number of dollars each year to pay the bills. ○ Financial sustainability is always a big concern because this helps us control our student population, including diversity initiatives. ○ A third of the campaign is focused on generating new scholarship funds. Another big piece is faculty and budget-relieving dollars. ○ Attempting to diversify the revenue through additional summer campus and master's programs to find other ways to offset undergraduate tuition dependence.

		<ul style="list-style-type: none"> ○ Expected 66.7% discount rate, so an average net tuition of \$ 13,500 on a sticker price of \$ 41,000. This very competitive market continues to be a challenge.
<p>1:38 PM</p>	<p align="center">Enrollment Update</p>	<ul style="list-style-type: none"> ● Presented by Rob Yelnosky (new role as VP for Enrollment) ● Rob presented an overview of the incoming class of 2020 <ul style="list-style-type: none"> ○ 420 new students ○ 22 different states ○ 44% out of state and 56% from PA – expanding reach ○ 15.5 % MALANA (Multicultural, African descent/black, Latino, Asian, Native American) ○ 6% International (from 9 different countries), expanding diversity, 33 international students. Countries include Viet Nam, Ethiopia, China, Bermuda, Nigeria, and India. ● Academics: 1164 SAT and 3.62 average GPA. Class was a little less than hoped in numbers. Discount rate is higher than hoped, so \$ 600,000 less in revenue. ● New class target of 446 for current recruiting with similar mix and maintaining where we were academically. ● Two key measures are: <ul style="list-style-type: none"> ○ Visits ○ Applications ● Overnight visits yield at 44%. This October Open House should yield 35%. Largest registration for Monday (112 vs 95 last year). Goal is to increase visits by 18% and applications by 11%. We’re up 9.5% on visits now, applications are up 11%. Things are tracking well. ● First Look Fridays are a new thing this summer. It gives families a chance to do things while here like coffee cupping, painting or kayaking. 115 people came to those events. Summer visits were doubled. Then, they return to connect with faculty in the fall. ● 140 in this class came in via GOLD Cards or Parents Pride cards. ● Challenge is still geographic. 85% of those are from PA. You don’t need to be near your student geographically. Tap into others. ● Over the next 15 days, in 8 states, we will visit 249 high schools and attend 47 college fairs. The Open House will see 112 students. 2 Department Days coming up and a November Open House. JAA members have done 29 college fairs for us with plans for another 17. An interesting thing to note is that Dickinson alumni have done 347 fairs for them and conducted 1146 interviews. Web site will begin to show more detail about where we are going to recruit and we are beginning to take students on the road to help recruit. ● Prior Prior <ul style="list-style-type: none"> ○ A new government program. Allows students to complete FASFA by October 1 using prior tax return, when in the past it was January after filing current tax return. ○ This drove the change in deadline for the Juniata Community Scholarship Program (formerly known as “Gold Card”). ● Juniata Community Scholarship <ul style="list-style-type: none"> ○ Parents Pride and Gold Card programs combined

		<ul style="list-style-type: none"> ○ Name change made to mitigate confusion around what gold card is and to allow further expansion of program without needing to change the name again. ○ Deadline is November 15. ○ Suggestion made to find a way to allow alumni to submit multiple students without repeat entry of alum’s information ● Addressing diversity issues, including diverse faculty as role models.
2:11 PM	Alumni Office Updates	<ul style="list-style-type: none"> ● Presented by David Meadows ● The office is working toward orienting around the campaign and the strategic plan. ● David is looking to replace Juniata Connect with another system and would like to hear everyone’s thoughts. ● Homecoming and Family weekend was just two weekends ago <ul style="list-style-type: none"> ○ The weather was amazing this year after two years of bad weather. ○ A video was shown to highlight some of the key events. ● The departmental panels have grown from two to ten departments having panels. The Alumni Office worked with the Provost’s Office to increase faculty participation in the panels and these programs. <ul style="list-style-type: none"> ○ 43 alumni served as panelists ● Three departmental open houses were held. ● Winton Hill Athletics Complex was dedicated on Saturday.
	Committee Break Out Sessions	
	Career Services Committee Break Out Minutes	<p>PARTICIPANTS: Jen Wade (Committee Chair), Christie Gibboney (Alumni Office Liaison), Tammy Stuber (Career Services Office Liaison), Greg Schmidt, Gabe Castro, Parisha Shah</p> <ol style="list-style-type: none"> 1. Thank You notes were written to alumni who agreed to be part of the Speakers Bureau and who either spoke following the Jumpstart and Networking Dinner Friday night or who have arranged to speak during the fall semester. There are no plans to recruit new members at this time. 2. The Career Clothing Campaign went well. Several council members brought clothes to the meeting. Tammy Stuber can accept clothes any time, but <u>January 30 would be the deadline to drop off clothes that would be available to students in time for the Career Fair</u> 3. Fine-tuned plans for the Career Fair on Friday, Feb. 24, 2017. <ol style="list-style-type: none"> a. RESUME REVIEW: Prior to the Career Fair event, Career Services is looking for alumni volunteers to review student resumes <u>via email</u> in early February. All members of the Career Services Committee have agreed to participate. Other Council members willing to review resumes can contact Tammy (stuber@juniata.edu). Jen will send out a reminder sometime in January. b. GRAD SCHOOL TABLE: As has been the case for the past couple of years, Council will again plan to staff a table at the Career Fair. A second table will be added for Alumni Council members who are willing/able to talk to students

		<p>about graduate school. A reminder will be included with the resume review reminder.</p> <ul style="list-style-type: none"> c. THURSDAY SPEAKERS: Council members willing/able to speak to students the day/night of February 23 (the day before the Career Fair) should contact Tammy. Last year, Gabe Castro talked about things he wished he had known before he started his first job. The house was packed! Nearly 200 students showed up! d. SOCIAL MEDIA BUZZ: Create buzz about the Career Fair by sharing announcements put out by Career Services in the days leading up to the Career Fair. Among other things, the office will put out daily announcements of the companies that plan to have reps at the Career Fair. <p>4. Following the Career Fair on February 24 is the Wine & Cheese Networking Event. It is expected to be held in the Ellis Ballroom. Each council member is asked to contribute at least <u>(2) 1.5 liter bottles of wine (or (4) 750ml bottles) along with the equivalent of 16 ounces or more of cheese. We are requesting this year that it is PRE-CUT into cubes or thin slices (depending on the type of cheese).</u> Council members who may not be able to attend may help by making a cash/check donation to Jennifer Wade, who will use it to buy wine/cheese.</p> <p>5. Career Services would like the committee to continue gathering information to help students who plan to intern in/near Washington, DC find “guaranteed” housing. Assignments have been delegated as follows:</p> <ul style="list-style-type: none"> a. ALUMNI HOSTS: Parisha and Greg will reach out directly to alumni in the Washington, DC area. Council members who know of a potential host or hosts should refer the alum(s) to Parisha (shah.parisha@gmail.com) and Greg (gregs711@verizon.net) or give Parisha and Greg the alum’s contact info. b. COLLEGES & UNIVERSITIES: Gabe will look into housing possibilities at institutions of higher learning in and around Washington. c. LONG-TERM STAY HOTELS: Jen will take this one and build on the list that was started last term. d. HOUSE/APARTMENT RENTALS: Tim will research options for renting a house or apartment. <p>6. Committee member Greg Schmidt is working on an independent project that would allow students and faculty to receive recognition on the JC webpage for their work on sponsored activities that could be found by search engines. The presence on a JC webpage would facilitate potential sponsors of research to find us, as well as future student scholars and their parents. Greg is crafting a formal proposal, and believes the project would cross almost all academic departments and encompass all of the JC brand messaging</p>
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	<p>Enrollment Committee Break Out Meeting Minutes</p>	<p>Bonnie Crawford, Mike Ford, Christie Brown, Holly Rennell, Katie Dickey</p> <p>OVERALL</p> <ul style="list-style-type: none"> • Put together a committee outreach schedule to connect/remind full council of action items, in a timely fashion. • Use survey to put together a list of council wide volunteers for writing/calling interested students about a variety of subjects (choosing Juniata once accepted; encouraging applications; encouraging campus visits). • Recommend a council-wide February training session re: calling/talking with interested students/parents, how to navigate the process and how to find candidates for the scholarship if not readily apparent. <p>GOAL 1: Council participation in an enrollment activity (50%)</p> <p>TO DO</p> <ul style="list-style-type: none"> • Email council re: dates for spring volunteer sessions (admitted students/spring fairs). • Email council and ask for volunteers to write notes to admitted students or call admitted students (volunteers). <p>WE NEED</p> <ul style="list-style-type: none"> • Dates for spring events • Script/training for council re: how to write/call and support student choices. <p>GOAL 2: Council participation in advocating for Juniata Community Scholarship (100%)</p> <p>TO DO</p> <ul style="list-style-type: none"> • Emphasize the date change NOW to remind all to submit candidates and share the date change with networks. • Share stories about the process and how other council members have talked about the program. <p>WE NEED</p> <ul style="list-style-type: none"> • That training session <p>GOAL 3: Council submission of a Juniata Community Scholarship (33%)</p> <p>TO DO</p> <ul style="list-style-type: none"> • Encourage council to submit early - scholarship submissions can be made for JUNIORS as well as seniors. • Email council a survey: who would be interested in calling students interested in Juniata who might appreciate a call from an alum who could speak to their interests? (Holly noted counselors often meet promising students who could use alumni contact to help encourage their application or visit to Juniata). <p>WE NEED</p> <ul style="list-style-type: none"> • Holly to ask counselors for student names for this type of outreach. • Feedback from Holly re: type of alum rep to ask to call certain students (looking for conversation fit). • Training <p>GOAL 4: Enrollment committee participation in turning apps into visits and visits into apps (100%)</p>
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	<p>Communication Committee Break Out Meeting Minutes</p>	<p>Continue sending the Emeriti Council Newsletter.</p> <p>Ways of connecting to high school students: Sharing Juniata Community Scholarship.</p> <ol style="list-style-type: none"> 1. Work with Enrollment Office to post upcoming college fairs on social media (pending approval from Holly). 2. Add all the admissions events as events on Facebook (pending approval from Holly). 3. Posting on social media different ways to connect with high school students: <ul style="list-style-type: none"> ○ Church ○ Community events ○ Football ○ Co-worker ○ Carry Juniata stickers or memorabilia, decorate your office/workspace <p>Encourage council members to send the communications committee stories about how they have talked to and connected with a high school student for Juniata Community Scholarship (previously Gold Card).</p> <p>Things to include in the Faculty Letter: Submit to Provost for approval.</p> <ol style="list-style-type: none"> 1. Create a list of alumni who the faculty would like to add to the speaker list. 2. If you have a senior who is looking for support, we would like to connect them to alumni. 3. Stories from faculty on how the alumni helped their students. 4. Let the alumni office know if they are using alumni.
	<p>Development Committee Break Out Meeting Minutes</p>	<p>Development Committee Notes:</p> <ul style="list-style-type: none"> • Committee defined its process for contacting "lost loyals:" <ul style="list-style-type: none"> • Selecting (5) names of people to call • Development & Alumni office staff share additional information • One pulse-check conference call • Making minimum of (5) calls by February 27 Council Meeting • Confirming and conscientiously collecting data on people we're calling • Sharing updated information with college • Make notes about needs for larger council engagement • Process for Council: <ul style="list-style-type: none"> • 100% Alumni Council Members giving financially • 50% of Council Members increasing their annual gift by any amount <ul style="list-style-type: none"> ○ Collected anonymously via email