



Vol. 18, No. 1 October 22, 2012

Rescheduled Board Meeting

The January 15, 2013 web conference has been cancelled and replaced with a regular meeting of the Board of Trustees for **Monday, January 14, 2013 on the Canisius campus.**

President's Report

President John J. Hurley began his report with an update on Canisius' two major capital projects. Science Hall opened its doors to the main floor at the start of the fall semester. Faculty and students are pleased with the new facility and the dedication and grand opening events were a great success. Renovations are continuing on the lower level of the building and the college is working with its architect Cannon Design to expedite plans to move the remaining science departments into the facility. The college is also working to refine plans for the development of the Library Learning Commons. Mr. Hurley briefly reported on personnel changes. Vice President for Institutional Advancement, Craig Chindemi, has submitted his resignation to accept a new position closer to family in Florida. A national search for his permanent replacement will commence soon. Michael Eadie, the Controller, has left the college. The position, as well as processes and structures in that office are currently under evaluation. Rev. John Bucki, S.J., Director of Campus Ministry was reassigned by the New York Provincial to serve as Director Campus Ministry and Rector at LeMoyne College. Campus Minister, Luanne Firestone, has been appointed as interim director and efforts are currently underway to identify a permanent replacement. Mr. Hurley reported on the state of the budget and progress with the Strategic Assessment process. The college operated with a deficit during the 2011-12 fiscal year. Some of the expenses and pressures will carry over into the current fiscal year, and the college's executive team is working to address those items. The Strategic Assessment is underway with the Pappas Consulting Group and a task force of trustees has been formed to oversee the process. Pappas has been charged with identifying the total amount of expense reductions necessary to put the college on sound financial footing and recommending the most fruitful areas of inquiry to reach the financial goal. Pappas is currently gathering significant amounts of data for analysis and benchmarking our performance against peers. Their final report is expected in mid-December.

Commencement Speakers

The Board of Trustees approved a resolution inviting Most Rev. Richard J. Malone, Th.D., Bishop of the Catholic Diocese of Buffalo to serve as the May 2013 Undergraduate Commencement Speaker and receive an honorary degree. A resolution was also approved to invite Walter Sharrow, PhD, Canisius College Professor of History and Donald L. Trump, M.D. President and CEO of Roswell Park Medical Institute to receive honorary degrees at the 2013 Commencement Exercises.

Finance & Facilities Resolutions

Two resolutions were presented. The first authorized the college to execute and deliver to the Dormitory Authority of the State of New York a grant disbursement agreement for New York Economic Development Capital Program ("NYEDCP") grants awarded in the amounts of \$3,000,000 and \$4,000,000. The second resolution authorized the college to sell property located at 31 Susan Lane, Buffalo. Both resolutions were unanimously approved.

**Orientation of
New Trustees**

Eight new trustees have joined the board: **Teresa Amabile, '72 PhD**, Edsel Bryant Ford Professor of Business Administration, Harvard Business School; **Edward Burke Carey '69**, President of Carey Realty Investments; **Michael Ervolina, Jr. '79**, President of Valu Home Centers; **Jennifer S. Farrell '98, JD**, Partner at the law firm of Farrell & Farrell; **Rev. Louis T. Garaventa, S.J.**, History Teacher at Xavier High School; **Ronald A. Raccuia '90**, President, Integrity Office/ADPRO Sports; **James E. Sherwood, '68 PhD**, Executive Dean/Campus CEO, Suffolk County Community College; and **Lawrence J. Vilardo '77, JD**, Partner at the law firm of Connors & Vilardo.

Prior to the full board meeting, an orientation session was held, in which presentations were given by Catherine Burzik, Mr. Hurley, Fr. Tunney, and members of the Executive Committee of the Board. New trustees were welcomed and introduced during the full board meeting.

Marketing Update

Bob Hill, Director of Marketing, provided an update on the status of the new branding campaign. He outlined the plans for the initial roll-out of the campaign and discussed the creative applications of the brand to date. He outlined some of the challenges the college faces as it proceeds with the complete roll-out of this campaign.

**Post-Campaign
Assessment**

Brian Nevins, Managing Director and Principal at CCS, presented a post-campaign assessment on the *Legacy of Leadership* Campaign. He said that, overall, the campaign was a great success story. More than \$95.5 million was raised from nearly 20,000 donors over a nine year period. The campaign exceeded goal despite the 2008 collapse of the financial markets and the ensuing recession. Mr. Nevins reviewed a series of metrics and highlighted areas of strength and weakness. For future campaigns, the college has been advised to: increase planning efforts and time for donor cultivation; concentrate major gift officers on high-potential prospects and position Canisius Fund staff to assist in qualifying prospects; develop a strong volunteer base; and improve communication to donors through a variety of outlets.

Academics Committee

Christine Licata-Culhane, PhD, reported that the Academics Committee discussed recruitment, enrollment, financial aid, and retention matters. The college enrolled 714 freshmen this fall. Although the college fell short of the enrollment target, the discount rate was lower than anticipated, which resulted in the same net tuition revenue as last year. One hundred sixty transfer students enrolled, exceeding the budgeted goal and graduate credit hour enrollment was better than expected. Looking ahead, Canisius will continue to improve efforts to recruit outside of New York State, refine the model for deploying student aid, and consider how best to leverage the strength of our pillar programs for recruiting. The college is developing the financial aid model for the next freshman class. Retention rates for freshman to sophomore year are below goal, but the overall retention rate is creeping up. Dr. Rita Capezzi, Associate Professor of English, has been appointed as Transfer Advocate to enhance persistence among the growing population of transfer students. The committee discussed graduate enrollment. In the School of Education and Human Services, graduate enrollment is likely to decline as a result of job market limitations. Dr. Margaret McCarthy, PhD, Executive Director of Graduate Enrollment, presented initiatives to improve marketing and recruitment of graduate students across the college. Maguire Associates, the college's financial aid consultant, joined the meeting to discuss financial aid modeling. They reviewed the AIRS scores and discussed the profile of the class that Canisius could afford. Dr. Larry Jones, Director of the Core Curriculum Committee reported on their progress with the development of an assessment plan for the core and its implications for accreditation. Dr. Jones will deliver a follow-up report in December. The Chair of the Faculty Senate, Dr. Richard Escobales, presented concerns experienced by faculty regarding the budget, new policies, and the website.

Audit Committee

Donald Lynch reported that the committee was meeting on October 23 to review the draft audit.

**Finance and
Facilities Committee**

Edward Carey reported that the committee reviewed the current financial statements and discussed additional staffing and resource needs. Balancing the budget is critical in order for the college to meet its bond covenants. The committee reviewed the performance of the endowment, which stands at approximately \$88 million, and payout trends. Capital budgeting and current renovation projects were also discussed.

**Institutional
Advancement
Committee**

Nelson Civello reported that the committee spent significant time digesting the post-campaign assessment developed by CCS. The committee also heard a report from Rachel Flammer, Director of Alumni Engagement, who discussed strategies for enhancing the college's relationship with younger alumni and improving alumni involvement with reunions. The committee discussed current Institutional Advancement fundraising priorities, including Science Hall, the Library Learning Commons, and technology for the Financial Markets Lab, as well as continuing growth in the Canisius Fund.

Mission & Identity

Mary Grace Diehl reported that the committee reviewed the strategic plan of the Mission & Identity office and discussed current priorities. They heard several reports from directors across campus to understand how mission and identity issues were handled in their respective areas.

**Student Life
Committee**

Rev. Joseph Costantino, S.J. reported that the committee heard a report from USA President, Brock Wilkinson, who discussed reorganization of student clubs, use of the web portal, and the advantages of Science Hall. He also discussed student fees with the committee. The committee reviewed and discussed budget challenges facing Student Affairs particularly in areas of Athletics and SASS. Canisius' revised harassment policy also was reviewed.

**Trusteeship
Committee**

Rocco Maggiotto reported that the committee will lead the process for selecting a new chair this year. Board members are encouraged to submit nominations to him or Mr. Hurley by the end of the year. He also reported that the committee will have to replace 14 trustees over the next three years and is working to identify candidates. This year, the committee will undertake a review of board effectiveness and also revise the statement of responsibilities for Board members.

Future Dates:

2012-2013 Board of Trustee Meetings

- **January 14, 2013**
- **March 11, 2013**
- **May 6, 2013**

Other Important Dates

- **Regents Ball – Saturday, May 4, 2013**
- **Graduate Commencement Ceremony – Wednesday, May 15, 2013**
- **Undergraduate Commencement Ceremony – Saturday, May 18, 2013**

Erica C. Sammarco, Secretary