

#### **External Affairs Committee**

August 1, 2024

#### **AGENDA**

(1)	Call to Order	Trustee Kevin Sills, Chair
(2)	Statement from State Government Ethics Act	Trustee Kevin Sills, Chair
		Trustee Kevin Sills, Chair
(3)	Approval of Minutes from April 25, 2024	
		Marion Warren, J.D., Assistant
(4)	Legislative Affairs Update	to the Chancellor & Executive
		<b>Director of Government and</b>
		External Relations
(5)	Advancement/Campaign Update	Eddie Stuart, Vice Chancellor for University Advancement
(6)	University Marketing Plan	Liza Saunders – Director of Marketing
(7)	Old Business or New Business	Trustee Kevin Sills, Chair
(8)	Adjournment	Trustee Kevin Sills, Chair



#### Meeting of the Board of Trustees External Affairs Committee August 1, 2024

#### **AGENDA ITEM**

Approval of minutes from April 25, 2024

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Approval of the minutes from the April 25, 2024 committee meeting.

**Background:** 

N/A

**Assessment:** 

N/A

Action:

This item requires a vote by the committee.

#### **Supporting Documentation:**

Draft External Affairs Committee Minutes from the April 25, 2024 Meeting

#### **Board of Trustees**

#### External Affairs Committee – Draft Minutes

April 25, 2024, 3:35 p.m.

Burney Center, Ballroom C

The External Affairs committee met on Thursday, April 25 at 3:35 p.m. Committee members in attendance included: chairman Kevin Sills, Hugh Caison, Malcomb Coley, Aldona Woś, Skylar Stein, and Stephen Griffin (via Zoom). Committee staff present included Eddie Stuart, Mike Oblinger, Lindsay LeRoy, Bill Kawczynski, and Andrea Weaver.

The meeting was called to order, and the required statement of ethics was read. No conflicts were identified. Chairman Sills called for a motion to accept the minutes; a motion was made by Malcomb Coley and seconded by Hugh Caison, carrying. The minutes from the last committee meeting were approved.

With no questions regarding the unit reports brought forward, Chairman Sills called on Bradley Ballou, Chief of Staff, to provide the committee with a legislative update. Chief of Staff Ballou reviewed funding allocations granted during the most recent legislative session, including \$8 million recurring to develop programs and services in critical workforce and research areas, \$80 million in repair and renovation (R&R) funds over the next several years for Cameron Hall, DeLoach Hall and Kenan Auditorium; \$14 million this year and \$12 million next year for smaller R&R projects across campus, and \$8 million in planning funds for a new academic building. He also elaborated on UNCW's priorities for the short session that just began on April 24, which are an additional \$8 million recurring to support UNCW's R2 doctoral transition and full funding for the construction of a new academic building.

Chairman Sills called on Eddie Stuart, Vice Chancellor for University Advancement, to provide an Advancement update. The 2024 fiscal year to date total raised is \$19,445,240 with \$8,427,473 gifts received; \$10,789,767 in commitments; and \$228,000 in planned gifts. Additionally, Seahawks Give, the one-day giving challenge held from noon-noon on April 2-3, raised \$641,582 with 2,381 gifts from 1,977 donors. VCUA Stuart shared several of last quarter's campus happenings, including significant gifts made to Randall Library and the Center for Southeast North Carolina Archives' Special Collections, CHSSA's Department of International Studies, the Honors College, and Department of Biology and Marine Biology. VCUA Stuart called on Bill Kawczynski, Director of Military Affairs, to present a plaque to Kappa Sigma fraternity, in recognition of their Military Heroes Campaign and newly endowed support fund, the first endowed support fund from a student group at UNCW. The Military Heroes Campaign built upon the success of the fraternity's annual "Music for Military Heroes" fundraising event, which this year supported Team Red, White & Blue, the Cape Fear Veteran Resilience Project, and established the endowed support fund at UNCW. Finally, VCUA Stuart shared photos from the April 19 Campaign Celebration.

Chairman Sills called on Colleen O'Neil, Director of Alumni Engagement Programming, to provide an update on Alumni Engagement. Director O'Neil shared statistics on UNCW alumni by decade, college, and region. She shared the Alumni Engagement team's recent strategies for elevating alumni experiences, increasing communication, and implementing new avenues for alumni volunteerism and philanthropy. She reviewed results from UNCW's FY23 Alumni Engagement Metrics Survey, as well as RNL's 2024 National Alumni Survey. Finally, Director O'Neil shared the Alumni Engagement team's keys to the future, including database

utilization, alumni feedback, a strategic approach to alumni affinity engagement, an emphasis on volunteerism and professional development opportunities, and strong campus partnerships.

Chairman Sills called on Vice Chancellor Stuart to review an action item. Vice Chancellor Stuart recommended a one-time exception to the endowment minimum for endowed professorships. Chairman Sills called for a motion for the committee to take the recommended action; a motion was made by Malcomb Coley and seconded by Skyler Stein, carrying.

Chairman Sills entertained a motion to move into Closed Session to prevent the premature disclosure of a naming opportunity. A motion was made by Carlton Fisher and seconded by Malcomb Coley, carrying. The committee approved the item as presented to take to the full board.

After the closed session concluded, Chairman Sills opened the floor for old business or new business to report. With none brought forward, the meeting was adjourned at 4:13 p.m.



#### Meeting of the Board of Trustees External Affairs Committee August 1, 2024

#### **AGENDA ITEM**

Legislative Affairs Update

#### Situation:

Update on recent activities and highlights from the short legislative session, including budget adjustment, engaging leadership, published reconvene dates.

Background:			
N/A			
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#### Assessment:

N/A

#### Action:

This item is for information only.

#### **Supporting Documentation:**

There will not be a presentation, just a short verbal update from Judge Marion Warren



#### **Meeting of the Board of Trustees External Affairs Committee** August 1, 2024

#### **AGENDA ITEM**

Advancement/Campaign Update

#### Situation:

Update on recent activities and highlights from the Division of University Advancement. Information to include: YTD financial activity; special accomplishments and highlights for the

quarter (new hires, Seahawks Give, Campaign conclusion, major gifts received); and challenges and items of special focus (vacancies, space needs, post-campaign operations).
Background:

**Assessment:** 

N/A

Action:

This item is for information only.

#### **Supporting Documentation:**

Advancement/Campaign Update Presentation



BOARD OF TRUSTEES I ADVANCEMENT UPDATE I EDDIE STUART, VICE CHANCELLOR I 8.01.24

### YTD ACTIVITY

7.1.23-6.30.24

GIFTS RECEIVED \$10,990,340

**COMMITMENTS** \$14,533,950

PLANNED GIFTS \$228,000

TOTAL PRODUCTIVITY \$25,662,290



220 Spring 2024 graduates made a gift; 85% of made gifts of \$50+.



Cohosted the CHHS scholarship luncheon, bringing together scholarship donors and recipients.

#### SPECIAL ACCOMPLISHMENTS AND HIGHLIGHTS



Athletics raised an all-time high \$4 Million in philanthropic support in FY24.



Participated in Soar into Summer with Staff Senate event with special giveaways for alumni employees and campaign donors.

# June 21-23, UNCW Alumni Association hosted its inaugural



celebrating all that makes our university unique.



Alumni connected at a Seahawk
Summer Cookout, celebrated the

Distinguished
Alumni Award

honorees, enjoyed

coastal

adventures with

Alumni-Owned

Businesses, and

organized a beach

cleanup followed by brunch.













#### Meeting of the Board of Trustees External Affairs Committee August 1, 2024

#### **AGENDA ITEM**

Presentation: University Marketing Plan (OUR)

#### Situation:

Director of Marketing Liza Saunders will discuss initiatives being implemented since she was hired eight months ago. She will summarize past initiatives, results of discovery, and upcoming initiatives for FY25. She will provide examples of current digital advertising campaigns, data points that will drive decisions in future campaigns, and social media content that has engaged UNCW audiences. There will be time for a Q&A.

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points that will drive decisions in future campaigns, and social media	content that has engaged
UNCW audiences. There will be time for a Q&A.	
Background:	
N/A	

**Assessment:** 

N/A

**Action:** 

This item is for information only.

#### **Supporting Documentation:**

**OUR University Marketing Plan Presentation** 



## Introduction

# Thank you for having me!

#### **Liza Saunders**

Director of Marketing Office *of* University Relations



# Agenda

- 1. Introduction
- 2. Discovery
- 3. UNCW's Strategic Placements
- 4. Key Takeaways
- 5. Goals and Implementation
- 6. Marketing Campaigns
- 7. Campus Collaboration
- 8. What's to Come?
- 9. Questions?



## Discovery - The Three Ls (Look, Listen, Learn)

- 1. Introduction meetings with key campus stakeholders included but was not limited to:
  - Admissions
  - Advancement
  - Academics
  - Athletics
  - Business Affairs
  - Housing
- 2. Campus Tour
- 3. Introduction meeting with Cabinet for insight and historical context of UNCW
- 4. Introduction meeting with OUR Directors to better understand the functions of University Relations and how we support campus partners
- Gathered and analyzed materials and started to critically look at them from a Marketing lens
- 6. Began defining my role as Director of Marketing



# UNCW's Strategic Placements

- Grey Billboards
- Marquee on College Road
- North Carolina Business Magazine
- Admissions (ADM) Our State
- ILM Airport
- Environmental Marketing Banners on Campus
- Business Affairs Welcome to Seahawk Country Gateway Signage
- Wayfinding Signage on Campus
- Website Redesign



## Key Takeaways

- 1. One overall brand that is university-focused and then implemented by campus partners to create brand cohesion
- 2. Position UNCW within the greater Cape Fear region and then expand into key markets and beyond
- University-wide tagline (to replace "Like No Other," the successful campaign tagline)
- 4. Student-focused approach
- 5. Amplify the research happening at UNCW from both faculty and students
- 6. Develop a sense of place on and off campus
- 7. Partnership and collaboration between OUR and campus partners
- 8. Tracking success of campaigns
- 9. Create a social media strategy across UNCW's main channels
- 10. Utilize the rebranded and newly launched website as a marketing tool



# Goals + Implementation

- Azalea Fest Campaign
- 2. Spring Blooms Campaign
- 3. International Airport Campaign
- 4. House Ad Campaign
- 5. Learn Where You Live Campaign
- 6. Brand Spot Campaign WRAL, WRAZ, WILM, ZT
- 7. Campus Beauty Sense of Place
- 8. Wilmington Discovery Map
- 9. Chamber of Commerce Map
- 10. Wilmington River District Map



## Spring Blooms - Billboard Ad Creative



# UNCW-Where Students Bloom!





# Spring Blooms - Social Media Campaign





### Azalea Fest - Billboard Ad/ Social Media Creative

→ UNCW.EDU/BLOOM-HERE







# ILM Airport





# **ILM** Airport





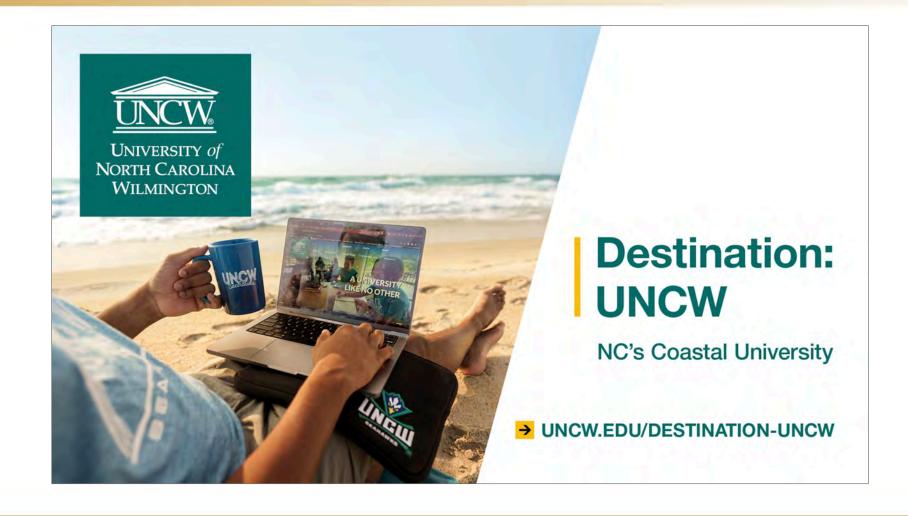


# International Airport Campaign

- 1. Introduction of "Destination UNCW"
- 2. Connection w/ ADM
- 3. Connection w/ Community

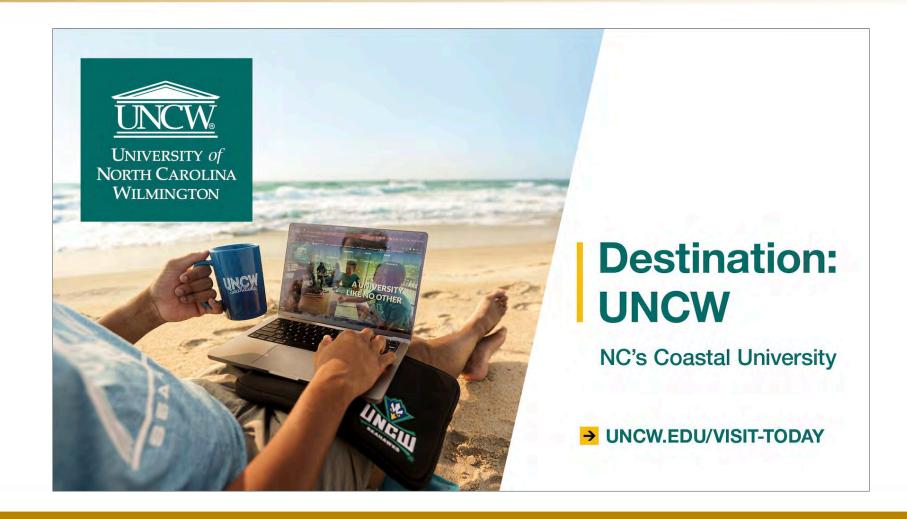


# **CLT Airport Campaign**



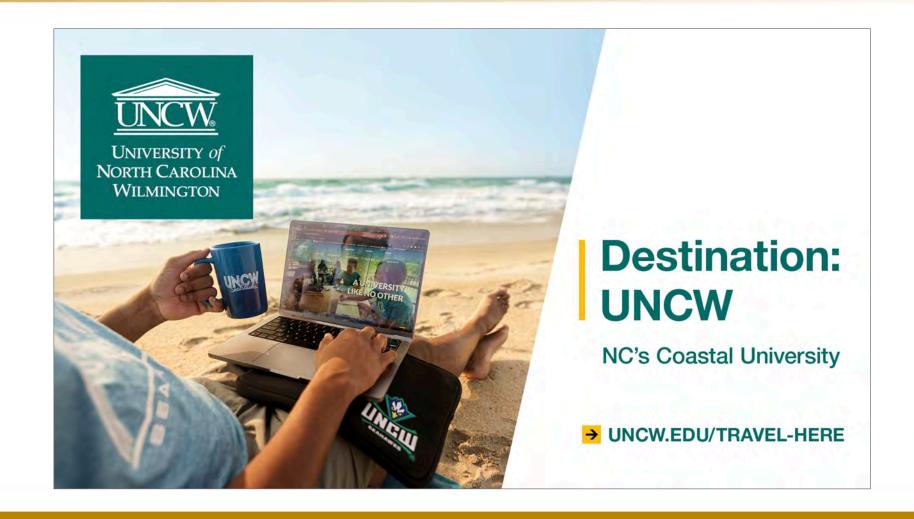


# FAY Airport Campaign



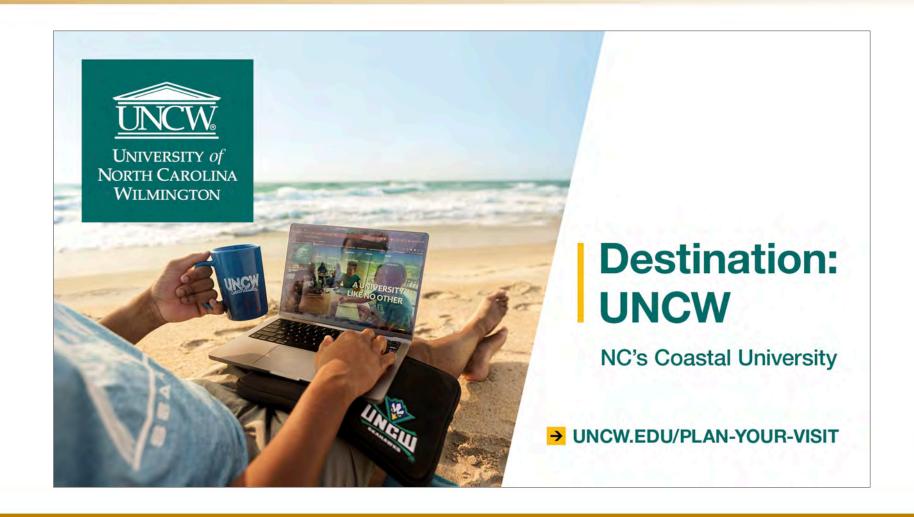


# GSO Airport Campaign



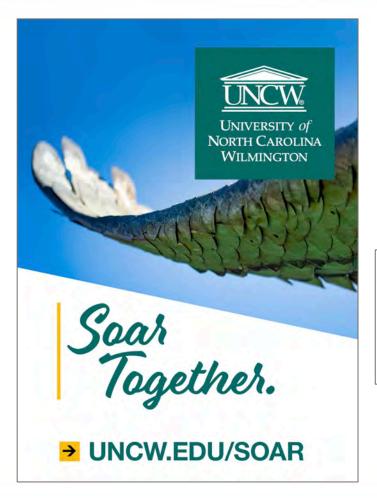


# RDU Airport Campaign





## The Power of a House Ad and Multiple Touch Points:











# Learn Where You Live Campaign - 4/8/24- 6/28/24

Create a comprehensive, multi-platform brand visibility campaign that would drive awareness of UNCW and each of the colleges within Academic affairs while also coordinating with ADM objectives.

Implement tracking links to begin to understand the interactions of our intended audience Collect data that we could provide as a basis for upcoming campaigns

- Lamar Billboards (Rotary rotation of ten of the most-viewed billboards in the ILM inventory)
- Grey Billboards (Provided by UNCW Alumnus Grey Vick featured in locations including Snead's Ferry, Leland, Castle Hayne, Southport, Raleigh and more!)
- Digital Paid Ad on Socials (Facebook and IG)
- UNCW Marquee



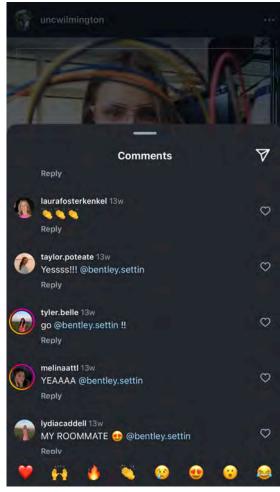
# Learn Where You Live Campaign 4/8/24-6/28/24 (12 Week Campaign)

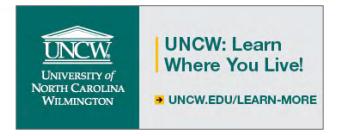


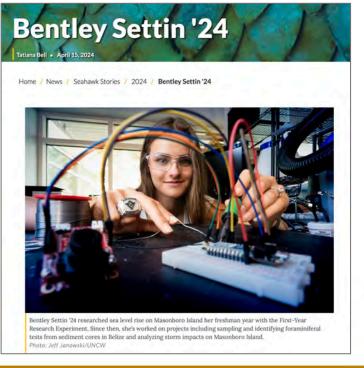


# Learn Where You Live Campaign 4/8/24-6/28/24 (12-Week Campaign)











# Learn Where You Live Campaign 4/8/24-6/28/24 (12-Week Campaign)







# Learn Where You Live Campaign 4/8/24-6/28/24 (12-Week Campaign)













# Learn Where You Live Campaign 4/8/24-6/28/24 (12-Week Campaign)







#### Brand Spot Campaign - WRAL, WRAZ, WILM, ZTV





#### Campus Beauty - Sense of Place

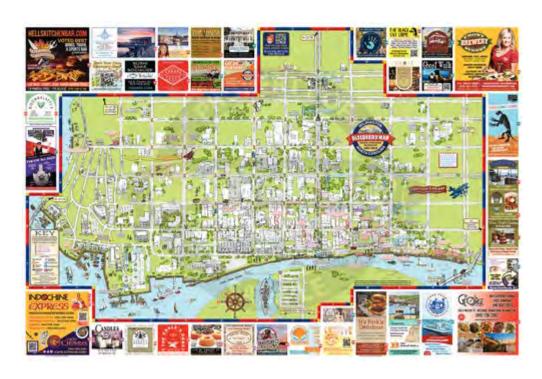


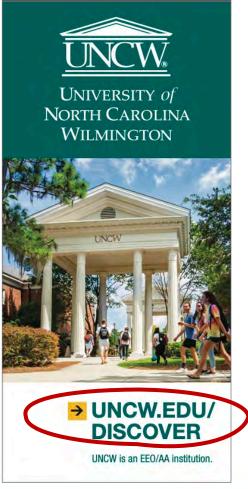


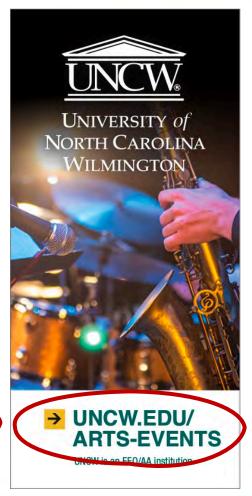




## Wilmington Discovery Map

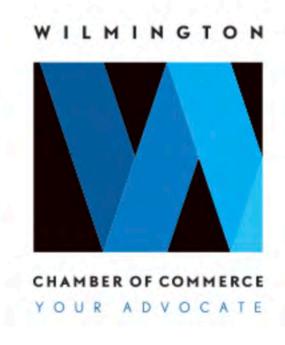


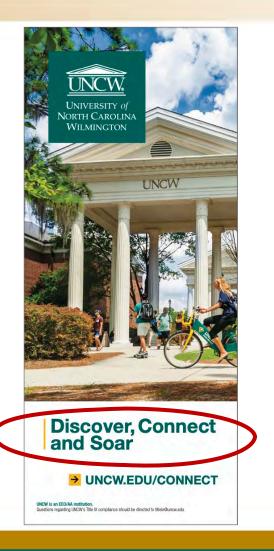






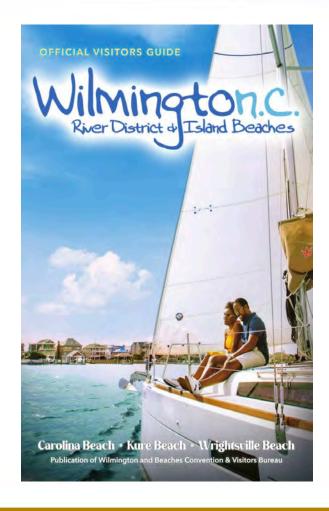
#### Chamber of Commerce Map

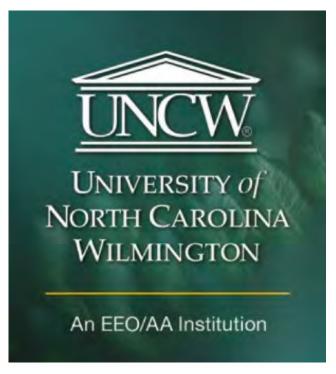






#### Wilmington River District + Island Beaches





UPDATED HALF-PAGE SPREAD 2024\*\*

ATHLETICS
LIBRARY
KENAN AUDITORIUM
CROSS-CITY TRAIL



#### **UNCW Social Media Update**

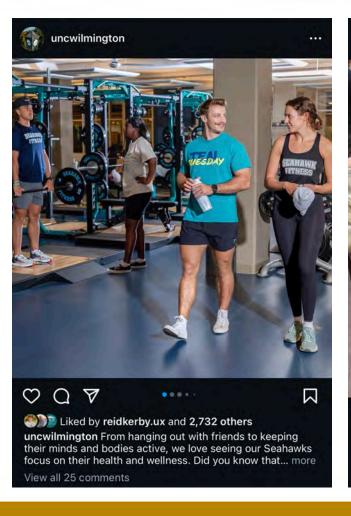




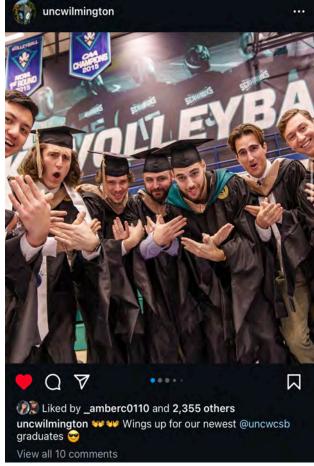
- 1. Sense of Place
- 2. Student Success
- 3. Student Spaces
- 4. Student Stories
- 5. Student Resources



#### **UNCW Social Media Update**



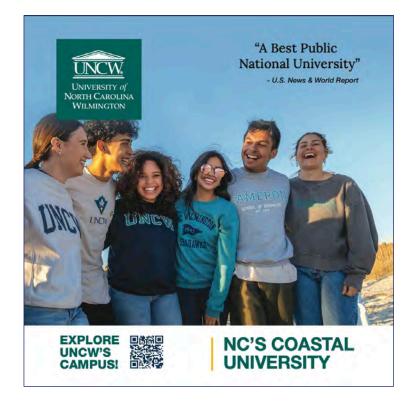








#### Campus Collaborations - Admissions







#### Campus Collaborations - Advancement

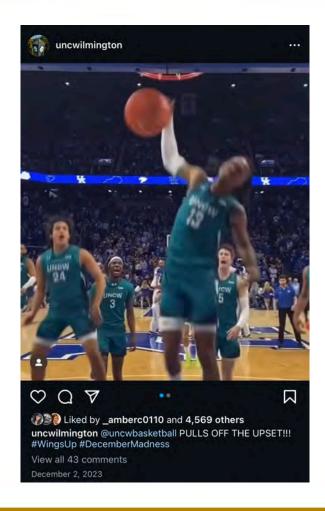






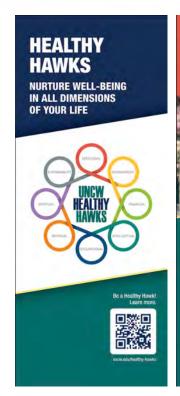


#### Campus Collaborations - Athletics





#### Campus Collaborations - Student Affairs



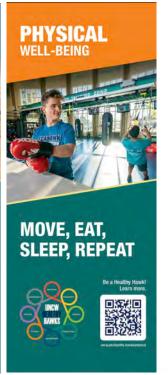










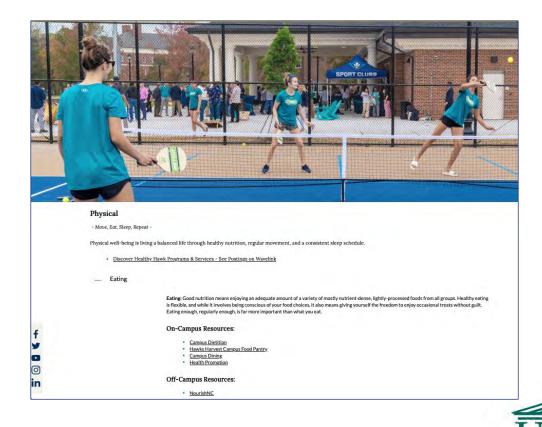




#### Campus Collaborations







### Examples of Trackable Links Campaign

Healthy Hawks Campaign	# of interactions	Engagement Rate
uncw.edu/healthy-hawks	66	37.88%
uncw.edu/healthy-hawks/emotional	88	39.77%
uncw.edu/ healthy-hawks/engagement	126	45.24%
uncw.edu/ healthy-hawks/financial	128	35.16%
uncw.edu/ healthy-hawks/intellectual	48	37.50%
uncw.edu/ healthy-hawks/occupational	59	47.46%
uncw.edu/ healthy-hawks/physical	446	34.53%
uncw.edu/ healthy-hawks/spiritual	108	42.59%
uncw.edu/ healthy-hawks/sustainability	100	38%



#### Campus Collaborations - Watson College of Education





#### What's to Come?

- 1. Optimized Landing Page for Ads
- 2. RFP Process Brand Visibility Campaign
- 3. Utilizing the newly designed website as a marketing tool
- 4. Utilizing social media as a marketing tool
- 5. One strong and unified university brand for UNCW



# Questions?

