



**National Intelligence University Alumni Association (NIUAA)
Alumni Association Minutes
13 April 2017**

Attendees:

Harry Petrey '12/13	NIUAA President
Kathy Coviello '02	NIUAA Officer, Alabama Region
Synlethia Bagwell '06	NIUAA Secretary
Ron Corsetti '06	NIUAA Officer, Boston Region
Tom Van Wagner '94	NIUAA Government Liaison
Ray Cross '96	NIUF Exec Director
General Jeff Kimmons '78	NIUF Board Liaison

13 April Agenda:

President Update (Budget Report)

Membership/Events Report (#of members, class years, venues for new members, goals)

- Website Report
- LinkedIn Report
- NIUAA Memorabilia (Proposal for NIUF Board, coins for new campus)
- Boston Alumni Network Update
- Welcome Reception for New Students
- Discussion of possible alumni-run event: Testimonial Dinner/Fundraiser for Dr. Ellison (Sep 17)

1. President's Remarks: Alumni Association President Harry Petrey '12/13 opened the meeting by thanking the attendees for their work. He complimented the great success of the ongoing G2G dinner series managed by Dan Vergamini '01, the growing alumni network and networking efforts that are helping the organization to increase in membership and create the "social unity" necessary for continued growth. Harry noted a few areas where the board is making improvements, including returning to a regular schedule for board meetings (1st Tuesday of the month from 7-8 PM) and requesting that board members to provide reports ahead of time so that the meeting time can be focused on moving forward on action items. He mentioned the continued work to expand the team of actively engaged alumni, while filling in some of the gaps on the board. He emphasized the need to improve the messaging, including improving the volume of content on the website and communications to membership.

2. Membership Report: Alumni Association now has 211 members.

3. LinkedIn Report: There are now 485 alumni registered on the NIU Alumni LinkedIn page. No change since last report.

4. Budget Report: No formal budget report was provided, however Harry Petrey '12/13 reported that alumni have generated approximately \$2,000.00 net revenue for the Foundation since the start of the FY on 1 October 2016. The revenue was generated by the five events held to date: the Inaugural Boston Networking event (\$60), homecoming brunch (\$613), December G2G (\$428), January G2G (\$357) and the March G2G (\$548).

5. Memorabilia: Kathy Coviello '04 provided an update on the memorabilia store which she is coordinating with Soren Rose '12. The vendor is Café Press and they send 17% of all sales directly to the designated 501(c)(3) 17%. There is a question of whether NIUF will have to pay sales taxes, which was referred to the NIUF CFO or legal counsel for a determination.

The benefits of using Café Press is that NIUF/NIUAA does not need to put any money up front, does not need to maintain and inventory because it is a turnkey operation. There was a question of which logo or logos to use: NIU, NIUF, or NIU AA or all three. Tom Van Wagner '94 recommended starting with the NIU logo. Tom also mentioned that the DIA memorabilia store is closing and does not plan to restock any NIU merchandise. This is a great opportunity for the alumni to provide a good service to NIU and help raise money for the Foundation. Tom also recommended having Café Press offer the top selling NIU items at the DIA store sales as initial offerings. The sales record of NIU merchandise in 2014-2015 is shown below:

NIU T-Shirts (various colors/sizes)-256
NIU Polos (various colors/sizes) - 127
“New” NIU Coin- 165
NIU Etched Mugs- 163
NIU Mug with Color Logo- 135
NIU Lapel Pin- 126
NIU Lanyard- 103
NIU Hat- 58
NIU Decal- 42
NIU Padfolio- 39
NIU Messenger /Bag- 12
NIU Sweatshirts- 26

Action: Alumni Association President brief the online store concept at the 3 May NIUF Board meeting and receive approval to move forward with Café Press. The goal is to have the store operating in time for the Class of 2017 to start ordering memorabilia before graduation in late July.

6. Alumni Team: Tom Van Wagner'94 reported that the Alumni Team now consists of about 14 very active alumni. The alumni team will be updated as a standard report for the monthly meetings.

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| 1. Harry Petrey 12 | President |
| 2. Dan Vergamini '01 | G2G Dinner Series Coordinator |
| 3. Synlethia Bagwell 06 | Website/NIUF Liaison |
| 4. Tom VanWagner 94 | Government Liaison to NIUAA |
| 5. Kathy Coviello 04 | Memorabilia Store |
| 6. Lucky LaChance '96 | LinkedIn Manager |
| 7. Ron Corsetti 06 | Boston Area Alumni Network |
| 8. Jim Spotts 02 | Boston Area Alumni Network |
| 9. Frank Figg '05 | Tampa Area Alumni Network |
| 10. Mike Nienhaus '007 | Membership Committee |
| 11. Soren Rose 12 | Co-chair Memorabilia Store |
| 12. Rob Taber '10 | Molesworth Area Alumni Network |
| 13. James Blockwood '007 | Former President |
| 14. General Jeff Kimmons '85 | NIUF Board Liaison |

7. Boston Area Alumni Network Update: Ron Corsetti '06 reported that he and Jim Spotts '01 have had good success establishing an enthusiastic network of approximately 20 alumni in the greater Boston area and they have already hosted 2 events: An inaugural networking event in Boston in October 2016 and a guided tour of the Museum of WWII in Natick, MA in early February. Ron indicated that he typically receives a 100% response even when people are not able to attend. Ron noted they are considering additional events including a “range day” and BBQ to follow, a series of topical lectures in collaboration with other Boston area groups, and possibly 2nd annual event in October. General Jeff Kimmons '85 agreed that his successor G2 Mary Legere would be an excellent choice for an event speaker.

8. Foundation Update: NIUF Executive Director Ray Cross '93 congratulated the Association on the four-fold growth in membership in the months since the website was established, tested and opened for registration. He noted that May 3rd is the next board meeting and that there are some exciting speaker series events being planned which should be good fundraising activities for the Foundation.

9. NIUF Board Liaison Update: General Jeff Kimmons '85 congratulated the board on the positive energy being developed and for the accomplishments to date. He recommended Mary Legere as a good supporter of the association! As the organization grows in activity and stature, more and more people will want to affiliate moving forward. He also noted that the Foundation request to be added to the NCR CFC campaign for 2017 is a step in the right direction, and that in addition to the possible contributions from alumni, it is possible NIUAA will receive unexpected donations.

General Kimmons recommended that the association continue to improve the website by adding more photos “Images are Powerful!” He encouraged the board to start soliciting pictures from alumni for use on the site!

Next meeting is: Thursday, May 4th, from 7-8 pm EST.

Actions for Next Meeting:

- Post “save the date” on website for 2017 Homecoming Brunch (VanWagner /Synlethia)
- Obtain and post picture of Kathy Coviello and Jorge Garcia at fair in Huntsville (Coviello/Synlethia)
- Post WWII museum story and photos (VanWagner/Synlethia)
- Update on Reunion/New Campus Tour Friday 23 June (VanWagner)
- Reprint NIUAA Brochures (Synlethia)
- Solicit pictures from alumni!!!!!! Send us your selfies!!!! (“You are of a network” is the visual)
- Review and Approve the NIUAA membership process (see attached membership report)