



AGENDA

OPEN SESSION

ACTION ITEMS

1. **Approval of the Minutes of September 27, 2023**
Ramsey White, Chair
2. **WUNC Board of Directors Appointment**
Kamrhan Farwell, Vice Chancellor for Communications

INFORMATION ITEMS

1. **Guest Presentation**
Heather Mac Donald, Thomas W. Smith Fellow, Manhattan Institute
2. **Legislative Update**
Amy McConkey, Director of State Affairs
Roxana Keesler, Assistant Director of Federal Affairs
3. **Development Update**
Michael Andreasen, Vice Chancellor for Development
Kavita Hall, Associate Vice Chancellor for Foundation Relations and Industry Engagement

*Some of the business to be conducted is authorized by the N.C. Open Meetings Law to be conducted in closed session.

**UNC-CHAPEL HILL BOARD OF TRUSTEES
EXTERNAL RELATIONS COMMITTEE MEETING
Open Session Minutes**

September 27, 2023

Committee Chair Ramsey White called the meeting to order at 2:46 p.m. in the Chancellor's Ballroom at the Carolina Inn. Assistant Secretary Chris McClure called the roll. The following committee members were present:

Chair Ramsey White
Vice Chair Patrick Ballantine
Jim Blaine
Rob Bryan
Christopher Everett
Marty Kotis
Ralph W. Meekins, Sr.
Vinay Patel
John Preyer

OPEN SESSION

The following items were presented for action:

Approval of July 26, 2023 Minutes

The committee reviewed and approved the open and closed session minutes of July 26, 2023. Committee Chair White noted that without objection the item approved would be added to the Consent Agenda for the Full Board meeting.

The following items were presented for information only:

Legislative Update

Amy McConkey, Director of State Affairs, and Kelly Dockham, Director of Federal Affairs, gave legislative updates. The floor was opened for questions and comments.

Development Update

Michael Andreasen, Vice Chancellor for Development, presented the Committee with a University Development update.

A copy of this presentation is located in the Office of the Assistant Secretary and at bot.unc.edu.

MOTION TO CONVENE IN CLOSED SESSION

On the motion of Trustee Ballantine, the committee voted to convene in closed session pursuant to North Carolina General Statutes Section 143-318.11(a)(1) and (a)(2).

CLOSED SESSION

The committee convened in closed session. Please see closed session minutes.

A motion was made to return to open session. It was duly seconded and passed.

OPEN SESSION

The committee reconvened in open session.

ADJOURNMENT

There being no further business to come before the committee, Committee Chair White adjourned the meeting at 3:28 p.m. with no objections.



AGENDA ITEM

Action Item 2

WUNC Board of Directors Appointment

Situation: The Committee has for its review and consideration an appointment to the WUNC Board of Directors.

Background: In accordance with Section 3.2 of the Operating Agreement of WUNC Public Radio LLC, (b)(1) the members of the Board shall be appointed by the UNC Board of Trustees and, at all times, at least two (2) Appointed Board Members shall be Trustees or Former Trustees, (b)(ii) each Appointed Board Members shall serve a term of three (3) years or until his or her earlier resignation, removal, incapacity, or death, (b)(iv) Appointed Board Members may be removed at any time, with or without, cause by the Board of Trustees, and (b)(v) any vacancy in an Appointed Member position occurring for any reason shall be filled by an appointment made by the Board of Trustees.

Assessment: The WUNC Board of Directors has two (2) vacant seats to be filled. It is recommended that the Committee review and approve the proposed appointment to the WUNC Board of Directors.

Action: This item requires a vote by the Committee and a vote by the full Board.

MARVIN BURKE KOONCE III
2911 Fairview Rd., Raleigh, NC 27608
Tel: (919) 622-1182 Email: burke koonce@gmail.com

EDUCATION	KENAN-FLAGLER BUSINESS SCHOOL, Chapel Hill, NC Master of Business Administration	1996-1998
	UNIVERSITY OF NORTH CAROLINA, Chapel Hill, NC Bachelor of Arts in English	1988-1992
	Deerfield Academy, Deerfield, MA	1984-1988
EXPERIENCE	Trust Company of the South , Raleigh, NC Investment Strategist	2021-present
	<ul style="list-style-type: none">• Design, construct, and manage client portfolios and communicate investment strategy for a \$3 billion investment manager.• Primary author of the firm's investment-related content, including all quarterly and monthly investment letters.• Creator of <i>Trust Company Talks</i>, a podcast serving the firm's wealth management clients and prospects.	
	Raymond James & Associates , Raleigh, NC Financial Advisor/Portfolio Manager	2017-2021
	<ul style="list-style-type: none">• Built an investment advisory practice centered on a value-focused equity strategy that leveraged my 20+ years of investing experience.• Published a monthly client letter that used personal experience and perspective to communicate my investment principles.	
	Helicon Research, LLC , Raleigh, NC Managing Member, Owner	2011-2017
	<ul style="list-style-type: none">• Founded Helicon Research, an investment research firm serving institutional and high net worth clients.• Served on investment committee for a \$4 billion fund-of-funds client, participating in tactical asset allocation, security and manager selection, and new product development.• Published <u>The Narrator</u>, a macro-oriented newsletter offering tactical asset allocation recommendations.• Wrote and produced proprietary investment research focused on individual security selection.	
	Oak Value Capital Management , Chapel Hill, NC <i>Vice President, Senior Research Analyst</i>	2005-2010
<ul style="list-style-type: none">• Researched and recommended equity and fixed-income investments for a US-focused fund management company, utilizing a generalist's perspective and long-term fundamental outlook.• Instituted a more formalized investment research process to bolster an increasingly disciplined investment framework for the fund company and enhanced Oak Value's investment valuation process by developing more robust financial modeling techniques and analytics.• Provided analytical focus on the banking and insurance sectors.• Was primary author and editor of Oak Value's regular quarterly communications with clients and assisted with client meetings and client presentations.• Supervised and instructed junior research analysts.		
Silverback Asset Management , Chapel Hill, NC <i>Research Analyst</i>	2003-2005	
<ul style="list-style-type: none">• Researched and recommended fixed-income and equity investments for a large multi-strategy hedge fund.• Analyzed investment grade and high-yield debt, convertible debt instruments, warrants, credit default swaps, synthetic collateralized debt obligations and other structured products and formulated hedging strategy.		
Merrill Lynch, Pierce, Fenner & Smith, Inc. , New York, NY <i>Research Analyst, Equity Research</i>	2002-2003	
<ul style="list-style-type: none">• Served as lead analyst on Harley-Davidson, Brunswick, International Speedway, Speedway Motorsports, American Greetings, and Bally Total Fitness. Secondary analyst on Carnival Corp. and Royal Caribbean Cruises.• Published regular reports on these companies and on the leisure industry, made investment recommendations, established and maintained client relationships, and kept institutional sales force and clients apprised of new developments via morning call presentations and one-on-one meetings.• Created new research products and publications to enhance investor knowledge of the leisure universe.		
Industry Analyst, Equity Research	1999-2002	
<ul style="list-style-type: none">• Built and maintained financial models of companies in the leisure sector.• Wrote and co-wrote research reports with senior leisure analyst.		
Trident Securities Corporation , Raleigh, NC <i>Associate, Investment Banking</i>	1998-1999	
<ul style="list-style-type: none">• Generated valuations of financial institutions and projected future equity valuations.• Created business development books, wrote and edited marketing materials.		

Donaldson, Lufkin, & Jenrette Securities Corporation, New York, NY 1997
Summer Associate, Investment Services Group

- Participated in the launch of the \$930 million Ocelot Fund for Julian Robertson's Tiger Management LLC serving as a liaison between the fund's investors and DLJ's sales and marketing group.

Triangle Business Journal, Raleigh, NC 1993-1996
Business Reporter

- Provided investigative news coverage of the region's business sector. Primary responsibilities were financial services, real estate, advertising, and publicly traded companies. Wrote weekly investment column.

COMMUNITY Chairman, Board of Trustees, Transitions Life Care (formerly Wake County Hospice); Chairman, Investment Committee, White Memorial Presbyterian Church; Deacon and Elder, White Memorial Presbyterian Church; Applied Investment Management Advisory Board, Kenan-Flagler Business School

PERSONAL **Biltmore Films**, Raleigh, NC
Executive Producer, Gaming Wall Street, 2022
Executive Producer, Betting On Zero, 2017

I have produced two finance-related documentary films. The first, *Betting On Zero*, was about the battle between a controversial hedge fund manager and a large American multi-level marketing company. The film premiered at Tribeca Film Festival where won a jury prize for investigative filmmaking and was licensed to Netflix for three years. The second, *Gaming Wall Street*, was about the meme-stock investing craze that gripped the financial markets in early 2021. *Gaming Wall Street* is currently under license to HBO Max.

Betting On Zero Podcast, Raleigh, NC 2022-present
Co-host

The *Betting On Zero* podcast is an offshoot of the 2017 documentary that I produced. I co-host the podcast, which focuses on current financial topics and other contemporary subjects of interest.

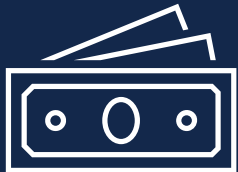
UNC Federal Affairs

Roxana Keesler, Assistant Director of Federal Affairs

UNC Chapel Hill Board of Trustees

Wednesday, November 8, 2023





CONGRESSIONAL UPDATE

- House Leadership
- Fiscal Year 2024 Appropriations
- Congressional Calendar & Forecasting

- **The first national network** for outbreak analytics and disease modeling funded by the CDC's *Center for Forecasting and Outbreak Analytics*
- **Partnership and collaboration** between academia, public health agencies, and the private sector form the foundation of this network
- **Largest U.S. investment to date** in scaling up disease outbreak forecasting and modeling capabilities
- ❖ **UNC Chapel Hill** named ***Coordinating Center***



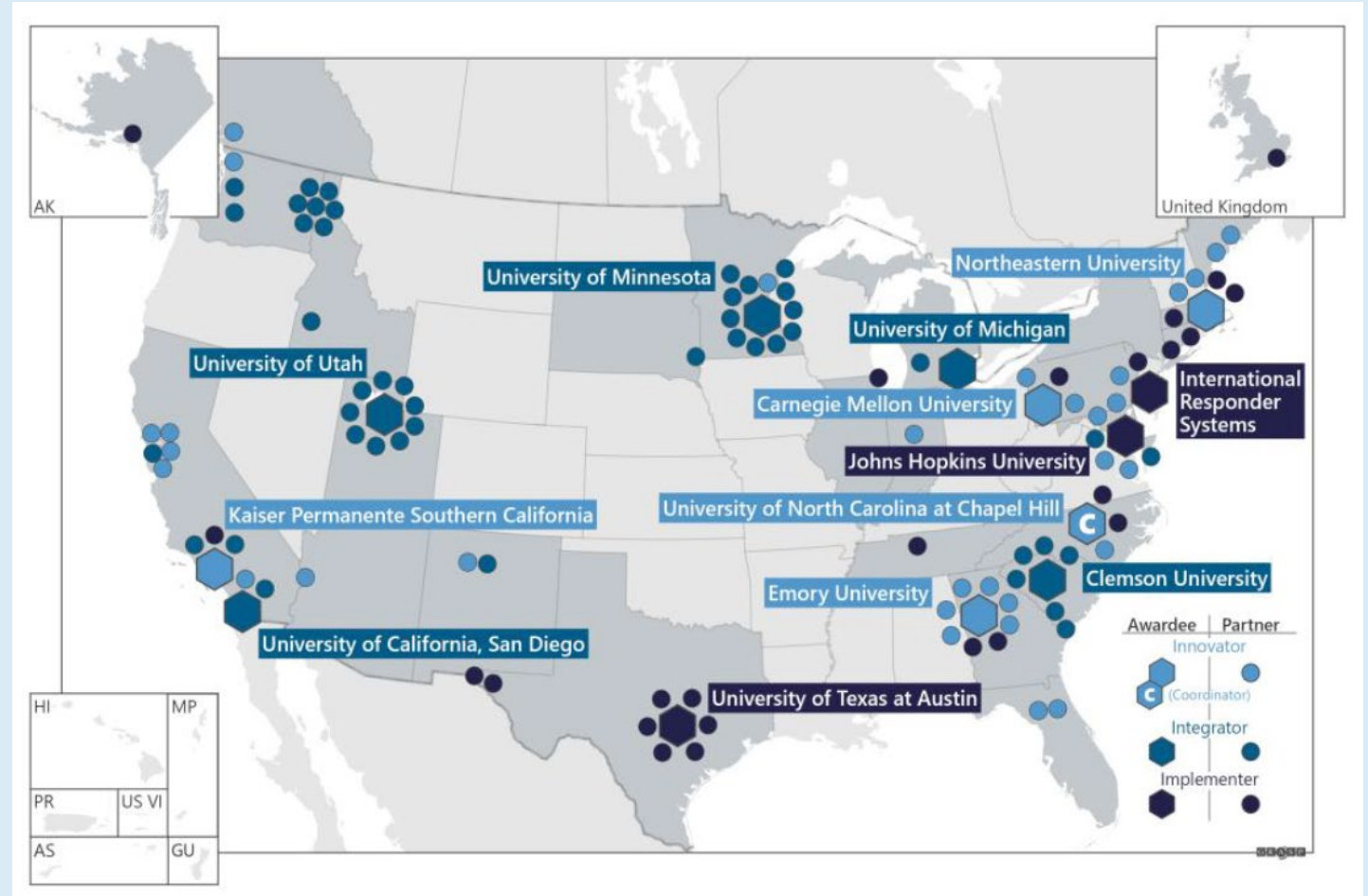
**Principal Investigator (PI):
Dr. Justin Lessler, PhD**
Professor in the Dept. of
Epidemiology
*UNC Gillings School of Global
Public Health*



Insight Net Awardees and Partners | 13 primary awardees

UNC leading a network of networks with 100 collaborators, including 35+ state, local, and tribal partners

- Carnegie Mellon University
- Clemson University
- Emory University
- International Responder Systems
- Kaiser Permanente Southern California (KPSC)
- Northeastern University
- The Johns Hopkins University
- *The University of North Carolina at Chapel Hill*
- The University of Texas at Austin
- University of California, San Diego
- University of Michigan School of Public Health
- University of Minnesota
- University of Utah



Development Update

Michael C. Andreasen, Vice Chancellor for Development



THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

NEW CASH & COMMITMENTS

End of 1st Quarter. Amounts in millions.



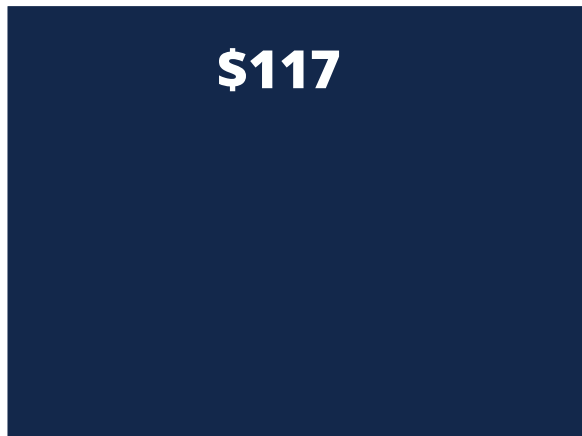
CASH TOTALS

End of 1st Quarter. Amounts in millions.

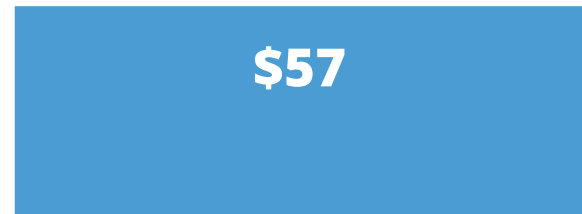
\$200

\$100

\$0



FY23

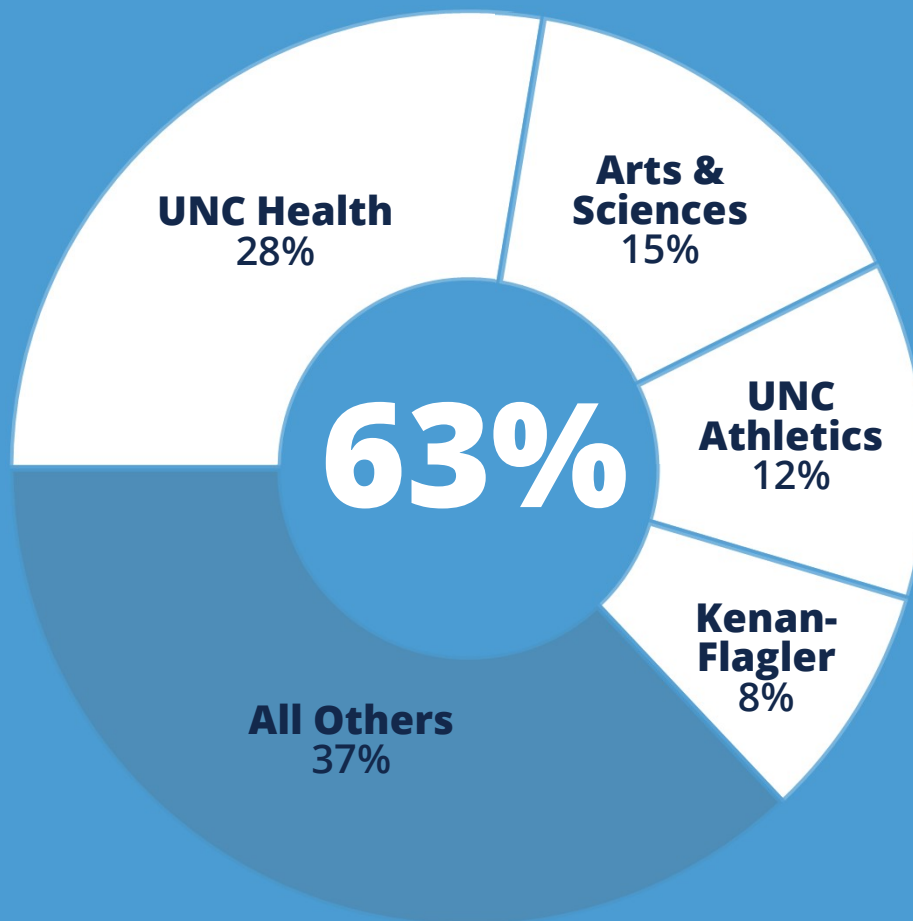


FY24



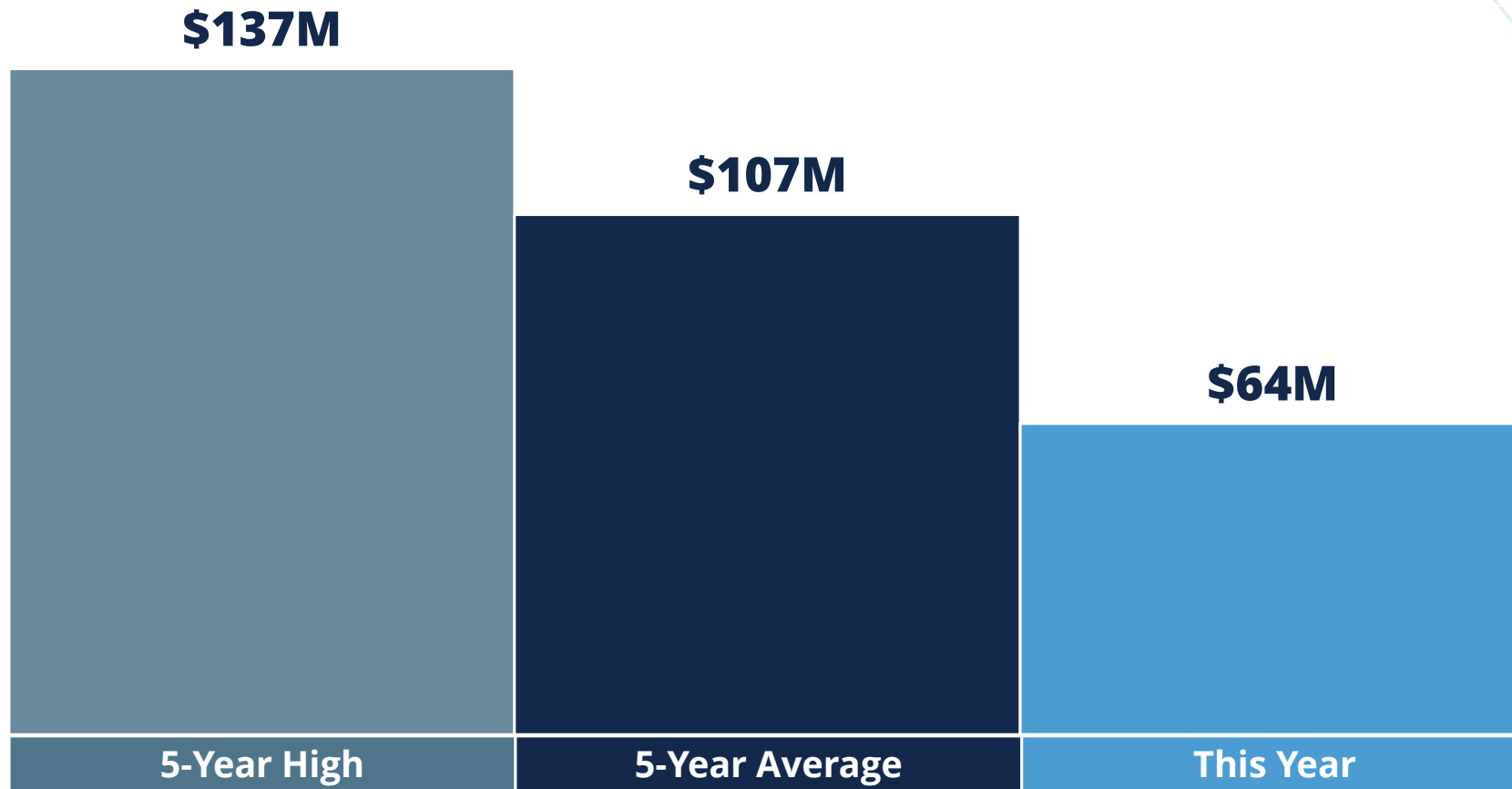
FUNDRAISING ENGINES

Units as percentage of the Campaign for Carolina.



NEW CASH & COMMITMENTS

1st Quarter Performance Comparison. University wide.



FUNDRAISING ENGINES

New Cash & Commitments. 1st Quarter Performance.

	5-Yr Avg	5-Yr Max	This Year
UNC Health	\$36,914,581	\$69,137,040	\$30,385,568
Arts & Sciences	\$13,653,461	\$30,801,328	\$4,719,740
Kenan-Flagler	\$13,064,883	\$37,707,903	\$3,476,077
UNC Athletics	\$8,466,035	\$13,530,603	\$13,374,120

The Office of

Foundation Relations & Industry Engagement

Presentation to: UNC Board of Trustee

Date: November 8th 2023

What We Do

We represent the academic priorities of the University through strategic identification, cultivation, solicitation and stewardship of corporations and foundations at the local, regional and national level, with the objective of maximizing and sustaining their investment in UNC-CH

Support

Maximizes support
from private foundations
& Industry



Partner

With faculty and university
leaders to secure funding to
advance institutional interests

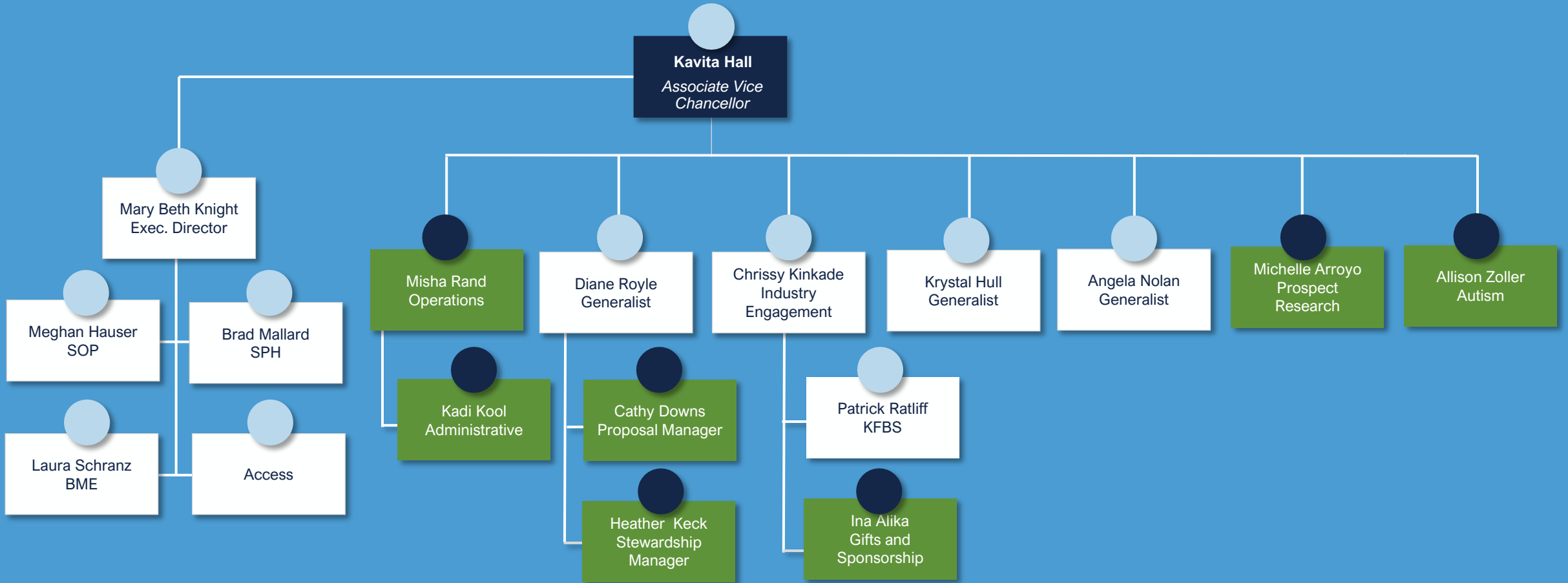


Advise

On corporate partnerships &
faculty-industry interactions



Who We Are



Our Services

01

Identify

Potential funding opportunities

02

Discuss

Investigator concepts and/or eligibility

03

Facilitate

Collaborative proposals

04

Review

Research and qualification of prospects

05

Liaise

OSR, OTC, business offices and university leadership

06

Convene

Meetings, site visits and events

07

Steward

Awards, progress reports and other stewardship items

Managed Accounts

FY18-23

\$80M

The Bill & Melinda Gates Foundation

The Gates Foundation's key areas of focus include gender equality, global development, global growth and opportunity, global health and policy and advocacy

\$33M

The William R. Kenan, Jr. Charitable Trust

The Trust focuses its grants in the areas of arts and culture, community development, health and human services, k-12 education and higher education.

\$34M

Robert Wood Johnson Foundation

The Robert Wood Johnson Foundation focuses on four broad areas: Health Leadership; Health Systems; Healthy Communities; and Healthy Children and Families.

\$26M

The Duke Endowment

TDE focuses its grants in the areas of Child & Family Well-being, health care, higher education, early childhood and rural church.

\$5.4M

Eastman Chemical Company

\$3.5M

Arnold & Mable Beckman
Foundation

\$1.3M

BASF

Who We Work With

FRIE is centrally situated, fostering collaboration with departments across campus. In addition to partnering with **school and unit development officers**, our team works with...

Senior Leadership

Offices of the Chancellor and the Executive Vice Chancellor and Provost



Development

Across Campus



Innovate/Industry

Other industry engagement across campus



Research

Offices of the Chancellor and the Executive Vice Chancellor and Provost



Who We Work With



Thank You