



**Monthly Conference Call Minutes**  
**May 18, 2020**  
**Join Zoom Meeting**  
**<https://ksu.zoom.us/j/730424314>**

1. AVAP ZOOM and online ideas- COVID 19 concerns
  - a. All participants are still working from home due to the COVID closures. Because of social-physical distancing, AVAP is still finding new tools for all members. Joe sharing Kansas State graduation video.
  - b. With AVMA cancelled, Pam talked to T&C again, Daniel (T&C) trying not to let go of deposits. AAVMC has successfully cancelled with no penalties, it is time for them to do the same, Leslie sent him the info about others, Daniel is asking again. He was hoping we could leave it on hold. Deposit is 8,500.00. Trying not to be heavy handed, we may have to settle on a partial refund, that is worse case scenario. Joe asked if AAVMC can send a demand letter, that will be next step if we must do it, she will check again on Wednesday. Cheryl says Kathy Drucquer-Duff has agreed to be our Webinar Conference keynote; she and Cheryl will talk in more detail next week about the title and content. Conference will talk about trends, hurdles, host breakouts, discuss MG shifts or what ever we need. Not sure about Purina sponsorship or talking yet. Next option will be Advancement Resources, hopefully they will sponsor and speak. We talked about having no costs, so we can advertise "Sponsored BY" instead. This will hopefully make the Expo more attractive.
  - c. Cheryl sent possible Expo agenda. Joe will change the "free" to offered at not cost thanks to sponsors to his email. We will wait to list Kathy Drucquer-Duff and other sponsors in the actual invitation to the Expo. Meeting can be in many different Zoom chats. For breakouts some admin people can be ready to email changes to participants, all breakouts can be recorded. Using one link supposedly you can have several sessions, checking on this. Bill's group is training on Zoom too so they can help. We will need several job descriptions and training sessions. (Joe's draft invitation below) Expo is at the end of July. We can send a save the date, while details are still being worked out. Pam worried that if cancellation goes to all now, T&C refund may get harder. Cheryl says cancellation dollars held by AAVMC could be listed on web site saying deposits held for next year. Joe wants the current messaging, not EXPO so much. Looking to send it before Wednesday. We may just send an invite to next weeks meeting and hold on the broader message.
  - d. Next week's online seminar, "Restarting Gift Conversations"- Danielle wants to make clear that we are talking about one topic at a time. Send a list of topics, state each one will be a separate call. Watch for the topics that interest you. Restarting Gift Conversations this time, Danielle and Bill are hosting, look for invitation. Set as Zoom Webinar, people register, hosts can call on others, like board member, to chime in.
  - e. Jeff at AAVMC sent out an email about awards; Danielle says we may need to tell him this year it is way too much. Jeff thinks he will present awards in our virtual meeting. Cheryl thinks Jeff will have to do it if he plans to make the awards. We can acknowledge it during our Business meeting, but AAVMC will need to present awards. We can have a very minimal part. We may need to share our agenda, so he sees how

complicated this is. Possibly we could incorporate the awards into a monthly meeting. Possibly Joe and Bill can conference call with Jeff. Bill concerned that winners cannot get a platform if we are doing it online. We may do it in August at a separate session to give it more time. AAVMC has extended the deadline. Give Jeff a minute to talk at the end.

- f. Next steps: Joe will at finalize message to members. Bill and Danielle will work on May session and send invitation through AVAP and AAVMC. We will meet again in June 1, to plan Expo sessions.

Attending- Joe, Bill, Kay, Cheryl, Chastity, Julie, Danielle, Pamela, Karen, Tim, Hnouzong

*DRAFT- Virtual AVAP meeting message from AVAP Executive Committee:*

*Dear Colleagues,*

*The AVAP executive committee and conference planners are disappointed at being unable to hold an in-person conference this year. In an effort to adapt to these unusual circumstances, we have explored various ways to address the shifting needs of our members for the majority of this calendar year. We are proposing a two part plan as an alternative to promote collegiality and professional growth in lieu of this year's conference:*

1. *Monthly Seminar Series of zoom webinars for our members. This will consist of one-hour sessions in the months of May, June, August and September.*
  - a. *They will occur at the same time -- 1 pm EDT (Noon CDT, 11 am MDT & 10 am PDT) -- on the last Wednesday of these months. The first webinar will be Wednesday, May 27 at 1 pm EDT.*
  - b. *We hope to offer program focus and/or breakout time in these four areas: Fundraising, Communications, Alumni Relations and Stewardship/Donor Relations.*
  - c. *Two members of AVAP will run host the webinar.*
  - d. *Seminar topics will reflect the recent survey results and/or pertinent topics identified in the coming months.*
  - e. *All Seminars will be recorded and posted to the AVAP website for future viewing.*
  
2. *July 29-30 Advancement Expo- In lieu of our annual conference, we are planning two half-day zoom sessions that will allow us to conduct our annual meeting, network with one another and participate in a modified virtual conference format.*
  - a. *The Expo is free to members*
  - b. *Given the multiple time zones, the proposed times for the Expo are from 9:00 am- 12:30 pm (PST)*
  - c. *Topics for the Expo reflect the results of the recent survey and will incorporate keynote speakers on Re-visioning Advancement.*
  - d. *The Advancement Expo will be recorded and posted to the AVAP website for future viewing.*

*The AVAP board anticipates a number of changes that will affect our respective universities in the coming year, including tighter budgets, possible staff reductions and travel restrictions. Therefore the AVAP Executive Committee proposes that 2020 conference registrations already paid will carry over and be applied to the 2021 AVAP conference per each currently registered institution. (For example- if three people from OSU have paid this year, it means that OSU can have three people attend next year at NO ADDED COST). We believe this will provide several advantages such as: 1) the expenses*

*have already been accounted for in this year's budget and 2) the institution has a guaranteed number of registrations regardless of staff changes.*

*ADD information about room cancellations.*

*Sincerely,*

*Joe Montgomery*

*AVAP President*