HeadsUp Steering Committee Meeting Agenda
8:15-9:45 am Thursday, February 23, 2017
Hrinal Ghosh host
Marketing Department, Room 320CC McClelland Hall
Eller College of Management
(Map: Click here)

Agenda

• 8:15-8:20 am: New agenda items.
  o Does anyone have items to consider? If pressing, we will discuss at this meeting, otherwise will put on agenda for next meeting.

• FYI: The next HeadsUP lunch is on best practices for non-tenure eligible faculty and will take place on March 9 from 11:30-1 pm in the Silver & Sage room. You should have received an invitation by email.

• Memo on proposed RCM oversight committee.
  o See draft attached.

• Memo on textbook adoption
  o See draft attached.

• Future topics
  o Revisiting resources that are gate keepers. e.g. room and course scheduling has an expanded role with RCM.
  o Other suggestions?

• 9:30-10:00 am: Planning HeadsUp events for spring semester.
  o Diversity and inclusion – getting over the empathy wall
    ▪ Share ideas from meeting with Jesus Trevino.
    ▪ Gary Rhoades might be interested in organizing a lunch that supports heads in managing positive and open dialog in their units around the issues raised by the US presidential election campaign and its aftermath.

  o Conflict resolution.
    ▪ Caitlan Hendrickson who is the Ombuds Program Director, suggested that she and Chris Segrin (Co-Chair of Ombuds Program Committee and Dept. Head of Communication) run an activity.

  o Development - the changing landscape with donors
From a meeting with the UA Foundation: We invited Education Advisory Board (eab.com) to present on the new donor investor with the potential to make transformational gifts and what these investors are looking for from universities in terms of “big ideas.” On May 2nd, we will host EAB’s John Tannous for a deans and development director session. We are proposing hosting him for a second session from 9:00-11:00 for the Heads Up group with preferential registration through March 31st, then opening to other members of the UDP and campus if space is available. We are also proposing a follow up session in the fall with a workshop-type facilitated conversation for Heads Up. We propose returning to the donor development cycle workshops in 2018.

The Donor Investor Imperative
- Engaging academic partners for transformational ideas and impact.
- Giving to higher education is at an all-time high. Yet, despite this success advancement leaders are finding that today’s donors are more discerning and strategic when it comes to their philanthropic investments—especially those considering major and principal gifts. These donors want to invest in compelling ideas with transformative impact. And the way they look for and engage with the institutions they support is changing.
- This presentation discusses today’s donor investor. Who are they? What types of impact are they looking to see before they make gifts? Who do they need to connect with in order to feel connected to the institution?

Next HeadsUp Steering Committee meeting March 23, 8:15-9:45 am and Carol Gregorio is the host. Location TBD.

Future meetings:
April 20, 8:00-9:30 am, Lee Medovoi, Modern Languages Room 453
May 4, 8:15-9:45 am, Linda Shaw, Education, Room 412.

All meeting agendas and minutes are posted at http://headsup.arizona.edu/steering-meetings.