

**THE PENNSYLVANIA STATE UNIVERSITY
BOARD OF TRUSTEES**

**COMMITTEE ON OUTREACH, DEVELOPMENT, AND COMMUNITY RELATIONS
MINUTES OF MEETING
VOLUME ODCR 14**

May 5, 2016

A meeting of the Committee on Outreach, Development, and Community Relations was held on May 5 in room 106 of the Penn Stater Conference Center Hotel at 10:00 a.m.

The following committee members, constituting a quorum, were present: Chair Ryan McCombie, Vice Chair Daniel Mead, Betsy Huber, Bob Jubelirer, Anthony Lubrano, Luke Metaxas, Russell Redding, Kay Salvino, Paul Silvis, and Robert Tribeck. Emeriti committee members David Jones and Joel Myers were also present.

The following staff members, constituent representatives, or invitees were also present: Jennifer Blew, Paul Clifford, Mike DiRaimo, Zack Moore, Ann Taylor, Rod Kirsch, Lawrence Lokman, Tracy Powell, Kevin Steele, and Craig Weidemann.

Vice Chair Mead opened a discussion around the structure of the Committee with the conversation centered around the role and benefits of the Committee in various regards, including in the area of town/gown relations, and diversity and inclusion.

Vice Chair Mead asked for approval of the minutes from the February 15, 2016 meeting; the motion passed unanimously. [Lawrence Lokman mentioned that his proactive media presentation in the minutes did not take place but was delayed until today.]

Paul Clifford and Kevin Steele presented activities of the Alumni Association, as well as a review of upcoming events. In addition, Mr. Clifford provided information about the comprehensive alumni career services program and the model it serves for other universities. He also provided specifics about resources and activities within that framework and fielded questions on utilization and effectiveness. (See Appendix I)

Mike DiRaimo and Zack Moore facilitated a reflective discussion on the 2015-2016 Commonwealth budget. They also reported on other legislative and governmental issues such as the SERS pension funding and Right-To-Know Law, as well as the most recent U.S. Department of Labor ruling and its impact on higher education institutions. (See Appendix II)

Lawrence Lokman and Tracy Powell introduced the new Associate Vice President for News and Media Relations, Rachel Pell, who will be responsible for building a proactive media presence for the University. In addition, discussion was noted on the progress of Conversation, a nationwide effort to bring relevant content to the public. A discussion and reports on various supportive areas within Strategic Communications occurred, including research and messaging, messaging platform, target audience assessments, etc. (See Appendix III)

Rod Kirsch discussed the progress of the campaign case statement, which will provide a prospectus for the upcoming campaign, focusing on three pillars: 1) Open Doors, which equates to access and affordability; 2) Transformative experience, i.e., support to help students become more literate in digital experience and have them become globally functional; 3) World Impact, which concentrates on what are we doing to help solve global problems such as health, food, water, climate, etc. Next steps in the process were reviewed, including utilizing twenty different focus groups for response, reaction, and suggestions. (See Appendix IV)

Chair McCombie noted that there was a robust discussion on the future of this committee at the Executive Committee dinner the evening prior, with the general sense that the Committee was important and a focus in exploring the role, presentations, meeting format, etc., of the Committee may be helpful. Chair McCombie noted that when the Board leadership changes in July, it may be helpful to have a discussion of expectations and sustainability with those individuals so the Committee can re-frame and move forward as needed.

The meeting adjourned at 11:35 p.m.

Respectfully submitted,

Holly N. Brown
Administrative Support Assistant
Office of the Board of Trustees

Alumni Association Update

Kevin R. Steele '92g
President

Report to Committee on Outreach, Development and Community Relations
May 5, 2016

President's Concert



Match Day

OD&CR



Wall of Honor Ceremony and Graduate Alumni Events



OD&CR





Alumni Association issues survey to alumni community

April 7, 2016

UNIVERSITY PARK, Pa. — As part of its strategic planning efforts, the Penn State Alumni Association has commissioned an online survey to alumni that will be fielded beginning this week. Nearly 342,000 alumni will receive t

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SHARE 1

f Like

Alumni Attitude
STUDY 
Data Driven. Results.

Tell Us About Your Penn State Experience

[View this email in your browser](#)



Dear Penn Stater,

The Penn State Alumni Association needs your help.

We want to learn more about your Penn State experience—how it influenced your career and your life, and what would be of value to you in making and keeping connections with your alma mater.

Your feedback is important to the Alumni Association because our mission of service and support to you and Penn State begins with our alumni. We want to better understand your interests and expectations for programming, services, communications, and opportunities to help you stay connected to what you love about Penn State.

And so I ask you to please take a few minutes to complete this very important survey.

To access your unique survey link, please click [here](#). Your individual responses will be confidential, and the survey should take 12–15 minutes to complete.

Penn State Military and Veteran Honor Cords



Alumni Achievement Award



New alumni affiliate groups

- College of Nursing Alumni Society
- Penn State On-Campus Mentors Alumni Interest Group
- Penn State Leadership Association Alumni Interest Group



Penn State's Student Health Center, home to University Health Services and the Center for Counseling and Psychological Services (CAPS).

Image: Penn State

Penn State Alumni Association makes largest pledge in Class Gift history to CAPS

April 26, 2016

UNIVERSITY PARK, Pa. — The Penn State Class Gift Campaign executive committee announced today (April 26) a new partnership with the Penn State Alumni Association, which has committed up to \$200,000 to match contributions from seniors to this year's gift, the 2016 Counseling and Psychological Services (CAPS) endowment. The Alumni Association's

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PennState
Alumni Association

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Alumni Association Update

Kevin R. Steele '92g
President

Report to Committee on Outreach, Development and Community Relations
May 5, 2016



Alumni Career Services

Paul J. Clifford
CEO, Penn State Alumni Association

Overview



Mission



Fulfilling the Mission



Career Development Over the Life Span



Penn State Alumni Over the Life Span



Service Delivery Methods

Offer services in a variety of ways to meet a broad audience:

- Group programs and events, online and in person
- Individual career counseling by phone, in person or email
- Internet-based resources and courses



In 2014/2015 Alumni Career Services made 42,950 alumni connections.



Networking Programs

- Virtual Meetups
 - Monthly (3rd Wednesday at noon eastern)
- Nittany Networking Events
 - Regional
 - Often held in collaboration with Alumni Groups
- LinkedIn group
 - Daily monitoring
- LionLink
 - Online database of alumni
- Training on:
 - Use of LinkedIn
 - How to Network at in-person and online events



Strategic Partnerships



Hire Alumni Talent



Alumni Career Services

Paul J. Clifford
CEO, Penn State Alumni Association

OD&CR

	<u>2014-15</u>	<u>2015-16</u>	<u>2016-17 (proposed by Governor)</u>
Education and General	\$214.110 million	\$224.816 million (\$10.706 million or 5% increase over 14-15)	\$236.057 million (\$11.2 million or 5% increase over 15-16)
Penn College	\$17.584 million	\$19.584 million (\$2 million or 11.3% increase over 14-15)	\$20.563 million (\$.979 million or 5% increase over 15-16)
Land Scrip Fund (Ag Research & Extension)	\$46.237 million	\$50.549 million (\$4.312 million or 9.3% increase over 14-15; 5% increase + \$2 million for Avian Flu)	\$50.976 million (\$.397 million increase over 15-16)
Hershey Medical Center	\$11.4 million	\$11.4 million (level from 14-15)	\$11.6 million (\$.2 million increase over 15-16)
Total	\$289.331 million	\$306.349 million (5.9% increase over 14-15)	

Strategic Communications Update

Outreach Committee Presentation

Lawrence H. Lokman

Vice President for Strategic Communications

May 5, 2016



PennState

Strategic Communications

NEWS & MEDIA POSITIONING

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OD&CR Elevating Penn State Media Profile

News and Media Relations taking expanding approach to external media outreach:

1. Increased digital and web-based presence
2. Media partnerships
3. Targeted outreach
4. Media training w/ College of Communications

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On-line Media Center ^{OD&CR}


PennState ONLINE MEDIA CENTER - PENN STATE UNIVERSITY

HOME CONTACT US ABOUT PENN STATE FAQs GETTING AROUND CAMPUS EXPERTS

You are here: Home

Media For Journalists

Creamery celebrates 150th anniversary with special ice cream flavor



Nick Grove filling the Flavor Vat with Re-Work, the creamy and smooth foundation for all of the ice cream flavors at Penn State's Berkey Creamery. Grove was working with a production team on the

TOP NEWS

- [The art of medicine: Medical students learn communication from the masters](#) February 9, 2016
- [First dairy MOOC, offered by Penn State, drawing international attention](#) February 9, 2016
- [Travelers urged to take precautions against mosquito-borne illnesses](#) February 8, 2016
- [Collaboration, research key to managing invasive species](#) February 8, 2016
- [Penn State harnessing research muscle to fight infectious diseases](#) February 8, 2016

RESEARCH NEWS

- [NSF supports new global partnerships in research and education through PIRE program](#)

- Central resource for journalists seeking news or academic expertise
- Story ideas and featured faculty experts
- Insight and analysis of world and national news
- Photo and video content to supplement story coverage

(Appendix III)

University Experts Database

- Launch
March 2016
- Showcase
faculty experts at
all campuses
- For media, the
public, and our
Penn State
community

Richard Alley



Evan Pugh Professor, EMS Environment Institute, Geosciences

rba6@psu.edu
814 863 1700

[Personal Website](#)



Dr. Richard Alley is the Evan Pugh Professor of the Department of Geosciences and EMS Environment Institute at Pennsylvania State University, State College, Pa. His current research interests include glaciology; ice sheet stability; paleoclimates from ice cores; physical properties of ice cores; and erosion and sedimentation by ice sheets. Along with his many teaching accomplishments, Dr. Alley has authored many publications, chaired the National Academy of Sciences' and National Council's panel on abrupt climate change, has been involved with advisory groups to improve national and international research, and has been active with media outreach translate research findings to a broad audience with appearances on television, radio and print outlets.

Education: Ph.D., 1987, University of Wisconsin (Geology, Minor Materials Science)
M.Sc. 1983, B.Sc. 1989 (With Honors, With Distinction, Summa cum Laude)
Ohio State University (Geology and Mineralogy)

Research Interests: Glaciology
Ice and Climate
Sea Level Change
Abrupt Climate Change

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AREAS OF EXPERTISE

[Climate change](#)

LOCATIONS

[Earth and Mineral Sciences, University Park](#)

PENN STATE NEWS

[Richard Alley to discuss global warming issues at lecture](#)

MEDIA HIGHLIGHTS

NPR: January 06, 2016

[Scientists see U.N. climate accord as a good start](#)

Penn State's Richard Alley spoke to NPR about the U.N. climate accord.



University Experts Database

PENN STATE | NEWS

Home
Research
Academics
Impact
Campus Life
Athletics
Administration
Arts and Entertainment

Experts

A C H I J K M P

A

Richard Alley
Expertise: Climate change Campus: University Park College: Earth and Mineral Sciences

Charles Ammon
Expertise: Climate change Campus: University Park College: Schreyer Honors College, Earth and Mineral Sciences

C

Curtis Chan
Expertise: Bioenergy / biofuels, Biotechnology, Infectious disease / pathogens Campus: Abington
College: Eberly College of Science, Engineering, Medicine

H

Heather Hottle Robbins
Expertise: Climate change Campus: Greater Allegheny College: Medicine Unit: Intercollegiate Athletics

I

Joshua Ingram
Expertise: Agriculture Campus: Abington

J

Gordon Lee Jensen
Expertise: Arts and humanities, Comic Books Campus: World Campus College: Penn State Law Unit: Graduate School

Filter your results by:

Expertise

- Agriculture
- Arts and humanities
- Bioenergy / biofuels
- Biotechnology
- Business and economics
- Climate change
- Comic Books
- Infectious disease / pathogens

Campus

- Abington
- Altoona
- Beaver
- Berks
- Brandywine
- DuBois
- Behrend
- Fayette
- Great Valley
- Greater Allegheny
- Harrisburg
- Hazleton
- Hershey
- Lehigh Valley
- Mont Alto
- New Kensington
- Penn College
- Schuylkill
- Shenango
- University Park
- Wilkes-Barre
- World Campus

Easily searchable by name, expertise, campus location, college or academic unit

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Video: Probing Questions

- Published monthly on *PennLive.com*
- Will live on our Experts Database pages for faculty members who are participants

The screenshot shows a PennLive article page. At the top right is the 'PA PENN LIVE' logo. The main headline is 'Is Donald Trump's plan to ban all Muslims immigrants from the U.S. legal?'. Below the headline is a video player featuring Shoba Sivaprasad Wadhia, Director of the Center for Immigrants' Rights Clinic at Penn State Law. The video title is 'Is it legal to ban all Muslims immigrants from America?'. To the left of the video are social media sharing icons for Facebook, Twitter, Email, and a share count of 1. Below the video is the article text, starting with 'Is it legal to ban all Muslims immigrants from America? Donald Trump has called for a ban of all Muslims wanting to enter the USA. Penn State's Shoba Sivaprasad Wadhia, director of the center for Immigrants' Rights Clinic at the law school, weighs in on the legality of such action.' The author is identified as Julia Hatmaker. Below the article text is a related article snippet titled 'Significant number of Americans support Trump proposal to ban entry to Muslims: Poll'. On the right side of the page, there are three sections: 'PENNLIVE ON SOCIAL MEDIA' with icons for Facebook, Twitter, Instagram, Pinterest, and Tumblr; 'MOST READ' with three article thumbnails; and 'ACTIVE DISCUSSIONS' with a list of three discussion topics.

(Appendix III) This is part of the college's Probing Questions video series, which has experts looking at important questions of the day.

Partnership with The Conversation US

- Penn State published 145 articles on *The Conversation*, gaining 10.85 million readers
- Penn State is a founding member of the U.S. edition (2014), along with 18 other top-tier research universities
- After 1 year, Penn State is the top producer of content for the site

Edition: United States Job Board Get newsletter Lisa Powers

THE CONVERSATION US PILOT
Academic rigor, journalistic flair

Arts + Culture Economy + Business Education Environment + Energy Health + Medicine Politics + Society **Science + Technology** Election 2016

Limiting global warming to 2°C: the philosophy and the science

October 21, 2014 5:51am EDT

How much more glacial melting can the planet stand? NASA

Email 219 Twitter 141 Facebook 3 LinkedIn Print

Industrial civilization must become technologically, economically, politically, and morally sustainable to hold the earth's temperature below 2°C (3.6°F) higher than its preindustrial average. The problem is not insurmountable. It is possible, then, that we'll benefit in the long run from having to deal with human-caused global warming, by being forced to mature politically and ethically.

As of yet, however, the world has largely failed to move beyond moral, political, and economic parochialism. Our continued failure will supplant the promise of sustainability with a legacy of collapse.

Authors

Lawrence Torcello
Assistant Professor of Philosophy, Rochester Institute of Technology

Michael E Mann
Director, Earth System Science Center, Pennsylvania State University

Disclosure statement

Michael E Mann does not receive relevant external funding. His other affiliations and research funding are listed here: http://www.meteo.psu.edu/holocene/public_html/Mann/about/icc.php.

Lawrence Torcello does not work for, consult, own shares in or receive funding from any company or organization that would benefit from this article, and has disclosed no relevant affiliations beyond the academic appointment above.

Partners

PennState

Pennsylvania State University provides funding as a founding partner of The Conversation US.

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(Appendix III)



Media Visits - ^{OD&CR} Spring 2016

New York City

- The New York Times
- Voice of America
- CNN
- Vice News
- The Wall Street Journal
- The Huffington Post
- ABC

Good Morning America
World News Tonight
Nightline

Washington, DC

- NPR
- Inside Higher Ed
- RTAmerica



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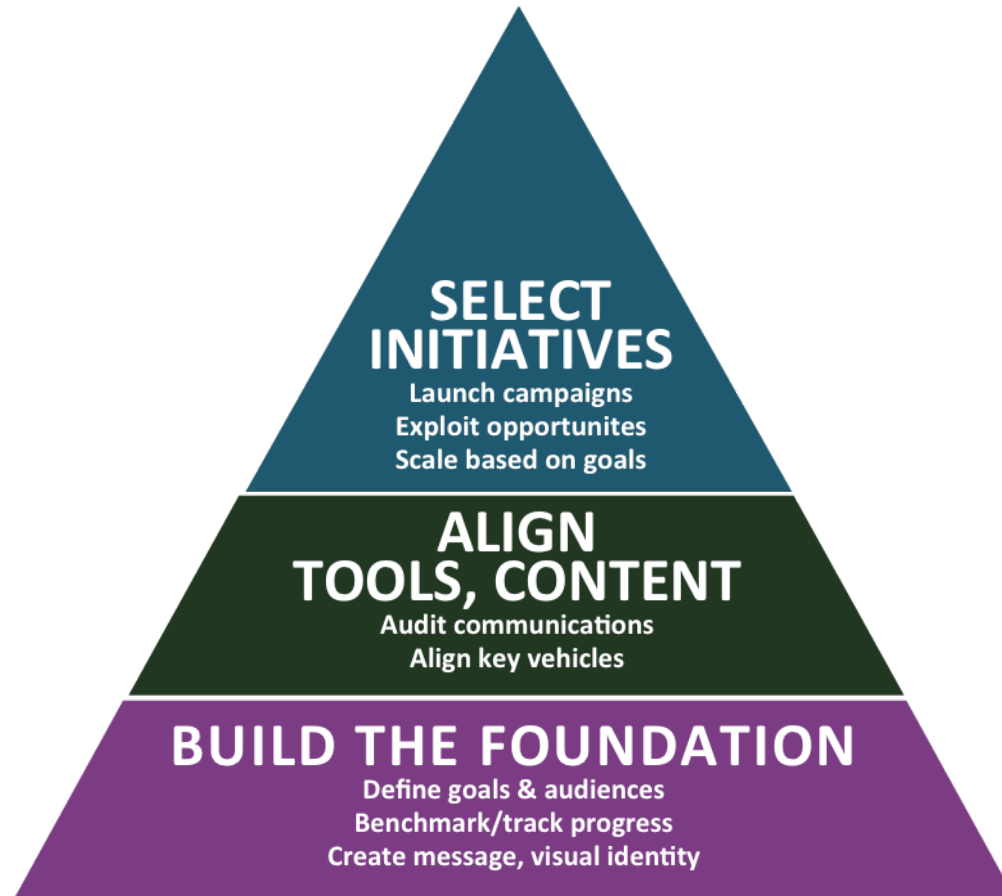
MARKETING DIRECTIONS

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Work the Pyramid



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Situation

- Strong marketing foundation, but need to hone messages and create initiatives
- Aspects of Penn State are not as well known, understood or appreciated as they could be
- Can do more to promote our top-tier academic and service impacts
- Campaign, strategic plan and Dr. Barron's leadership initiatives make this the ideal time

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Benefits

Ramped up communications can help:

- Drive recognition and support for Penn State
- Recruit top candidates
- Increase the value of a Penn State degree
- Improve upon our strong reputation

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Path *back* to Penn State



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Setting a New Tone^{OD&CR}

- Connect. Collaborate. Elevate
- Bring together the voices of the University to clarify goals, unify messages, uncover ideas, expand thinking, maximize resources, align efforts and ultimately elevate Penn State.
- Maximize UMC, CMAC, Philly & Pitt Councils
- Campus collaboration, UAO joint planning

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Continuing Priority Work ^{OD&CR}

- Visual identity roll-out and support
 - 17 colleges, 24 campus locations, 30+ administrative units
 - Social media, advertising, signage, and merchandise
- Polaris 2.0
 - Consistent brand look across campuses
 - Mobile-responsive
 - Improved accessibility
 - NEPA – May/June
 - Pittsburgh area – on deck

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Strategic Imperatives

- Develop research and message platform
 - Benchmark reputation against competitors
 - Define target audiences and related KPIs
 - Develop messaging to promote our strengths
 - Align with fundraising campaign & leadership priorities
 - Leverage power of alumni base (what's in the secret sauce?)
- Unpack image/reputation from enrollment marketing
 - Connect targeted audiences via relevant creative
 - Optimize media channels with the right message in the right place
 - Leverage resources and streamline communications
- Build digital expertise for '*marketing in a digital world*'
 - Engage agency for SEM, social and digital advertising
 - Gateway to localization for campus enrollment marketing

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Continuous Improvement

- Adjust based on performance and ROI
- Evolve brand look and feel
- Increase use of video storytelling
- Strategic, Nimble & Opportunistic

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Thank You

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**PENN STATE
FUNDRAISING PROSPECTUS
[PREFACE]**

DRAFT

Not for distribution

4/29/16

Penn State Fundraising Prospectus 2016 - 2021

Penn State is a great public university

External opinion sends a powerful message on how Penn State is performing. Ranking agencies place us in the top 1 percent of the world and top 15 among U.S. publics. Accreditors laud the quality of our faculty and our programs, and our commitment to the land-grant mission. Bond-rating agencies cite our strong financial operations and strong student demand. Our research operations have posted the 5th year in a row of over \$800 million dollars in research despite significant downturns in federal and state funding. We are rightfully proud that each year brings a record set of applications for admission and an ever higher quality freshman class. And then we deliver a world-class education for our students. Hundreds of corporations send their recruiters to our campuses to hire these well-prepared students who consistently distinguish themselves through their work ethic. Our graduates join an even larger family—our remarkable network of alumni. We have an extraordinary culture. Our everyday commitment is to do more and to do better. We are elite without being elitist. Penn State is a great public university.

And we would not be Penn State if we did not aspire to be even stronger—to power Penn State to even greater heights.

What does it take to be truly great?

We know the answer, and it can be found in an even greater commitment to our public, land-grant mission in the context of a rapidly changing world.

Our doors must be open to capable, hard-working students and we must ensure their success regardless of heritage, individual characteristics or financial well-being. More than 25 percent of all Penn State students are the first in their families to go to college. *U.S. News & World Report* predicts a Penn State graduation rate of only 71 percent based on the number of at risk students we admit. Yet our actual graduation rate is 86 percent. The level at which we exceed predictions of student success distinguishes Penn State from every other highly ranked university. Yet only half of our students from the poorest households graduate within six years of enrollment. They work too many jobs, find it impossible to take a full credit load, and if they finally graduate, they have taken longer, paid more, and received less than better-off students. If we aspire to be a truly great public, then we must change the financial equation for our students.

The educational experiences we provide our students must be transformative and must go well beyond the classroom. In our rapidly changing world, two experiences have become imperatives if we are to be truly great—a global perspective and readiness for the growing digital revolution. We know how to deliver a curriculum. We are on the forefront of teaching excellence in the classroom and online through our top-ranked World Campus. But the capable delivery of content is not enough.

In this day of global problems, a global economy, and an interconnected world, a truly great institution must serve students and society by embracing an international perspective through global experiences.

In this time of rapid advances in digital technologies, a truly great institution must ensure that our students are at the forefront of creating, harnessing, and guiding digital technology developments that will define the future of our society.

We must harness the breadth and depth of Penn State to focus on the most enduring and critical issues facing society. Our public, land-grant mission is more important than ever. Public universities are distinguished by their dedication to serving the needs of society. We have four major opportunities that can define our future in serving our students and society.

Water, food, and energy are our most important resources and present some of the most enduring problems in society. We have the breadth and depth of excellence that will allow Penn State to become the leader in ensuring food, water, and energy security—abundant, affordable, and safe.

There is no more fundamental need or desire than good health, and we are entering an age where healthcare is becoming defined by our capacity to gather, analyze, and visualize vast amounts of data that are both highly personalized and, at the same time, focused on whole populations and communities. Penn State can bring together medicine, nursing, health and human development, science, and social and behavioral science to take its place as a leader in personalized and population health.

The arts and humanities at Penn State address a deeper societal need—a pathway to reflect and communicate fundamental values and human struggles, an important mechanism to encourage creativity and flexibility in solving new and complex problems, and a key component of the quality of life. We cannot be truly great without a commitment to the arts and humanities.

Finally, a great public, a university that truly lives its land-grant mission, must leverage its powerful research and creative engine to promote economic development, create jobs, and ensure student career success. *Invent Penn State* is a strategic opportunity to help us redefine what it means to be a public university by ensuring that our ideas and innovations become products, services, and solutions.

A commitment to excellence and to doing more, and doing it better, will enable Penn State to be a global leader in learning, discovery, and engagement that will foster innovation, inspire achievement, and result in an impact that is relevant and enduring. Our success depends on our ability to ensure that our doors are open to hard-working capable students, that we facilitate their success through transformative experiences, and that we focus on issues that are critical for society. Our success depends on our ability to advance the unique strengths and unique opportunities of our colleges and campuses and to bring together the diverse breadth and depth of our powerful research and educational institution to solve the enduring, big issues of our time.

We are ready to commit to truly great—to enable the extraordinary culture of Penn State to reach an enduring level of excellence that defines a public land-grant university in the 21st century. No institution offers a more powerful example of philanthropy's impact than Penn State. No institution has greater potential to transform philanthropy from commitment to impact.

We are asking Penn State's alumni and friends to become our partners in fulfilling the three core imperatives of a truly great public university:

OD&CR

- **Open Doors:** Private support can not only bring talented students from every background to Penn State—it can help them to graduate on time and on track to successful careers and lives.
- **Create Transformative Experiences:** Philanthropy will provide the opportunities—in our classrooms, on our campuses, and in the larger world—that let students and faculty discover their full potential and make a difference.
- **Impact the World:** With the visionary gifts of alumni and friends, we can tackle the world’s most pressing problems, from health care to energy—and solve them.

The ambition of this vision is great, but no greater than the spirit and generosity of our supporters.

Each of the following themes, tied closely to the imperatives identified here and in Penn State’s strategic plan, is an opportunity for our alumni and friends to contribute to the University’s future and to the future we all share.

Penn State Fundraising Prospectus
Outreach Briefing Questions

Questions to be shared in advance with participants

1. Which elements of the fundraising prospectus speak most to you on a personal level? What opportunities do you see to connect your giving to Penn State's priorities?
2. What is most appealing to you about the document's vision for Penn State's future as a leader in higher education? What is least appealing?
3. Are you persuaded that philanthropy will play a critical role in fulfilling that vision? What arguments and information would be more compelling?
4. How would you personally rank the three core imperatives outlined in the document?
 - a. Open Doors
 - b. Create Transformative Experiences
 - c. Impact the World
5. In your opinion, how will other supporters respond to the vision and priorities described in the prospectus?
6. What themes, priorities, or specific projects and programs had you hoped to see in this document but that are not yet included?

Additional questions for moderator to use as needed

1. What themes, priorities, or specific projects and programs included in the document should not be a part of the fundraising prospectus, in your opinion?
2. How can we best market the fundraising prospectus and its priorities to our alumni and friends?
3. Any other observations about the fundraising prospectus that you would like to share?
4. Any other questions about the fundraising prospectus at this time?

OD&CR

City	Host	Type of Event	Date	Dr. Barron/Dr. Jones
Los Angeles	Martha Jordan	Lunch	May 24	Eric Barron
Los Angeles	Rob and Suzanne Davidow	Dinner	May 24	Eric Barron
Northern CA	Rob Murchison	Lunch	May 26	Eric Barron
Northern CA	Liz Fetter	Dinner	May 26	Eric Barron
New York City	David Marcinek	Lunch	June 1	Eric and Molly Barron
Connecticut	Peter and Ann Tombros	Dinner	June 1	Eric and Molly Barron
New Jersey	Peter and Sharon Cocozello	Dinner	June 2	Eric and Molly Barron
Washington DC	Steve Brose	Lunch	June 6	Nick Jones
McLean, VA	Matt and Anne Schuyler	Dinner	June 6	Nick Jones
Malvern, PA	Rob and Marcy Fenza	Lunch	June 7	Nick Jones
Philadelphia	Ryan Newman	Dinner	June 7	Nick Jones
Pittsburgh	Rick and Sherry Dandrea	Lunch	June 8	Nick Jones
Boston	Bryon and Cynthia Deysher	Dinner	June 16	Nick Jones
Dallas	Ken Fasola	Dinner	June 22	Eric and Molly Barron
Houston	Shelley Corman	Dinner	June 23	Eric and Molly Barron
Chicago	Earl and Kay Harbaugh	Dinner	June 28	Eric and Molly Barron
Erie	Scott and Julie McCain	Dinner	June 30	Nick Jones
State College	Eric and Molly Barron	Dinner	June 30	Eric and Molly Barron
Harrisburg	John Arnold	Dinner	July 14	Nick Jones
State College	Eric and Molly Barron	Dinner	August 2	Eric and Molly Barron
	Conference Call #1	NA	August: date TBD	Eric Barron
	Conference Call #2	NA	August: date TBD	Eric Barron