NJIT BOARD OF TRUSTEES
PUBLIC SESSION MEETING

Thursday, September 20, 2018

PLEASE BRING TO MEETING

New Jersey Institute of Technology
--innovative, entrepreneurial, engaged

Mission

NJIT is the ***state's technological research university***, committed to the ***pursuit of excellence ---***

- in undergraduate, graduate, and continuing professional ***education***, preparing students for productive careers and amplifying their potential for lifelong personal and professional growth;

- in the conduct of ***research*** with emphasis on applied, interdisciplinary efforts encompassing architecture, the sciences, including the health sciences, engineering, mathematics, transportation and infrastructure systems, information and communications technologies;

- in contributing to ***economic development*** through the state's largest business incubator system, workforce development, joint ventures with government and the business community, and through the development of intellectual property;

- in ***service*** to both its urban environment and the broader society of the state and nation by conducting public policy studies, making educational opportunities widely available, and initiating community-building projects.

NJIT ***prepares its graduates*** for positions of leadership as professionals and as citizens; ***provides educational opportunities*** for a broadly diverse student body; ***responds to needs*** of large and small businesses, state and local governmental agencies, and civic organizations; ***partners with educational institutions*** at all levels to accomplish its mission; and ***advances the uses of science, technology, engineering and mathematics (STEM)*** as a means of improving the quality of life.

Vision

A preeminent engineering, design, science and technology university known for research and education fostering innovation, entrepreneurship, and engagement.

NEW JERSEY INSTITUTE OF TECHNOLOGY
BOARD OF TRUSTEES
PUBLIC SESSION
September 20, 2018
4:00 PM

Call to Order
Attendance / Quorum

1. **Notice of Meeting to Public** (Statement to be read by the Chair, a requirement of the NJ Open Public Meeting Act) **[Pg. 4]**

2. **Minutes** (Approve minutes of the July 19, 2018 meeting of the Board of Trustees) **[Pg. 6]**

3. **Public Comments**

4. **Action Items**
   - **A.** Approve Resolution of NJIT Extension of the Conditional Designation of the PRC Group for the Development of the MLK Gateway, Block 43, Lots 38, 39, 40, 41, 46, 48, Block 2857, and Block 2858 **[Pg. 11]**
   - **B.** Approve Resolution to Authorize Exclusive License of University Intellectual Property – AiVacua LLC **[Pg. 17]**

5. **Reports**
   - **A.** President's Report (J. Bloom)
   - **B.** Report of Fall Enrollment Assessment (F. Deek)
   - **C.** Report of University Visibility Outcomes (M. Golden) **[Pg. 23]**
   - **D.** FY2018 Final Fundraising Results and FY2019 Progress to Date (K. Alexo) **[Pg. 41]**
   - **E.** Report of Operating Statement Year to Date (E. Bishof) **[Pg. 50]**
   - **F.** Report of Schedule of Short Term Investments (E. Bishof) **[Pg. 58]**
   - **G.** Report on Clery Crime Data (A. Christ) **[Pg. 60]**
   - **H.** Schedule of 2018-2019 Trustee Meetings (S. DePalma) **[Pg. 64]**
   - **I.** Report on Upcoming Calendar of Events (S. DePalma) **[Pg. 66]**

6. **Announcement of Next Meeting [Pg. 68]**

Chair to read resolution regarding Closed Session to discuss Personnel, Legal, Real Estate and Contract Matters to be held on Thursday, November 8, 2018, 2:00 PM, Eberhardt Hall, NJIT Alumni Center Board Room.

Announce next public meeting: Thursday, November 8, 2018 4:00 PM, Eberhardt Hall NJIT Alumni Center Board Room.

Adjourn Public Meeting

1. NOTICE OF MEETING TO PUBLIC

BOARD OF TRUSTEES

STATEMENT TO BE READ AT THE OPENING OF EACH

MEETING OF THE BOARD OF TRUSTEES

"NOTICE OF THIS MEETING WAS PROVIDED TO THE PUBLIC AS REQUIRED BY THE NEW JERSEY PUBLIC MEETING ACT, IN THE SCHEDULE OF MEETING DATES OF THE BOARD OF TRUSTEES OF THE NEW JERSEY INSTITUTE OF TECHNOLOGY WHICH WAS MAILED AND SENT ELECTRONICALLY TO THE STAR LEDGER, THE HERALD NEWS, AND THE VECTOR ON AUGUST 9, 2017, AND POSTED ON THE UNIVERSITY WEBSITE. THIS SCHEDULE WAS ALSO MAILED AND SENT ELECTRONICALLY TO THE COUNTY CLERK ON AUGUST 9, 2017 FOR FILING WITH THAT OFFICE AND POSTING IN SUCH PUBLIC PLACE AS DISIGNATED BY SAID CLERK."

2. APPROVE MINUTES OF JULY 19, 2018 MEETING

NEW JERSEY INSTITUTE OF TECHNOLOGY
BOARD OF TRUSTEES
MINUTES OF PUBLIC MEETING (DRAFT)
(July 19, 2018)

The meeting was called to order by Chair DePalma at 4 p.m in Eberhardt Hall, NJIT Alumni Center Boardroom, NJIT Campus, Newark, N.J. In attendance were Chair DePalma, Vice Chairs DeCaprio and Raia, Board Members Bone, Cistaro, Cohen, Montalto, Taylor and Toft. Absent: Board Member Sugla.

Administrative members in attendance were President Bloom, Provost and Sr. Executive Vice President Deek, Sr. Vice Presidents Bishof and Sebastian, Vice Presidents Alexo, Iyer and Christ, and Vice President/Secretary Stern. Absent: Dean Boger.

1. In accordance with the New Jersey Open Public Meetings Act, Chair DePalma read the following statement:

   "Notice of this Meeting was provided to the public as required by the New Jersey Open Public Meeting Act, in the Schedule of Meeting Dates of the Board of Trustees of the New Jersey Institute of Technology which was mailed and sent electronically to the Star Ledger, the Herald News and the Vector on August 9, 2017, and posted on the University website. This Schedule was also mailed and sent electronically to the County Clerk on August 9, 2017 for filing with that office and posting in such public place as designated by said Clerk."

2. BY A MOTION DULY MADE BY MR. COHEN, SECONDED BY DR. DeCAPRIO and unanimously approved, the Board approved the public minutes of the meeting of June 7, 2018, with abstentions from those members not in attendance at such meeting.

3. BY A MOTION DULY MADE BY MR. BONE, SECONDED BY MS. GARCIA AND UNANIMOUSLY APPROVED, the Board voted to APPROVE RESOLUTION FOR FY19 OPERATING & CAPITAL BUDGET.

4. BY A MOTION DULY MADE BY MR. BONE, SECONDED BY MS. MONTALTO AND UNANIMOUSLY APPROVED, the Board voted to APPROVE RESOLUTION FOR FY19 TUITION AND FEE SCHEDULE.

5. BY A MOTION DULY MADE BY MR. CISTARO, SECONDED BY MS. GARCIA AND UNANIMOUSLY APPROVED, the Board voted to APPROVE RESOLUTION TO APPOINT TRUSTEE OFFICERS FOR FY19.

6. BY A MOTION DULY MADE BY DR. DeCAPRIO, SECONDED BY MR. COHEN AND UNANIMOUSLY APPROVED, the Board voted to APPROVE RESOLUTION FOR FACULTY APPOINTMENT WITH TENURE, BARUCH SCHIEBER.

7. BY A MOTION DULY MADE BY MR. CISTARO, SECONDED BY MS. MONTALTO AND UNANIMOUSLY APPROVED, the Board voted to APPROVE RESOLUTION TO FOR NJIT TO APPROVE THE EXTENSION OF THE CONDITIONAL DESIGNATION OF THE PRC GROUP FOR THE DEVELOPMENT OF THE MLK GATEWAY, BLOCK 43 LOT 38, 39, 40, 41, 46, 48 and BLOCK 2858.

8. BY A MOTION DULY MADE BY MR. RAIA, SECONDED BY MR. CISTARO AND UNANIMOUSLY APPROVED, the Board voted to APPROVE RESOLUTION FOR THE NJIT GUARANTY OF NJII LEASE.

9. President Bloom gave his report to the Board. He thanked the Board for its ongoing support for the building of our Wellness and Events Center, which was intended to support multiple purposes, including serving as a conference center. On July 23rd to 25th. We will host the VOICE conference sponsored by Amazon Alexa. This is an international conference with over 1500 attendees, including leaders in voice technology, including Amazon's "Chief Technology Evangelist." We are looking forward to this inaugural event, and Bloomberg radio will be telecasting the event all day. Dr. Bloom also reported that he and Mr. Christ received an award from NJBIA recognizing NJIT's work at the Central King Building. Marjorie Perry and Marvel Architects made the nomination.

10. Dr. Deek gave a report on our new faculty hires; their bios appear in the Board materials at p. 35. This is the third cohort under the Faculty Hiring Plan, and we have nearly completed with the exception of one search. Dr. Deek commended the new slate of excellent faculty candidates.

11. With respect to the report of Intangible Assets, there will be no presentation, however, the materials are included in the Board materials.

12. Vice President Alexo reporting on FY 2018 Fundraising Update and Preliminary Final Numbers. He referred to the highlights set forth in the handout with the Board materials. The good news is that we have surpassed the Campaign goal of $200 million, and exceeded our goal for the fiscal year. Additionally, the Annual Fund goal has been exceeded. There is only one area where we are disappointed, and that is with the alumni participation rate. However, we have increased the number of donors.

13. Treasurer Bishof reported on the Operating Statement Year to Date and Schedule of Short Term Investments, which are detailed in the Board Materials. We ended the fiscal year with a minor surplus of about $1 million. At the Audit & Finance Committee level, Grant Thornton made a presentation explaining its role as Auditor. Our cash and cash equivalent level as of June 30, 2018 is close to $117.3 million. Fiscally, we are in good shape and this level exceeds where we were one year ago.

14. Vice President Christ gave a report on the Clery Crime Data provided to the Board in the materials. At page 70, there is an information summary, noting a 43% reduction in reported crimes compared to the same period in 2017.

15. Chair DePalma discussed the Schedule of Meetings set forth in the Board materials as well as the Schedule of Events. He called the Board's attention to the Convocation scheduled for September 12, 2018, encouraging all to attend.

16. The Chair announced that the next regularly scheduled Closed Session will be convened on Thursday, September 20, 2018 at 2 p.m. in Eberhardt Hall Alumni Center Board Room, to discuss personnel, real estate, legal and contractual matters. The following resolution was read and approved by all Trustees present:

    WHEREAS, there are matters that require consideration by the Board of Trustees that qualify under the Open Public Meetings Act for discussion at a Closed Session;

    NOW THEREFORE, BE IT RESOLVED, that the Board of Trustees shall have a Closed Session to discuss matters involving personnel, real estate, legal and contractual matters on Thursday, September 20, 2018 at 2:00 p.m., Eberhardt Hall Board Room.

    The next regularly scheduled Public Session of the Board will take place on Thursday, September 20, 2018 at 4:00 p.m., Eberhardt Hall Board Room, following the Closed Session of the Board.

17. The public session was adjourned at 4:40 p.m.

3. PUBLIC COMMENTS

4A. APPROVE RESOLUTION OF NJIT EXTENSION OF THE CONDITIONAL DESIGNATION OF THE PRC GROUP FOR THE DEVELOPMENT OF THE MLK GATEWAY, BLOCK 43, LOTS 38, 39, 40, 41, 46, 48, BLOCK 2857, AND BLOCK 2858

NEW JERSEY INSTITUTE OF TECHNOLOGY

STATEMENT

RESOLUTION OF NEW JERSEY INSTITUTE OF TECHNOLOGY ("NJIT") APPROVING THE EXTENSION OF THE CONDITIONAL DESIGNATION OF THE PRC GROUP FOR THE DEVELOPMENT OF THE MLK GATEWAY, BLOCK 43 LOTS 38, 39, 40, 41, 46, 48, BLOCK 2857, AND BLOCK 2858

Background:

In September 2007, NJIT, in cooperation with other area stakeholders, created the NJIT Campus Gateway Plan for the redevelopment and rehabilitation of approximately 21.5 acres of land located within the City of Newark in order to serve as a gateway between the NJIT campus and existing neighborhoods and enhance the quality of life of both NJIT and existing residential communities.

In July 2018, the Board of Trustees of NJIT extended the conditional designation of the PRC Group, located in West Long Branch, New Jersey for the MLK Gateway Phase of the NJIT Campus Gateway Plan through September 20, 2018. To date, PRC has made good progress with the investigation, analysis, and due diligence on the MLK Gateway Phase of the project.

The PRC Group is moving forward with the design of the redevelopment on the 240 MLK property, the initial component of the MLK Gateway phase. Currently, we are negotiating the final business terms for the Development and Operating agreements between NJIT and the PRC Group. They will apply for approvals through the Newark Central Planning Board, City of Newark Landmarks and Historic Preservation Commission, and the State of New Jersey Historic Preservation office, in the coming months and will begin the demolition of the existing structures once they receive approvals from the City. A revised pro-forma has been constructed and funding sources are being explored through private and public funding agencies. Environmental investigation has been completed and the cost to remediate is included in the revised pro-forma for the development.

In addition, the PRC Group has been diligent in their pursuit of Saint Michael's Medical Center (SMMC), a major property holder, to negotiate the final land sale, but progress with SMMC has been extremely slow. They have pursued other properties within the designated blocks and have reached a tentative agreement with one landowner. NJIT, PRC Group, and the City of Newark are working toward acquisition of the property on the corner of MLK Blvd. and James Street, a key component in the early development of the western portion of the MLK Gateway Phase. We anticipate some resolution on the west side in the coming months and expect PRC to continue their effort to date.

Implication:

- Granting an extension of the conditional developer designation provides exclusivity to PRC Group allowing for the appropriate development analysis, investigation, and due diligence to be completed.

- If progress is not deemed satisfactory, NJIT has the right to terminate or let expire this conditional designation.

- NJIT will negotiate a Development and Operating Agreement with the PRC Group for the initial component of the MLK Gateway Phase, commonly known as 240 MLK Blvd, an NJIT owned property, by the April 2019 Board of Trustees meeting.

Recommendation:

Grant the extension of the conditional developer designation through April 12, 2019 with a condition of a complete and executable Development and Operating agreement be presented to the Board of Trustees on or before their April 11, 2019 meeting for approval. In addition, PRC will provide an update to the administration prior to the November 2018 and February 2019 Board of Trustees meeting, allowing analysis of progress to date on the entitlements and west side phases.

RESOLUTION OF NEW JERSEY INSTITUTE OF TECHNOLOGY ("NJIT") APPROVING THE EXTENSION OF THE CONDITIONAL DESIGNATION OF THE PRC GROUP FOR THE DEVELOPMENT OF THE MLK GATEWAY, BLOCK 43 LOTS 38, 39, 40, 41, 46, 48, BLOCK 2857, AND BLOCK 2858

WHEREAS, on July 19, 2018, the NJIT Board of Trustees extended the conditional designation of the PRC Group as developers of the MLK Gateway Sub-Project through September 20, 2018; and

WHEREAS, substantive progress continues to be made in the negotiations between New Jersey Institute of Technology and the development team; and

WHEREAS, additional time is necessary to negotiate the terms of the development and operating agreement on Phase 1 of the MLK Gateway Sub-project, plan the project outcomes, negotiate property acquisition, finalize development details, acquire financing, and procure entitlements from the Newark Central Planning Board, City of Newark Landmarks and Historic Preservation Commission, and the NJ State of New Jersey Historic Preservation office;

NOW, THEREFORE, BE IT RESOLVED THAT THE NEW JERSEY INSTITUTE OF TECHNOLOGY BOARD OF TRUSTEES HEREBY:

1. Extends the previously issued conditional designation of the PRC Group as the developer of the MLK Gateway sub-project, in its entirety, until April 12, 2019.

2. Requires the final negotiation of the development and operating agreement for the 240 MLK property and its presentation to the Board of Trustees for review no later than March 14, 2019, allowing action at their April 11, 2019 meeting.

3. Conditionally designates the CGF Entity, with PRC Group as a partner therein, to carry out the redevelopment of the Project, subject to the following conditions:

    (i) The proposal for the Project shall be subject to the consideration of and approval by this Board of Trustees in its sole discretion.

    (ii) CGF and PRC Group, or affiliates thereof, shall enter into a mutually acceptable joint venture agreement forming the CGF Entity that complies with the Redevelopment Agreement.

    (iii) NJIT and the CGF Entity shall enter into the Development Agreement and an Operating and/or Joint Venture LLC Agreement on terms and conditions to be considered by and if the Board deems them appropriate to be approved by this Board of Trustees in its sole discretion.

    (iv) PRC Group shall provide interim updates to NJIT on the status of the development of its proposal, and the Board reserves its right to

terminate or let expire the designation if the Board concludes that there has not been sufficient evidence of progress on the satisfaction of these conditions. The update shall be provided on or before March 14, 2019.

4. Affirms that all conditions in the June 9, 2016, June 1, 2017, and November 9, 2017, June 7, 2018, and July 19, 2018 resolutions remain valid and binding.

5. Grants no rights to PRC Group with respect to the Project other than the right to negotiate exclusively as described above and in prior resolutions of the Board, and grants no rights to the development of same, any such rights to be established exclusively in the Development Agreement, Parking Agreement, and Joint Venture/LLC Agreement if same can be agreed upon by and between the parties.

_____

Holly C. Stern, Esq.
General Counsel/Vice President of
Legal Affairs and
Secretary to the Board of Trustees
New Jersey Institute of Technology

September 20, 2018
Board Resolution 2018-XX

APPENDIX A – PROJECT TASKS

1. Provide a conceptual design of the MLK Gateway Development, both east and west components, in conformance with the NJIT Gateway Redevelopment Plan, Broad Street Station District Redevelopment Plan, and the Redevelopment Agreement between the City of Newark and New Jersey Institute of Technology including, but not limited to, the following:
    a. Quantity of commercial and retail space square footage and potential uses
    b. Types and counts of residential units
    c. Quantity and layout of parking spaces for educational, hospital, and development use
2. Create a phasing plan with milestone dates outlining the progression of the development through completion.
3. Develop a pro-forma analysis of each phase of the development denoting all sources and uses of funds, proposed rental rates, development fees, and profits.
4. Conduct and/or review the available information on the following:
    a. Environmental investigation (complete)
    b. Geotechnical investigation
    c. Title searches
    d. Land survey (complete)
5. Hold meetings with the following constituent groups to outline the project intent and timeline:
    a. James Street Commons Historic District Community Group (initial meeting held)
    b. City of Newark Deputy Mayor for Economic and Housing Development
    c. St. Michael's Medical Center (Prime Healthcare)
6. Pursue negotiated sales contracts on the following parcels:
    a. St. Michael's Medical Center Parking Facility
    b. City owned parcels (in progress)
    c. Auto Body Shop (in progress)
    d. Provisions Distributor (in progress)
7. Finalize the Development and Operating agreement between the parties

4B. APPROVE RESOLUTION TO AUTHORIZE EXCLUSIVE LICENSE OF UNIVERSITY INTELLECTUAL PROPERTY – AI VACUA LLC

STATEMENT OF INFORMATION FOR EXCLUSIVE LICENSE OF NJIT INTELLECTUAL PROPERTY

Introduction

As part of its Intellectual Property ("IP") Program, New Jersey Institute of Technology ("NJIT") assesses the commercial value of its IP to determine the most appropriate avenue to achieve a return on its investment and facilitate the introduction of its innovations into public use. Options include the exclusive licensing of NJIT patents.

AiVacua LLC. (AV) has expressed interest in acquiring an Exclusive Patent License Agreement ("License") for the two (2) NJIT IP assets listed below for the life of each patent issued by the U.S. Patent and Trademark Office related to the same.

As the License is proposed for the life of the patents arising out of the subject IP, it essentially represents a disposition of NJIT property and the Board of Trustees is being asked to approve the same. A "Resolution To Authorize Exclusive License Of University Intellectual Property" has been prepared for consideration.

History and Description of Intellectual Property

The first IP asset for licensing is U.S. Non-Provisional Patent Application No. 15/617,612 filed on June 8, 2017 entitled "System and Method for Multi-Level Vacuum Generation and Storage" (NJIT Reference No. 16-034). This asset is the subject of three U.S. provisional patent applications: U.S. Provisional Patent Application No. 62/347,670; (NJIT Reference No. 16-034), U.S. Provisional Patent Application No. 62/393,142; (NJIT Reference No. 17-003) and U.S. Provisional Patent Application No. 62/396,313; (NJIT Reference No. 17-007). The NJIT inventors are Chao Zhu, Zhiming Ji, Mengchu Zhou, Joseph Glaz, and Bo Zhang. The IP covered under this patent application relates to a vacuum generation and storage system. This U.S. non-provisional patent application will have a twenty (20) year patent term from the date of filing. This technology includes a dual-action piston-cylinder, a multi-level vacuum generation system by wall-imbedded cooling and/or atomized spray cooling, and a multi-level vacuum storage system.

The second IP asset for licensing is U.S. Non-Provisional Patent Application No. 15/993,093 filed on May 30, 2018 entitled "Vacuum Distillation and Desalination" (NJIT Reference No. 17-031). The NJIT inventors are Chao Zhu, Zhiming Ji, Mengchu Zhou, Guangyu Guo, and Bo Zhang. This U.S. non-provisional patent application will have a twenty (20) year patent term from the date of filing. The IP covered under this patent application relates to distillation and desalination systems. The technology includes a vacuum thermal distillation system for liquid solutions containing an evaporative solvent and a non-evaporative solvent, solute or salt, such as salt found in sea water desalination, oil in oil-contaminated water, as well as solutes found for waste water treatment.

Background of AiVacua LLC.

AV, a Delaware limited liability company, is located at 1 Pine Place, Annandale, New Jersey 08801. AV was established in 2018 by three NJIT inventors (Chao Zhu, Mengchu Zhou, and Zhiming Ji) and a business executive (Ben Hanafin). Chao Zhu, Mengchu

Zhou, and Zhiming Ji have technical expertise in design, robotics, automation, and system, environmental and reaction engineering to take the technology further. Ben Hanafin has represented that he has served as an interim executive in several technologies, such as software, railroad parts, food processing and medical devices companies. As president of PyMaH Corp., an international manufacturer of diagnostic medical devices, it has been represented that Ben Hanafin grew annual sales of the company from $6 million to $40 million. It has also been represented that PyMaH Corp grew through both internal product development and acquisition, eventually owning 290 active patents under his leadership. Given Ben Hanafin's extensive experience in new product development and the technical expertise of the three NJIT founders, NJIT believes AV will be able to commercialize the technology and facilitate the introduction of the innovation into public use within a short period. As such, AV is the best candidate to license the above NJIT IP assets and begin making products. Additionally, authorization for the License will provide future royalty revenues to NJIT that can fund protection of NJIT's patentable interests in new inventions having promise for future commercialization.

Current Licensing Offer

NJIT and AV have discussed licensing opportunities that have resulted in this request for Board of Trustee approval for NJIT to enter into the License with AV, the terms of which AV has already accepted. The License requires AV to use diligent efforts to commercialize the NJIT technology to achieve the maximum in licensing payments and royalties to NJIT.

NJIT will receive seven thousand five hundred dollars ($7,500) as an up-front licensing fee payment. In addition, NJIT will receive five thousand dollars ($5,000) after the end of 2nd year of the License and continuing through the 4th year of the License. After 5th year of the License and continuing through all subsequent contract years, NJIT will receive ten thousand dollars ($10,000) per year.

NJIT will receive a royalty of five percent (5%) on net product sales of each and any products manufactured or sold by AV within the U.S. NJIT will also receive a two percent (2%) royalty on all net product sales of each and any products manufactured or sold by AV outside of the U.S. where NJIT has no patent rights to protect the technology. If any of the patents is sublicensed to third parties, NJIT will also receive 25% of all fees received by AV.

Additionally, AV will pay for all reasonable patent prosecution and maintenance costs related to the technology incurred by NJIT after the effective date of the License. Such costs will include attorney fees, prior art searches, preparing and filing patent applications, maintenance fees, etc.

After NJIT's reimbursement of associated out-of-pocket expenses, if any, the remaining net amount derived from the transaction shall be shared with the inventors (who are not part of AV) pursuant to NJIT's current Patent Policy.

RESOLUTION TO AUTHORIZE EXCLUSIVE LICENSE OF UNIVERSITY INTELLECTUAL PROPERTY

WHEREAS, the Board of Trustees of New Jersey Institute of Technology (NJIT) is empowered to direct and control the disposition of NJIT Intellectual Property if deemed necessary or advisable to carry out the goals of NJIT;

WHEREAS, the Administration recommends the exclusive licensing of certain identified NJIT Intellectual Property to AiVacua LLC. for up-front licensing fees, guaranteed annual payments, a royalty percent of net product sales containing the Intellectual Property, payment of patent costs incurred after execution of the license, plus a royalty percent of net product sales through sublicensing;

NOW THEREFORE BE IT RESOLVED by the Board of Trustees of New Jersey Institute of Technology that the proposed exclusive licensing of the Intellectual Property (Reference Numbers 16-034 and 17-031) by NJIT is hereby approved; and

THEREFORE BE IT FURTHER RESOLVED by the Board of Trustees of New Jersey Institute of Technology, that the Senior Vice Provost for Research is hereby authorized to execute any and all agreements or documents on behalf of NJIT to consummate the licensing transaction.

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Holly C. Stern, Esq.
General Counsel and
Secretary to the Board of Trustees
New Jersey Institute of Technology

_____

Date

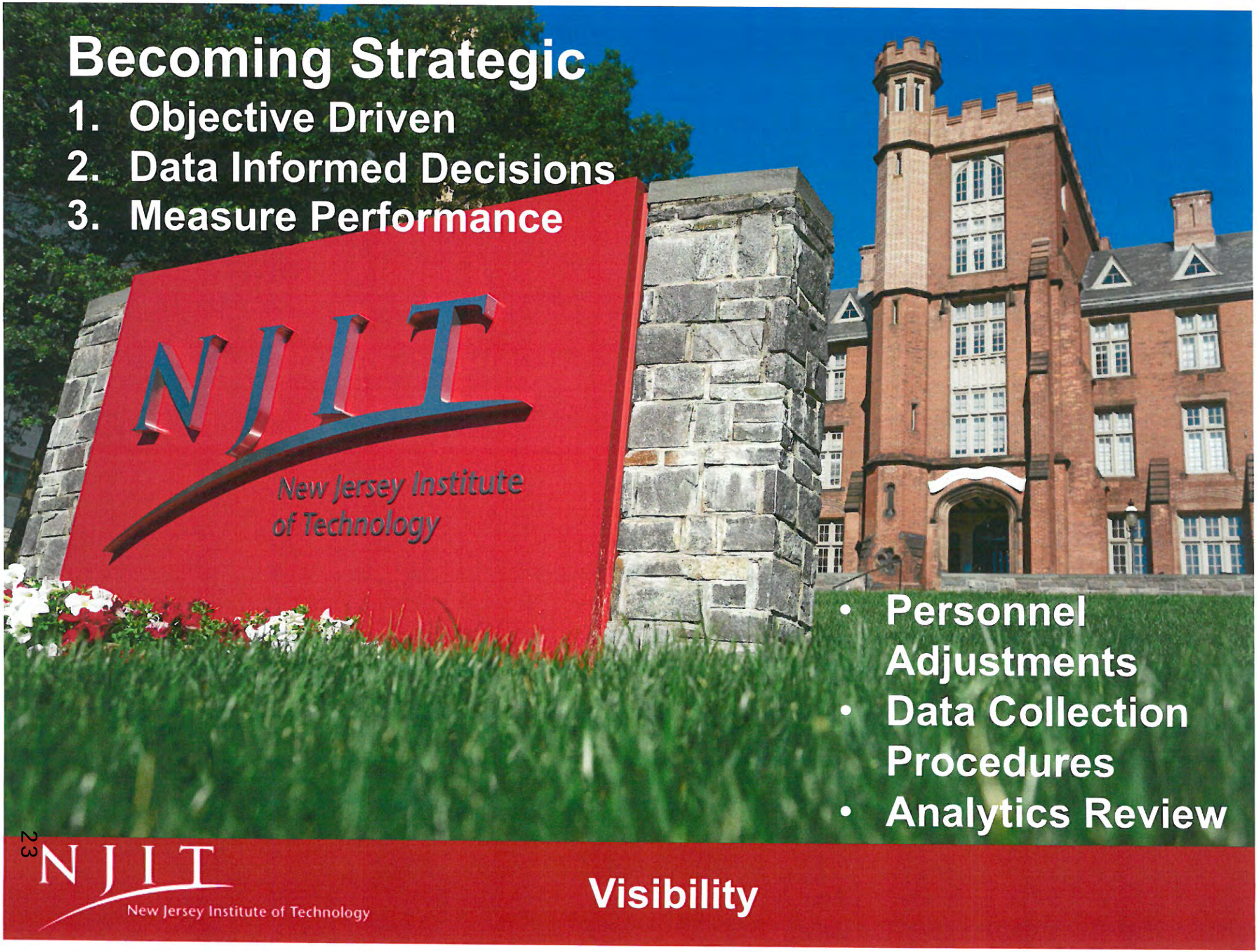
5A. PRESIDENT'S REPORT

5B. REPORT OF FALL ENROLLMENT ASSESSMENT

5C. REPORT OF UNIVERSITY VISIBILITY OUTCOMES

Becoming Strategic

1. Objective Driven
2. Data Informed Decisions
3. Measure Performance



- Personnel Adjustments
- Data Collection Procedures
- Analytics Review

NJIT New Jersey Institute of Technology

Visibility

Objective	KPI	KPI	KPI	KPI
Brand Expansion	Audience Exposures	Audience Engagements	Media Coverage (Total and Share vs. Peers)	Channel Subscriber Growth
Support Student Recruitment	Audience Exposures	Audience Engagements	Web Traffic to Admissions and Degree Pages	
Support Revenue Programs	Audience Exposures	Audience Engagements	Related Media Coverage	Web Traffic to Program Pages
Events	Audience Exposures	Rental Revenue	Related Media Coverage	

Objectives and Key Performance Indicators

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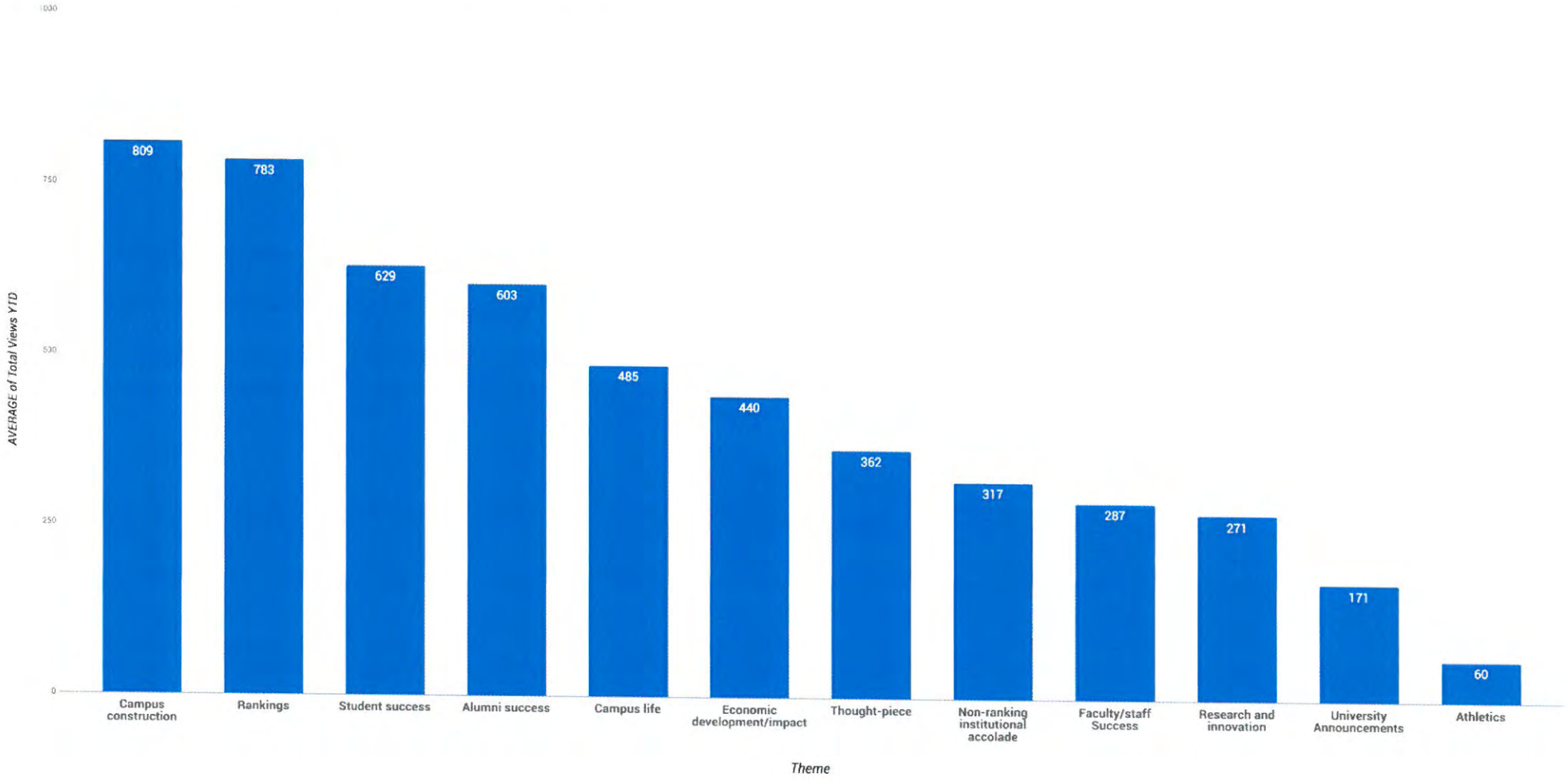
New Jersey Institute of Technology

NJIT.edu: Our Most Important Channel

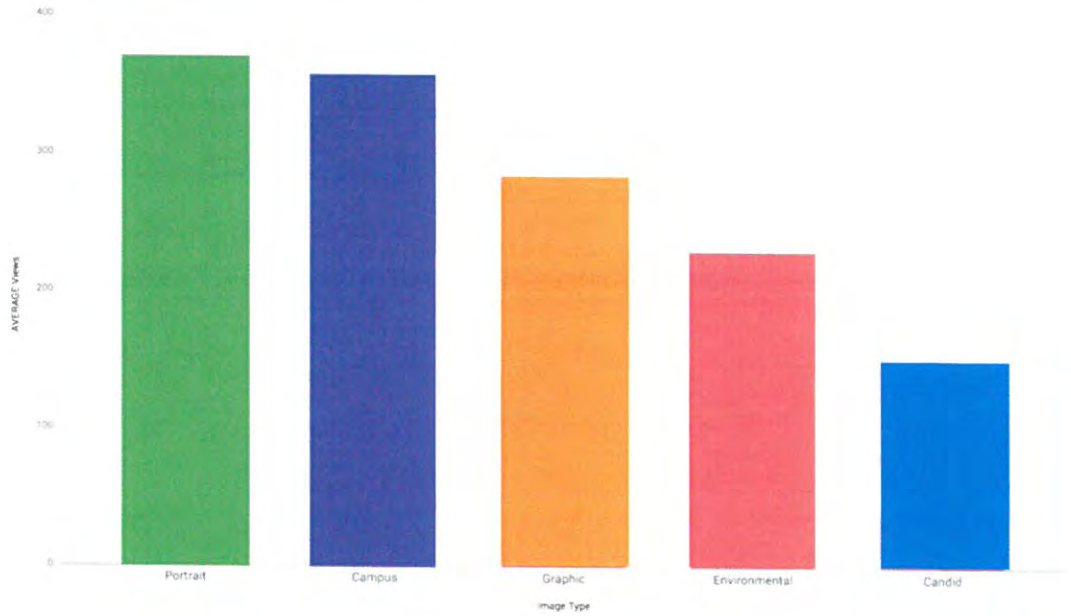
Content Production Themes Average Viewership: AUG17-MAY18

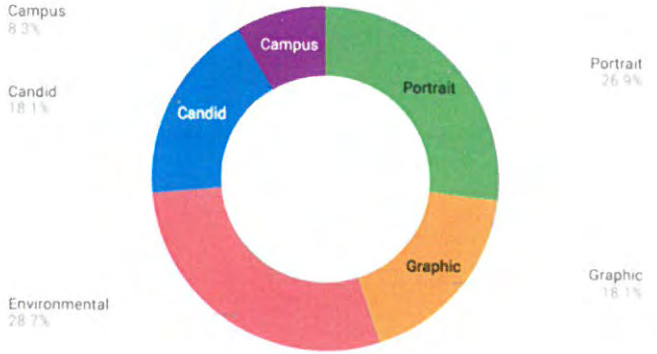


NJIT New Jersey Institute of Technology

Web Audience Interest by Content Theme

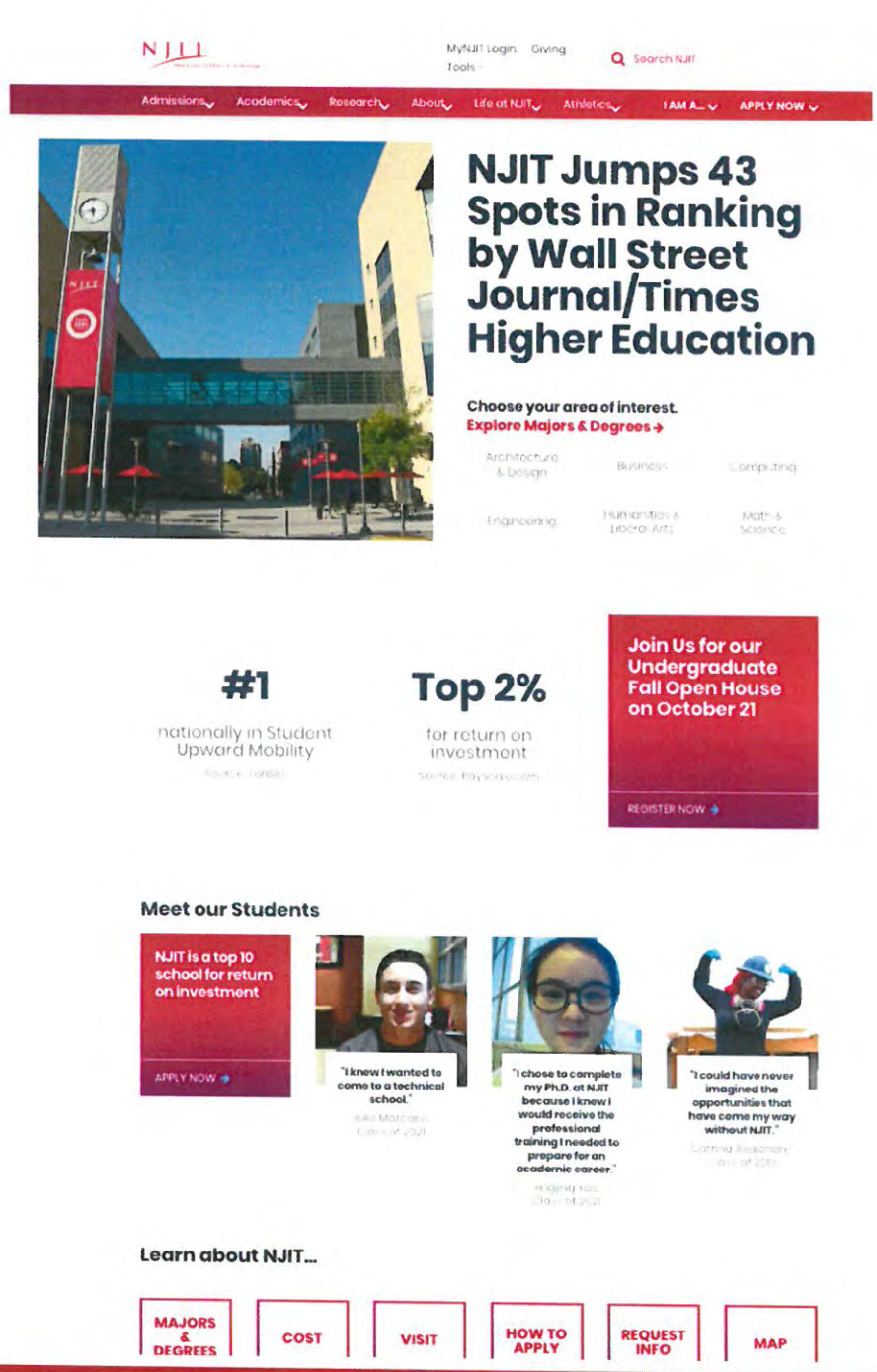
Lead Visual Breakdown - Average Views

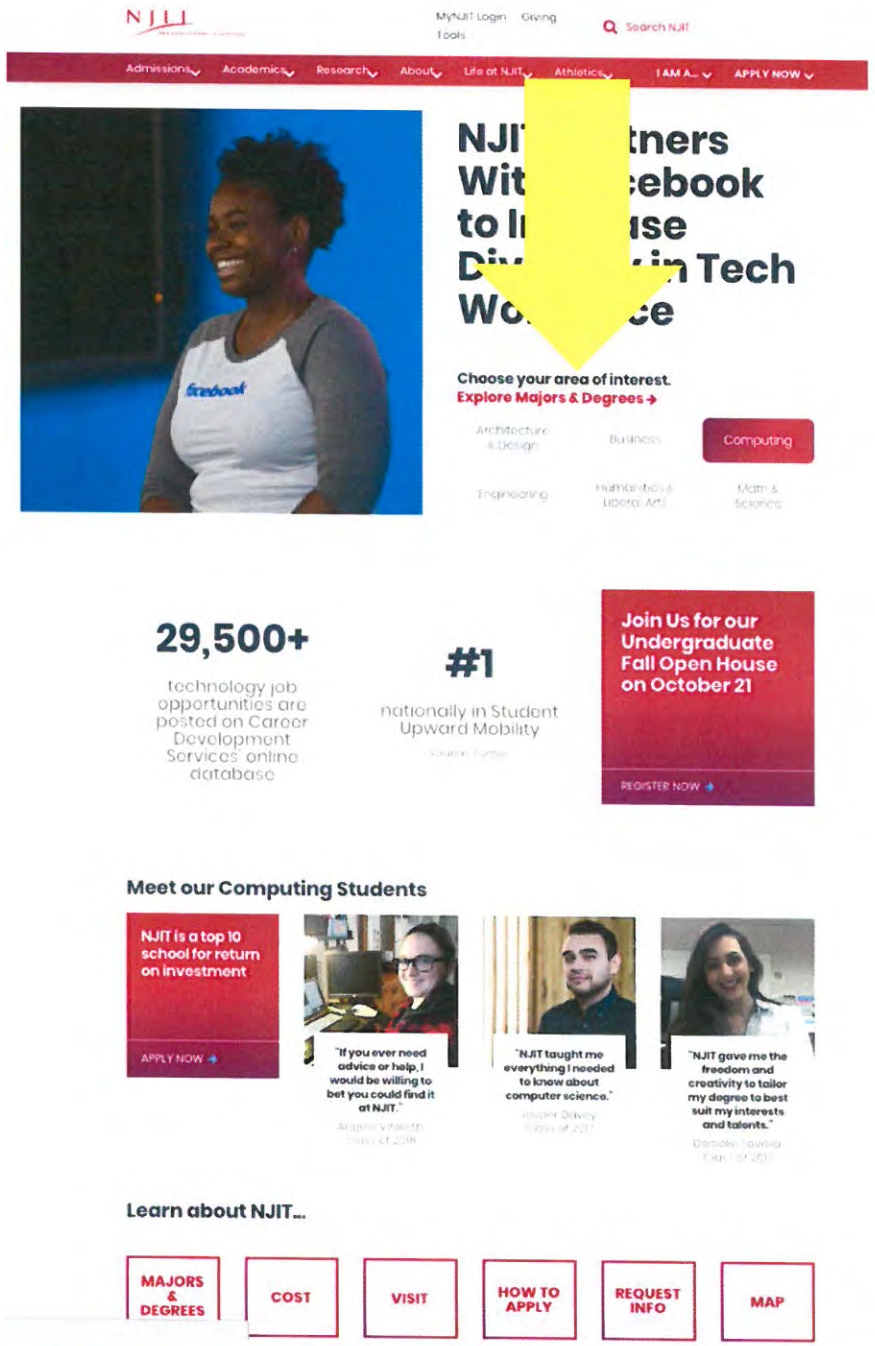




NJIT New Jersey Institute of Technology

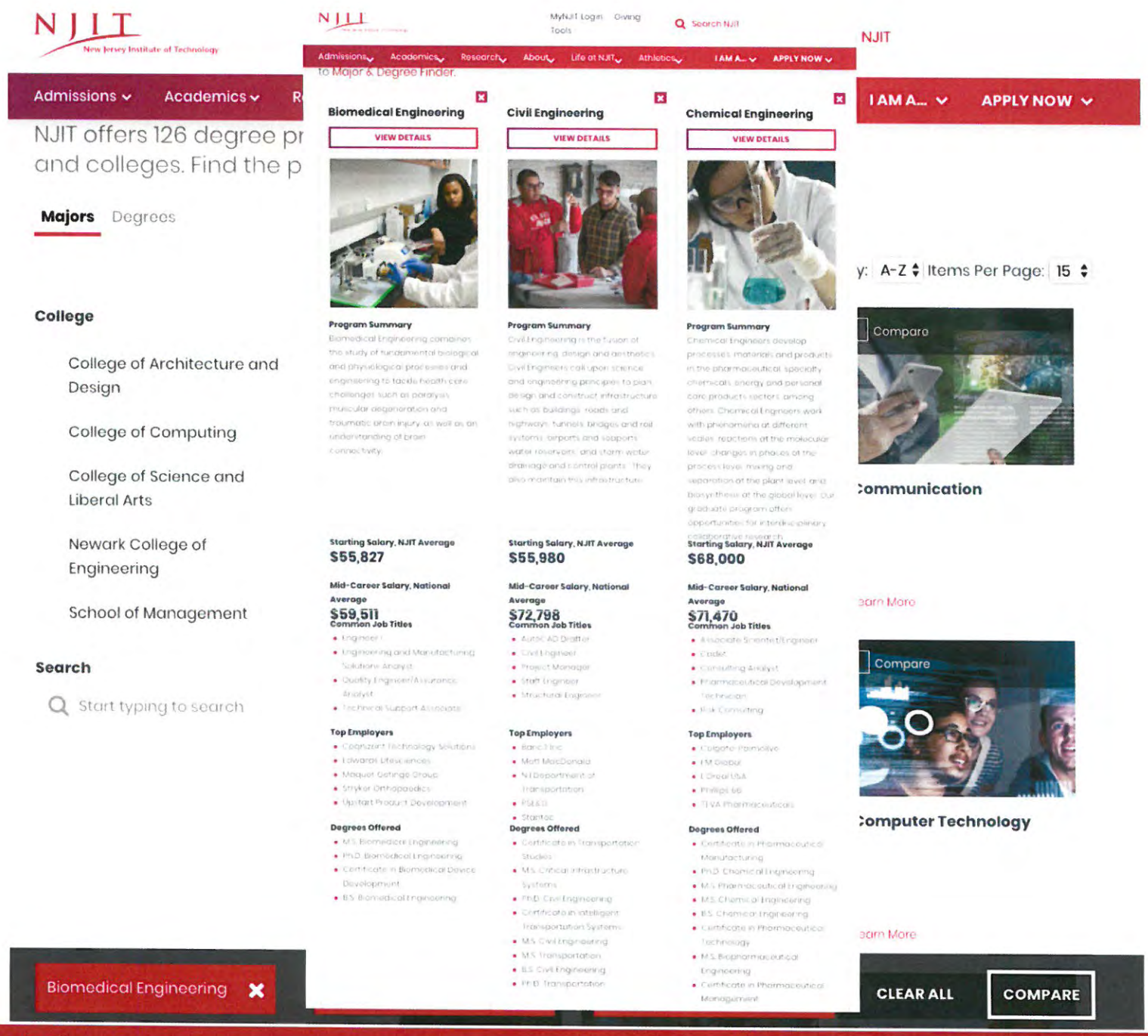
Web Lead Visual Performance





NJIT New Jersey Institute of Technology

Now A Smart Site



NJIT New Jersey Institute of Technology

User Tool, Data Source, Marketing Opportunity

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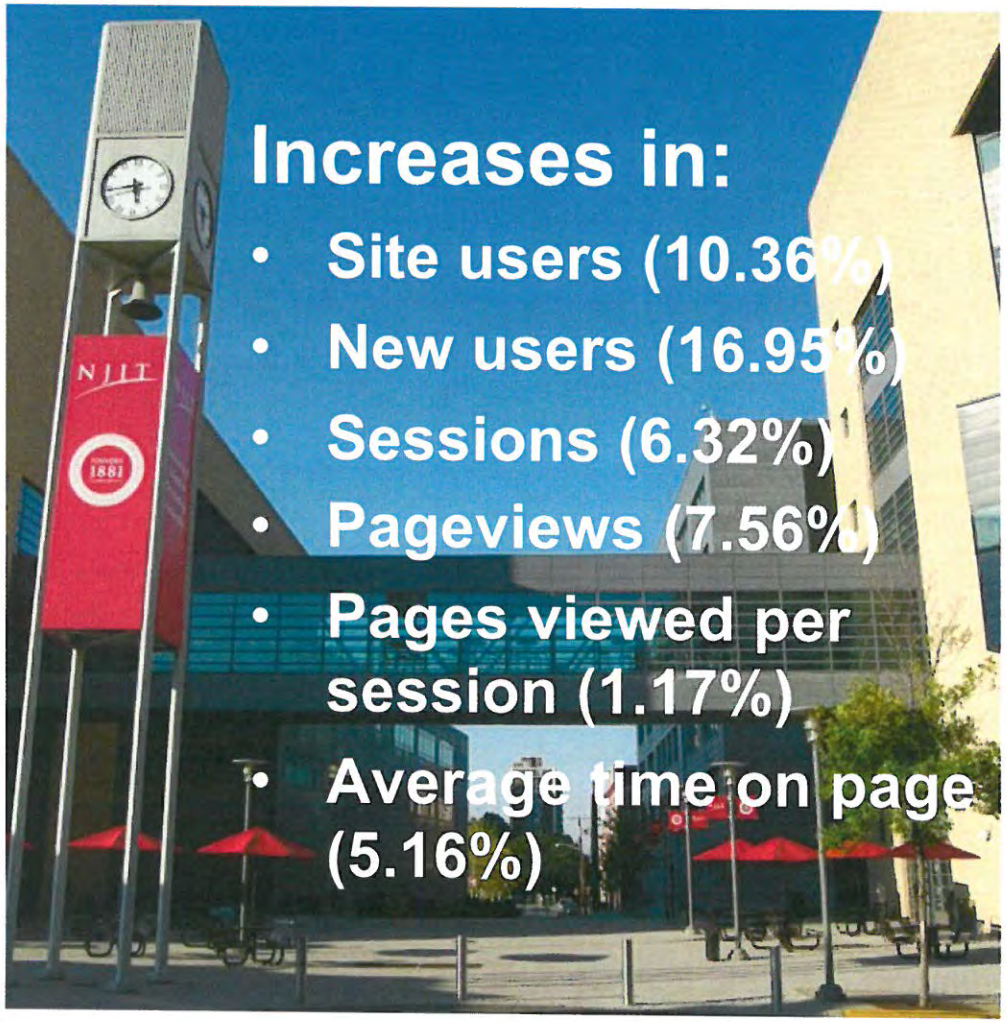
MyNJIT Login Giving Tools Search NJIT

Admissions Academics Research About Life at NJIT Athletics I AM A... APPLY NOW



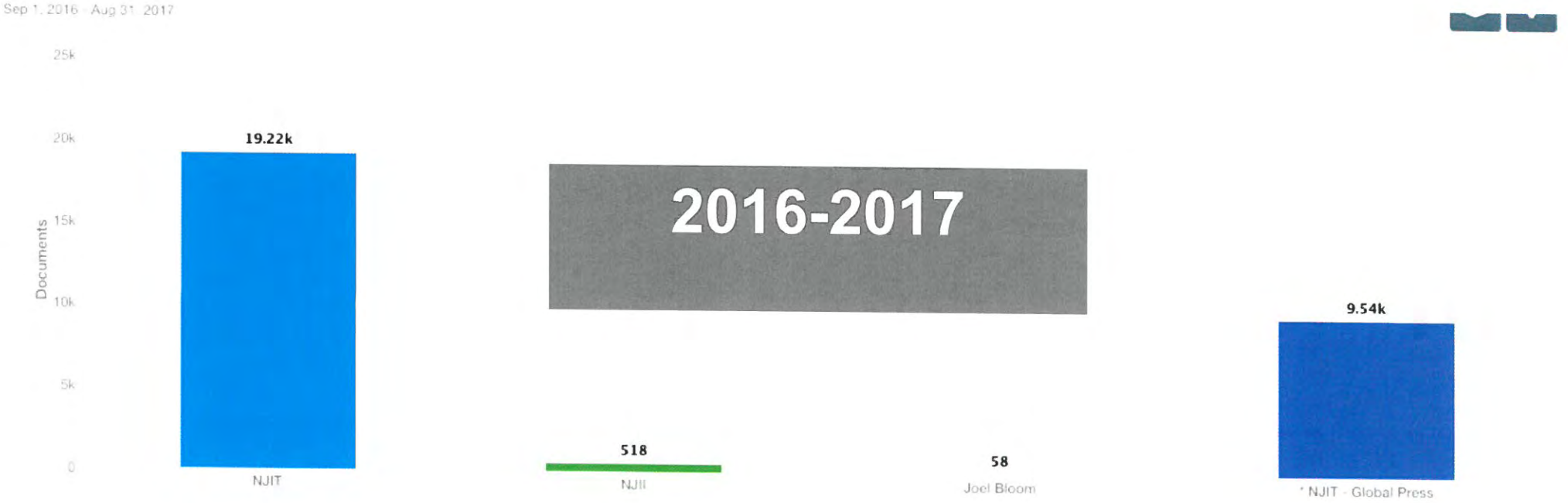
NJIT Jumps 43 Spots in Ranking by Wall Street Journal/Times Higher Education

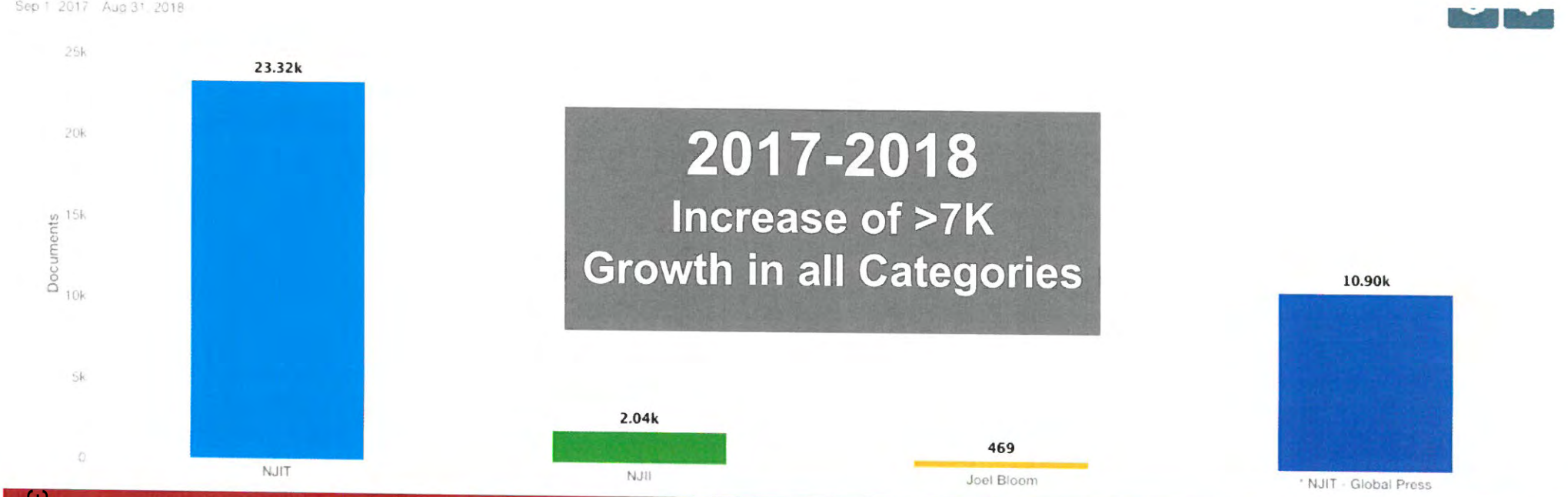
Choose your area of interest.
Explore Majors & Degrees →

Architecture & Design	Business	Computing
Engineering	Humanities & Liberal Arts	Math & Science

NJIT New Jersey Institute of Technology

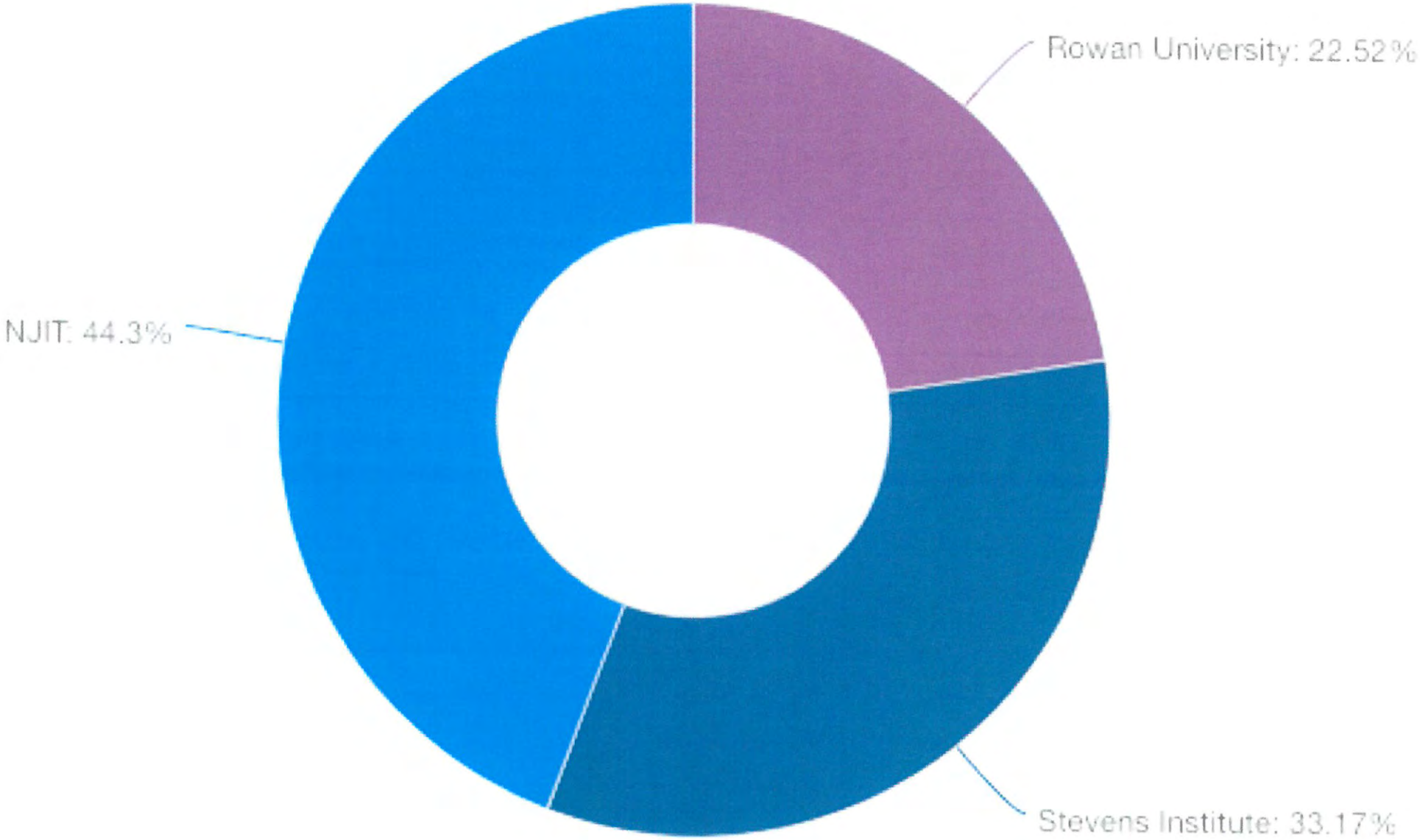
NJIT.edu Results





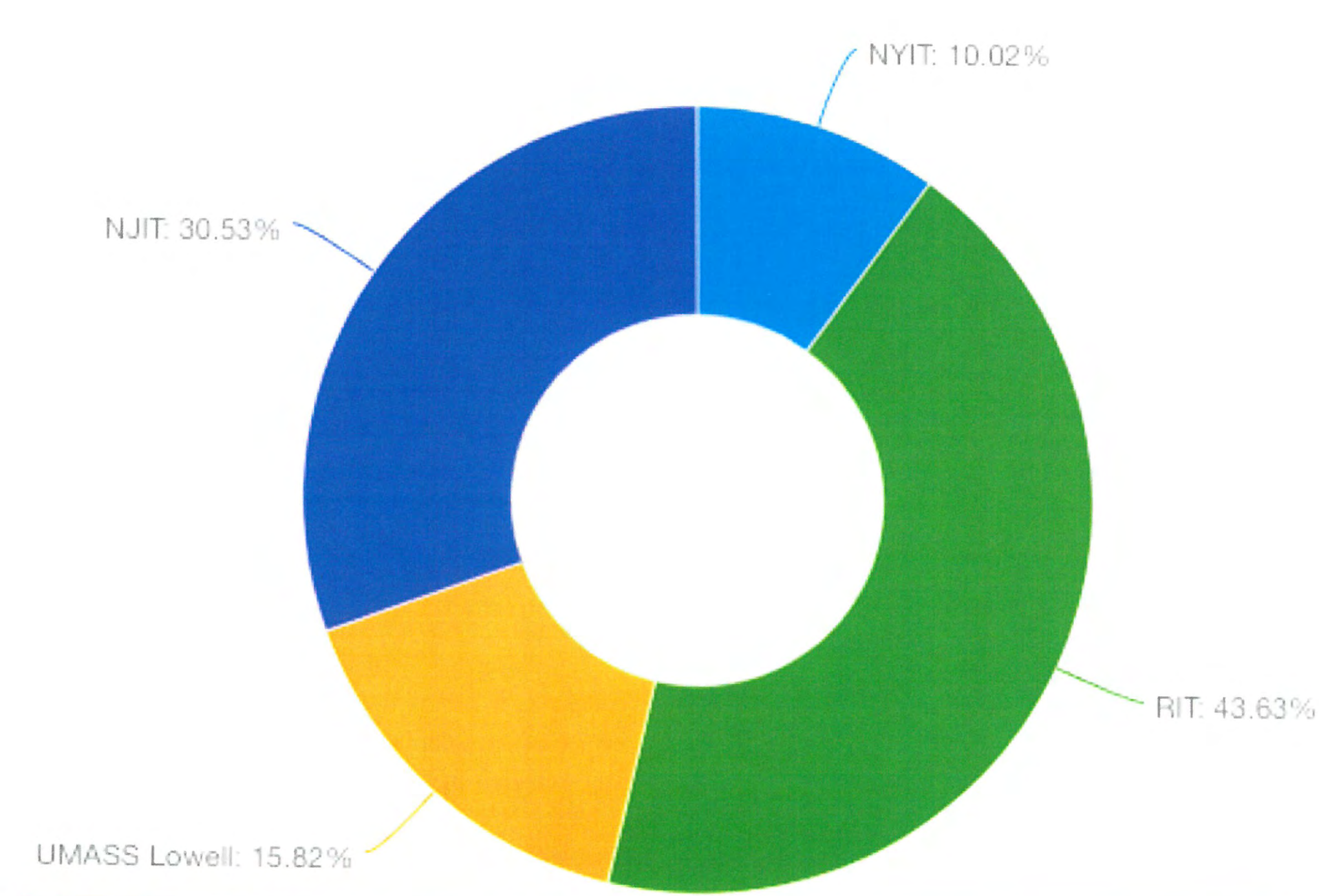
NJIT New Jersey Institute of Technology

Annual Media Coverage Totals



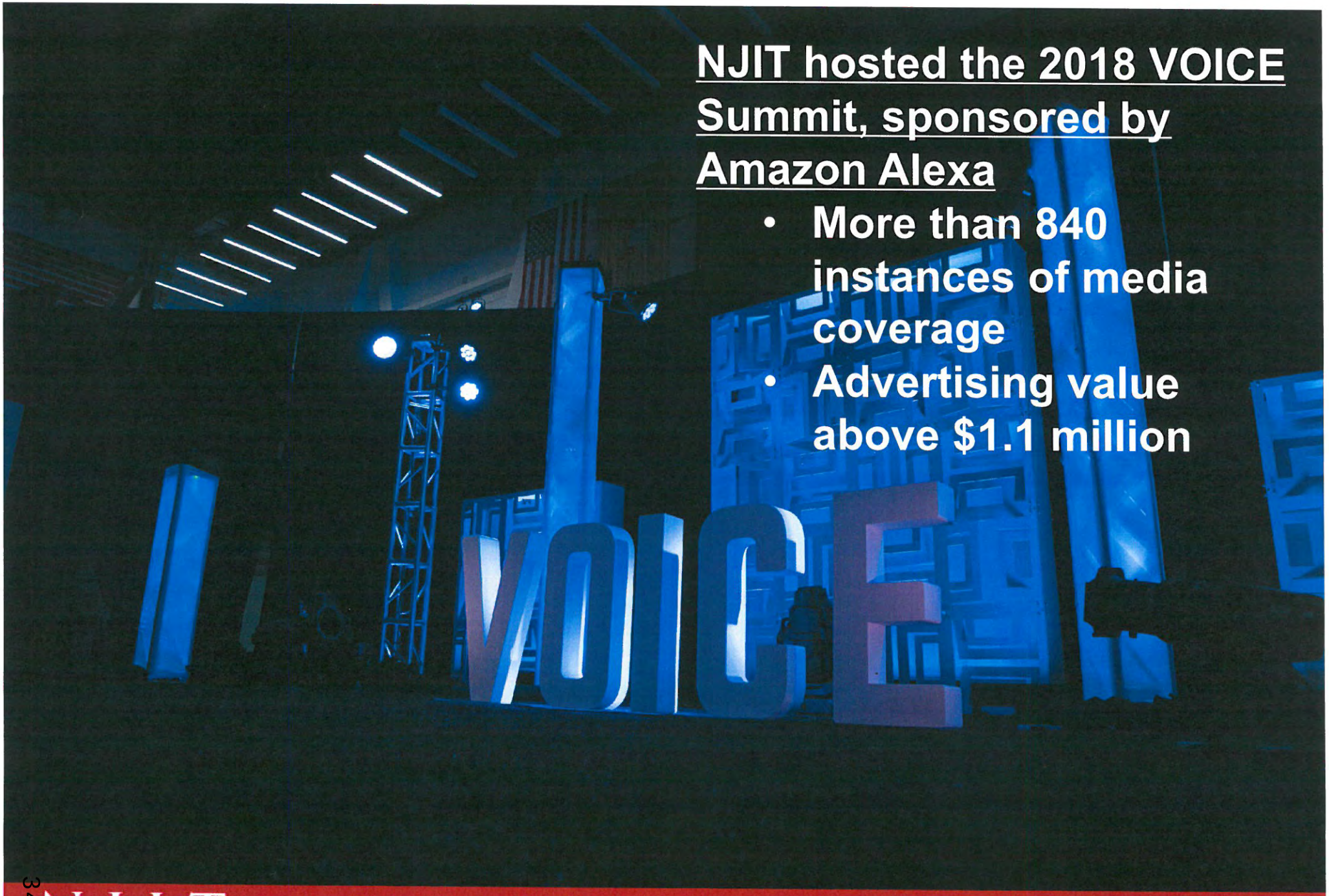
NJIT New Jersey Institute of Technology

Annual Media Coverage vs Peers



NJIT New Jersey Institute of Technology

Annual Media Coverage vs Peers



NJIT hosted the 2018 VOICE Summit, sponsored by Amazon Alexa

- More than 840 instances of media coverage
- Advertising value above $1.1 million

NJIT New Jersey Institute of Technology

VOICE Amplifies

2017-2018

- Multi-channel higher ed reputation campaign
  - Chronicle, University Business, InsideHigherEd.com
- Social advertising
- Search advertising
- Geofencing
- Research newsletter
- Achieved more than 90 million audience exposures

SONY
Paper, perfected
Revolutionize the way you read, annotate and take notes.
Digital Paper
Learn More

- **Print ad costs $8,500**
- **51,000 subscribers**

LATEST NEWS

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College of the Ozarks Drops Nike for Using Colin Kaepernick in Ad Campaign

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LEADERSHIP & GOVERNANCE
After Close Vote, Florida International U. Won't Remove Ex-President's Name From Campus

THE CHRONICLE REVIEW

Fascism and the University

PREMIUM

By Jason Stanley

Higher education has historically been a bulwark against authoritarianism. Or its pawn. What'll it be this time?

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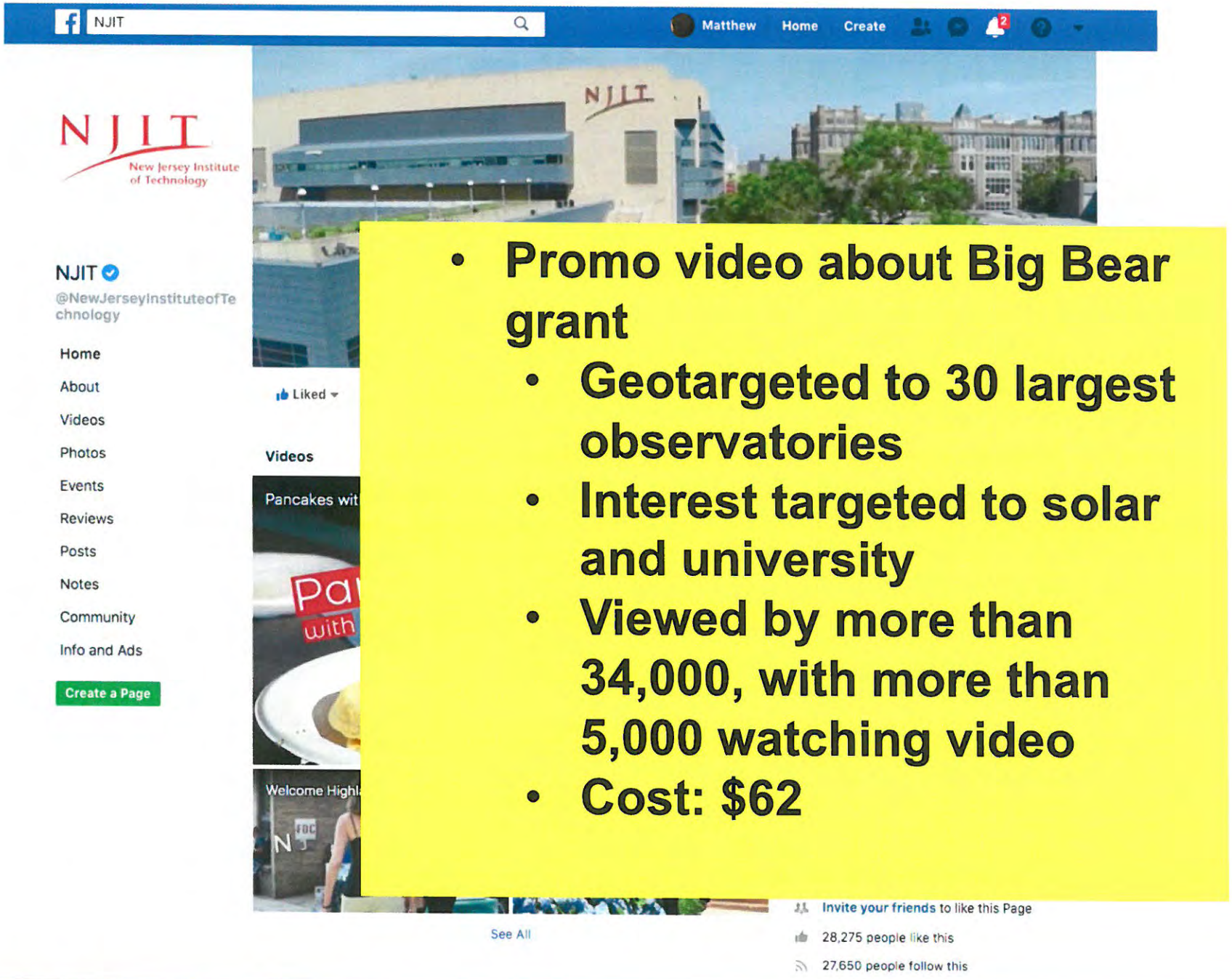
NJIT New Jersey Institute of Technology

Case Study: Traditional vs. Social



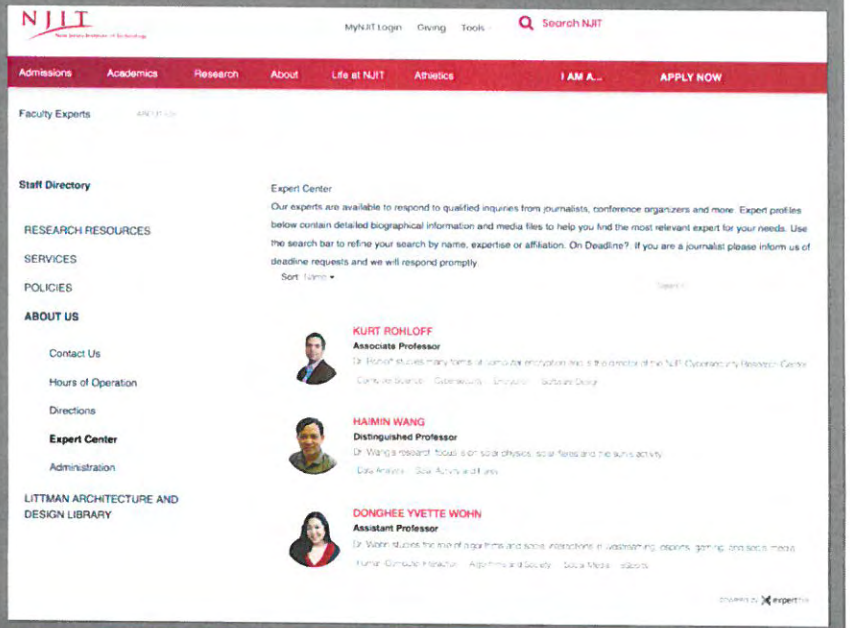
- Promo video about Big Bear grant
  - Geotargeted to 30 largest observatories
  - Interest targeted to solar and university
  - Viewed by more than 34,000, with more than 5,000 watching video
  - Cost: $62

NJIT New Jersey Institute of Technology

Case Study: Traditional vs. Social

2018-2019 (New)

1. Increase search advertising
2. Increase social advertising
3. Geofence academic conferences
4. Comcast television
5. Guidance counselor conference
6. Expertfile



NJIT New Jersey Institute of Technology

New Marketing Initiatives

Objective	KPI	Trend	KPI	Trend	KPI	Trend	KPI	Trend
Brand Expansion	Audience Exposures	↑	Audience Engagements	↑	Media Coverage (Total and Share vs. Peers)	↑	Channel Subscriber Growth	↑
Support Student Recruitment	Audience Exposures	↑	Audience Engagements	↑	Web Traffic to Admissions and Degree Pages	↑		
Support Revenue Program	Audience Exposures	↑	Audience Engagements	↑	Related Media Coverage	↑	Web Traffic to Program Pages	N/A
Events	Audience Exposures	↑	Rental Revenue	↑	Related Media Coverage	↑		

NJIT New Jersey Institute of Technology

Objectives and Key Performance Indicators

5D. FY2018 FINAL FUNDRAISING RESULTS AND FY2019 PROGRESS TO DATE

NEW JERSEY INSTITUTE OF TECHNOLOGY

MEMORANDUM

DATE: 24 July 2018

TO: Members of the Development & Alumni Relations Committee
President Bloom and Senior Leadership Team

cc: Development & Alumni Relations staff

FROM: Kenneth Alexo, Jr.
Vice President for Development & Alumni Relations
President of the Foundation at NJIT

RE: FY2018 Analysis and FY2019 Goals

Attached, please find the final fundraising report for FY2018. This memo provides a brief examination of our performance during the past year, as well as some commentary and statistics that put this performance in context. Also included are our top-level goals for FY2019.

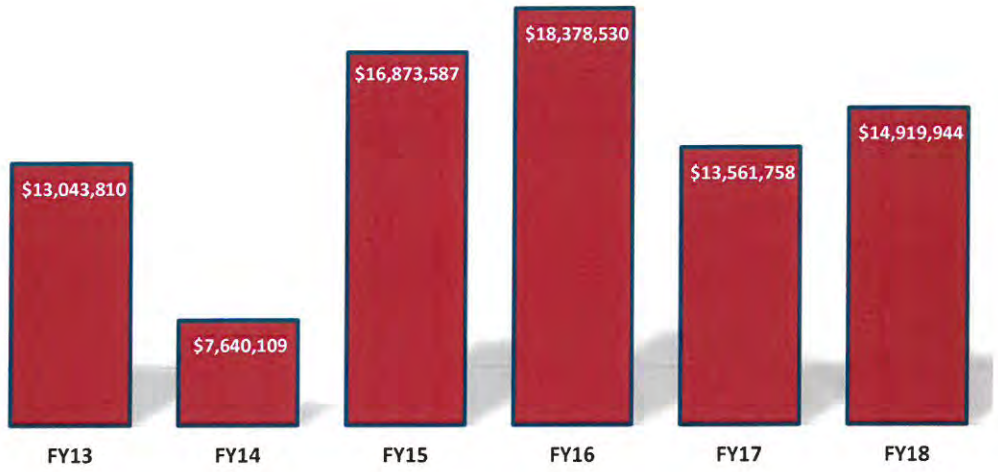
The key goals developed for FY2018 were as follows:

1. Secure $14 million in overall philanthropic commitments (i.e., outright cash gifts, whole pledges, gifts-in-kind, and planned gifts, including documented bequest intentions).
2. Secure $12 million in cash and irrevocable deferred gifts (i.e., outright cash gifts, pledge payments, gifts-in-kind, and irrevocable planned gifts).
3. Secure $1.04 million in unrestricted gift income (i.e., gifts to the annual fund).
4. Increase the overall alumni participation rate to 8.2%.
5. Increase the undergraduate alumni participation rate to 10.4%.
6. Develop a system to measure alumni engagement and begin conducting market research targeting under-engaged alumni to evaluate programming and interests.

1. Overall philanthropic commitments. As Figure 1 below indicates, we secured $14.9 million in outright cash gifts, whole pledges, gifts-in-kind, and revocable and irrevocable planned gifts during FY2018 – nearly $1 million more than our goal of $14 million and an increase of roughly $1.4 million over FY2017. The total amount secured is also $1 million higher than the average annual amount secured during the previous five years ($13,899,559).

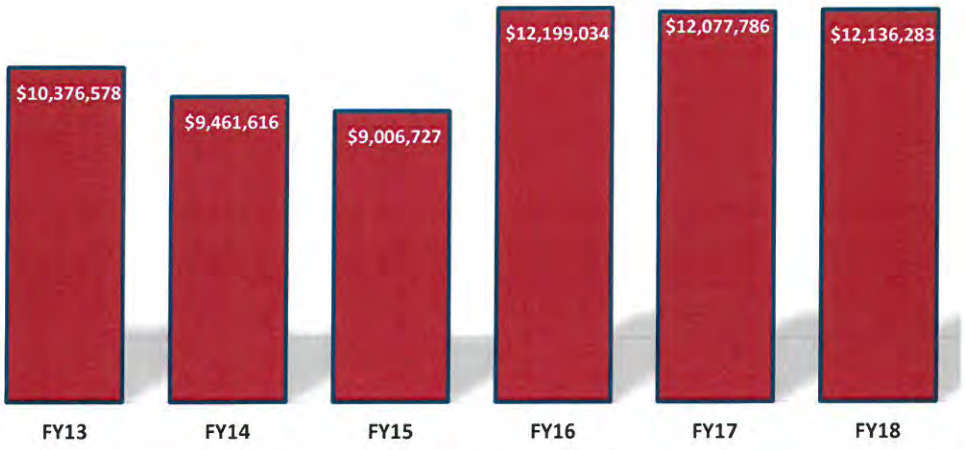
Owing to the nearly $15 million received during FY2018, we surpassed the revised $200 million goal for the NJIT NEXT campaign, which finished with $201,019,052 in gifts, pledges, and grants (the last were counted as part of the campaign through the end of FY2015). This final campaign tally was given by 23,725 unique donors. We are currently in the process of devising a plan for announcing and celebrating our NJIT NEXT success, and have initiated planning for NJIT's next comprehensive fundraising campaign.

Figure 1. Overall Philanthropic Commitments to NJIT NEXT: FY2013-2018



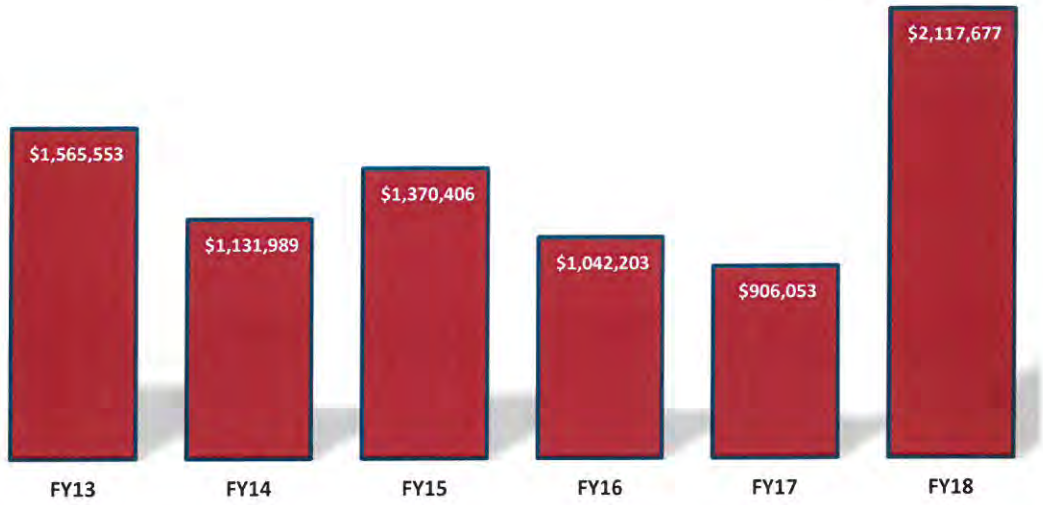
2. Cash and irrevocable deferred gifts. We were likewise successful in surpassing our FY2018 goal of securing $12 million in outright cash gifts, irrevocable planned gifts, and pledge payments. We finished the year with $12,136,283, a modest increase of roughly $60,000 over the previous year but nearly $1.5 million higher than the prior five-year average. Figure 2 shows NJIT's cash and deferred performance since FY2013.

Figure 2. Cash, GIK, and Irrevocable Deferred Gifts: FY2013-2018



3. Annual fund (unrestricted) giving. The goal for unrestricted and directly budget-relieving giving for FY2018 was $1.04 million. Thanks, in part, to a seven-figure unrestricted bequest, we surpassed this target by $1.1 million. The $2.1 million raised is the most that NJIT has received in the form of unrestricted gifts in at least the last six years, and is approximately $800,000 higher than the prior five-year average. Figure 3 depicts the university's annual fund performance between FY2013 and FY2018.

Figure 3. Annual Fund (Unrestricted) Cash, FY2013-2018



4-5. Alumni participation rates. The only disappointing result from FY2018 was in the area of alumni participation rates. In FY2017, the university achieved an overall giving rate of 7.2% and an undergraduate alumni-only rate of 9.39%. Based on last year as well as the previous four, our FY2018 goal was to increase the overall alumni giving rate to 8.2% and the undergrad-only rate to 10.4%.

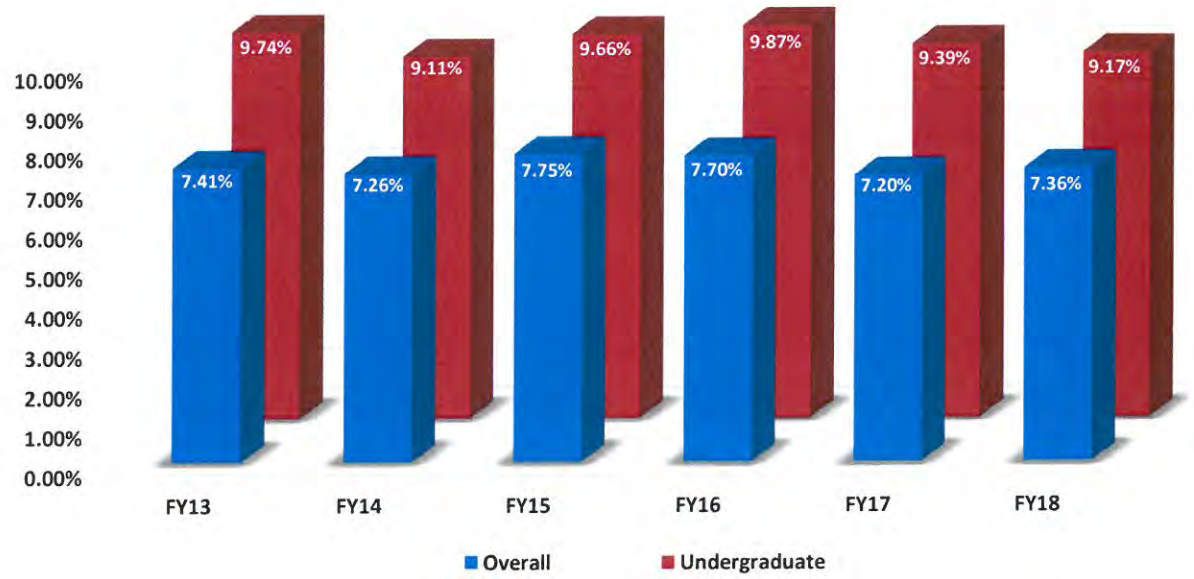
Unfortunately – and largely on account of a denominator that was nearly 2,000 alumni larger this year compared to last – we did not hit either of these targets. The overall alumni giving rate grew slightly, finishing at 7.36%, while the undergrad alumni-only giving rate dropped to 9.17%. The silver lining, however, is that we increased the number of unique alumni donors who made a gift in FY2018: 174 more alumni made a gift this year compared to last year. Figure 4 below details NJIT's overall and undergrad-only alumni giving rates since FY2013.

Given the importance of undergraduate alumni participation as a key metric used by publications such as *U.S. News & World Report* to gauge the strength and reputation of a school, it is regrettable that we fell short of this particular goal for FY2018. It is equally important to bear in mind, however, that the 9.17% undergrad-only giving rate we achieved is still higher – and, in some cases, much higher – than the average alumni participation rates of our peer schools. According to the Council for Aid to Education's VSE data, this group – which includes Case Western, Louisiana Tech, UMass-Lowell, and Missouri University of Science and Technology – boasted an average participation rate of just 8.1% in FY2017 (the most recent data available).

That said, with the addition of a new staff member to the Annual Giving team, continued collaboration between Annual Giving and Alumni Relations, as well as the fuller adoption of strategies and tactics that include more segmented appeals, increased use of social media and other digital tools, an expanded focus on milestone reunion year giving, and greater engagement of alumni who graduated during the last decade, we fully anticipate that NJIT's overall and undergrad-only alumni giving rates will grow this coming year and in subsequent years. We further project that, despite moving the needle only marginally in FY2018, we remain on target to

hit the *2020 Vision* strategic plan goal of achieving an 11% undergrad-only alumni participation rate.

Figure 4. Alumni Participation Rates: FY2013-2018



6. Alumni engagement metrics. The fifth and final top-line goal for the Development & Alumni Relations office was to develop a system for measuring alumni engagement and using that system to create programming that targets those who are presently under-engaged. I am pleased to report that, by November 30, 2017, we had designed and begun to pilot an alumni engagement scoring system, based on best practices in the field. This system uses event attendance, giving history, volunteerism, and communications to create a numerical engagement score, with 4 as the base score for all alumni.

Figure 5. Alumni Engagement Scores – as of February 1, 2018

SCORE:	0	1	2	3	4	5	6	7	8	9	10	TOTAL
No. of Alumni	1,309	3,656	34,560	18,343	6,610	1,532	875	416	139	65	45	67,550
	57,868				6,610	2,823			249			
	Not Engaged				Sustainers	Promoters			Champions			

As Figure 5 above shows, our initial results from using this engagement scoring system revealed that 14.3% of our alumni (those scoring 4+) are at least modestly engaged with their alma mater – a number that we aim to increase to 25% over the course of the next five years. This metric will also guide our development of new programs or investment in existing ones, and has already led to the adoption of a new, multifaceted online alumni community ("Highlander Nation" on the PeopleGrove platform), which will be formally rolled out in September 2018, as well as the planning of a new program targeting current students and young alumni.

It is also worth adding here that the portion of alumni scoring at least a 4 ("Sustainers") had increased to 15.4% by the conclusion of FY2018.

Our goals for FY2019 have been established with a view both to building upon our various successes during the past year and to further bolstering the university's alumni engagement and fundraising efforts. These goals are as follows:

1. Secure $16 million in overall philanthropic commitments (i.e., outright cash gifts, whole pledges, gifts-in-kind, planned gifts, including documented bequest intentions) – with a continued focus on securing major support for the Wellness and Events Center and for endowed scholarships, fellowships, and professorships.
2. Secure $13.5 million in cash and irrevocable deferred gifts (i.e., outright cash gifts, pledge payments, gifts-in-kind, and irrevocable planned gifts).
3. Secure $1.25 million in unrestricted gift income (i.e., gifts to the annual fund).
4. Increase the overall alumni participation rate to 8.2% (stretch goal: 8.6%).
5. Increase the undergraduate alumni participation rate to 10.3% (stretch goal: 10.6%).
6. Increase the percentage of alumni with an engagement score of 4 or higher from 14.3% to 17%.

Please do not hesitate to contact me with any questions, comments, or concerns regarding any of the above (973-596-8293, kenneth.alexo@njit.edu).

Thank you for your kind attention to this memorandum and the enclosed report – as well as for the critically important role you played in the success of the NJIT NEXT campaign, and for all that you continue to do for the university.

NJIT
New Jersey Institute of Technology

Office of Development & Alumni Relations

Final FY2018 Fundraising Report

1 July 2018

	FY18 as of 6/30/18	FY18 GOAL	% to GOAL	FY17 as of 6/30/17	FY17 FINAL	FY18 v FY17 Increase / (Decrease)
1. Overall Philanthropic Commitments	$14,919,944	$14,000,000	107%	$13,561,758	$13,561,758	$1,358,186
NJIT NEXT Campaign Progress	*$201,019,052*	*$200,000,000*	*101%*	*$186,099,108*	*$186,099,108*	$14,919,944
2. Cash and Deferred	$12,136,283	$12,000,000	101%	$12,077,786	$12,077,786	$58,497
3. Annual Fund	$2,117,677	$1,040,000	204%	$906,053	$906,053	$1,211,624
4a. Alumni Participation	7.36%	8.20%	90%	7.20%	7.20%	0.16%
# of Alumni Donors	*3,989*	*4,443*	*90%*	*3,815*	*3,815*	*174*
4b. Undergraduate Alumni Participation	9.17%	10.40%	88%	9.39%	9.39%	-0.22%
# of Undergraduate Alumni Donors	*3,185*	*3,612*	*88%*	*3,082*	*3,082*	*103*

NJIT New Jersey Institute of Technology

Office of Development & Alumni Relations

FY2019 Fundraising Progress Report
August 1, 2018

	7/31/2018	FY19 GOAL	% to GOAL	7/31/2017	FY18 FINAL	FY19 v FY18 Increase/Decrease
1. Overall Philanthropic Commitments	$489,610	$16,000,000	3%	$510,966	$14,919,944	($21,357)
2. Cash and Deferred	$1,311,095	$13,500,000	10%	$556,561	$12,136,283	$754,534
3. Annual Fund	$16,149	$1,250,000	1%	$21,191	$2,117,677	($5,042)
4a. Alumni Participation	0.40%	8.20%	5%	0.37%	7.36%	0.038%
# of Alumni Donors	228	4,443	5%	198	3,989	30
4b. Undergraduate Alumni Participation	0.51%	10.30%	5%	0.47%	9.17%	0.047%
# of Undergraduate Alumni Donors	188	3,577	5%	162	3,185	26

FY2019 Fundraising Progress Report

August 1, 2018

Giving by Purpose		
Purpose	**Overall Philanthropic Commitments**	**Cash and Deferred**
Unrestricted	$7,062.65	$16,148.68
Current Restricted	$460,680.00	$1,239,408.31
Endowment	$20,867.02	$38,487.02
Capital	$1,000.00	$17,051.14
Total	**$482,547.02**	**$1,294,946.47**

Giving by College Area		
College Area	**Overall Philanthropic Commitments**	**Cash and Deferred**
General University	$434,447.65	$1,195,176.53
Athletics	$34,875.00	$33,537.02
CoAD	$9,000.00	$22,500.00
CSLA	$25.00	$1,915.00
HON	$1,700.00	$2,502.08
MTSOM	$0.00	$510.00
NCE	$5,562.02	$26,354.52
YWCC	$4,000.00	$28,600.00
Total	**$489,609.67**	**$1,311,095.15**

Giving by Donor Type		
Donor Type	**Overall Philanthropic Commitments**	**Cash and Deferred**
Overseers and Trustees	$600.00	$16,516.98
Alumni	$384,865.25	$1,107,779.29
Corporations	$85,135.99	$107,824.02
Foundations	$6,400.00	$6,900.00
Friends	$8,480.00	$10,225.36
Other	$4,128.43	$61,849.80
Total	**$489,609.67**	**$1,311,095.45**

5E. REPORT OF OPERATING STATEMENT YEAR TO DATE

NJIT New Jersey Institute of Technology

New Jersey Institute of Technology
Statement of Revenue & Expenditures
FY2019
As of August 31, 2018

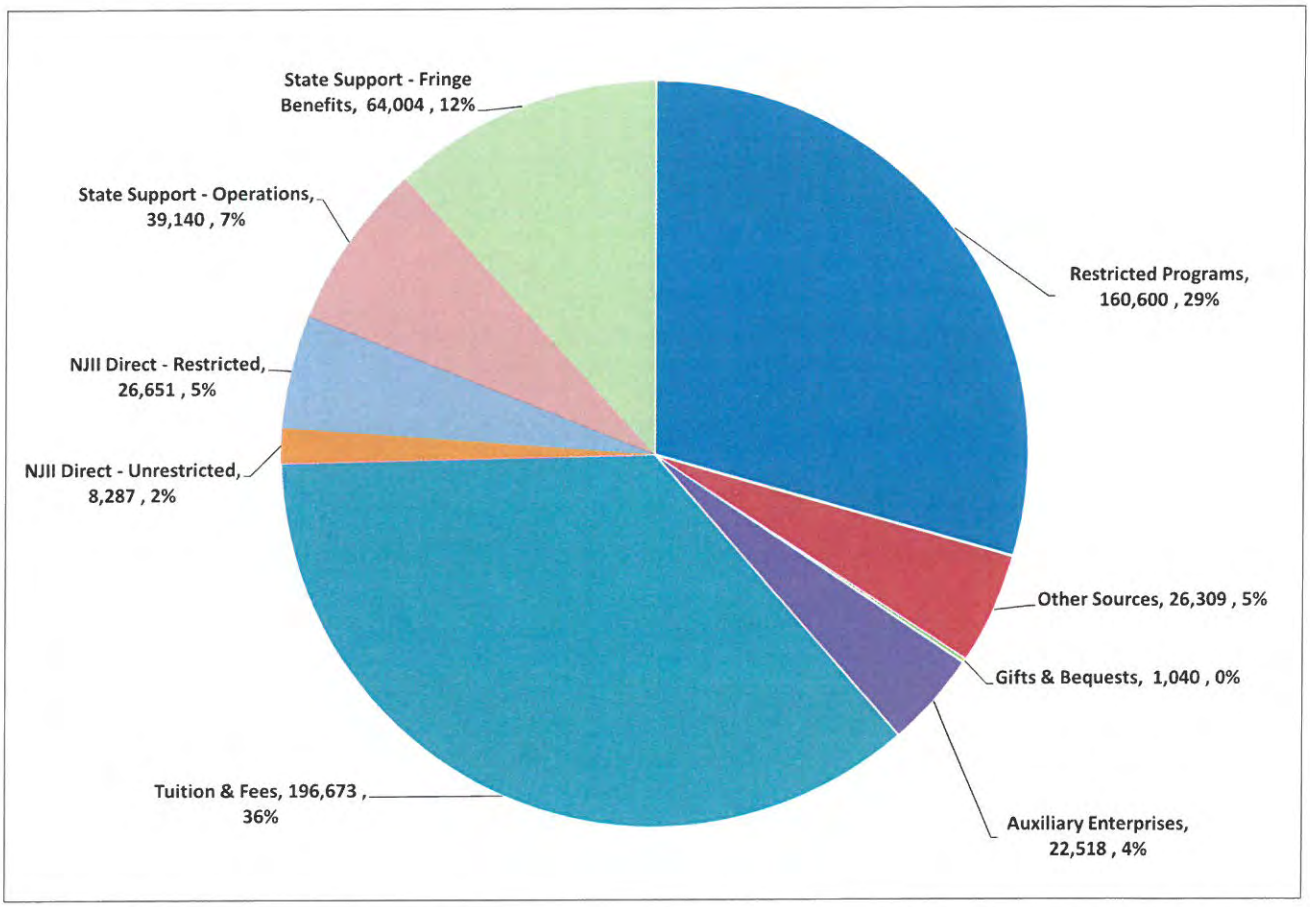
Board of Trustees

NJIT

NEW JERSEY INSTITUTE OF TECHNOLOGY
STATEMENT OF CURRENT FUND REVENUES AND EXPENDITURES
FOR THE TWO MONTHS ENDED AUGUST 31, 2018
(DOLLARS IN THOUSANDS)

FY19 TOTAL BUDGET: $545,222

REVENUE DISTRIBUTION



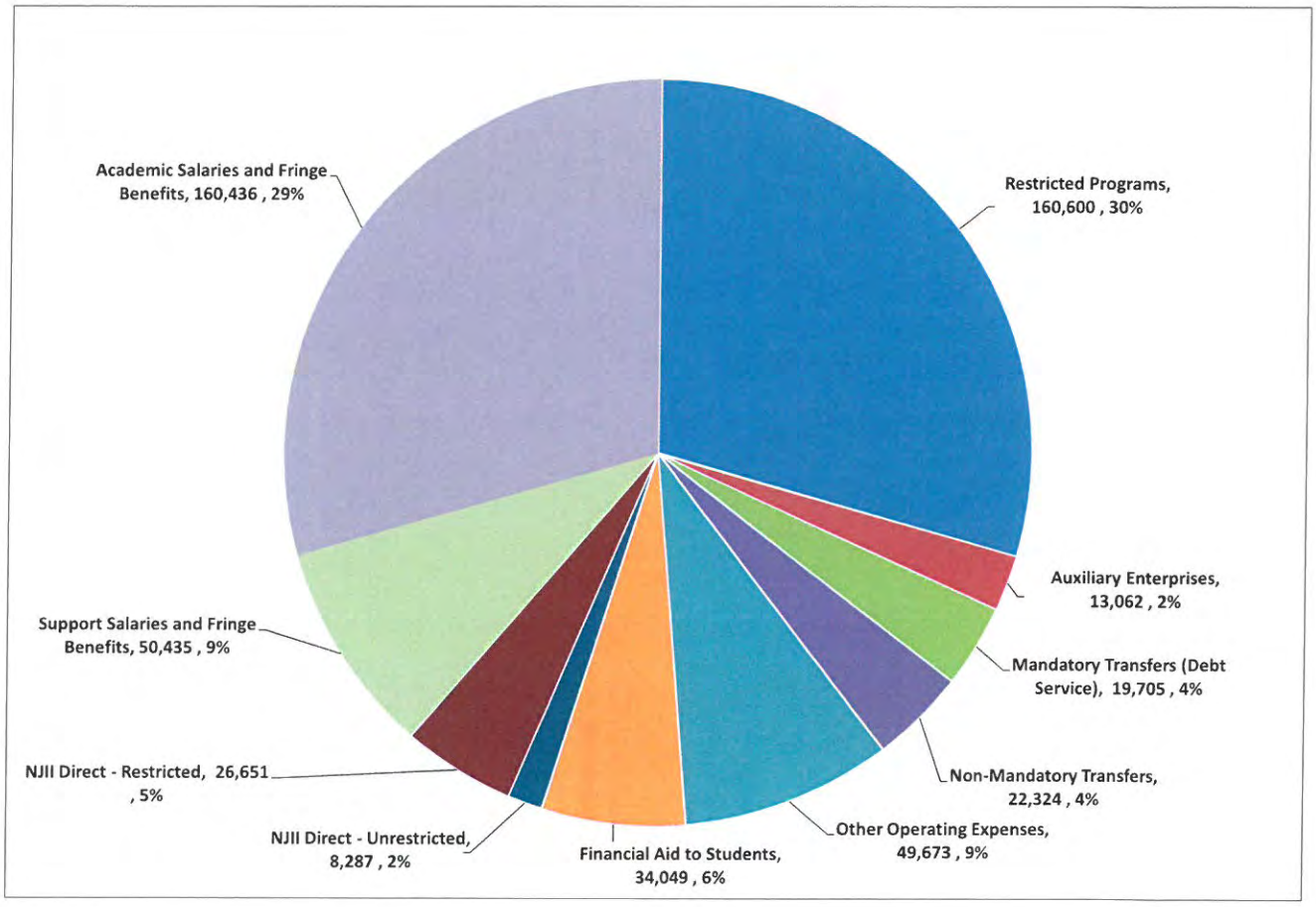
Student Tuition & Fees represent 69.5 % of unrestricted, controllable revenues (excludes State Fringes, Makerspace Appropriation, Restricted Programs, and NJII Direct)

NJIT

NEW JERSEY INSTITUTE OF TECHNOLOGY
STATEMENT OF CURRENT FUND REVENUES AND EXPENDITURES
FOR THE TWO MONTHS ENDED AUGUST 31, 2018
(DOLLARS IN THOUSANDS)

FY19 TOTAL BUDGET: $545,222

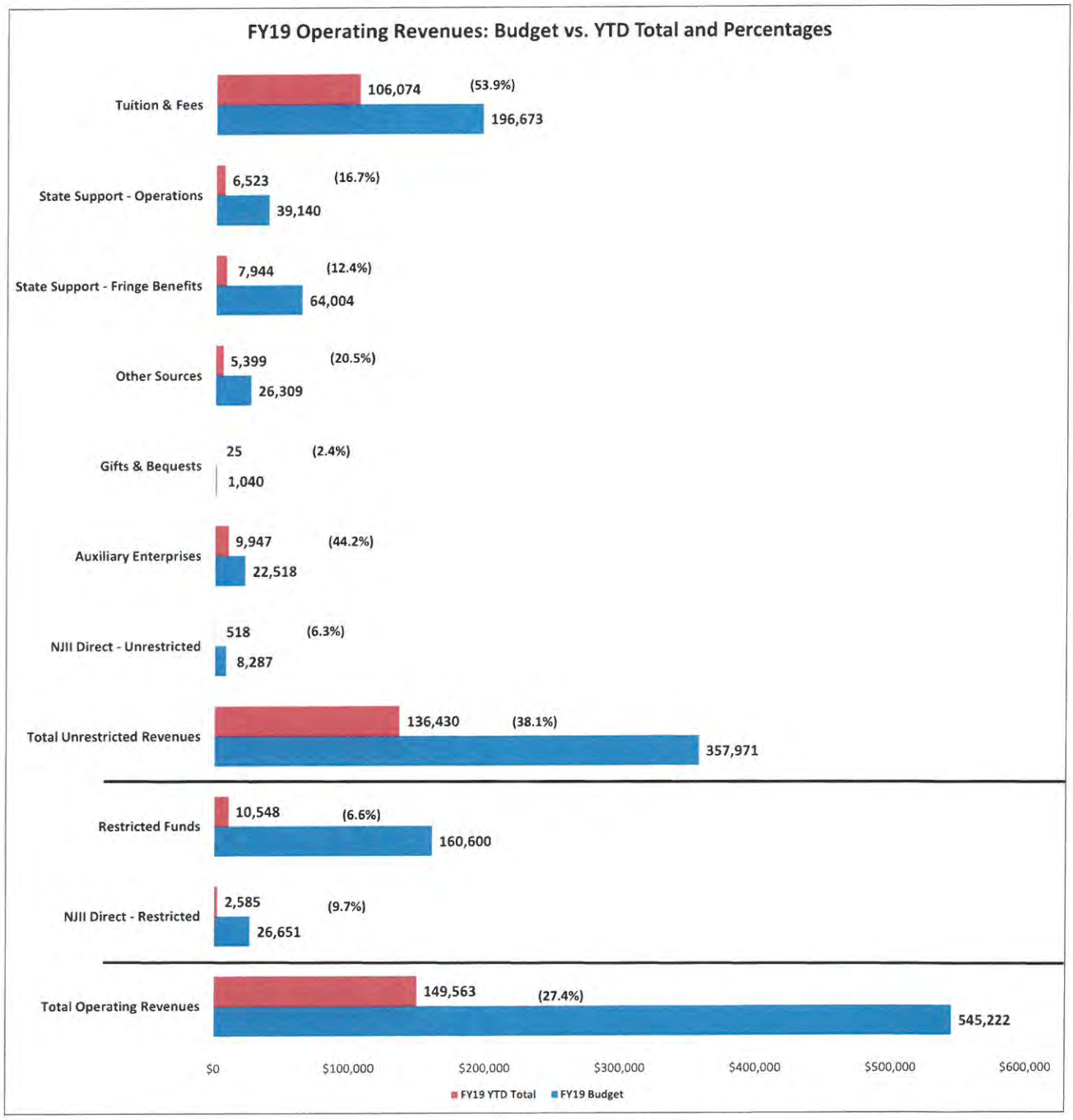
EXPENSE DISTRIBUTION



NJIT

NEW JERSEY INSTITUTE OF TECHNOLOGY
STATEMENT OF CURRENT FUND REVENUES AND EXPENDITURES
FOR THE TWO MONTHS ENDED AUGUST 31, 2018
(DOLLARS IN THOUSANDS)

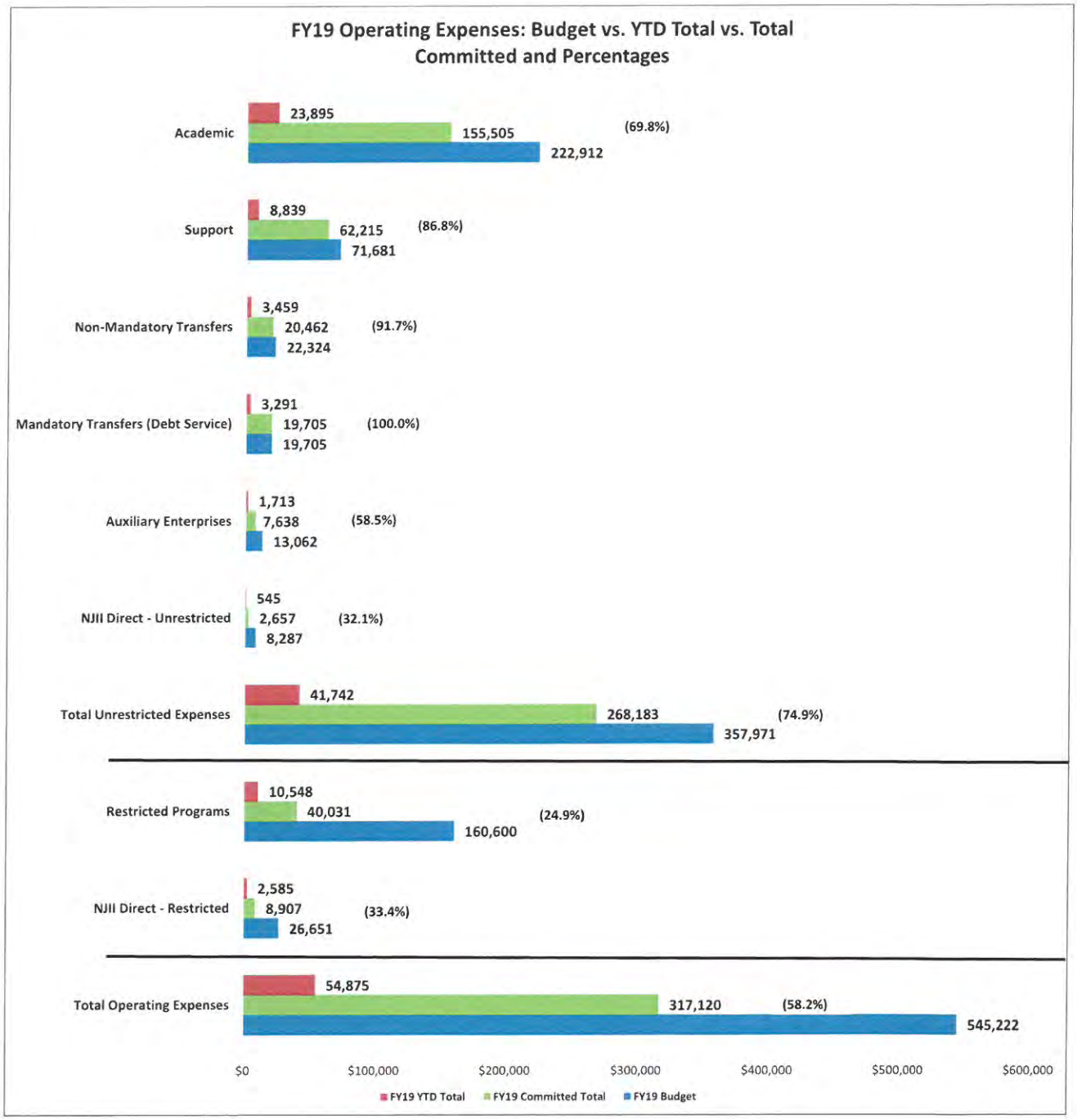
REVENUES



NJIT

NEW JERSEY INSTITUTE OF TECHNOLOGY
STATEMENT OF CURRENT FUND REVENUES AND EXPENDITURES
FOR THE TWO MONTHS ENDED AUGUST 31, 2018
(DOLLARS IN THOUSANDS)

EXPENDITURES BY PROGRAM

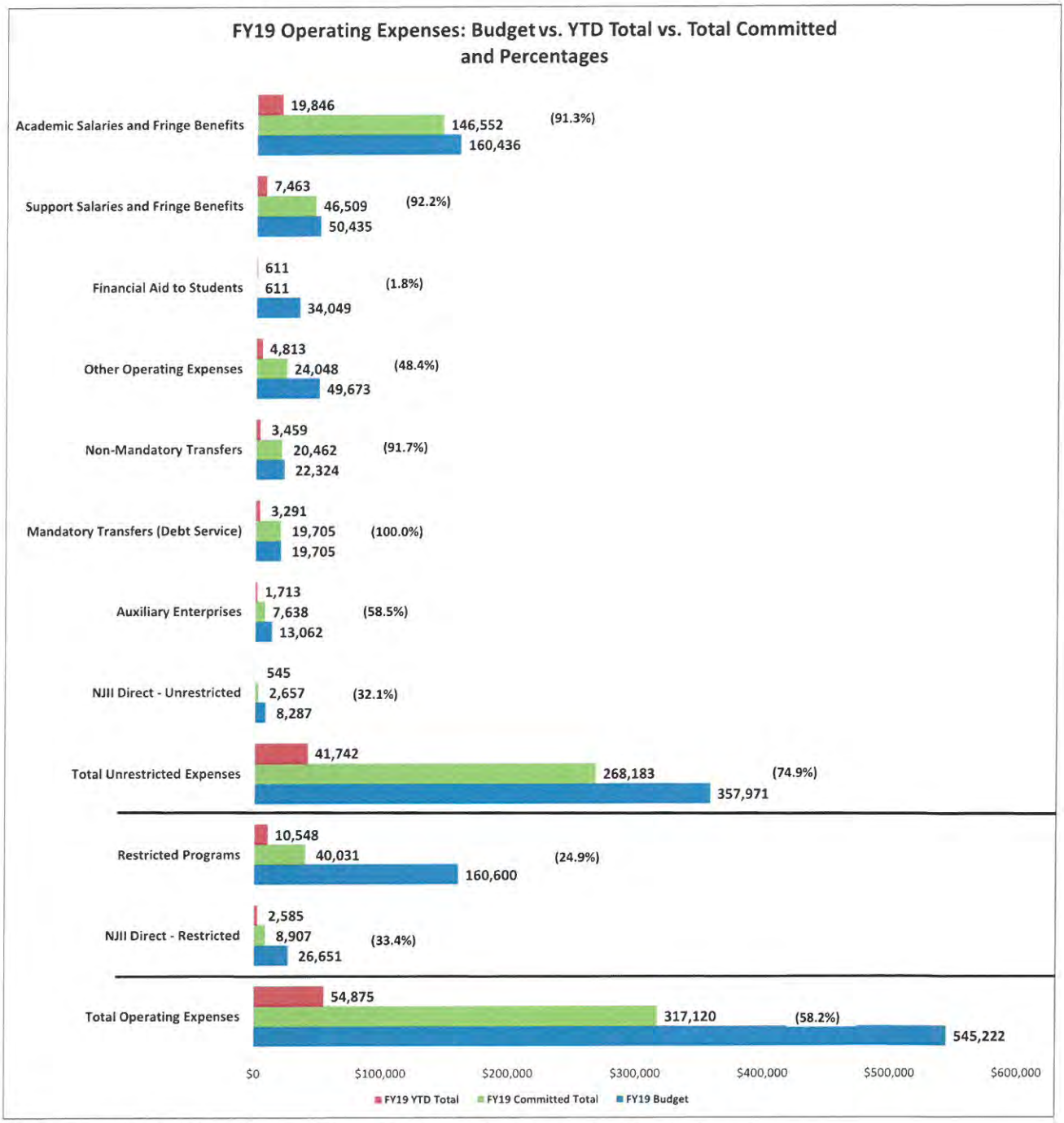


(1) FY19 Committed includes YTD actual expenses, balance of FY19 current salary commitments and open purchase orders.

NJIT

NEW JERSEY INSTITUTE OF TECHNOLOGY
STATEMENT OF CURRENT FUND REVENUES AND EXPENDITURES
FOR THE TWO MONTHS ENDED AUGUST 31, 2018
(DOLLARS IN THOUSANDS)

EXPENDITURES BY CATEGORY



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NJIT

NEW JERSEY INSTITUTE OF TECHNOLOGY
STATEMENT OF CURRENT FUND REVENUES AND EXPENDITURES
FOR THE TWO MONTHS ENDED AUGUST 31, 2018
(DOLLARS IN THOUSANDS)

REVENUES

REVENUES	FY19 Budget	FY19 YTD Total	FY19 % To Budget	FY18 YTD % To Budget
Educational & General				
Tuition & Fees	196,673	106,074	53.9%	53.1%
State Support - Operations	39,140	6,523	16.7%	16.7%
State Support - Fringe Benefits	64,004	7,944	12.4%	8.9%
Other Sources	26,309	5,399	20.5%	86.3%
Gifts & Bequests	1,040	25	2.4%	2.3%
Total Educational & General	**327,166**	**125,964**	**38.5%**	**36.3%**
Auxiliary Enterprises	22,518	9,947	44.2%	44.8%
NJII Direct - Unrestricted	8,287	518	6.3%	94.3%
Total Unrestricted Revenues	**357,971**	**136,430**	**38.1%**	**36.2%**
Restricted Funds	160,600	10,548	6.6%	11.1%
NJII Direct - Restricted	26,651	2,585	9.7%	57.4%
Total Operating Revenues	**545,222**	**149,563**	**27.4%**	**94.8%**

EXPENSES BY PROGRAM

EXPENDITURES	FY19 Budget	FY19 YTD Total	FY19 Committed (1)	FY19 % Committed Budget	FY18 % Committed Budget
Academic	222,912	23,895	155,505	69.8%	69.4%
Support	71,681	8,839	62,215	86.8%	82.6%
Non-Mandatory Transfers	22,324	3,459	20,462	91.7%	100.7%
Mandatory Transfers (Debt Service)	19,705	3,291	19,705	100.0%	100.1%
Auxiliary Enterprises	13,062	1,713	7,638	58.5%	88.0%
NJII Direct - Unrestricted	8,287	545	2,657	32.1%	86.9%
Total Unrestricted Expenses	**357,971**	**41,742**	**268,183**	**74.9%**	**76.8%**
Restricted Programs	160,600	10,548	40,031	24.9%	31.6%
NJII Direct - Restricted	26,651	2,585	8,907	33.4%	77.0%
Total Operating Expenses	**545,222**	**54,875**	**317,120**	**58.2%**	**60.8%**

EXPENSES BY CATEGORY

EXPENDITURES	FY19 Budget	FY19 YTD Total	FY19 Committed (1)	FY19 % Committed Budget	FY18 % Committed Budget
Academic Salaries and Fringe Benefits	160,436	19,846	146,552	91.3%	89.6%
Support Salaries and Fringe Benefits	50,435	7,463	46,509	92.2%	91.3%
Financial Aid to Students	34,049	611	611	1.8%	1.2%
Other Operating Expenses	49,673	4,813	24,048	48.4%	86.7%
Non-Mandatory Transfers	22,324	3,459	20,462	91.7%	100.7%
Mandatory Transfers (Debt Service)	19,705	3,291	19,705	100.0%	100.1%
Auxiliary Enterprises	13,062	1,713	7,638	58.5%	88.0%
NJII Direct - Unrestricted	8,287	545	2,657	32.1%	86.9%
Total Unrestricted Expenses	**357,971**	**41,742**	**268,183**	**74.9%**	**76.8%**
Restricted Programs	160,600	10,548	40,031	24.9%	31.6%
NJII Direct - Restricted	26,651	2,585	8,907	33.4%	77.0%
Total Operating Expenses	**545,222**	**54,875**	**317,120**	**58.2%**	**60.8%**

(1) FY19 Committed includes YTD actual expenses, balance of FY19 current salary commitments and open purchase orders.

5F. REPORT OF SCHEDULE OF SHORT TERM INVESTMENTS

NEW JERSEY INSTITUTE OF TECHNOLOGY
CASH AND CASH EQUIVALENTS AND INVESTMENTS
AS OF AUGUST 31, 2018
(Dollars in thousands)

	WELLS FARGO	PFM	JP MORGAN CHASE	TOTAL	8/31/2017 TOTAL
Cash and cash equivalents:					
Money market funds	$ 26,345	$ 109	$ 2,354	**$ 28,808**	$ 15,810
	26,345	109	2,354	**28,808**	15,810
Investments:					
U.S. Treasury and government agency bonds	-	-	-	**-**	4,595
Mutual equity funds	8,775	15,496	-	**24,271**	8,293
Mutual bond funds	56,532	8,667	-	**65,199**	62,431
Corporate equity securities	-	-	-	**-**	13,122
Corporate debt securities	-	-	-	**-**	1,372
Hedge and other investment funds	176	-	-	**176**	-
Certificate of deposit	-	-	-	**-**	500
	65,483	24,163	-	**89,646**	90,313
Total	$ 91,828	$ 24,272	$ 2,354	**$ 118,454**	$ **106,123**

5G. REPORT ON CLERY CRIME DATA

Monthly Crime Reports August 1st 2017 to August 26th 2018

Crime	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar	Apr	May	June	July	Aug.
Murder-UCR	0	0	0	0	0	0	0	0	0	0	0	0	0
Murder-Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Robbery-UCR	0	1	0	0	0	0	0	0	1	0	0	0	0
Robbery-Clery	0	1	0	0	0	0	0	0	0	1	0	0	0
Aggravated Assault-UCR	0	0	0	0	0	0	0	0	0	1	0	0	0
Aggravated Assault-Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Simple Assault-UCR	0	1	1	0	1	0	1	0	0	0	0	0	1
Sex Crimes-UCR	0	1	0	1	0	0	0	0	0	0	0	0	0
Sex Crimes-Clery	0	1	0	1	0	0	0	0	0	0	0	0	0
Burglary-UCR	0	0	0	0	0	0	0	0	0	0	0	2	0
Burglary-Clery	0	0	0	0	0	0	0	0	0	0	0	2	0
Theft / Theft from Auto-UCR	6	7	6	8	9	4	5	2	6	3	4	7	5
Theft of Auto -UCR	0	0	0	0	0	0	0	0	0	0	0	0	0
Theft of Auto -Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Drug Related Crimes-UCR	3	3	2	1	1	2	0	3	3	3	4	2	2
Drug Related Crimes-Clery	2	1	2	1	0	1	0	1	1	1	1	0	0
Criminal Mischief-UCR	2	0	3	1	0	2	2	4	3	3	0	0	2
Drinking Law Offenses-UCR	0	19	6	0	0	6	6	6	10	9	0	1	1
Drinking Law Offenses-Clery	0	7	6	0	0	0	1	0	1	0	0	0	0
Driving Under Influence-UCR	0	0	1	1	2	2	1	1	2	1	0	0	0
Harassment-UCR	0	0	1	0	0	0	0	1	1	0	0	1	1
Harassment-Clery	0	0	0	0	0	0	0	1	1	0	0	1	1
Weapons Possession-UCR	0	0	0	0	0	0	0	0	0	0	0	0	0
Weapons Possession-Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Trespassing-UCR	0	0	0	0	0	0	1	1	0	1	1	0	2
Domestic Violence -UCR	0	0	0	0	0	0	0	0	1	0	0	0	0
Domestic Violence -Clery	0	0	0	0	0	0	0	0	1	0	0	0	0
Arson - Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Total UCR	11	32	20	12	13	16	16	18	27	19	9	13	14
Total Clery	2	10	8	2	0	1	1	2	4	2	1	3	1

Monthly Crime Reports August 30th 2016 to August 26th 2017

Crime	Aug.	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	Mar	Apr	May	June	July	Aug.
Murder-UCR	0	0	0	0	0	0	0	0	0	0	0	0	0
Murder-Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Robbery-UCR	0	0	0	0	0	0	0	0	1	0	0	0	0
Robbery-Clery	0	0	0	0	0	0	0	0	1	0	0	0	0
Aggravated Assault-UCR	0	0	0	0	0	0	0	1	0	0	0	0	0
Aggravated Assault-Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Simple Assault-UCR	2	1	1	0	0	1	0	1	2	1	0	0	0
Sex Crimes-UCR	0	3	0	0	0	0	0	0	0	0	0	0	0
Sex Crimes-Clery	0	3	0	0	0	0	0	0	0	0	0	0	0
Burglary-UCR	1	1	0	0	1	2	1	0	1	0	0	0	0
Burglary-Clery	1	1	0	0	1	2	1	0	1	0	0	0	0
Theft / Theft from Auto-UCR	3	10	11	9	8	6	5	9	10	4	5	3	6
Theft of Auto -UCR	0	0	1	0	1	1	0	1	0	0	0	0	0
Theft of Auto -Clery	0	0	1	0	0	1	0	0	0	0	0	0	0
Drug Related Crimes-UCR	0	7	5	1	1	0	4	5	1	2	1	1	3
Drug Related Crimes-Clery	1	3	3	1	1	0	4	1	1	1	0	0	2
Criminal Mischief-UCR	2	2	0	1	2	0	0	1	0	2	0	3	2
Drinking Law Offenses-UCR	0	20	1	1	1	1	1	2	3	0	1	0	0
Drinking Law Offenses-Clery	0	0	0	0	0	1	0	2	1	0	0	0	0
Driving Under Influence-UCR	0	0	0	0	0	1	0	1	0	1	0	0	0
Harassment-UCR	0	0	0	1	0	0	0	1	1	3	0	1	0
Harassment-Clery	0	0	0	1	0	0	0	1	1	3	0	1	0
Weapons Possession-UCR	0	0	0	1	0	0	0	0	0	1	0	0	0
Weapons Possession-Clery	0	0	0	1	0	0	0	0	0	0	0	0	0
Trespassing-UCR	0	2	0	0	0	0	0	2	0	3	0	0	0
Domestic Violence -UCR	0	2	0	0	0	0	0	2	1	1	0	0	0
Domestic Violence -Clery	0	1	0	0	0	0	0	1	1	1	0	0	0
Arson - Clery	0	0	0	0	0	0	0	0	0	0	0	0	0
Total UCR	10	46	19	14	14	11	11	25	20	18	7	8	11
Total Clery	2	8	4	3	2	4	5	5	6	5	0	1	2

Reported Crimes Part I Offenses 01/01/18 thru 08/26/18 Comp. To Same Period in 2017

Crime Type	2017 Clery	2018 Clery	2017 UCR	2018 UCR	% Change	Notes
Murder	0	0	0	0	0%	
Robbery	0	1	1	1	0%	
Aggravated Assault	0	0	1	1	0%	
Simple Assault	N/A	N/A	5	2	-60%	Overall Decrease of Crime to Date
Sex Crimes	1	0	0	0	0%	2017 Stat was declared unfounded
Burglary	3	2	4	2	-50%	Overall Decrease of Crime to Date
Theft / Theft From Auto	N/A	N/A	47	39	-17%	Overall Decrease of Crime to Date
Motor Vehicle Theft	1	0	2	0	-100%	Overall Decrease of Crime to Date
Total Crimes	5	3	60	45	-25%	Overall Decrease of 25% from 2017 Year to Date.

Reported Crimes Part II Offenses 01/01/18 thru 08/26/18 Comp. To Same Period in 2017

Drug Related Crimes	9	5	17	21	24%	Increase due to added enforcment
Criminal Mischief	N/A	N/A	9	16	78%	Increase due to bulletin board damage in Oak Hall and Car Windows broken off campus with no items stolen.
Drinking Law Offenses	5	2	8	39	388%	All resulted in arrests for 2018. Increased enforcement activity.
Driving Under Influence	N/A	N/A	3	7	133%	All resulted in arrest for 2018. Traffic Unit increased activity.
Harassment	8	1	7	2	-71%	
Weapons Possession	0	0	1	0	-100%	
Trespassing	N/A	N/A	5	4	-20%	
Domestic Violence Acts	3	0	4	1	-75%	
Total	25	8	54	90	67%	Overall Part II Increase (Non-public viewable statistics)

NJIT Fire Log 01/01/18 thru 08/26/18 Comp. To Same Period in 2017

Type	2017 Clery	2018 Clery		Notes
Arson	0	0		These stats are subject to change after full and final review of reports for UCR.
Active Fire	0	0		

5H. SCHEDULE OF 2018-2019 TRUSTEE MEETINGS

NJIT BOARD OF TRUSTEES
2018 – 2019 SCHEDULE OF MEETINGS

2018 Board Meetings

February 8, 2018
April 12, 2018
June 7, 2018 ***(BOT Mtg. /Retreat)***
(No Committee meetings)
9 – 11 AM (Closed Session)
11 AM -12 PM (Public Session)
1 – 4 PM (Retreat)
July 19, 2018
September 20, 2018
November 8, 2018

2019 Board Meetings

February 7, 2019
April 11, 2019
June 6, 2019 ***(BOT Mtg./Retreat)***
(No Committee meetings
9 – 11 AM (Closed Session)
11 AM -12 PM (Public Session)
1 – 4 PM (Retreat)
July 18, 2019
September 19, 2019
November 7, 2019

Scheduled Meeting Times

(12:00 – 2:00 PM)	Committee meetings
(2:00 – 4:00 PM)	Closed session
(4:00 – 5:00 PM)	Public session

Note: committee meetings may occur on the same day as regular BOT meeting or alternate date as determined by the committee chair.

Meeting Agenda Items

February: Annual Facilities Assessment; Spring Enrollment Assessment; Sabbatical Reports; Sabbatical Leave Requests; Development Growth Strategies; Faculty Senate Report; Next Year BOT Calendar; Clery Crime Data

April: Budget Preview; Annual Financial Assessment; Alumni Association Update; Cyber Security; Technology Infrastructure (On-line Library Operational & Instructional Technology); NJ Ethics Training; Year-End Pooled Endowment Performance; Clery Crime Data

June: Intangible Asset Review; NJII Report; Proposed Budget; Promotion and Tenure; BOT Officer Nominations & Following Year Committee Interest; President's Performance Goals & Objectives; Clery Crime Data; Retreat

July: Annual Academic & Research Assessment; Annual Budget; Tuition and Fees Schedule; Annual Election of Officers; Review of Committee Chair Appointments; Nomination of Officers and Committee Chairs; Strategic Plan Progress Assessment; Clery Crime Data

September: Financial Audit Report; Fall Enrollment Assessment; President's Annual Review; Senior Personnel Evaluations and Compensation Review; Clery Crime Data

November: Research Growth Strategies; BOT Scholars; Athletics Report; Strategic Visibility Plan Report; Baker Tilly Internal Audit Report; Legislative Reports; University Senate Report; Approval of Honorary Doctorate Candidates; Clery Crime Data

Note: All meetings are scheduled to be held in the Eberhardt Hall NJIT Alumni Center Board Room

6-7-18

5I. REPORT ON UPCOMING CALENDAR OF EVENTS

NEW JERSEY INSTITUTE OF TECHNOLOGY

Calendar of Events
September 2018 – April 2019

Highlanders Golf Outing	September 17, 2018 6:00 PM Cocktails / 7:00 PM Dinner Edgewod Country Club, River Vale, NJ
Overseers Excellence in Research	October 4, 2018 5:30 PM Central King Bldg. (CKB), NJII Rm. L-70
Unveiling NJIT's New School of Applied Engineering & Technology	November 9, 2018 10:00 AM (Details to follow)
Celebration	November 9, 2018 6:30 PM Cocktails / 7:30 PM Dinner The Pleasantdale Chateau
NJIT Homecoming	October 13, 2018 10:00 AM – 4:00 PM Various Location Around Campus
Metro Lab Conference	October 15 – 16, 2018 (Details to follow)
University Holiday Party	December 12, 2018 3:00 PM Campus Center Ballroom/ Gallery
NCE 100 Hall of Fame Induction	March 7, 2019 (tentative) (Details to follow)
NCE Salute to Engineering Excellence	April 10, 2019 (Details to follow)
Scholarship Brunch	April 12, 2019 11:00 AM (Details to follow)

6. CLOSING STATEMENT

BOARD OF TRUSTEES

RESOLUTION RE: CLOSED SESSION TO DISCUSS PERSONNEL MATTERS, REAL ESTATE, LEGAL AND CONTRACTUAL MATTERS.

WHEREAS, THERE ARE MATTERS THAT REQUIRE CONSIDERATION BY THE BOARD OF TRUSTEES THAT QUALIFY UNDER THE OPEN PUBLIC MEETINGS ACT FOR DISCUSSION AT A CLOSED SESSION.

NOW, THEREFORE, BE IT RESOLVED, THAT THE BOARD OF TRUSTEES SHALL HAVE A CLOSED SESSION TO DISCUSS MATTERS INVOLVING PERSONNEL, REAL ESTATE, LEGAL AND CONTRACTUAL MATTERS TO TAKE PLACE ON NOVEMBER 8, 2018 AT 2:00 PM, EBERHARDT HALL NJIT ALUMNI CENTER BOARD ROOM.