North Carolina State University

Board of Trustees

Liaison: David Powers | Barbara Mulkey, Chairman of the Board | Randy Woodson, Chancellor | May 24, 2012

	Term End	Office	Gender Race	Gender	Address	Telephone	County	Year of appointment: Appointed by	Year of appointment: Initial Term	Eligibility
Mr. Clark, Jimmy D. Business Executive	6/30/2015		W	M	Guy M Turner, Inc Post Office Box 7776 Greensboro, NC 27417		Guilford	GOV	2012	Full	Yes
Mr. Cozort, Jack L. Attorney	6/30/2013		W	M	2611 Glen Eden Drive Raleigh, NC 27612		Wake	BOG	2009	Full	Yes
Mr. Davenport, S. Lawrence Agriculture Executive	6/30/2013		W	M	President J P Davenport and Son 3915 Yankee Hall Road Greenville, NC 27834-5526	D 252-752-6930 N 252-758-3071	Pitt	BOG	2005	Full	No
Mr. Jenkins III, Benjamin P. Banking Executive	6/30/2013	VC	W	M	SAS Institute, Inc 316 Colville Road Charlotte, NC 28207		Mecklenburg	BOG	2009	Full	Yes
Mr. Mattocks II, Robert L. Petroleum Executive	6/30/2015		W	M	Jenkins Gas & Oil Company 232 Craven Street New Bern, NC 28560		Craven	GOV	2011	Full	Yes
Ms. Mulkey, Barbara H. Engineering Executive	6/30/2015	Chair	W	W	Mulkey & Consultants Post Office Box 33127 Raleigh, NC 27636-3127	D 919-836-4810 919-539-5534 E bmulkey@mulkeyi	Wake	BOG	2007	Full	No
Dr. Owens, James W. Business Executive	6/30/2013		W	M	300 Hamilton Blvd Peoria, IL 61629-2850	D 309-675-1332 309-675-6171	Illinois	BOG	2009	Full	Yes
Mr. Ramsey, Randall C. Business Executive	6/30/2013		W	M	530 Sensation Weigh Beaufort, NC 28516-7672		Carteret	GOV	2009	Full	Yes

North Carolina State University
Board of Trustees, *continued*

Mr. Sall, John P. Software Executive	6/30/2015		W	M	SAS Institute, Inc 100 SAS Campus Drive Cary, NC 27513	D 919-677-8000 F 919-677-4444 E john sall@sas com	Wake	BOG	2007	Full	No
Mr. Tolson, E. Norris Biotechnology Executive	6/30/2013	VC	W	M	15 T W Alexander Drive Post Office Box 13547 RTP, NC 27709-3547		Wake	GOV	2009	Full	Yes
Ms. Ward, Susan P. Retired Artist	6/30/2015		W	W	10700 Leesville Road Raleigh, NC 27613	919-848-3660 E spward@nc rr com	Wake	BOG	2011	Full	Yes
Vacant	6/30/2015							BOG			
Mr. Walsh, Robert A. Student			W	M	President, SGA 307 Witherspoon Student Center Campus Box 7318 Raleigh, NC 27695-7318	D 919-515-2797 F 919-515-5898 E sbp@ncsu edu		SGA	2012		N/A

NC STATE UNIVERSITY
125 YEARS

Office of the Chancellor
Box 7001/A Holladay Hall
Raleigh, North Carolina 27695-7001
919 515 2191

May 3, 2012

Mr. Bart Corgnati
Secretary of the University
General Administration
P.O. Box 2688
Chapel Hill, NC 27514

Dear Bart:

I am writing to inform you of the resignation of Phil Freelon from the NC State Board of Trustees, effective July 1, 2012. Phil's resignation is a result of directly conflicting schedules between board meetings and his work as a presidential appointee to the U.S. Commission of Fine Arts. Phil has been a lifelong friend and supporter of this university and a valuable addition to the board since his appointment in 2011.While the loss of Phil's input on the board is unfortunate, we are excited by the monumental opportunity he now has to represent both NC State and North Carolina in this prominent role, and we look forward to his continued support in the years to come.

In addition to making you aware of Phil Freelon's resignation, I have the privilege of nominating Gayle Lanier to fill Phil's vacant seat. Gayle has faithfully served on the Board of Trustees from 2007 until early this year, and I am confident that NC State will be further served by her reappointment. Chair Mulkey and I have included the attached nomination form for Gayle in order that she may complete the remainder of Phil's term. Bart, thank you for all that you do for the University and for your time and attention to this matter.

Sincerely,

Randy Woodson

W. Randolph Woodson
Chancellor

WRW/vef

cc: Barbara H. Mulkey, Chair, NC State Board of Trustees

University of North Carolina
Board of Governors

Trustee Nomination Form

Name of the Institution: **North Carolina State University**

Name of the Governing Board: **Board of Trustees**

Name of the Nominee: **Gayle S. Lanier**

Mailing Address and Contact Information: 2112 Oakton Drive
Raleigh, NC 27606-8908
(H) 919-859-2936 / (C) 919-349-1100
gslanier@gmail.com

Term Beginning: **July 1, 2012**

Term Ending: **June 30, 2015**

Nominee is aware of:

Requirements – Reference *The Code*	Yes / No
Board of Trustee Responsibilities – see the reverse of this form	Yes
Attendance Requirements	Yes
Time Requirements	Yes
Conduct Requirements – UNC Policy 200.1	Yes
Submission of the Statement of Economic Interest (SEI)	Yes
Ethics Training Conducted by the State Ethics Commission	Yes

Submitted by: **PJ Teal, Secretary of the University** Date: **April 30, 2012**

Resume / Biography is Attached: **Yes**

- Please include a summary of the university's or the institution's activities that the nominee has been involved with to date.

  Gayle Lanier capably served on the NC State Board of Trustees from July 1, 2007 until January 24, 2012. In addition to the Board of Trustees, Gayle has served on a number of Boards at NC State including the Board of Visitors, the Kenan Institute for Engineering Technology and Science and the Engineering Foundation. Ms. Lanier has received the Distinguished Alumna Award from the Edward P. Fitts Department of Industrial and Systems Engineering in 2007 and the Distinguished Engineering Alumnus Award in 2008. Her leadership has been exceptionally valuable to the university through her participation on the Chancellor search committee, and Athletic Director search committee. While serving on the Trustees, Ms. Lanier served capably as Board Secretary, chair of the Buildings and Properties Committee as well as the University Advancement Committee, and was a member of the Executive Committee.

Acknowledged / Approved: *Chancellor / CEO*

Chairman of the Board

Please forward to:

Secretary of the University
University of North Carolina
Post Office Box 2688
Chapel Hill, NC 27515-2688
bbc@northcarolina.edu

Board of Trustee Responsibilities

- Be an advocate, as appropriate, for campus policy views
- Is engaged in the University's activities
- Contributes constructively at meetings (trustee meetings if reappointment or other university bodies where nominee serves)
- Provides development contributions of time, effort, and resources, as appropriate
- Ability to contribute during times of crisis
- Serves as an ambassador for the institution
- Is a willing resource when appropriate
- Uses good judgment and is a good communicator

Gayle S. Lanier

2112 Oakton Drive
Raleigh, NC 27606-8908
Home: 919.859.2936; Cell: 919.349.1100
Email: gslanier@gmail.com

Global executive with demonstrated leadership at building and leading highly effective teams for world-class international companies. Results focused leader with more than 20 years experience in diverse management roles. Experienced in business transformation and objective realignment. Proven ability to effectively analyze markets, target areas of highest return and develop strategies to attain sales goals. Strong business acumen with the ability to execute a wide range of sales strategies that delivers on both short and long-term business objectives. An effective communicator and proven performer who moves easily from vision and strategy to implementation and follow-through. Broad background in international cross-cultural relationship building and accustomed to the rigors of frequent business travel. Well-rounded professional which areas of expertise include:

- Project Management
- Technology Development Management
- Leadership Training Development
- Profit and Loss Accountability
- Business Plan Development and Analysis
- New Product Introductions
- Strategic Alliances & Partnerships
- Operational and Quality Management

PROFESSIONAL EXPERIENCE

PROGRESS ENERGY – Raleigh, North Carolina 2009 - Present

Vice President, Corporate Services – 2009 to Present

Strengthen the PGN Enterprise by providing timely, innovative, and cost-effective solutions and expertise on Real Estate, Transportation, Corporate Data, and Corporate Security issues in collaboration with the Business Units and by managing assets and services, which maximize value, generate revenue, and enhance Environmental Stewardship.

- Implemented cost savings of 6% in first year
- Increased Supplier Diversity spend to 15% of budget
- Initiated Sustainability for Corporate Support disciplines

NORTEL NETWORKS – Research Triangle Park, North Carolina 1991 - 2009

Vice President, Nortel Global Knowledge Services – 2005 to Present

Lead $100M business responsible for the delivery of leading edge technical training, sales training, leadership development, and certification of global development products.

Established a synergistic global team with the ability to launch products to existing and new markets.

- Increased margin contribution by over 50% in the first year of centralizing team.
- Defined and implement Nortel Technical Academy service offerings in order to increase revenue by delivering successful knowledge management and technical consulting products.
- Launched Nortel Press technical publications

Vice President, Global Corporate Operations - 2004 to 2005

Operational management responsibilities for Real Estate, Environment and Safety, Customer Satisfaction, Core Corporate Quality, Business Continuity Planning, and Knowledge Services organizations.

- Established Nortel as a leader in environmental stewardship in Europe by successfully implementing the European Environmental Initiative.
- Reduced operating expenditures by twenty percent while maintaining $10M annualized savings of an overall annual operating budget of $500M.

General Manager, Global DMS and Directory Services - 2003 to 2004

Accountability for Profit and Loss of highest revenue and margin generating product portfolio.

- Delivered revenue projections in excess of $1 0B, maintaining product quality for the DMS and Directory Services family of switching systems.
- Proactively aligned Sales, R&D, Operations and Marketing through implementation of Performance Council to achieve DMS strategy and goals
- Aggressive marketing of DMS products led to enhanced (+8%) market penetration and margin improvement (15%)
- Initiated and completed the sell of the Directory Services business through Mergers and Acquisitions, resulting in $0.01 contribution to Nortel's Q304 price per share.

Vice President, Product Technology - Global Succession R&D – 2002 to 2003
Led 1000 member global Wireline Succession Networks product technology teams responsible for the planning, development, infrastructure support, and successful delivery of Next Generation Networks products.

- Delivered first Voice over IP product establishing Nortel as industry leader
- Owned product roadmap and release schedule for Succession products for ASIAN, EUR, and US markets.

Director, Global Next Generation Networks R&D – 1997 to 2002
Managed cross-functional team responsible for delivery of Nortel's first Voice of Internet Protocol programs.

- Created and managed end to end delivery process in order to align R&D product development with new corporate data and voice integration strategy.
- Managed product roadmap and release schedule for DMS100 product for ASIAN, EUR, and US markets.
- Increased product contributions resulting revenues increase of 18% to $4 05B.
- Owner of portfolio management tool that tracked status and prioritization of customer and technology requirements across product lines.
- Implemented qualitative and quantitative analysis by release management team to track portfolio quality and delivery metrics.
- Led weekly executive management product quality and timeliness reviews for multiple products across business lines.

Manager/Senior Manager, Product Management – 1993 to 1997

- Developed product roadmap and architectural strategy for NA100 products.
- Established business services team to manage requirements for Residential, Centrex, ISDN, and International services against $17.5M R&D budget.
- Collaborated with Marketing on creation of market strategy plans for ATM Switch, ATM Access, and Network Management.
- Lead customer interface for Pacific Bell and NA100 Product Services.
- Controlled R&D Administration and MPSP product development.

Manager, New Product Introduction – 1991 to 1993

- Managed senior engineering team during product launches of five telephony software releases and two circuit packs
- Controlled $700K departmental budget and monitored product development expenses.
- Lead process improvement effort for customer facing feedback and requirements capture initiative.
- Informed senior management of project status through regular communications

Data General Corporation

Senior Engineer/Manager – 1987 to 1991

- Managed inventory planning staff of eight people.
- Negotiated competing priorities across manufacturing organizations and other functional groups.
- Ensured consistent implementation production plans across manufacturing organizations.
- Managed telephone switching joint venture with Northern Telecom
- Controlled $80M inventory.

Project/Industrial Engineer – 1982 to 1987

- Coordinated prime plant activities of assembly and test operations into manufacturing facilities
- Conducted project meetings and readiness reviews
- Monitored gating elements required for product release authorization.
- Defined and implemented supply chain management standards.
- Implemented bar-coded warranty tracking system.

EDUCATION

NORTH CAROLINA STATE UNIVERSITY, Raleigh, NC
Bachelor of Science - INDUSTRIAL ENGINEERING, June 1982
HARVARD BUSINESS SCHOOL, Boston, MA (Women Leading Business An Executive Forum, May 2003)