



## **The Board of Regents Advancement Committee Meeting**

*February 4, 2015  
11:00 a.m. – Noon*

*Chancellor's Conference Room  
Elkins Building*

Barry Gossett, Chair, presiding

### **MINUTES for Public Session**

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A meeting of the Board of Regents Committee on Advancement was held at the University System of Maryland office on February 4, 2015 at 11 a.m. In attendance were: Regents Barry Gossett, Raaheela Ahmed, Cassie Motz, and Katherine Bainbridge (Office of the Attorney General). Via teleconference was Regent Tom McMillen. In attendance from USM institutions: Cathy Sweet (UMUC), Greg Prince (SU), Doug Dalzell (Coppin), David Balcom (UMCES), Peter Weiler (UMCP), Michael Dowdy (UMB), Stephen Spahr (FSU), John Short (FSU), Stephen McDaniel (UMES), Greg Simmons (UMBC), Bill Schlossenberg (USG), and Theresa Silanskis (UB). From the USM office: Leonard Raley, Marianne Horrigan (via teleconference), Pam Purcell, Janice Doyle, Gina Hossick, and Mike Lurie.

#### **Year-to-date Fundraising Report**

Regent Gossett reported that fundraising for the first half of the fiscal year was very strong. Institutions have collectively raised \$195 million as of 12/31/14, as compared to \$112 million for the same period in FY14. The USM has achieved 74% of its annual goal halfway through the fiscal year.

#### **Revised Guidelines for Quasi-Endowment Grant Program**

Regent Gossett presented revised guidelines for the quasi-endowment grant program launched last fall. The new guidelines state that USM staff will review the grants and present their recommendations to the Advancement Committee for approval; they also limit applications to one per institution and restrict grant renewals to three years. He stressed that this program is designed to encourage innovative ways to raise endowment at USM institutions.

**Presentation on Building Endowment by Robert Sweeney**

Regent Gossett introduced Robert Sweeney, Senior Vice President for University Advancement at the University of Virginia, who described how the University increased its focus on endowment fundraising and philanthropy in general and the impact this focus has had on the University.

**Reconvene to Closed Session (action)**

Regent Gossett read the motion for the Advancement Committee to close the meeting to discuss issues specifically exempted from the open minutes act under State Government Article §10-508(a) for the reason stated in the Convening in Closed Session statement. Regent Gossett moved for the adjournment of the meeting, seconded by Regent Motz. All present voted to reconvene to Closed Session. The public session of the Advancement Committee meeting convened at 12:10 pm.

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