



**USM BOARD OF REGENTS  
ADVANCEMENT COMMITTEE  
USM Office  
October 5, 2016**

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**Minutes: PUBLIC SESSION**

A meeting of the Board of Regents Committee on Advancement was held at the University System of Maryland office on October 5, 2016 at 11 a.m. In attendance were: Regents Barry Gossett, Louis Pope, Brandon Enriquez, Chancellor Robert Caret, and Elena Langrill (Office of the Attorney General). Via teleconference were Regents D'Ana Johnson and Linda Gooden. In attendance from USM institutions: Jason Curtin (SU), Doug Dalzell (Coppin), David Balcom (UMCES), Mary McDonald (UMCP), Mary Burke (UMCP), Thomas Sullivan (UMB), John Short (FSU), Stephen McDaniel (UMES), Greg Simmons (UMBC), Cathy Sweet (UMUC), Richard Lucas (BSU), Richee Smith Andrews (USG), and Caroleigh Haw (UB). From the USM office: Vice Chancellor Leonard Raley, Associate Vice Chancellor Marianne Horrigan, Janice Doyle, Chief of Staff & Secretary to the BOR, Gina Hossick, and Mike Lurie. Chairman Gossett called the meeting to order at 11:03 a.m.

1. Introduction of new committee members

Regent Gossett welcomed the new regents, including Brandon Enriquez, D'Ana Johnson, and Louis Pope, as well as the new vice presidents Tom Sullivan at UMB; Richee Smith Andrews, new chief development officer at USG; and Jason Curtin, interim VP at Salisbury University.

2. Review and discussion of charge

With so many new members, it was a good time to review the charge. The updated version contains some additions Regent Gossett made, which reflects his experience as both a Regent and a donor:

- To encourage more joint fundraising efforts
- To stress the importance of stewardship

A motion was made and seconded to approve the new charge, with one small change. The motion passed unanimously.

3. Fundraising

The YTD report reflects fundraising only through August, making it fairly early in the year to predict trends. However, some campuses have clearly started fast out of the gate, most notably UB, UMCP, and UMES. As campaign planning is underway, each campus is working toward a public announcement of their campaigns, generally between 2017 and 2020. Vice Presidents reported on their campaign planning efforts and discuss resource needs with the Regents.

4. Quasi-endowment report

This is the third year of providing additional resources to our campuses through a quasi-endowment fund. There are two components – a competitive grants program administered in the USM Office, and funds provided directly to institutions to use on endowment building. There was great demand on the grant program this year, resulting in a number of partial grants to the applicants, and it does appear that previous grants have been effective in helping to build endowment. A summary of the use of the funds given directly to institutions was also provided.

5. Review of policies

The following policies will undergo review for FY17 as part of an ongoing effort to keep policies current and relevant: IX-3.00 - Policy on Private Fundraising and Stewardship and IX.-5.00 – Policy on Ethical Practices in Charitable Giving. This committee will review these revised policies at its February meeting.

6. Alumni Relations Council (ARC)

The USM office established a system wide Alumni Relations Council two years ago to provide a support network for alumni relations directors. The Council has quickly become an effective vehicle to share best practices and information, including providing professional development opportunities. Regents heard a report on the activities and plans to explore joint projects in the coming year.

The meeting adjourned at 12:25 p.m.