

## **Minutes of the Public Session**

A meeting of the Board of Regents Committee on Advancement was held via video conference and teleconference on February 7, 2023, at 11:00 am. In attendance were Regents Hugh Breslin, Linda Gooden, Louis Pope, Doug Peters, Edward McDonald, Geoff Gonella, Farah Helal and Elena Langrill from the Office of the Attorney General. From the USM office: Chancellor Jay Perman, Vice Chancellors Leonard Raley, Ellen Herbst, and Michele Masucci; Associate Vice Chancellors Carolyn Skolnik and Marianne Horigan, and ACE Fellow, Dr. Anupam Joshi; Mike Lurie, Media Relations and Web Manager; and Gina Hossick, Executive Assistant to Leonard Raley. From USM institutions: Jason Curtin (SU), Theresa Silanskis (UB), Greg Simmons (UMBC), Cathy Sweet (UMGC), Matthew Hodge (UMCP), John Short (FSU), Brian DeFilippis (TU), John McKee and Jim Hughes (UMB), Joshua Humbert (CSU), Lois Colaprete (UMCES), Richee Smith Andrews (USG), and Brent Swinton (BSU).

### **Fundraising Updates (information)**

At the end of the second quarter, the USM is at 60% of its annual goal of \$383 million. Vice presidents discussed recent major gifts.

### **Amendment to BOR IX-2.00 – Policy on Affiliated Philanthropic Support Foundations (information)**

An update was provided on where this policy stands. At its fall meeting, the Advancement Committee approved this policy, and it was also approved by the BOR Audit Committee at its January 13<sup>th</sup> meeting. It will now go to the full board for approval on February 17.

Senior Vice Chancellor Ellen Herbst and Associate Vice Chancellor Caroline Skolnik provided a summary of its changes, which can be viewed on the cover page of the policy in the materials.

Vice Presidents for Advancement have been updated on the policy and its implications for affiliated foundations and will work with the System office to make sure any necessary updates are implemented.

### **Discussion about the Work of Affiliated Foundations (information)**

Vice Chancellor Leonard Raley led a discussion with a few of the Vice Presidents about the work of affiliated foundations.

*What is the greatest benefit to having a foundation?*

Matt Hodge, University of Maryland College Park Foundation (UMCPF): The affiliated foundation benefit is largely on the donor side, building authentic relationships with donors. They can see the fruits of their labor, connecting passion with priorities.

Brian DeFilippis, Towson University Foundation (TUF): It's an opportunity to work with donors to make an impact. As we get more involved with leadership, their impact on donations has increased over time. Additionally, the institution has stepped up for advancement when the university has had challenges with our budget.

Greg Simmons (UMBC): the USM Foundation (USMF) serves as UMBC's Foundation. Since UMBC is still a young institution, the opportunity to partner with USMF allows us to build our fundraising goals with donors.

*How has the role changed?*

Brian DeFilippis: The TU Foundation has truly evolved in the last six years. Board members really understand their role and work actively to support university needs and priorities.

Matt Hodge: Under the leadership of President Pines, there's been an increase in private philanthropy. With seven committees, the Foundation is trying to identify where the Board can provide voice and guidance in expanding philanthropy. The Board worked on the strategic plan for our Fearless Campaign.

*With UMBC in a different model, please share how you engage volunteers.*

Greg Simmons: We have a Board of Visitors as well as an Alumni Association board. Their work includes supporting chapters, building out regional support, and growing the community. Our new president is working with the BOV and re-envisioning our board of visitors to fit how she wants to lead. We've ramped up the way we are involving deans. We are spending a lot of time building our volunteer structures.

*What keeps you up at night?*

Brian DeFilippis: TUF has gone through a transformation, including adding in term limits of our Board. We continue to keep those folks involved by keeping the pipeline open. Thanks to the support/leadership of the USM Advancement office, we continue to cultivate the next wave of leaders.

Matt Hodge (UMCPF): Recruiting and retaining talent is a real challenge, and we continue to work closely with the board to invest in our people and make sure they feel appreciated.

Related to a separate matter on naming buildings, Regent Peters asked whether it was possible to change the language to say "replacement", such as either/or? This committee may want to revisit this policy at its next meeting.

Regent Breslin called for a motion to adjourn. The motion was moved by Regent Gooden and seconded by Regent Gonella, and unanimously approved. Regent Breslin adjourned the meeting at 11:59 am.