

Direct Support Organizations (DSO) Committee Minutes
Trustee Belvin Perry, Jr., Chair
Wednesday, June 7, 2023

Trustee Belvin Perry, Jr. called the meeting to order. Trustees Kristin Harper, Kelvin Lawson and Kenward Stone were present. A quorum was established. Six (6) action items and several informational items were presented to the DSO Committee.

Approval of February 15, 2023, DSO Committee Meeting Minutes

Trustee Harper motioned for approval; seconded by Trustee Lawson. The motion passed, unanimously.

Approval of DSO Budgets: FY 2023-2024

- A. FAMU Foundation, Inc.**
- B. FAMU Rattler Boosters**

The FY 2023-2024 DSO Budgets for the FAMU Foundation and Rattler Boosters were submitted for approval in accordance with FAMU Board of Trustees Policy Number 2018-01. The FY 2023-2024 budget for the FAMU National Alumni Association (NAA) will be presented at the next DSO Committee meeting.

The budget for the FAMU Foundation was approved in advance by its governing board. A motion was made to recommend the FAMU Foundation, Inc. FY 2023-2024 Operating Budget to the FAMU BOT for approval. Trustee Harper motioned for approval; seconded by Trustee Stone. The motion passed, unanimously.

The Budget for the FAMU Rattler Boosters was approved in advance by its governing board. A motion was made to recommend the FAMU Rattler Boosters FY 2023-2024 Operating Budget to the FAMU BOT for approval. Trustee Lawson motioned for approval; seconded by Trustee Stone. The motion passed, unanimously.

Consideration of Approval of DSO Board Members | FAMU Rattler Boosters

Dr. Shawnta Friday-Stroud presented to the Committee consideration for approval of seven (7) nominees for the FAMU Rattler Boosters Board of Directors. The Rattler Boosters Board approved these nominees at their March 14, 2023, Board meeting.

A motion was made to approve the election of the below nominees to serve on the FAMU Rattler Boosters Board of Directors for a three-year term beginning July 1, 2023, and ending on June 30, 2026.

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|-----------------------------|----------------------------|
| 1) Mr. Zachary B. Ansley | 5) Ms. Sandra H. LaMarr |
| 2) Dr. Ulysses Glee, Jr. | 6) Dr. Leila A. Walker |
| 3) Mr. Johnny Hankerson Sr. | 7) Mrs. Bonita M. Williams |
| 4) Mr. Kevin Hicks | |

Trustee Lawson motioned for approval; seconded by Trustee Harper. The motion passed, unanimously.

Consideration of Approval of DSO Board Members | FAMU Foundation, Inc.

A. Re-Elected to the Board (Term Expiration December 31, 2023)

Dr. Shawnta Friday-Stroud presented to the Committee consideration for approval of three (3) nominees for term renewals for the FAMU Foundation, Inc. Board of Directors. These nominees were approved by the Foundation Board at their May 10, 2023, Virtual Board Meeting.

A motion was made to approve the re-election of the below nominees to serve on the FAMU Foundation, Inc. Board of Directors for another four-year term beginning January 1, 2024, and ending on December 31, 2027.

- 1) Dir. Kenneth M. Neighbors
- 2) Dir. T.J. Rose
- 3) Dir. G. Scott Uzzell

Trustee Harper motioned for approval; seconded by Trustee Lawson. The motion passed, unanimously.

Approval of FAMU Foundation Board Action Items

A. Investment Policy Statement Assets Allocation Targets and Benchmarks

B. Foundation Spending Policy Underwater Endowment Spending Limit

C. Foundation Bylaws Recommended Amendments

Dr. Shawnta Friday-Stroud presented to the Committee consideration for approval of three (3) action items from the FAMU Foundation Board of Directors. Each action item was approved by the Foundation Board at their May 10, 2023, Virtual Board Meeting.

A motion was made to approve the FAMU Foundation Board Action Items. Trustee Lawson motioned for approval; seconded by Trustee Harper. The motion passed, unanimously.

Approval of FAMU Naming Committee Action Items

A. Veronica Wiggins Softball Field

B. George "Godfather" Thompson Locker Room

C. Kenneth Riley Football Field at Bragg Memorial Stadium

Dr. Shawnta Friday-Stroud presented to the Committee consideration for approval of three (3) action items from the FAMU Naming Committee. Each action item was approved by the Naming Committee at their May 15, 2023, Committee meeting.

A motion was made to approve the FAMU Naming Committee Action Items. Trustee Lawson motioned for approval; seconded by Trustee Stone. The motion passed, unanimously.

Shawnta Friday-Stroud, Ph.D., provided updates on Divisional Activities

A. FY 2022-23 University Advancement

1. FY 2022-2023 Fundraising Progress as of May 24, 2023:
 - i. Raised over \$23.61M (157.45% of \$15M Goal)
2. New Cash - \$16.71M (70.7% of Total & 111% of \$15M Goal)

3. Pledges & Planned Gifts - Current - \$6.90M (29.1% of Total & 46% of \$15M Goal)
4. Year-to-Year Constituent Comparison
 - i. Corporations and Foundations account for the majority of support.
5. Historical Fundraising Trend – 2012-13 to 2021-22
 - i. Averages out to \$16 Million per year.

The Committee briefly discussed the historical fundraising trend and the need to set realistic and aggressive fundraising targets for the President's next annual goal. Dr. Friday-Stroud stated that the Committee should take into consideration that the double-digit fundraising has only occurred for the past three fiscal years and trends usually take approximately 5-10 years.

Trustee Harper requested additional data about the corporate giving; citing delineation of the agreements that are for one-time gifts or multi-year gifts. Dr. Friday-Stroud informed the Committee about the HBCU Sustainability Summit where peer institutions discuss the future trends associated with continued support from corporate giving; citing that this trend may change and lead to decreased support from corporations in the future.

Trustee Dubose asked for an update on the request for additional staff and what inroads are being made to secure philanthropic support from private equity firms. Dr. Friday-Stroud responded that since the Foundation has hired Disciplina as the investment services manager, the University has experienced an increase in exposure to private equity markets, so Advancement is starting to seek support from those firms. Dr. Robinson stated that the Foundation is looking to increase endowed gifts; he also acknowledged the \$100K gift endowed gift from Trustee Dubose and his wife.

With regards to staffing, Dr. Friday-Stroud shared that the division completed their budget hearing on May 22nd, and they requested additional staffing. Dr. Friday-Stroud also relayed to the Committee the challenges associated with processing gifts and honoring donor commitments with the existing staff.

Atty. Linda Barge Miles, Chair of VP, University Advancement Search Committee, provided the Committee with a brief update on the search process. She stated that the search committee would be meeting on Monday, June 12th, that they had received nineteen (19) applications for the position and would interview six (6) candidates via zoom on June 20-21st. The top three (3) candidates would be forwarded to President Robinson for his review.

- Fundraising Campaigns
 - 1887 Strikes | \$500,000 Dollar Goal | 1,887 Donor Goal
 - \$686,698.56 Raised
 - 2,502 Total Donors
 - 795 New Donors
 - Fiscal Year-End Campaign
 - Year End Dollar Day
 - Asking all alums to give at least \$1.00 to drive up alumni giving rate to close out fiscal year.

B. DSO Updates

FAMU Foundation, Inc.

- FAMU Foundation Spring 2023 Board of Directors Meeting was held on June 2, 2023, in Schaumburg, IL., in conjunction with the FAMU NAA Convention.

- Investment & Endowment Values
 - Investment Value:
 - \$146,178,433 as of April 30, 2023
 - \$142,932,300 as of March 31, 2023
 - \$159,758,620 as of March 31, 2022

 - Endowment Value:
 - \$109,485,291 as of April 30, 2023
 - \$108,505,004 as of March 31, 2023
 - \$122,192,828 as of March 31, 2022

FAMU National Alumni Association

- FAMU NAA Convention was held on June 1-4, 2023, in Schaumburg, IL., in conjunction with the FAMU Foundation Board of Directors Spring 2023 Meeting.

- The FAMU NAA reported raising over \$330,000 during its June 3, 2023, Fundraising Breakfast for scholarships, Athletics, and several colleges and schools.

FAMU Rattler Boosters

- Rattler Boosters are raising \$15,000 for the cooling station again this year since it prevented our athletes from suffering from heat-related exhaustion last year.

- Preparing for the Fall Kickoff Fan Fest for the Volleyball and Football teams.

DSO Updates

- FAMU Foundation Chair Lisa LaBoo, FAMU NAA President Curtis Johnson, Jr., and FAMU Rattler Boosters President Selvin Cobb will present each DSO's KPIs during tomorrow's Full Board Meeting.

With there being no further business, the meeting was adjourned.