

DEVELOPMENT COMMITTEE MEETING MINUTES

Florida A&M University Foundation Board of Directors
Wednesday, November 18, 2020 | 2:40 p.m. – 3:40 pm.
Virtual Meeting

Committee Members Present

Dir. Lisa LaBoo, *Chair*
Dir. John Crossman, *Vice Chair*
Dir. Elaine Armster
Dir. Alfreda Blackshear
Dir. Gregory Clark
Dir. Hosetta Coleman
Dir. Marcelia Freeman
Dir. Shawnta Friday-Stroud

Dir. Maurice Gilbert
Dir. Clifton Goins, IV
Dir. Thomas Jones, Jr.
Dir. Carmen Cummings Martin
Dir. Akunna Olumba
Dir. T.J. Rose
Dir. Tirrell Whittley
Dir. Pia Woodley

Committee Members Not Present

Dir. Laurence Humphries

Dir. G. Scott Uzzell

Guests Present

Dir. Chan Bryant Abney
Dir. Jemal Gibson
Dir. John Green
Dir. Monica Williams Harris
Dir. Erica Hill
Mr. Keith Miles, *Interim Dir., Communications*

Dir. Belvin Perry, Jr.
Dir. Alan Robertson
Dir. Larry Robinson
Mr. David Self, *Associate General Counsel, FAMU*
Dr. Denise Wallace, *General Counsel, FAMU*
Dir. Twanna Munroe Ward

Staff Present

Ms. Shelia Fields, *IT Office, FAMU*
Ms. Kristen Florence
Ms. Kimberly Hankerson
Ms. Juanita Johnson
Mrs. Gena Palmberg

Mrs. Audrey Simmons Smith
Mr. Eric Swanigan
Mrs. Brandi Tatum-Fedrick
Ms. Angie Wiggins

I. Call to Order & Roll Call

The meeting was called to order at 1:51 p.m. by Chair Lisa LaBoo. Ms. Angie Wiggins offered the roll call and determined a quorum was present.

II. Conflict of Interest Disclosure

Chair LaBoo requested that Committee members disclose any conflict of interest with items on the agenda; none were disclosed.

III. Approval of Minutes

a. October 8, 2020, Development Committee Meeting

b. November 5, 2020, Development Committee Meeting

Chair LaBoo advised of an additional piece, “not a correction,” to be included in the minutes. She stated that there was a question regarding the vote, how the vote was going to go. That inquiry is to be included as a part of the minutes. Director Gregory Clark motioned for approval with any changes as mentioned earlier; Director Tirrell Whittley seconded the motion. The motion passed, unanimously.

IV. Consultant Discussion and Reference Update

Chair LaBoo thanked the Development Committee, the Ad Hoc Committee, and Ms. Kimberly Hankerson for their work in helping to achieve the goal this year. She provided an update on the process, listed below, that was followed to hire a consultant.

- The RFP/Scope of Work was posted to the Foundation website; September 4 due date.
- Three proposals were received from Alexander Haas; Sweeney Philanthropy; and TJ Marie Consulting.
- An October 15 - November 19 Timeline that included consultant interviews, re-submittal of proposals, Development Committee Meetings, reference checks and discussions with the Committee. The Development Committee voted to move Alexander Haas forward as the consultant of choice to the Board for vote. Additionally, all consultants will be reviewed during the November 19 Board Meeting. Board presentation of consultants will occur on November 19.

V. Nondisclosure Agreement

The FAMU Foundation Board Member Volunteer Non-Disclosure Agreement was discussed. After discussion, it was recommended that the General Counsel benchmark how other universities in the State University System handle donor information as it relates to disclosing it to the Foundation Board of Directors, and to report back to the Development Committee.

Director Akunna Olumba inquired if there is a Florida Statute that states that all donors are presumed to be anonymous and therefore no information can be given. Director Shawnta Friday-Stroud referenced a federal case from 1956 (Alabama against the NAACP) that states that a donor's privacy is withheld. Dr. Friday-Stroud to forward this information to Director Olumba.

VI. Year-end Review

The Development Committee has raised \$485,168.06/96 percent of its fundraising goal of \$505,000. Chair LaBoo thanked Director Thomas Jones for the additional \$10,000 to close the gap to the goal. The goals and funds raised are listed below.

Social Media:	\$11,952.00
Board Support:	\$343,769.90
Endowment support:	\$104,446.16
2 nd Endowment:	\$25,000.00

The Development Committee discussed goal setting - should they use calendar year versus fiscal year. They decided on the fiscal year; however, it was stated that Ms. Hankerson shared after the meeting that Board Members' terms are for the calendar year and it would be difficult to keep track of Board giving for the fiscal year.

VII. Quorum Challenges

Chair LaBoo advised that on several occasions there has been difficulty achieving quorums. She began the dialogue with asking for possible solutions to the issue. The day of the week, but more importantly the frequency of meetings, changing from quarterly to monthly, are issues that were addressed. Director Elaine Armster requested to go on record as having the same concern about the frequency.

After discussion, Chair LaBoo informed Ms. Hankerson that they would need to develop a poll to determine what day/time works best for the committee moving forward and may consider a policy to recommend a percent participation number. Vice Chair LaBoo is considering skipping the meeting in December.

VIII. Discuss Items for Board Approval

a. Consultant Recommendation

Chair LaBoo stated that based on the November 5, 2020, vote from the Development Committee members, they will move Alexander Haas forward as the Development Committee recommendation.

b. Endowment Policy

Vice Chair LaBoo advised that one of her accomplishments this year was to ensure that there is a formal process for endowment holders to receive their endowment reports. At her request, Ms. Hankerson drafted a policy that was discussed at the September 2020 Development Committee Meeting. This item will be brought before the board for approval.

IX. New Business

None were presented.

X. Other Items

- Director Whittle referenced President-Elect Joe Biden's recent press conference regarding HBCUs and research. He inquired if the University have made any level of connection or inroads with the upcoming administration as it relates to their expanded efforts around HBCU endowments and research grants and giving. President Larry Robinson responded that a few weeks before the election, there was a special-called meeting of HBCU presidents and the vice president nominee at the time, Kamala Harris. It was a zoom call consisting of approximately 80 HBCU presidents. President Robinson advised that two presidents were selected to present questions to the candidate at that time. He was one of those two who were chosen. As it relates to engagement, President Robinson also stated that the University have a lot of connections with alums and others in Washington, DC.
- Director Pia Woodley inquired about the FAMU Foundation's political involvement; referenced a statement that was made by a BCA Watson Rice representative. Chair LaBoo shared the Development Committee's initiative for each Board member to share their key political contacts who could be of benefit to the University. Director Gregory Clark offered for a FAMU Foundation Board member to serve as a liaison on the FAMU National Alumni Association's Governmental Affairs Committee. This committee reviews and works with the University on the FAMU President's legislative priorities.
 - At the recommendation of the Board Chair, consider appointing an Ad Hoc Committee to focus on how to capitalize on legislative opportunities, with potentially bringing someone in to share what the priorities of the University are. This could be addressed during the General Board Meeting scheduled for tomorrow. Chair LaBoo requested that Ms. Hankerson add this item to the agenda.

XI. Action Items

- Add additional information regarding the vote inquiry to the previous meeting minutes.
Completed:
Ms. Hankerson advised that the process to vote was included in the minutes, originally.
- The General Counsel was asked to benchmark how other universities in the State University System handle donor information as it relates to disclosing it to the Foundation Board of Directors, and to report back to the Development Committee.
- Director Shawnta Friday-Stroud to forward correspondence regarding a federal case from 1956 (Alabama against the NAACP) that states that a donor's privacy is withheld.
- Ms. Hankerson to forward a poll to the Development Committee for quorum purposes.
Completed:
Survey deadline January 14, 2021.
- Recommend the Consultant and Endowment Policy items to the Board for approval.
Completed:
Consultant Approved and Endowment Policy Approved.
- Ms. Hankerson to add a legislative Ad Hoc Committee discussion to the Agenda for the next Development Committee Meeting.

XII. Adjournment

The meeting was adjourned at 3:13 p.m. by Chair Lisa LaBoo.

XIII. Minutes Submitted By

Ms. Angie Wiggins