

DEVELOPMENT COMMITTEE MEETING MINUTES

Florida A&M University Foundation Board of Directors

Thursday, April 16, 2020 | 4 p.m. – 5 p.m.

Teleconference



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. Clifton Goins, IV

Dir. Taylar Hall

Dir. Carmen Cummings Martin

Dir. Akunna Olumba

Dir. T.J. Rose

Committee Members Not Present

Dir. Laurence Humphries

Dir. Thomas Jones

Dir. G. Scott Uzzell

Guests Present

Dir. Jemal Gibson

Dir. Alan Robertson

Mr. Keith Shannon

Dir. Twuanna Munroe Ward

Dr. Denise Wallace, *General Counsel, FAMU*

Staff Present

Ms. Kristen Florence

Ms. Kimberly Hankerson

Ms. Juanita Johnson

Mrs. Audrey Simmons Smith

Mr. Eric Swanigan

Mrs. Brandi Tatum-Fedrick

Ms. Angie Wiggins

Call to Order & Roll Call

The meeting was called to order at 4:02 p.m. by Chair Lisa LaBoo. Ms. Audrey Simmons Smith offered the roll call and determined a quorum was present.

Conflict of Interest Disclosure

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

Approval of Minutes

The minutes from the January 9, 2020 and February 13, 2020 Development Committee Teleconferences were approved. The minutes from the March 12, 2020 Development Committee Teleconference were approved with correction.

Discussion Items

A. USF Foundation Best Practices

Chair LaBoo recommended that the Foundation consider hiring Robert Sweeney Philanthropy LLC as a consultant to perform an assessment on the fundraising potential. She advised that no RFP is required because of the anticipated cost of \$25K to conduct the assessment. There was consensus from the members; however, the scope of work needs to be determined.

Chair LaBoo provided a handout of potential items to be addressed by the consultant. She informed the Committee and Board that they could add to the list. Director Clifton Goins suggested that the list be categorized and to prioritize the areas the Board should focus on at this time. A survey will be disseminated to the Board to prioritize and the results will be brought back to the Committee.

B. Development Committee Fundraising Goal

Chair LaBoo revised the fundraising goal to \$505K. The new goals for each subcommittee are listed below.

Whale Hunt - \$150K

Directors - \$125K

Social Media - \$5K

Endowments - \$75K

Celebrity Hit Squad - \$150K

A motion was made by Director John Crossman and seconded by Director Gregory Clark to accept the revised fundraising goal. The motion passed unanimously.

C. Future Meeting Dates

The next meeting will be on May 5 at 4 p.m. to review the recommendation of the scope of the work.

D. University Advancement Update

Ms. Kim Hankerson reported that the fundraising to date was \$5.6M; reflecting 46.6% of fundraising goal.

The meeting was adjourned at 4:53 p.m. by Chair Lisa LaBoo.

Minutes Submitted By

Mrs. Audrey Simmons Smith