

**USM BOARD OF REGENTS
ADVANCEMENT COMMITTEE
May 13, 2020**

MINUTES: Public Session

A meeting of the Board of Regents Committee on Advancement was held on May 13, 2020 at 11:00 a.m. In attendance: Regents: Barry Gossett (committee chair), Louis Pope, James Holzapfel, D'Ana Johnson, Drew Needham, Geoff Gonella, and Linda Gooden. From USM institutions: Jason Curtin (SU), David Balcom (UMES), Theresa Silanskis (UB), Greg Simmons (UMBC), Cathy Sweet (UMGC), Stuart Clarke (UMCES), Jackie Lewis (UMCP), John Short (FSU), Brian DeFilippis (TU), Brent Swinton (BSU), Tom Sullivan (UMB), Ahmed El-Haggan (CSU), and Richee Smith Andrews (USG). From the USM office: Chancellor Jay Perman, Chief of Staff Denise Wilkerson, Vice Chancellor Leonard Raley, Associate Vice Chancellor Marianne Horrigan, Vice Chancellor of Administration and Finance Ellen Herbst, Tom Gilbert, CFO, USM Foundation, Sapna Varghese, Director of Advancement, Ralph Partlow, VP & Associate General Counsel, USM Foundation, and Gina Hossick, Executive Assistant to Leonard Raley.

Chairman Gossett called the meeting to order at 11:05 a.m.

Fundraising Updates (information)

The system wide goal for the year is \$265 million through the end of March 2020; we are 72% toward our annual goal of \$356 million. Vice presidents discussed recent major gifts.

Covid-19 Impact on Advancement (information)

Most of the public session focused on how the pandemic is affecting advancement at our campuses. Each vice president talked about helping students and campuses cope. Collectively, the USM institutions have raised over \$2M for student emergency funds. The advancement teams play a critical role in how our universities are helping with communications to students, admissions, enrollment management, and outreach regarding COVID-19 resources. The vice presidents also discussed budget concerns, balancing immediate fundraising needs with long-term strategies, the challenges of managing staff remotely, and the impact of the pandemic on campaign planning.

Reconvene to Closed Session (action)

Regent Gossett read the "Convening Closed Session" statement citing the topics for the closed session and the relevant statutory authority for closing the meeting under in §3-305 of the Open Meetings Act.

(Regent Gossett moved recommendation, vote to close by Linda Gooden, and seconded by Regents Gonella and Pope, unanimously approved)

The meeting adjourned at 12:10 pm.