

**Direct Support Organizations Committee Minutes**  
**Trustee Thomas Dortch, Chair**  
**Thursday, August 6, 2020**

The Direct Support Organizations (DSO) Committee met on Thursday, August 6, 2020. A quorum was established, with the following trustees in attendance: Thomas Dortch, Kristin Harper, Dave Lawrence, and Kelvin Lawson. Two action items and an informational item were presented to the DSO Committee.

**Acceptance of DSO Budget: FY 2020-2021**

- The FY 2020-2021 DSO Budget for the Florida A&M University (FAMU) National Alumni Association was presented. Trustee Dortch motioned approval to recommend the Budget to the FAMU Board of Trustees (BOT); seconded by Trustee Lawrence. The motion passed, unanimously.

**Consideration of Approval of Revised Bylaws**

- The revised Bylaws for the FAMU Foundation were submitted for consideration of approval in accordance with the FAMU BOT Policy No. 2018-01. The FAMU Foundation Board revised its Bylaws to change the name of one of its committees from the Advisory Committee to the Advisory Board and to provide specificity to the function of the Advisory Board. The revised Bylaws were approved at the Spring 2020 FAMU Foundation Board Meeting.

Trustee Lawson motioned approval to recommend the revised Bylaws to the FAMU BOT; seconded by Trustee Harper. The motion passed, unanimously.

**The Committee Received Updates on Divisional Activities**

**a. FY 2019-2020 University Advancement Updates as of June 30, 2020**

- Fundraising Total: \$7.3M (60% of \$12.2M)
- Investment Portfolio Value: approximately \$123M
- Endowment Value: approximately \$95M
- Alumni Giving Rate: 7.7%

**b. EAB Presentation**

- EAB is University Advancement's outreach partner. EAB is helping to increase fundraising through the support of targeted campaigns, assessing where the University has been historically, and making strategic recommendations as the University moves forward.
  - An overview was provided on the FAMU Giving Funnel through June 30, success measures, and FAMU's upward trend.
  - Great conversation was initiated regarding the driving factors for increased giving during the current economic uncertainty and beyond.
    - It was suggested to consider incorporating new giving technology similar to what Athletics mentioned during their presentation.
    - It was recommended to reinstitute the Annual Report for donor recognition.

With there being no further business, the meeting adjourned.