

**Florida Agricultural and Mechanical University
Board of Trustees**



**Direct Support Organizations Committee Teleconference
Wednesday, November 29, 2017
4 p.m.
FAMU Grand Ballroom**

Committee Members: Thomas Dortch – Chair; Dave Lawrence – Vice Chair
Justin Bruno, Bettye Grable, Kelvin Lawson

AGENDA

- | | | |
|-----|---------------|----------------------|
| I. | Call to Order | Thomas Dortch, Chair |
| II. | Roll Call | Ms. Angie Wiggins |

ACTION ITEMS

- | | | |
|------|--|--------------|
| III. | Approval of September 7, 2017, Committee Minutes | Chair Dortch |
| IV. | Acceptance of DSO Budgets: FY 2017-2018 | Chair Dortch |
| | 1. FAMU Foundation, Inc. | |
| | 2. FAMU National Alumni Association | |

INFORMATIONAL ITEMS

- | | | |
|------|--|--|
| V. | Update on Divisional Activities | George Cotton, Sr., Vice President |
| | 1. FY 2017-2018 University Advancement Updates | |
| | 2. DSO Updates | |
| | A. National Alumni Association | |
| | B. FAMU Foundation, Inc. | |
| | C. FAMU Rattler Boosters | Tommy Mitchell, Executive Director
Rattler Boosters |
| VI. | New Business | Chair Dortch |
| VII. | Adjournment | |

**Florida Agricultural and Mechanical University
Board of Trustees**



ACTION ITEM

**Direct Support Organizations Committee
Wednesday, November 29, 2017
Agenda Item: III.**

Item Origination and Authorization				
Policy ____	Award of Bid ____	Budget Amendment ____	Change Order ____	
Resolution ____	Contract ____	Grant ____	Other ____	

Action of Board				
Approved ____	Approved w/ Conditions ____	Disapproved ____	Continued ____	Withdrawn ____

Subject: **Approval of DSO Committee Meeting Minutes (September 7, 2017)**

Rationale: In accordance with the Florida Statutes, a governmental body shall prepare and keep minutes or make a tape recording of each open meeting of the body.

Attachment: DSO Committee Meeting Minutes (September 7, 2017)

Recommendation: Approve the minutes of the September 7, 2017, DSO Committee Meeting.

**Florida Agricultural and Mechanical University
Board of Trustees**



Direct Support Organizations Committee Meeting Minutes
September 7, 2017

Trustee Thomas Dortch, Chair

The meeting was called to order 1:45 p.m. by Committee Chair Thomas Dortch. Ms. Angie Wiggins called the roll, and the following Committee members participated: Trustees Justin Bruno, Bettye Grable, and Kelvin Lawson.

Vice President (VP) George Cotton, Sr., provided updates on Divisional Activities:

- **A snapshot was presented on fundraising, and upcoming activities:**
 - Current giving as of September 6, 2017, is \$694,527.00 in cash and pledges, compared to approximately \$874,000.00 this same period last year. There is more than \$430K in pipeline gifts.
 - Staff is assisting with donor engagement opportunities for Interim President Larry Robinson in Tampa, FL, and update South Carolina.
 - A FY 2016-17 Fundraising summary was provided which included total giving amounts; top three constituents by total giving; top two largest single gifts; and top three states gifts were received from.

Total Giving

- \$8,556,534
- 30% increase over previous fiscal year (\$6,556,220 received FY 2015-16)
- 3,900 donors
- Average gift amount is \$2,193 compared to \$1,409 in FY 2015-16

Top 3 Constituents by Total Giving

- Alumni - \$2M
- Corporate - \$1.9M
- Friends - \$1.5M

Top 2 Largest Single Gifts

- Foundation - \$1M
- Friend - \$1M

Top 3 States Gifts Received From

- Florida
- Georgia
- Texas

**Florida Agricultural and Mechanical University
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- **FY 2017-18 Comprehensive Capital Campaign Presentation:**
At the August 17 FAMU Board of Trustees (BOT) Retreat, VP Cotton presented for consideration an action plan for *Tomorrow's Promise*, the \$125M comprehensive capital campaign for FAMU. VP Cotton is seeking official BOT approval and is prepared to activate an aggressive process of campaign planning, staffing, and organizational preparedness towards the implementation of volunteer leadership teams which will stabilize the silent phase of the campaign.

DSO Updates:

- **National Alumni Association (NAA)**
Alumni Engagement
 - April 8, NW Florida Alumni Chapter banquet in Marianna; featured Interim President Robinson.
 - July 28-30, FAMU NAA NW Regional Conference in Chicago, IL. Dr. Robinson delivered the keynote address at the fundraising breakfast.
 - September 16, collaboration with the office of Student Affairs and the FAMU NAA on student recruitment and alumni engagement events for Tampa Classic Weekend.
 - The Senior Exec. Director of the office of Alumni Affairs is co-chairing the steering committee for Homecoming 2017. This year's theme chosen by FAMU students is **A FAMU-LY Reunion Celebrating 130 Years of Excellence**. A few highlights were the return of the President's Gala, and FUNK FEST 2017.
- **FAMU Foundation, Inc.**
 - The FAMU Foundation's endowment stands at \$123M as of June 30, 2017.
 - The audit of the Foundation financial statements have begun; anticipate completion ahead of schedule.
- **FAMU Rattler Boosters**
Milton Overton, Athletic Director (AD), provided an update on the Boosters:
 - Boosters Board adopted a name change; new by-laws have been approved by their Board.
 - Obtained legal representation to register the 501c3 with the state.
 - Two new staff hired: Executive Director and Director of Advancement for Major Gifts. Request received for staff's presence at major events during the Tampa Football Classic, and beyond.
 - Fundraising initiatives are underway as it relates to regular and lifetime memberships; and a Homecoming campaign.
 - AD Overton to ensure policies and procedures are followed, set by the FAMU BOT, as it relates to sanctioning of the new group; decertification of the former group; follow through on 501c3; and work with Legal Counsel to ensure appropriate subcommittees are established through the FAMU BOT.

**Florida Agricultural and Mechanical University
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New Business:

- **Intellectual Properties**

AD Overton provided an overview on the increase in licensees; changed licensing structure; brand management; royalties; and details of an upcoming opportunity for small businesses to partner to take advantage of licensing opportunities.

- **FAMU Foundation and Update**

VP Cotton advised that FAMU Foundation Chairman Thomas Jones requested time during the next meeting of the FAMU BOT to officially update the Board and the Community on the progress and growth of the Foundation and its mission.

There being no further business, the meeting adjourned 2:45p.m.

Thomas Dortch, Committee Chair

**Florida Agricultural and Mechanical University
Board of Trustees**



ACTION ITEM

**Direct Support Organizations Committee
Wednesday, November 29, 2017
Agenda Item: IV. 1.**

Item Origination and Authorization				
Policy ____	Award of Bid ____	Budget Amendment ____	Change Order ____	
Resolution ____	Contract ____	Grant ____	Other ____	

Action of Board				
Approved ____	Approved w/ Conditions ____	Disapproved ____	Continued ____	Withdrawn ____

Subject: **Acceptance of DSO Budget: FAMU Foundation, Inc.**

Rationale: The DSO Budgets are submitted for acceptance in accordance with FAMU Internal Management Memorandum (IMM) Number 2003-01, 8:

The DSO shall submit an annual operating budget, which has been approved by the DSO's governing board and by the President and submitted to the Board for approval. The budget shall be submitted no later than sixty (60) days after the first day of the fiscal year for which the budget pertains.

Attachment: Foundation Operating Budget (see Attachment)

Recommendation: Acceptance of the FAMU Foundation Operating Budget

FAMU FOUNDATION, INC.
DRAFT FY 2017-2018 OPERATING BUDGET

	2017-2018	FY 2016-2017	
	PROPOSED BUDGET	Approved Budget	Actual at 6/30/2017
REVENUE AND SUPPORT			
Operating Revenue [1.5% Allocation]	\$2,132,640	\$2,329,725	\$2,193,278
<i>Endowment Administrative Fees</i>	<i>\$1,781,640</i>	<i>\$1,823,725</i>	<i>\$1,793,261</i>
<i>Incoming Gifts Fees</i>	<i>\$300,000</i>	<i>\$300,000</i>	<i>\$193,242</i>
<i>Earnings on Non-Endowed Funds</i>	<i>\$0</i>	<i>\$200,000</i>	<i>\$200,082</i>
<i>Admin Fees on Miscellaneous Revenue</i>	<i>\$45,000</i>	<i>\$0</i>	<i>\$0</i>
<i>Admin Fees on Disbursements</i>	<i>\$6,000</i>	<i>\$6,000</i>	<i>\$6,693</i>
License Tags Revenue	\$425,000	\$425,000	\$436,555
Rents & Fees 625 E TN ST	\$75,000	\$0	\$12,132
Contingency Revenue	\$85,000	\$186,475	\$0
TOTAL REVENUE AND SUPPORT	\$2,717,640	\$2,941,200	\$2,641,965
EXPENDITURES			
Foundation Operations			
Staff Salaries and Benefits	\$959,036	\$571,987	\$561,701
Contractual Services	\$16,300	\$20,000	\$1,816
General Counsel & Legal Services	\$48,000	\$285,000	\$288,500
Auditing and Accounting Services	\$55,000	\$65,300	\$47,500
Foundation Board Meetings	\$116,000	\$120,000	\$141,173
Staff Travel	\$45,000	\$25,000	\$3,719
Memberships & Subscriptions	\$5,000	\$5,000	\$1,284
Insurance	\$22,000	\$20,000	\$13,697
Janitorial Services	\$22,000	\$20,000	\$19,800
Office Security Monitoring	\$10,000	\$7,500	\$5,441
Office Utilities	\$62,000	\$50,000	\$48,511
Pest Control	\$4,000	\$4,000	\$1,598
Grounds Maintenance	\$12,000	\$12,000	\$7,560
Software Maintenance	\$53,000	\$42,000	\$31,170
Telephone	\$2,500	\$2,500	\$0
Office Equipment/Furniture	\$10,000	\$20,000	\$18,411
Materials, Printing & Postage	\$30,000	\$35,000	\$10,055
625 E TN Street Renovations	\$50,000	\$40,000	\$20,931
625 E TN Street Reserve Fund	\$0	\$50,000	\$0
Bank Fees	\$5,000	\$5,000	\$2,545
Other	\$2,229	\$2,126	\$1,352
Operating Contingency	\$10,000	\$12,500	\$0
Total Foundation Operations	\$1,539,065	\$1,414,913	\$1,226,764
Office of University Advancement			
Advancement Operations/Development Support	\$80,000	\$80,000	\$80,000
Fundraising Activities [75% lic tag rev]	\$318,750	\$318,750	\$327,416
Total Office of University Advancement	\$398,750	\$398,750	\$407,416
University Support			
University President Compensation	\$0	\$236,984	\$184,845
Interim University President Compensation	\$233,090	\$233,090	\$233,090
Office of the President/Spec Request	\$10,000	\$25,000	\$25,000
University Auxiliary Support	\$250,485	\$216,379	\$205,934
Board of Trustees Assessment	\$36,000	\$20,000	\$20,000
Board of Governors Assessment	\$14,000	\$14,000	\$12,777
Lobbying Expenses	\$70,000	\$79,000	\$79,000
University Stadium Support	\$60,000	\$0	\$0
License Tags Scholarships [25% lic tags rev]	\$106,250	\$106,250	\$109,139
Total University Support	\$779,825	\$930,703	\$869,785
TOTAL EXPENDITURES	\$2,717,640	\$2,744,366	\$2,503,965
REVENUE LESS EXPENDITURES	\$0	\$196,834	\$138,000

**Florida Agricultural and Mechanical University
Board of Trustees**



ACTION ITEM

**Direct Support Organizations Committee
Wednesday, November 29, 2017
Agenda Item: IV. 2.**

Item Origination and Authorization				
Policy _____	Award of Bid _____	Budget Amendment _____	Change Order _____	
Resolution _____	Contract _____	Grant _____	Other _____	

Action of Board				
Approved _____	Approved w/ Conditions _____	Disapproved _____	Continued _____	Withdrawn _____

Subject: **Acceptance of DSO Budget: FAMU National Alumni Association (NAA)**

Rationale: The DSO Budgets are submitted for acceptance in accordance with FAMU Internal Management Memorandum (IMM) Number 2003-01, 8:

The DSO shall submit an annual operating budget, which has been approved by the DSO's governing board and by the President and submitted to the Board for approval. The budget shall be submitted no later than sixty (60) days after the first day of the fiscal year for which the budget pertains.

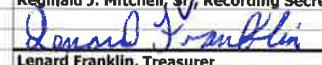
Attachment: National Alumni Association Budget (see Attachment)

Recommendation: Acceptance of the FAMU National Alumni Association Budget

FAMU National Alumni Association
2017-2018 Proposed Budget
REVENUES

REVENUE CATEGORIES		FUND	2016-2017	2016-2017	Unaudited	2016-2017	2017-2018	NOTES
			Original BUDGET 1/31/2016	Amended BUDGET 1/31/2017	2016-2017 Actual 1/31/2017	Variance 1/31/2017	BUDGET 1/31/2017	
1000-Operating Income								
1010	Regular & Associates Memberships	211	100,000	100,000	21,049	(78,951)	100,000	2,000 members @ \$50.
1020	Life Endowment Earnings	198	52,107	79,653	52,107	(27,546)	79,653	Note that the Committee recommends taking all interest earned from the Life
1145	Fundraising & Miscellaneous Activities	211	2,000	2,000	11,152	9,152	12,000	
1145.1	Church Day Revenue	1335	-	-	-	-	-	
1145.2	FAMU Day at the Capitol Registrations (300@\$10)	211	3,000	3,000	50	(2,950)	3,000	300 Participant Registrations @\$10 each
1145.3	Insurance Quote Revenue	211	-	-	8,250	8,250	8,250	Geico
1145.4	5th Quarter Classic	211	-	-	11,664	11,664	-	
1145.5	Miscellaneous Activities	211	-	-	-	-	-	
Total Operating Income			157,107	184,653	104,272	(80,381)	202,903	
1100-Restricted Income - Other Revenue								
1120	New Life Members	197	56,250	56,250	44,965	(11,285)	56,250	75 members @ \$750
1120.1	Life Endowment Investment Earnings	198	-	-	27,546	27,546	-	
1140	Contributions (Chapters, Alumni, and Individual)	211	-	-	915	915	1,000	
1141	Contributions - Chapters Liability Insurance	211	-	-	-	-	26,692	Each chapter will pay their prorated share for liability insurance (67 Chapters x
1150	Contributions (NAA Million Dollar Campaign Endowment)	1404	3,000	3,000	-	(3,000)	-	
1160	Endowed Scholarship Fund Earnings (Million Dollars Campaign Earnings)	1405	7,517	7,517	9,107	1,590	9,107	(5.5% Variable Interest Rate - 2% Administrative Charge) * (Average Balance
1161	NAA Retention Scholarship (SOS)	1894	300,000	300,000	37,523	(262,477)	300,000	There will be a big push for individuals and Chapters to write checks directly
1200	History Book	211	6,754	16,200	4,633	(11,567)	22,400	
1360	Contributions (Corporate)	211	-	-	-	-	20,000	GEICO & Other
Total Restricted Income - Other Revenue			373,521	382,967	124,689	(258,278)	435,449	
1200-Restricted Income - Scholarships								
1210	Restricted Scholarships	204	20,000	20,000	67,258	47,258	20,000	Chapters & Ind. (3 Yr Running Average)
1220	Unrestricted Scholarships	206	3,000	3,000	7,305	4,305	3,000	Alumni and Individuals
Total Restricted Income - Scholarships			23,000	23,000	74,563	51,563	23,000	
Distinguished Alumni Awards Gala								
1230	Registrations/Ticket Purchases	202	20,000	20,000	-	(20,000)	20,000	200 Participants @ \$100.00 each
1240	Souvenir Program Ads	202	-	-	-	-	-	
1250	Donations/Gifts/Transfers	202	-	-	2,030	2,030	-	
Total Restricted Income - D.A.A.G.			20,000	20,000	2,030	(17,970)	20,000	
1300-Restricted Income - Annual/General Meeting/May								
1310	Meeting Full Registration Fees	213	75,000	75,000	43,530	(31,470)	75,000	250 Registrants @ \$300
1320	Meeting Single Day Registrations	213	2,000	2,000	-	(2,000)	2,000	20 Registrants @ \$100 a day
1330	Souvenir Booklet Ads	213	1,800	1,800	-	(1,800)	1,800	Chapter, Region, Corporate & Vendor Ads
1340	Contributions (Chapters, Alumni & Individuals)	213	-	-	126	126	-	
1360	Contributions (Corporate)	213	40,000	40,000	1,540	(38,460)	20,000	GEICO & Other
1370	Vendors	213	1,000	1,000	-	(1,000)	1,000	8 vendors @ \$125 each
Total Restricted Income - Annual Meeting Revenue			119,800	119,800	45,196	(74,604)	99,800	
Total Projected Revenue/Other Source			693,428	730,420	350,750	(379,670)	781,152	

Line Item	EXPENDITURES CATEGORIES	FUND	2016-2017	2016-2017	Unaudited	2016-2017	2017-2018	
			Original BUDGET	Amended BUDGET	2016-2017	Variance	BUDGET	
			1/31/2016	1/31/2017	Actual	1/31/2017	1/31/2017	
2000- Operating Expense - Alumni Operations								
2004	NAA Printing	211	600	600	-	600	600	
2009	Media and Technology Committee	211	3,740	10,000	-	10,000	10,000	Online Database and all internet service charges (e.g. GoDaddy, Constant Contact, domains)
2010	Annual NAA Audit/990 Report	211	12,500	12,500	9,000	3,500	12,500	
2013	Membership Packets (Pins, etc.)	211	20,000	20,000	2,980	17,020	20,000	Regular & Life Membership
2021	Travel - Executive Board Annual Meeting	211	7,100	7,100	-	7,100	7,100	National Officers (8 Elected officers+6 Appointed officers)*700
2022	Travel - Alumni Affairs/University Office / NAA Annual Meeting	211	2,000	2,000	-	2,000	2,000	Two representatives from OAA (travel and hotel expense)
2023	Travel - President Special Meeting & Events	211	10,000	10,000	4,385	5,615	10,000	For president, or his/her designated rep. per EB approval
2024	NAA Teleconferences/Phone	211	1,800	1,800	-	1,800	1,800	12*150 per month
2025	NAA Homecoming	211	4,500	4,500	5,453	(953)	6,000	
2025.3	Hospitality - Alumni, Supporters and Friends - Florida Classic	211	5,000	5,000	10,126	(5,126)	10,000	GEICO Sponsored Hospitality
2025.4	Hospitality - Alumni, Supporters and Friends	211	523	523	-	523	523	GEICO Sponsored Hospitality
2026	Governmental Affairs Committee - BOG & BOT Meeting Travel	211	1,200	1,200	-	1,200	6,050	GAC Budget
2028	Check Charges / Bank Fee / Merchant Fee	211	250	250	2,206	(1,956)	3,000	
2029	NAA Document Update	211	-	-	-	-	-	
2030	New Student Preview (Fall & Spring)	211	200	200	-	200	200	Spring Preview Door Prizes
2031	State Licenses	211	75	75	-	75	75	Secretary of State Division of Corporations Annual Report
2032	NAA President's Expense Account	211	1,000	1,000	881	119	1,000	
2039	NAA Membership Committee Expenses	211	3,000	3,000	-	3,000	3,000	
2039.1	Scholarship Committee	211	1,500	1,500	812	688	1,500	
2040	NAA Publicity Expenses/Gala, Reception, Meetings, etc.	211	8,000	8,000	1,650	6,350	8,000	
2040.1	Governmental Affairs Committee - FAMU Day @ Capitol	211	8,130	8,130	-	8,130	6,000	GAC Budget
2042	Fundraising Committee	211	6,000	6,000	1,555	4,445	7,600	
2042.1	Church Day	1335	-	-	-	-	-	
2044	NAA Contingencies (Contract Services, etc.)	211	500	500	-	500	500	
2049	NAA Postage	211	500	500	70	430	500	
2050	NAA Liability Insurance -Liability & Financial Officer's Bonding	211	300	300	-	300	27,031	NAA & Chapters wil pay their porated share of liability insurance
5000	Election - 2015 Election	211	-	-	-	-	-	Survey Ballots
3050	Student NAA Chapter	211	5,316	5,316	-	5,316	3,816	2018 National Convention Assistance
3050.1	Student Recruitment	211	-	-	-	-	10,000	
7000	History Book	211	6,754	16,200	9,706	6,494	22,400	
7010	5th Quarter Classic	211	-	-	23,494	(23,494)	-	
Total Operating Expenses			110,488	126,194	72,318	53,876	181,195	
NAA Association Employees								
6000	Fiscal Operations Director Salary	211	63,000	63,000	42,000	21,000	63,000	
6010	Fiscal Operations Director Benefits	211	19,530	19,530	-	19,530	19,530	Benefit Salary Rate is 31%
6000	Membership Director Salary	211	-	-	-	-	-	
6010	Membership Director Benefits	211	-	-	-	-	-	Benefit Salary Rate is 31%
6020	Payroll Management	211	1,260	1,260	-	1,260	1,260	= 2% of the Salary amounts.'
			83,790	83,790	42,000	41,790	83,790	
Contributions to University								
3010	NAA Scholarships	211	-	-	-	-	-	NAA Scholarships monies to come directly from scholarship accounts
3010	NAA Chapter Scholarships	204	20,000	20,000	99,850	(79,850)	20,000	= \$142,737.93 average (2011-12 - \$120,415.00, 2012-13 - \$128,017.35, 2013-14 - \$179,781.44)
3010	NAA Scholarships	202	-	-	-	-	8,000	Net profit from DAA
3020	NAA Scholarships	206	20,000	20,000	50,000	(30,000)	12,000	NAA Scholarship Committee Awards to First Time In College FAMU Students. 0206 Unrestricted Disbu
3030	Unrestricted Contributions to the University	206	3,000	3,000	8,050	(5,050)	3,000	
3030	Unrestricted Contributions to the University	211	-	-	-	-	7,910	
3040	Endowed Scholarship	1405	-	-	4,362	(4,362)	-	Student Retention Scholarships
3050	NAA Retention Scholarship	1894	300,000	300,000	147,782	152,218	300,000	Student Retention Scholarships
Total Contributions to University			343,000	343,000	310,044	32,956	350,910	

Line Item	EXPENDITURES CATEGORIES	FUND	2016-2017	2016-2017	Unaudited	2016-2017	2017-2018	
			Original BUDGET	Amended BUDGET	2016-2017	Variance	BUDGET	
			1/31/2016	1/31/2017	1/31/2017	1/31/2017	1/31/2017	
2000- Operating Expense - Alumni Operations								
4000 Restricted Expense - Annual Meeting								
4010	Contract Services (Food, Rooms, etc.)	213	50,000	50,000	4,702	45,298	50,000	
4020	Printing (Souvenir Booklets, Programs, etc.)	213	3,500	3,500	-	3,500	3,500	
4030	Bags & Badges	213	1,000	1,000	-	1,000	1,000	
4040	Hospitality	213	2,500	2,500	2,997	(497)	2,500	
4050	Travel (Negotiations, etc.)/University/Guest Speaker Hotel	213	12,000	12,000	2,432	9,568	12,000	
4060	Postage & Telephone	213	2,500	2,500	-	2,500	2,500	
4070	Miscellaneous (Reimbursement)	213	700	700	153	547	700	
4075	GEICO Hospitality Sponsorships (Fall Football Season)	213	8,000	8,000	-	8,000	8,000	GEICO Sponsored Hospitality
4075.1	GEICO Hospitality - Alumni Village	213	1,000	1,000	-	1,000	1,000	GEICO Sponsored Hospitality
4075.2	GEICO Hospitality - MEAC Basketball Tournament	213	1,000	1,000	-	1,000	1,000	GEICO Sponsored Hospitality
4080	Materials & Supplies (Trophies/Awards, etc.)	213	700	700	-	700	700	
4085	Advertising/Website Development	213	5,000	5,000	1,200	3,800	5,000	
4090	Event Planner	213	-	-	-	-	-	
Total Restricted Expense - Annual Meeting Expenses			87,900	87,900	11,485	76,415	87,900	
4000 D.A.A.G - Distinguished Alumni Awards Gala								
6010	Contract Services (Food, Rooms, etc.)	202	5,000	5,000	-	5,000	5,000	
6020	Awards/Trophies/Certificates	202	3,500	3,500	-	3,500	3,500	
6030	Printing (Souvenir Booklets, Programs, etc.)	202	1,000	1,000	-	1,000	1,000	
6040	Travel	202	1,500	1,500	-	1,500	1,500	
6050	Rental Expenses	202	750	750	-	750	750	
6070	Materials & Supplies	202	250	250	-	250	250	
Total Restricted Expense - DAAG Expenses			12,000	12,000	-	12,000	12,000	
Endowment/Restricted Accounts								
					44,965	11,285		We account for the same revenue amount on the Revenue side because we have to restrict these monies and deposit them in the Alumni Endowed account and not expend any principal dollars.
	National Alumni Life Membership	197	56,250	56,250			56,250	
	National Alumni Life Membership Endowment Earning	198						
	Scholarships (Unrestricted)	206	-	-				
	Scholarships (Restricted)	204	-	-				
	Million Dollars Campaign Earnings	1405	-	-			9,107	We account for the same revenue amount on the Revenue side because we have to restrict these monies and deposit them in the Alumni Endowed account and not expend any principal dollars.
Endowment/Restricted Accounts			56,250	56,250	44,965	11,285	65,357	
Total Projected Expenditures/Contributions			693,428	709,134	480,812	228,322	781,152	
Total Projected Revenue/Other Source			693,428	730,420	350,750	(379,670)	781,152	
Total Projected Expenditures/Contributions			693,428	709,134	480,812	228,322	781,152	
Revenue/Other Source Less Expenditures/Contributions			-	21,286	(130,062)	(151,348)	0	
 Gregory L. Clark President, National Alumni Association								
 Reginald J. Mitchell, Sr., Recording Secretary								
 Lenard Franklin, Treasurer								
 Juanita Moore, Financial Secretary								
 Reginald J. Mitchell, Sr., Chairman, Budget Committee								

**Florida Agricultural and Mechanical University
Board of Trustees**



**Direct Support Organizations Committee
Wednesday, November 29, 2017
Agenda Item: V.**

Subject: Update on Divisional Activities

Summary: Update on Divisional Activities:
1. FY 2017-2018 University Advancement Updates
2. DSO Updates
A. National Alumni Association
B. FAMU Foundation, Inc.
C. FAMU Rattler Boosters

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**Direct Support Organizations Committee
Overall Updates on Divisional Activities**

IV. Update on Divisional Activities

1. Fundraising Updates

- As of November 22, \$2.5M has been raised this fiscal year.
- Gifts received from 2,411 donors with an average gift amount of \$1,026.00.

The Top Five Constituent Contributors are:

Corporations	\$1,032,413
Alumni	\$ 687,229
Friends	\$ 272,638
Foundations	\$ 154,857
Alumni Chapters	\$ 56,611

2. DSO Updates

A. National Alumni Association (NAA)

- The Office of Alumni Affairs (OAA) chaired the annual Homecoming again this year which was larger than last year with record attendance at convocation, tailgates, the football game and a sold out masquerade ball.
- OAA, the Office of Development and Student Affairs teamed up OCTOBER 29-30 for a productive weekend of corporate, alumni and student recruitment events in Upstate South Carolina. Esteemed Alumna Representative Gilda Cobb Hunter of the South Carolina state legislature, Internist, Dr. Daniel Grisham and retired Boeing Executive and former FAMU Cluster member David Blanding were the engines to help Interim President Robinson and several FAMU Deans introduce the great things happening at FAMU to the upstate.
- FAMU National Alumni Association President Greg Clark and President Robinson, were principal players at the National Education Association summit in Washington. November 3rd, President Clark was a part of the dialogue on alumni engagement at HBCUs. Another highlight was a very insightful meeting with Florida Senator Marco Rubio, President Robinson and President Clark.
- The Florida Blue Florida Classic celebrated 21 years, November 16-18.
 - The OAA assisted the division of Student Affairs in producing the largest student recruitment event with more than 1200 attendees at the Hilton Orlando ballroom.
 - Through our role on the Classic Consortium Board, OAA was instrumental in nominating two familiar faces in the hierarchy of leadership at FAMU. Trustee Belvin Perry and

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Trustee Harold Mills were among those honored for their leadership, and service in the inaugural class of the Bob Billingslea Florida Classic Award for 2017. They received the accolades at a VIP awards ceremony held Thursday, Nov. 16 at the Dr. Phillips Arena in downtown Orlando presented by both University Presidents.

- FAMU's 8th president alumnus Dr. Frederick Humphries and Dr. Oswald Bronson former BCU President were also recognized for their leadership in transitioning the classic from Tampa to Orlando.
- Another highlight of Florida Classic weekend was the Rattler F Club Gala which honored President Robinson, FAMU Foundation Chair Thomas Jones, FAMU NAA President Greg Clark, and several others on our FAMU athletic staff.
- Finally, OAA has two key events on the radar in December. Alumni in the Dallas Fort Worth are will welcome President Robinson December 2. This coincides with FAMU'S impending trio for the SACS conference in Dallas. Even with a tight schedule, our alums there are working to squeeze in two key corporate visits for Dr. Robinson.
- OAA and Student Affairs are also collaborating on a special scholars recruitment event hosted by esteemed alumnus and former FAMU Foundation Board member Dr. Mirion Bowers, December 6 in Los Angeles.

B. FAMU Foundation, Inc.

- The FAMU Foundation Board of Directors Meeting was held November 15-18 in Orlando, FL.
 - Completed the draft financial statements and Form 990 Return; both were approved at the Fall 2017 Board of Directors Meeting.
- Accelerated the upgrade and renovations to the Foundation building to lease space.
- The FAMU Foundation's Endowment currently stands at \$122M.
- Various FAMU Foundation Board members have received special recognition nationwide...

C. FAMU Rattler Boosters

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Wednesday, November 29, 2017
Agenda Item: VI.**

Subject: New Business