DIRECT SUPPORT ORGANIZATIONS

Shawnta Friday-Stroud, Ph.D.
Vice President, University Advancement
Executive Director, FAMU Foundation, Inc.
Dean, School of Business and Industry
Recommendation:
Approve the minutes of the February 16, 2022, Direct Support Organizations (DSO) Committee Meeting.
Recommendation:
Approve the FY 2021-2022 FAMU Foundation Operating Budget Amendment- $73,000 for Foundation Board Support.
Approval of 2022-2023 Foundation Operating Budget

Recommendation:
Approve the FY 2022-2023 FAMU Foundation Operating Budget.
Approval of 2022-2023 FAMU Rattler Boosters Operating Budget

Recommendation:
Approve the FY 2022-2023 FAMU Rattler Boosters Operating Budget.
# 2021-2022 Fundraising as of 5/23/2022

**Progress as of May 23, 2022:** $23,132,308.69 (172% of $12.2 Million)

- **New Cash Goal** - $8.25M (UA Goal)
  - Current - $20,245,102.11 (245% of goal & 87% of Total)

- **Planned Gifts Goal** - $1.95M (UA Goal)
  - Current - $585,000 (30% of goal)

- **Pledges Goal** - $4.8M (UA Goal)
  - Current - $2,302,206.58 (47% of goal) ($1,768,740.07 outstanding)

- **Pledge Collections**
  - Current - $663,024.72 ($533,466.51 this year)
2021-2022 Fundraising as of 5/23/2022
By Category

Year to Year Comparison by Category

- Alumnus: 15.4% (2021-2022) vs. 11.9% (2020-2021)
- Friend: 11.9% (2021-2022) vs. 11.1% (2020-2021)
- Alumni Chapter: 1.5% (2021-2022) vs. 1.7% (2020-2021)
- Corporation: 48.6% (2021-2022) vs. 11.9% (2020-2021)
- Foundation: 11.1% (2021-2022) vs. 9.5% (2020-2021)
- Government: 1.7% (2021-2022) vs. 11.1% (2020-2021)
- Organization: 9.5% (2021-2022) vs. 1.7% (2020-2021)
- Estate: 1.7% (2021-2022) vs. 9.5% (2020-2021)
- Total: 22.2% (2021-2022) vs. 11.9% (2020-2021)
10-Year Fundraising Overview
2012-13 to 2021-22

10-YEAR FUNDRAISING TOTALS

<table>
<thead>
<tr>
<th>Year</th>
<th>Cash</th>
<th>Pledge</th>
<th>Planned Gift</th>
<th>Total</th>
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<tr>
<td>2012-13</td>
<td>$3.2</td>
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<td>$0.5</td>
<td>$3.3</td>
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<tr>
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<td>2014-15</td>
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<td>$0.5</td>
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<td>2015-16</td>
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<td>2016-17</td>
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<td>$3.7</td>
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<td>2017-18</td>
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<td>2018-19</td>
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<td>2019-20</td>
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<td>2020-21</td>
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<td>$0.2</td>
<td>$11.3</td>
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<tr>
<td>2021-22</td>
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<td>$13.6</td>
<td>$0.6</td>
<td>$24.4</td>
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Updates on UA Campaigns
1887 Strikes, The Oral History Project, & Year End Dollar Day

The Oral History Project
• Respondents – 5,347 in May
  4,431 in April
• Stories – 4,012 in May
  3,352 in April
• Donations – 662 in May
  529 in April
DSO Updates

1. FAMU Foundation, Inc.
   The Foundation Board is holding its Spring 2022 Board of Directors Meeting here, June 1-3, 2022.
   Investment Value - $159,758,620 as of March 31, 2022, compared to $156,390,481 as of September 30, 2021
   Endowment Value $122,192,828 as of March 31, 2022, compared to $115,184,438 as of September 30, 2021

2. FAMU National Alumni Association
   The FAMU NAA is holding its 2022 National Convention here, June 1-5, 2022.
   Congratulations to incoming NAA President, Mr. Curtis Johnson. He will start his administration on July 1st.
   We thank NAA President, Col. Gregory Clark for his service.
Update on DSO Activities

DSO Updates

3. FAMU Rattler Boosters
   Presentation by President Cobb and Vice President Col.(Ret.) Joe
“At FAMU, great things are happening every day!”