

## Development Committee

**Committee Members:** R.J. Baker, A.G. Cleveland, C. Frank, A.V. Linzey, B. McMillan, M. Willig, D.J. Schmidly (Chair).

### **Mission:**

The Development Committee was established as an *ad hoc* committee in 1989 and became a standing committee in 1993. The mission of this committee is to promote the development of the Society through various forms of planned giving such as bequests, trusts, and gifts of cash or other assets. Coordination is required with other committees and informal groups that have related functions. The Development Committee activated the Pooled-Income Fund in 1998.

**Responsibilities:** Committee members may write personal letters inviting members to become Patron Members of the Society and/or to become donors to the New Founders Club. Committee members may work to obtain grants for the Future Mammalogists Fund, the Latin American Student Field Research Fund, the African Graduate Student Fund, and for support of new fellowships. Committee members may work to obtain grants from foundations and industry for use by other committees such as the Program committee.

### **Information Items:**

#### **(1) 2014 Activities:**

(a) The Committee met at the 2013 ASM meeting in Philadelphia to discuss an action plan for 2014. Several members had been approached by the general membership expressing concern about the constant solicitation of members for donations. A consensus emerged that it was time to make an all-out effort to approach corporate and philanthropic foundations to secure endowment and program funding. As Committee Chair, I volunteered to lead the effort to identify possible foundation targets. Previously, after agreeing to chair this Committee, the President and Board, at my request, approved a modest budget of \$5,000 to support travel to approach various foundation headquarters about potential proposals and funding.

(b) On 29 August 2013, I convened a one day retreat with 3 individuals who worked with me as major fund raisers while I served as president at various institutions. These individuals were Gene Binder, who worked with me at Texas A&M Galveston and Texas Tech universities, John Stropp, who ran the UNM Foundation while I served as President, and Ron Streibich who worked for the Texas A&M Foundation and previously had worked with me at Texas Tech. I briefed them about ASM and its history, membership, mission, and programs. After considerable discussion, the general consensus was that this would not be an easy fund-raising situation. All 3 professionals talked about the difficulty of fund-raising for national scientific dues paying organizations. But it was agreed to proceed with identifying possible target foundations and Ron Streibich volunteered the Texas A&M Foundation research team to assist us since A&M had a long history of leadership and involvement with the ASM.

(c) The research team, after about 8 weeks of searching foundation databases and gift raising histories, identified 15 foundations as possible targets to contact and solicit (see list below).

(d) My assistant and I contacted each of these foundations to brief them about ASM and our funding needs. In the process we discussed whether their foundation might have any interest in ASM programs as well as if we could arrange a meeting with foundation staff. We specifically talked about their giving priorities and any restrictions that might prohibit ASM from making an application.

(e) None of the foundations contacted believed there was a match between their giving priorities and history with the mission, goals, and priorities of ASM. A general response from most is that we do not make gifts to large, national scientific organizations with a dues paying membership, and almost of the foundations we talked with had geographic restrictions (by state or region) as to their gifting policies. In effect, this entire effort proved fruitless and a decision was made not to expend funds to visit these foundations.

(f) The Committee will convene again at the ASM meetings in Oklahoma City to define a new strategy for 2015.

**(2) List of Foundations Contacted:**

Harold Simmons Foundation  
Robert J. Kleberg and Helen C. Kleberg Foundation  
The Meadows Foundation  
Excel Energy Foundation  
Valero Energy Foundation  
The Summerlee Foundation  
Albert & Bessie Mae Kronkosky Charitable Foundation  
Caesar Kleberg Foundation for Wildlife Conservation  
Strake Foundation  
Robert R. and Kay M. Onstead Foundation  
Wolf Creek Charitable Foundation  
Catepillar Foundation  
ExonMobil Foundation  
PPG Industries Foundation  
Union Pacific Foundation

**(3) Recommendations:** At this time, we recommend that the ASM President and Board not include a travel allocation in this year's budget for the Development Committee.

**Action Items:** None.

**Respectfully submitted,**  
David J. Schmidly, Chair  
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