

LEGAL SERVICES CORPORATION
BOARD OF DIRECTORS

MEETING OF THE
INSTITUTIONAL ADVANCEMENT COMMITTEE
OPEN SESSION

Sunday, October 4, 2015

4:35 p.m.

Hyatt Regency San Francisco
5 Embarcadero Center
San Francisco, California 94111

COMMITTEE MEMBERS PRESENT:

John G. Levi, Chairperson
Robert J. Grey Jr.
Charles N.W. Keckler
Martha L. Minow
Father Pius Pietrzyk, O.P.
Herbert S. Garten (Non-Director Member)
Thomas Smegal (Non-Director Member)

OTHER BOARD MEMBERS PRESENT:

Harry J.F. Korrell, III
Victor B. Maddox
Julie A. Reiskin
Gloria Valencia-Weber

STAFF AND PUBLIC PRESENT:

James J. Sandman, President
Ronald S. Flagg, Vice President for Legal Affairs,
General Counsel, and Corporate Secretary
Lynn Jennings, Vice President for Grants Management
Rebecca Fertig Cohen, Chief of Staff
Mayealie Adams, Special Assistant to the President for
the Board
David L. Richardson, Comptroller and Treasurer,
Office of Financial and Administrative Services
Carol A. Bergman, Director, Office of Government
Relations and Public Affairs
Carl Rauscher, Director of Media Relations, Office of
Government Relations and Public Affairs
Wendy Rhein, Chief Development Officer
Lora M. Rath, Director, Office of Compliance
and Enforcement
Janet LaBella, Director, Office of Program
Performance
Jeffrey E. Schanz, Inspector General
Laurie Tarantowicz, Assistant Inspector General and
Legal Counsel, Office of the Inspector General
John Seeba, Assistant Inspector General for Audit,
Office of the Inspector General
Daniel O'Rourke, Assistant Inspector General for
Investigations, Office of the Inspector General
David Maddox, Assistant Inspector General for
Management and Evaluation, Office of the
Inspector General
Joel Gallay, Special Counsel to the Inspector
General, Office of the Inspector General
Allan J. Tanenbaum, Non-Director Member, Finance
Committee

Robin C. Murphy, National Legal Aid and Defender
Association (NLADA)

C O N T E N T S

OPEN SESSION	PAGE
1. Approval of agenda	4
2. Approval of minutes of the Committee's Open Session meeting on July 17, 2015	4
3. Update on development activities	4
4. Leaders Council update	8
5. Public comment	10
6. Consider and act on other business	10
7. Adjourn Open Session	11
 CLOSED SESSION	 PAGE
8. Approval of minutes of the Committee's Closed Session meeting of July 17, 2015	
9. Development report	
10. Consider and act on prospective donors	
11. Adjourn Closed Session	

Motions: Pages 4, 4 and 11

1 P R O C E E D I N G S

2 (4:35 p.m.)

3 CHAIRMAN LEVI: I'm going to call the meeting
4 of the Institutional Advancement Committee to order.

5 Could I have a motion to approve the agenda?

6 M O T I O N

7 FATHER PIUS: So moved.

8 CHAIRMAN LEVI: Second?

9 DEAN MINOW: Second.

10 CHAIRMAN LEVI: All in favor?

11 (A chorus of ayes.)

12 CHAIRMAN LEVI: Approval of the minutes? A
13 motion?

14 M O T I O N

15 FATHER PIUS: So moved.

16 DEAN MINOW: Second.

17 CHAIRMAN LEVI: All in favor?

18 (A chorus of ayes.)

19 CHAIRMAN LEVI: You want to give the update?

20 MS. RHEIN: Sure.

21 CHAIRMAN LEVI: Yes. It's in your book.

22 MS. RHEIN: Inside your Board book you will

1 find a breakdown of funds received to date and private
2 funding. We are at a little over \$4.8 million.
3 There's been a noticeable uptick in the foundation
4 gifts in particular. We have received several new
5 foundation grants over the summer.

6 There's an award from the Public Welfare
7 Foundation, an award from the Kresge Foundation, the
8 Hewlett Foundation, and the Mellon Foundation that have
9 all been confirmed. There are a couple of more grants
10 that are outstanding with funders right now that we
11 hope to have some movement on in the next several
12 months.

13 So a lot of the activity over the last couple
14 of months has been spent on getting these grants up and
15 going within LSC, developing grant teams and tracking
16 opportunities to be able to make sure that we're
17 staying on top of all of them.

18 Almost all of the grants are one-year grants.
19 There's one that's an 18-month grant, the Public
20 Welfare Foundation grant. So there's a lot of new
21 activity, asking of the LSC staff and also of some
22 consultants that we will need to bring in to make sure

1 that we reach our deliverables on all of these grants
2 in a timely fashion.

3 CHAIRMAN LEVI: So for example, one of the
4 grants asked for a match and we got the match?

5 MS. RHEIN: Um-hmm.

6 CHAIRMAN LEVI: And that kind of thing has
7 happened. Anything more you want to say about this?

8 MS. RHEIN: No.

9 CHAIRMAN LEVI: Is there a closed session?

10 MS. RHEIN: There is a closed session, yes.

11 CHAIRMAN LEVI: Yes. Any questions or

12 FATHER PIUS: How is your staffing level?
13 We're happy with that now?

14 MS. RHEIN: There's a development associate
15 that you will actually all get to meet on Tuesday. His
16 name is Michael Smith, and he will be here, and he's
17 been a huge help. And then we also have an intern
18 who's part-time.

19 CHAIRMAN LEVI: Any other questions?

20 Comments?

21 (No response.)

22 CHAIRMAN LEVI: On the Leaders Council -- yes?

1 MS. REISKIN: Well, just great job.

2 Impressive. A lot of these one-year grants, are they
3 all just one year or do some of them have an
4 opportunity for continuation?

5 MS. RHEIN: I think that some of them will
6 have opportunities for other projects, honestly, Julie,
7 with the same funder, not necessarily a continuation of
8 the same grant. The PWF is a perfect example.

9 This is a next. They've given LSC a grant
10 previously, and this second grant is on the same lines.
11 It's a data project. And this is an opportunity to
12 build some tools and to have some more resources
13 available for the grantees. So I think our
14 opportunities will be similar to that.

15 CHAIRMAN LEVI: And there is one that's a
16 planning grant. That leads to the possibility of a
17 very significant additional, which we should discuss in
18 closed session.

19 Any other questions? Comments?

20 (No response.)

21 CHAIRMAN LEVI: You want to just say about the
22 Leaders Council?

1 MS. RHEIN: Sure. I just wanted to circle
2 back with all of you since we had raised earlier in the
3 year the idea of a Leaders Council. I will be
4 completely honest that I haven't done anything about
5 it. We have been focused on the foundation grants for
6 the last several months, and bringing in new revenue to
7 LSC and new projects for that.

8 It is something that's on the top of my radar
9 coming in the next several months. But to this point,
10 we have not moved forward or invited anyone.

11 CHAIRMAN LEVI: And I'll take blame for that,
12 too, because we've just been so busy trying to raise
13 funds, and also tell our story.

14 I have to say, and I think it's fair to say in
15 this meeting, you know, 50 years ago there was a
16 committed generation of folks from both sides of the
17 aisle. And it's interesting to me, but leadership of
18 law firm America, there's so many people who do not
19 have a clue who we are. Just they don't have a clue.

20 Sometimes development activities, whether
21 folks actually give you any -- they don't have to give
22 you a dollar, but it's an opportunity to have a

1 discussion and just let people know who we are.

2 I hate to say this about our American justice system:

3 This is in the category of what do you take for

4 granted, just assume it's going to be there? What do

5 you make it your business to know about?

6 So development activities are an opportunity

7 to tell your story, whether or not you are successful.

8 And that should not be undervalued. And each of you

9 has an opportunity to do that on behalf of this Board,

10 but on behalf of the issues involving civil legal aid.

11 So that, I think, we have been working very

12 hard at as well. And I certainly sent letters to many,

13 many law firms, and they have proposals in front of

14 them. But it's also been an opportunity to have

15 discussions with firm leaders about who we are that

16 actually haven't known who we were, much to my -- but

17 now it's no longer a surprise to me because in fact

18 that's not unusual.

19 MS. RHEIN: That's the development report.

20 CHAIRMAN LEVI: Now, there's another piece of

21 the development report. Mr. Grey is head of an amazing

22 organization, the Leadership Council on Legal

1 Diversity. And last Tuesday, his speaker in Chicago
2 was Martha Minow.

3 She used the opportunity, and so did he, to
4 talk about Legal Services to a group of people that
5 included many of the folks I'm talking about. And
6 Martha gave a phenomenal talk, which I'm sorry the rest
7 of you don't get a chance to hear.

8 DEAN MINOW: How much do I owe you?

9 (Laughter.)

10 CHAIRMAN LEVI: Really phenomenal talk. It is
11 important to have each of these opportunities, make
12 them count. We only have a few more years. And so
13 these things happen. And it was really quite
14 compelling, and a lot of people came up afterwards and
15 asked about Legal Services. So thank you, Mr. Grey,
16 for making that possible.

17 Anything else?

18 (No response.)

19 CHAIRMAN LEVI: Public comment?

20 (No response.)

21 CHAIRMAN LEVI: Consider and act on other
22 business?

1 (No response.)

2 CHAIRMAN LEVI: Now we'll adjourn the open
3 session. Could we have a motion to move into closed
4 session?

5 M O T I O N

6 MR. KECKLER: So moved.

7 FATHER PIUS: Seconded.

8 (Whereupon, at 4:44 p.m., the Committee was
9 adjourned to Closed Session.)

10 * * * * *

11

12

13

14

15

16

17

18

19

20

21

22