

LEGAL SERVICES CORPORATION  
BOARD OF DIRECTORS

MEETING OF THE  
INSTITUTIONAL ADVANCEMENT COMMITTEE  
OPEN SESSION

Friday, July 27, 2012

9:30 a.m.

Sheraton Ann Arbor Hotel  
3200 Boardwalk Street  
Ann Arbor, Michigan 48108

COMMITTEE MEMBERS PRESENT:

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

OTHER BOARD MEMBERS PRESENT:

(None)

## STAFF AND PUBLIC PRESENT:

James J. Sandman, President

Richard L. Sloane, Chief of Staff & Special Assistant  
to the President

Rebecca Fertig, Special Assistant to the President

Atitaya Rok, Staff Attorney, Office of Legal Affairs

Colleen Cotter, Executive Director, Cleveland Legal Aid

Kenneth Penokie, Executive Director, Legal Services of  
Northern Michigan

Mary Kavanaugh-Gahn, Deputy Legal Services of Northern  
Michigan

Don Saunders, National Legal Aid and Defenders  
Association (NLADA)

## C O N T E N T S

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6. Briefing by Bob Osborne, Development Consultant	
7. Consider and act on a draft Development Plan for the Corporation	
8. Consider and act on motion to adjourn the meeting	

Motions: Pages 4 and 7

## 1 PROCEEDINGS

2 (9:30 a.m.)

3 CHAIRMAN LEVI: -- for the minutes of the minutes?

4 MOTION

5 FATHER PIUS: So moved.

6 MR. GREY: Second.

7 CHAIRMAN LEVI: All in favor?

8 (A chorus of ayes.)

9 CHAIRMAN LEVI: Discussion of Committee work.

10 I'll try to be brief about this.

11 We will be receiving some information in a closed  
12 session, a briefing, that I think we will be discussing  
13 the implications of it, and then figure out during the  
14 period between now and our next Board meeting how we  
15 can have a meeting in the open to discuss our take on  
16 the advice of our outside expert.

17 I also feel, and I believe Jim Sandman feels,  
18 too, based on the inquiries that we've had from a  
19 number of outside organizations that are in the  
20 business of funding not just legal services -- in fact,  
21 a number of them have not been that active in funding  
22 legal services -- but of their growing interest in

1 being helpful and in seeing proposals from us,  
2 particularly for research, which you have heard brought  
3 up in other discussions here during our meeting.

4       And I think that it will be important to figure  
5 out how we go about corralling that. I also believe  
6 that we're going to be in a position where we need to  
7 start the process in earnest of establishing some  
8 internal capacity in this arena because we do not have  
9 it right now.

10       And thirdly, that is in how to go about  
11 approaching potential funders, responding to their  
12 inquiries. And thirdly, I think that again I keep  
13 hearing from people around the country: When are we  
14 going to establish some kind of alumni or honorific  
15 network, and what's taking us so long?

16       Well, I think our Board has been extremely busy.  
17 The LSC Management has been very busy. And again, if  
18 you have an internal capacity, I think you can build  
19 those things.

20       So that's sort of what I believe will be -- and  
21 the implications, I guess we should say, also of the  
22 strategic plan will certainly impact our work of the

1 Committee. And it's not just August/September; it's  
2 for the rest of the year.

3 I don't know if any of you in the room or online  
4 have reaction to what I just said, but I'd be certainly  
5 interested.

6 PROFESSOR KECKLER: Right. I think that that sums  
7 up some of the key points. The strategic plan is going  
8 forward, and the advancement issues are referenced in  
9 there. They need to be integrated with whatever we're  
10 going to be doing, and that's going to have to be  
11 thought out.

12 But connected with that is the idea of the  
13 internal capacity, which we have talked about. There  
14 are times because we were looking over this and, you  
15 know, I can understand people -- we are moving in a  
16 direction, but it sometimes seems slow because of the  
17 nature of the fact that we meet quarterly even though  
18 we don't. We think about it in between, but we only  
19 meet quarterly.

20 Having the internal capacity of having somebody  
21 who's working every day to develop the advancement  
22 possibilities for the Corporation, who knows how to do

1 that, is something that certainly would move things  
2 along at a greater pace.

3 CHAIRMAN LEVI: Anyone on the line have --

4 (No response.)

5 CHAIRMAN LEVI: Okay. Any public comment?

6 (No response.)

7 CHAIRMAN LEVI: Is there any other business?

8 (No response.)

9 CHAIRMAN LEVI: Can I then have a motion for us to  
10 go into closed session?

11 M O T I O N

12 FATHER PIUS: So moved.

13 DEAN MINOW: Second.

14 CHAIRMAN LEVI: All in favor?

15 (A chorus of ayes.)

16 CHAIRMAN LEVI: So we will now end this portion of  
17 the meeting and go into closed session.

18 (Whereupon, at 9:35 a.m., the Committee was  
19 adjourned to closed session.)

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