

# UMB SPOTLIGHT

FOCUS ON PHILANTHROPY | WINTER 2018



**BIG IDEAS  
AT UMB**



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### *Mission*

To improve the human condition and serve the public good of Maryland and society at-large through education, research, clinical care, and service.

### *Vision*

The University will excel as a pre-eminent institution in its missions to educate professionals, conduct research that addresses real-world issues affecting the human condition, provide excellent clinical care and practice, and serve the public with dedication to improve health, justice, and the public good. The University will become a dominant economic leader of the region through innovation, entrepreneurship, philanthropy, and interdisciplinary and interprofessional teamwork. The University will extend its reach with hallmark local and global initiatives that positively transform lives and our economy. The University will be a beacon to the world as an environment for learning and discovery that is rich in diversity and inclusion. The University's pillars of professionalism are civility, accountability, transparency, and efficiency. The University will be a vibrant community where students, faculty, staff, visitors, and neighbors are engaged intellectually, culturally, and socially.

### *Core Values*

accountability	diversity	knowledge
civility	excellence	leadership
collaboration		

# Why Philanthropy Matters

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We all experience regular, and often massive, numbers of entreaties for a seemingly endless array of worthy causes. The sheer magnitude of the petitions makes it relatively easy for one to glaze over and tune out the majority of the appeals we receive.

That we are besieged with requests for help has become pretty much the norm in American society ever since those Calvinist pilgrims landed at Plymouth Rock nearly 400 years ago. We are invited to support a plethora of health care organizations, social welfare entities, educational institutions, disaster relief efforts, local initiatives, and on and on.

The fortunate reality is that Americans are the most generous people on the planet. More than 1.5 million nonprofit organizations exist in this country. They perform an extraordinary variety of critical services, many of which are absolutely essential to life and limb, for people of all ethnicities, genders, backgrounds, and persuasions. In 2016, Americans contributed more than \$390 billion to charitable causes. One in four Americans gives time annually to help others in need and in 2016, 7.7 billion hours were donated by volunteers.

It can accurately be said that Americans “get it” when it comes to giving ... of their talent, time, and resources.

But why does that matter? What difference does it make?

For an institution like the University of Maryland, Baltimore (UMB), philanthropic support and the engagement of alumni and friends becomes more vital with each passing month. While the state of Maryland's support is essential and relatively generous in comparison with other states, at 20 percent of the overall UMB budget it is insufficient



to underwrite the extensive costs associated with operating a major public research university. In reality, UMB is a “state-assisted” institution.

The other traditional sources of revenue are student tuition, which the University is committed to keeping at reasonable levels; and grants and contracts, an arena in which UMB competes very successfully against national competition. In just this past year, the University and its faculty and staff generated more than \$500 million in sponsored research support, putting us in the top tier of public institutions.

The one additional — and critical — source of revenue for UMB is private philanthropy, or charitable gift support. At a cost of roughly 12 to 15 cents per dollar to raise, philanthropy at UMB is the most cost-effective source of new dollars. Given that the return on investment (ROI) is better than 85 percent, the University simply must devote more of its time and attention to finding and securing these important resources.

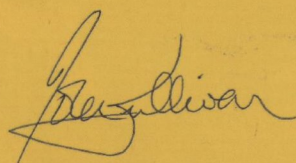
In addition, philanthropy can be seen as a powerful agent of positive change, providing sustenance and momentum to untold numbers of programs; funding student scholarships; underwriting the recruitment and retention of talented faculty; aiding in the acquisition of technology; enhancing discovery in science and medicine; and encouraging the promotion of social justice and community engagement.

Finally, and most importantly, philanthropy is not a zero sum entity. It is truly an elastic source of revenue with tremendous capacity to expand. It is up to us at UMB to capture the attention and

garner the interest of more people and organizations with the wherewithal and inclination to make important things happen. Countless individuals in this community and throughout American society hunger to connect with a meaningful cause; to link with an organization that can truly move the needle in reducing human suffering, improving economic opportunity, curing chronic disease, enhancing social justice, growing entrepreneurship.

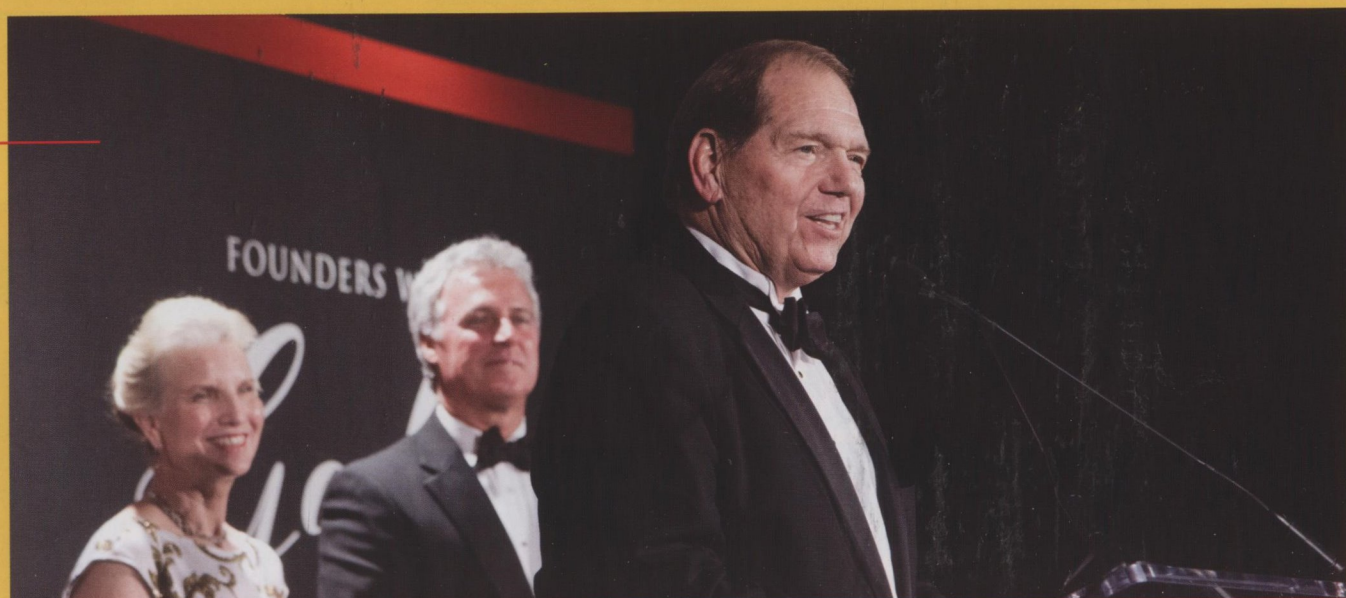
Why does philanthropy matter? Because it is the one unfettered, flexible, and accessible source of revenue that UMB can secure. It has the potential to drive extraordinary growth, progress, and achievement for the University in the years ahead. Philanthropy must be seen as a noble and dignified enterprise, one that presents a unique nexus through which to intimately connect more people to the core and culture of this remarkable institution in the service of humankind. Philanthropy is the catalyst members of our institutional family need in order to change the world.

*Because, If not us, who? If not now, when?*



**Thomas J. Sullivan, CFRE, MS**

*Chief Philanthropy Officer and Vice President  
University of Maryland, Baltimore  
CEO, University of Maryland  
Baltimore Foundation, Inc.*



Thomas J. Sullivan addresses the Gala crowd after Catalyst Campaign co-chairs Ellen Yankellow and Brian Gibbons.





With the Catalyst Campaign, the University of Maryland, Baltimore (UMB) is determined to produce the greatest investment an educational institution can make — an investment in the essence of the University, its people. UMB is home to exemplary students, outstanding scholars, pioneers in research and discovery, experts in the medical and social sciences, and purveyors of societal justice across all six professional schools and an interdisciplinary Graduate School. Growing philanthropy to catalyze these efforts will fuel the fire of change that is endemic throughout UMB.

UMB is a catalyst, promoting social justice, improving health, and serving the public good of Maryland and the region. The \$750 million campaign will focus on attracting resources in support of five Big Ideas: conquering chronic pain; eliminating addiction; furthering critical disease research and care; embracing entrepreneurship; and advancing community engagement. The ambitious fundraising drive will deploy those charitable resources in underwriting student scholarships, faculty excellence, research and exploration, school-specific special projects, and sustaining funds.

### *Conquering Chronic Pain*

Chronic pain, one of the most common invisible disabilities, disrupts the routines of daily life and is a lifelong struggle for countless individuals. Acknowledging the realities of chronic pain and validating the patient's experience is the first step to finding a sustainable solution — and by establishing the **Center to Advance Chronic Pain Research (CACPR)** UMB has done just that. At CACPR, faculty and students from multiple schools and disciplines are collaborating to develop solutions for the 100 million-plus U.S. adults suffering from chronic pain.<sup>1</sup>

Addressing the significant threat of addiction to those suffering chronic pain, Andrew Coop, PhD, School of Pharmacy, has developed a new opioid drug known as UMB 425. The drug has the “potential to provide pain relief while slowing the body's development of tolerance to the drug over time,” allowing a patient to treat pain without the threat of addiction.

### *Eliminating Addiction*

Addiction is a multi-faceted, national issue that has led the president to declare the opioid epidemic a national public health emergency. At UMB, faculty, staff, and students are working to find solutions, including developing effective recovery treatments, reforming treatment protocols and policies, and providing enhanced resources and services for those recovering from addiction.

At the **Center for Addiction Research, Education, and Service (CARES)**, co-directors Michelle Tuten, PhD, MSW, of the School of Social Work, and Raymond Love, PharmD, of the School of Pharmacy, envision a facility where effective addiction treatments are developed and continuing care services are provided to those in recovery.

“From research to treatment to policy development, UMB has a unique opportunity to develop preventative and therapeutic measures that can help reduce the destructive impact of addiction.”

Co-leaders and Deans Richard P. Barth, PhD, MSW, of the School of Social Work, and Natalie D. Eddington, PhD, FAAPS, FCP, of the School of Pharmacy

### *Furthering Critical Disease Research and Care*

In the **School of Medicine**, faculty have achieved numerous advances that have dramatically and measurably impacted and improved lives around the world. Discovery-based medical research always has a patient-centered focus as practitioners work to provide appropriate care to those suffering from any number of critical diseases. Faculty are conducting groundbreaking research and making discoveries that lead to new treatments and cures for the critical diseases that plague our world. UMB is a leader in a variety of research areas, including chronic diseases, stem cell and composite tissue transplantation, genomics, cancer, HIV/AIDS, heart disease, kidney disease, regenerative medicine, shock trauma and anesthesiology, biomedical engineering and technology, brain science, and global health.



## Embracing Entrepreneurship

The entrepreneurial spirit runs through the core of UMB's six professional schools and interdisciplinary Graduate School. At the School of Pharmacy, Dean Natalie D. Eddington has trademarked the phrase "**pharmapreneurism**" to describe the School's commitment to supporting both faculty and students in achieving their career aspirations and addressing the nation's health care challenges. The initiative is rooted in the School's distinguished history of producing alumni innovators who are motivated to employ their education to improve the pharmaceutical world.

“Through our pharmapreneurism initiative, we give interested students and faculty a safe space and the flexibility to learn how to problem solve and work as teams, because that's how health care is going to be delivered — in teams. We have an unprecedented opportunity to provide skills and ignite thoughts that will allow students and faculty to do innovative things.”

Natalie D. Eddington, PhD, FAAPS, FCP, dean and professor, University of Maryland School of Pharmacy

With the establishment of the **Graduate Research Innovation District (the Grid)**, the Graduate School has become a center for interdisciplinary innovation and entrepreneurship. Through multiple new degree programs and graduate certificates, the Graduate School is transforming students and researchers into entrepreneurial thinkers and doers who chart their own paths in science and societal innovation.

## Advancing Community Engagement

At the heart of UMB's commitment to improving the human condition are the people the University serves in West Baltimore, the thousands of men, women, and children who live in the neighborhoods

immediately adjacent to the institution's 71-acre urban campus. UMB's neighbors increasingly turn to the University for an array of programs and services designed to dismantle barriers to opportunity, while improving physical and economic welfare.

UMB's deep commitment to invest passion, talent, and resources in the West Baltimore community will help secure the health, well-being, and just treatment of the community's most vulnerable citizens. Faculty and students take the lead in making community engagement a staple of the educational experiences at UMB.

All full-time students at the **Carey School of Law** participate in the school's Clinical Law Program, providing appropriate, pro bono advice and counsel to many of the underserved in the Baltimore community. For more than 40 years the program has worked to effect positive change in the city by taking on real cases and clients to reduce criminal sentences, reunite families, help draft legislation, and provide representation for those who struggle to access the justice system.

Over the course of their education, students at the **School of Social Work** participate in two different field placements throughout the state of Maryland and surrounding areas, aggregating more than 531,000 hours of annual field practicum. Together, faculty, students, and alumni are improving services in schools, creating community outreach efforts, delivering services to at-risk families, and creating and evaluating programs and practices to diminish social problems.

These collaborative ventures can create a world where patients are unburdened of debilitating pain and chronic disease; a world where those who suffer from addiction receive effective treatments, rather than punitive actions; a world where experts from every discipline can work together and bring their ideas to life; a world where society's most devastating challenges are alleviated through community engagement and social justice. Together, the faculty, staff, students, alumni, and community leaders at UMB are a catalyst for the public good.

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<sup>1</sup> This is according to a study conducted by the Institute of Medicine of The National Academies.

National Academy of Sciences (2011) Relieving PAIN in America. [Online] Available from: <https://www.nap.edu/read/13172/chapter/2> [Accessed Nov. 2, 2017].



# UMB, Catalyst For A Brighter Future

—o “If not us, who? If not now, when?”

With those words by University of Maryland, Baltimore (UMB) President Jay A. Perman, MD, UMB has embarked on a momentous fundraising campaign to secure the resources that will ensure its capacity to enhance excellence and leadership throughout its pre-eminent schools, programs, and initiatives.

Catalyst, the \$750 million comprehensive campaign, is the largest fundraising effort in the University's 210-year history. The effort encourages meaningful philanthropic support from alumni and friends toward resources that will support the University's collaborative work relative to five Big Ideas: conquering chronic pain, eliminating addiction, furthering critical disease research and care, embracing entrepreneurship, and advancing community engagement.

Perman formally announced the campaign before an enthusiastic crowd of more than 500 faculty, staff, students, and friends at UMB's Founders Week Gala on Oct. 14. The gathering heard Perman express his aspiration for the University to bring the most talented and dynamic students to campus

and to recruit more renowned faculty to teach and inspire them. He described the importance of further elevating UMB's prominence by developing early and mid-career investigators, funding new research initiatives, and underwriting vital priorities in each of the University's six professional schools and interdisciplinary Graduate School.

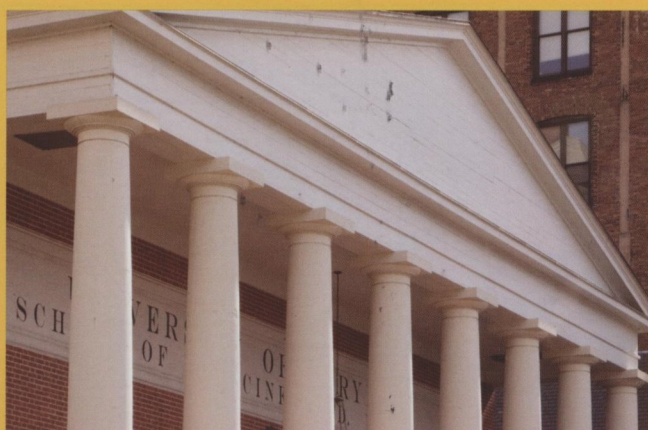
The Catalyst Campaign seeks significant capital to sustain and further the University's capabilities in five major areas: student scholarships, faculty excellence and retention, emerging and continuing research, school-centered special projects, and vital sustaining funds. The aim is to bring a substantial combination of current use dollars, while also building endowment to help bolster the University's future.

Leading the campaign effort are two prominent UMB alumni. Ellen H. Yankellow, PharmD, graduated with a BSP from the University of Maryland School of Pharmacy with honors in 1973, and earned her doctorate in pharmacy from there in 1996. She currently serves as president and CEO of Correct Rx Pharmacy Services, Inc.

Brian J. Gibbons is a graduate of the University of Maryland, College Park and earned his JD degree from the University of Maryland Carey School of Law in 1987. He currently serves as chairman of the board and CEO at Greenberg Gibbons.

In a joint statement Yankellow and Gibbons described the campaign as “essential in further facilitating UMB's extraordinary progress to better serve the people of Maryland and the world. The assets generated through this ambitious fundraising undertaking will make a genuine difference. We are optimistic that it will motivate many alumni and friends to join in a concerted effort to ensure the University's success and vitality for generations to come.”

The Catalyst Campaign is slated to continue through 2020 and will encourage multi-year commitments from donors, who will be able to direct their gifts to a variety of institutional and school-specific priorities.



THE **CATALYST** CAMPAIGN





# CO-CHAIRS Q&A

— A major fundraising campaign requires strong leadership. University of Maryland, Baltimore (UMB) President Jay A. Perman, MD, has dedicated his time and effort to ensuring that the Catalyst Campaign will be successful in acquiring substantial funding for student scholarships, faculty excellence, emerging and continuing research, school-centered special projects, and sustaining funds. In addition, two of UMB's distinguished alumni have accepted the challenge of serving as campaign co-chairs. Ellen H. Yankellow, PharmD '96, and Brian J. Gibbons, JD '87, are both members of the University of Maryland Baltimore Foundation, Inc. Board of Trustees and have been long-term advocates of the University.

Yankellow currently serves as president and CEO of Correct Rx Pharmacy Services, Inc. She graduated with a BSP from the University of Maryland School of Pharmacy with honors in 1973, and earned her doctorate in pharmacy from there in 1996. Gibbons currently serves as chairman of the board and CEO at Greenberg Gibbons, a Baltimore-based real estate development enterprise. He is a graduate of the University of Maryland, College Park and earned his JD degree from the University of Maryland Carey School of Law in 1987.

In the following interview, both co-chairs describe their UMB connections and their motivations for spearheading the all-important campaign. They speak about their hopes for the campaign and what it will make possible for the University, its faculty, staff, and students in the years to come.

— Kate Tafelski





## BRIAN GIBBONS INTERVIEW

*Tell me about your experience as a student at UMB. What has remained with you and helped shape your professional career?*

I had a great experience at UMB; loved every minute of it. I went to the law school and always thought I would go into politics or become a litigator. After my first year of law school coursework and legal internships, I realized neither of those were for me. I became interested in real estate law and real estate transactions through classes with professor Garrett Power and professor Richard Talkin, and I did really well. That seemed to be my aptitude and those professors helped shape my decision to go down the real estate law path.

Actually, Professor Talkin is still practicing law and his firm has represented Greenberg Gibbons on some projects we have built in Howard County.

*How has your UMB education prepared you for your professional career?*

I practiced law for 13 years. Now, I've been doing commercial real estate development building major multi-use town centers around the mid-Atlantic region for 17 years and I still use my law degree every day. It helps me face the multiple complexities I see every day in real estate transactions.

One of our largest projects was the Annapolis Towne Centre, a 2 million-square-foot mixed-use property, and I always joke that doing that project was like a law school exam; it had everything, not only real estate law but environmental regulations, the property was in bankruptcy, there were local and state government regulations ... and my legal background really helped me navigate that whole project.

*What do you see as the most exciting undertaking currently at UMB?*

UMB's continued expansion as an anchor institution in West Baltimore. UMB plays such an important role in our city. It helps to stabilize the whole West Baltimore region. I'm very excited that Dr. Perman has made a concerted effort to embrace the community through the CURE Scholars Program and the Community Engagement Center. The assets UMB has are significant and we can leverage all those assets to do good in this community.

*What is your goal for the Catalyst Campaign?*

First, that we are able to raise the funds to make the difference in the West Baltimore community. Second, that we continue to build our massive reputation as a premier group of professional schools. We're becoming more renowned as our reputation of excellence continues to grow. Our goal for the campaign is to raise the money that will allow us to continue to produce professionals who will give back to the community.

*Do you have any advice for today's students entering the professional world?*

Whatever project you are working on, whatever single issue you are working on that day, do it to your best ability. You might not see the big picture initially, but it will come together over a couple of years. Be focused and execute at the highest ability you can at whatever task is at hand.

Use the assets that UMB offers as you continue on your career. Always remain part of the UMB community.



Brian J. Gibbons, JD '87



## ELLEN YANKELLOW INTERVIEW

### *Why did you choose the University of Maryland School of Pharmacy for your degree?*

When I was in high school, if you were a woman, you either got married, became a secretary, or if you went to college, your choices were to be a teacher or a nurse. I wasn't particularly interested in either of those professions. So, when I received a postcard from Philadelphia College of Pharmacy and Science I thought it looked pretty good and I ended up going to pharmacy school. After my second year, I transferred to the University of Maryland School of Pharmacy. It was in my home state, the tuition was better, I was very impressed with their curriculum, and it was in a good location. I never regretted that transfer.

### *What skills or lessons did you learn at the School of Pharmacy that continue to impact you today?*

I am extremely grateful for the foundation the school gave me; a foundation for success, for a passion for pharmacy, a passion for caring for other people, and for advocating to move the profession forward. The rigorous classwork required hard work and perseverance; these are skills that have served me well throughout my career and personal life.

### *What has been the most pivotal moment in your career evolution?*

In 2003, I decided to establish Correct Rx Pharmacy Services. The founding vision was focused on establishing clinical pharmacy programs that truly make a difference in the lives of the patients we serve. In the beginning, we had 11 employees, including a director of clinical programs. By building on a foundation of providing better outcomes employing patient-directed clinical pharmacy, we grew substantially. Today, we provide institutional pharmacy services to over 180,000 patients in 42 states. We are one of if not the only pharmacy that incorporates the aspects of clinical pharmacy across all of our services.



Ellen H. Yankellow, PharmD '96

### *How has the practice of pharmacy changed since you graduated?*

Rather than strictly filling prescriptions and selling pills, many of today's pharmacy practices work in collaboration with medical teams to manage patient health. This interdisciplinary approach is used to optimize the use of medication and produce better results with overall lower health care costs. A clinical pharmacist, for example, would recognize when a less expensive medication would work as well or better, or when an alternative therapy would be equally or more effective.

### *How have your professional accomplishments enabled you to give back to the School of Pharmacy?*

As a result of the success of Correct Rx Pharmacy Services and my commitment to the School of Pharmacy, in November of 2013 I was able to provide a gift that was the largest single gift of its kind from a female graduate. It supported the first of its kind fellowship designed to capture health



outcomes and the economic data about the value of clinical pharmacy services. Most recently, I committed another gift and this donation was matched by an anonymous donor and established a matching program created by the UMB Foundation. It established the first endowed scholarship to provide a full year of financial support for a fellow in the Ellen H. Yankellow Health Outcomes Fellowship alternating with a full year tuition for a graduate student enrolled in the Master of Science in Regulatory Science or Master of Science in Pharmacometrics.

*What do you see as the most exciting initiative at UMB currently?*

The pharmapreneurism initiative at the School of Pharmacy is the idea that pharmacists are able and being encouraged to act as entrepreneurs. When I went to pharmacy school, pharmacy was a profession of entrepreneurs. Over the years the profession migrated to one of employees, and now we are seeing less need for pharmacists to do the traditional dispensing and a greater need for direct patient care. This is the right time for this initiative; pharmacists will be starting their own practices again, forming interdisciplinary teams, and managing a patient's optimal medication therapy. It will motivate students to create their own future, a future where the profession is more about impacting a patient's health and embracing their entrepreneurial spirit.

*You give to so many important organizations, what makes UMB special?*

Why UMB? In addition to providing me with my great education, it fostered attributes that allowed me to start my company. The University continues to do really important work. This campaign will be a mechanism to provide scholarships to the bright students who take on a great debt in order to attend UMB. The campaign will allow us to attract top professors and researchers, whose work can result in lifesaving techniques and breakthrough medications. It allows these brilliant professors to teach our students. UMB has a truly compelling story when it comes to our community outreach. Our position in West Baltimore is critical to UMB and the city, and our programs such as the Community Engagement Center and CURE Scholars are great examples of UMB's mission. Not only are we educating professionals of the future, we are providing a mechanism for current research development for our exceptional professors and making a true impact on our community.

“My goal for the Catalyst Campaign is that everyone who has been touched by this University will be generous to their fullest capacity and we will be able to move the University to the next chapter of excellence. It is my hope that it will have an impact on the greater community, help students with scholarships, and provide the very best and brightest professional educators.”

Ellen H. Yankellow, PharmD '96  
Co-chair, UMB Catalyst Campaign



# Gala Campaign Kickoff:

## Off & Running in Celebratory Fashion



UMB President Jay A. Perman introduces the Catalyst Campaign onstage with deans and representatives of the seven schools.

○ The evening was festive. The libations and victuals were delectable. The crowd was large and enthusiastic. The mood was upbeat. The occasion was the University of Maryland, Baltimore's 22nd annual Founders Week Gala, held on Oct. 14 at the Hyatt Regency Baltimore. A most perfect setting to again celebrate UMB's impressive progress and achievement, while also launching the University's most ambitious fundraising campaign!

In addition to celebrating more than 210 years of the University's pre-eminent scholarship, research, clinical care, and community engagement, President Jay A. Perman, MD, presided over the commencement of UMB's momentous Catalyst Campaign. The newly announced prodigious fundraising effort was the capstone of a celebratory evening that also feted a number of outstanding faculty who have made exceptional contributions to the University and society.

In his remarks, Perman urged the UMB family to provide resources that will "stimulate change-makers who innovate how we teach and learn — and how we make a difference in the communities that need us now more than ever."

Ellen H. Yankellow, PharmD '96, and Brian J. Gibbons, JD '87, campaign co-chairs, each urged the UMB family and friends to engage in the quest to produce significant new resources critical to the University's future growth and progress. They both expressed gratitude for and pride in the education that each received at UMB and called on alumni and supporters to ensure that current and future students have access to similar opportunity.

The UMB Foundation's Distinguished Service Award was bestowed on Henry and Nancy Hopkins for their many years of contribution and support to the Carey School of Law. Bartley P. Griffith, MD, the Thomas E. and Alice Marie Hales Distinguished





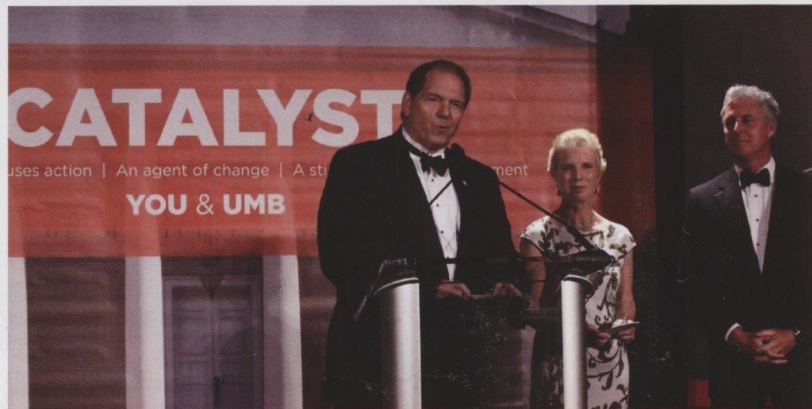
Dr. Perman welcomes the audience to the 22nd annual Founders Week Gala.



Mayor Catherine Pugh joins Dr. Perman and students to celebrate UMB's accomplishments.



Public Servant of the Year Susan Antol receives her award accompanied by School of Nursing Dean Jane M. Kirschling.



Chief Philanthropy Officer Thomas J. Sullivan talks about the Catalyst Campaign as co-chairs Brian J. Gibbons and Ellen H. Yankellow look on.

Professor in Transplant Surgery at the School of Medicine, was honored as UMB's Entrepreneur of the Year. Robert K. Ernst, PhD, professor and vice chair of the School of Dentistry's Department of Microbial Pathogenesis, was recognized as UMB's Researcher of the Year. Fadia Tohme Shaya, PhD, MPH, professor and vice chair for academic affairs in the School of Pharmacy's Department of Pharmaceutical Health Services Research, earned UMB's Teacher of the Year. Susan M. Antol, PhD, RN, director of the Wellmobile and school-based programs at the School of Nursing, was saluted as UMB Public Servant of the Year.

The evening was capped off with a performance by the Capitol Steps, a D.C.-based comedy troupe that regaled the audience with equal-opportunity political satire.



Awards presented included the annual UMBF Distinguished Service Award, which went to Henry and Nancy Hopkins.



Researcher of the Year Robert K. Ernst receives his award with School of Dentistry Dean Mark A. Reynolds.





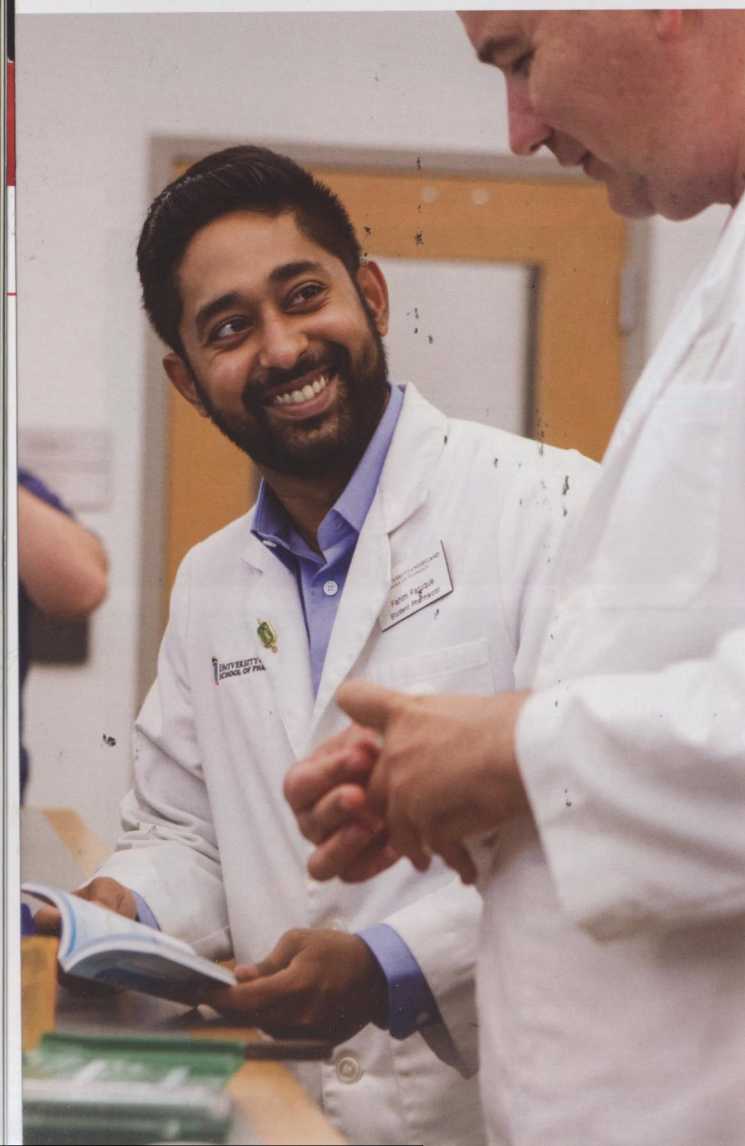
## TAKING IT TO A HIGHER LEVEL

Every day, the University of Maryland, Baltimore (UMB) harnesses the power of scholarship, research, and collaboration in the search for solutions to complex problems impacting individuals, families, and communities. The Catalyst Campaign will generate funding for five major areas of focus at UMB to continue the momentum of positive change and spark new initiatives.

### STUDENT SCHOLARSHIPS

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UMB is committed to providing an accessible education and to continuing to attract top-tier students for its six professional schools and interdisciplinary Graduate School. The campaign goal is to generate \$150 million to strengthen student scholarship support across all schools in the University. Given the rising cost of education and the markedly increasing debt load that students accrue during their academic pursuits, it is deemed imperative to increase funding for student assistance. Both endowed and current use scholarships are sought.



### FACULTY EXCELLENCE

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The lifeblood of the University are the talented faculty who teach, mentor, and inspire the 6,500 students who choose UMB for their professional academic and career training. At UMB, the faculty has grown in stature and substance over the years and in this very competitive environment it is considered vital to retain the best and brightest of these educators. The University also must be proactive in seeking to attract more accomplished teachers, researchers, and clinicians to enlighten students. A total of \$150 million is the campaign target for endowed chairs and professorships, along with fellowships.





## RESEARCH

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UMB is a major public research university with an impressive track record in competing for grants and contracts to underwrite discovery. Total awards topped \$556 million in fiscal year 2017, up almost 12 percent over the previous year. This growth occurred during a period that has seen negligible expansion in funds available and significantly increased competition for those resources. The University seeks to attract additional basic and clinical scientists to further expand exploration in the quest to improve the human condition. The campaign expects to generate \$150 million to fund enhanced research.

## SCHOOL-CENTERED SPECIAL PROJECTS

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The seven schools that comprise UMB each have an array of initiatives that will benefit from greater philanthropy. Unique endeavors in law, medicine, nursing, dentistry, pharmacy, social work, and at the Graduate School will be improved through charitable gift support. The campaign goal is to raise \$200 million to strengthen school-specific programs.

## SUSTAINING FUNDS

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The University will benefit significantly from the flexibility created by having access to unrestricted funds. These dollars can be directed to addressing new and unanticipated endeavors, to meeting unexpected needs that may arise, and to allowing leadership to invest in bold new ventures that show promise to help benefit society. A total of \$100 million is being sought for this purpose.

Your gift moves UMB forward. Donors to the Catalyst Campaign will be able to utilize numerous options to make gifts in support of the priorities outlined above. Many will choose multi-year pledges. Others will make outright gifts, including appreciated securities. Still others will include UMB in their estate plans. The University will work collaboratively with every donor to ensure that individual donor interests are addressed and that philanthropy will be optimized to help UMB achieve its full potential, while affording donors all appropriate tax benefits and recognition.



# Generous Alumni: Henry Holt Hopkins, Esq.

Henry Hopkins is a distinguished alumnus of Maryland Carey Law ('68), whose commitment to the school has spanned decades. Hopkins first joined the Board of Visitors under Dean Donald G. Gifford, JD, in 1998. Since then, he has been an active participant and has shared generously of his time and knowledge to help improve the institution. His consistent philanthropic support pre-dates current fundraising records; it has facilitated growth and instilled a spirit of philanthropy that has become part of the institution's core.

When asked what motivates him to remain so involved with Maryland Carey Law, Hopkins said:

“I feel strongly that having a state law school in Baltimore City is critical to the legal community. I am indebted to Maryland Carey Law for giving me an education that I was able to use as in-house counsel at T. Rowe Price. I'm very grateful for how inexpensive the education was during my time; looking at what kids have to spend today, it's a huge commitment in time and money and I give current students all the credit to take that financial gamble.”

Over the years, Henry and his wife Nancy's work with Maryland Carey Law has been extremely helpful in alleviating the financial burden associated with legal education. In 2004, brothers Henry H. Hopkins, Frederick M. Hopkins, JD '92, Robert B. Hopkins, JD '88, and Samuel B. Hopkins established the Samuel and Anne Hopkins Scholarship to honor their parents and recognize students with a strong work ethic and academic promise. In 2008, Henry and Nancy again demonstrated the depth of their dedication by agreeing to match yearly donations to the Leadership Scholars Legacy Endowment, a scholarship endowment that encourages donations from scholarship recipients so future students can receive the same benefits. At the 2017 Founders Week Gala, the Hopkinses were recognized with the University of Maryland Baltimore Foundation, Inc.'s Distinguished Service Award, given for outstanding philanthropic service to the University.

Hopkins sees this juncture as a pivotal time for the Carey School of Law. “Going into a campaign we must recognize that one of the great challenges our students face is the cost of a legal education,” he said. “I believe that increasing the scholarship money available is a top priority. We have a wonderful ‘bricks and mortar’ facility. Now we need more scholarship money, more endowed chairs, and funding to continue improving the curriculum that is being taught.”

Hopkins continually encourages others to give back to the school that gave them so much, whether it be providing financial support through the Leadership Scholars Legacy Endowment, by giving of their time, or helping through other means. He lives by a motto instilled in him by his mother: “To always leave a place better than how you found it.” To him, this is lived by “giving back to the institutions that provided opportunities for you, with the thought that possibly over time, you can make those places a little better.”

— Kate Tafelski



“Every program needs a Henry Hopkins,  
and we are fortunate for his years  
of continued service to ours.”

Donald B. Tobin, JD, dean,  
University of Maryland Carey School of Law

## MATCH EXTENDED!



### *Double Your Impact for CURE and the Community Engagement Center*

The UMBF Board of Trustees has extended the end date on the two \$25,000 match challenges established to benefit UMB's CURE Scholars Program and Community Engagement Center. Between now and Feb. 28, 2018, all gifts to CURE and the CEC will be matched dollar for dollar up to the committed amount.

#### *To learn more*

and explore the areas of CURE and the CEC where your support can make the biggest impact, please visit:

#### **CURE**

[www.umaryland.edu/CUREmatch](http://www.umaryland.edu/CUREmatch)

#### **CEC**

[www.umaryland.edu/CECmatch](http://www.umaryland.edu/CECmatch)





# Donors to the Catalyst Campaign

UMB's Catalyst Campaign was formally announced on Oct. 14, 2017. Gifts and pledges recorded in the preliminary quiet phase through mid-November exceeded \$340 million, toward the campaign's \$750 million goal. Listed below are significant donors to the campaign. The University is extremely grateful to these and all donors who make good things happen at and through UMB.

## \$10 Million and Above

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\* Signifies deceased

## UMBF CURE SCHOLARS AND COMMUNITY ENGAGEMENT CENTER GIFT MATCHING PROGRAM UPDATE (as of 11/30/17)

BEGAN JULY 1, 2017, AND RUNS THROUGH FEB. 28, 2018

The University of Maryland Baltimore Foundation (UMBF) CEC/CURE Scholars Matching Program has been extended through Feb. 28, 2018! The UMBF match program began with \$25,000 for each program to match dollar for dollar donations. Thank you to the donors and UMBF for your continual support of these amazing programs.

Program	Donor Commitments	Total Raised	Matching Funds Remaining
CURE Scholars	\$12,505	\$25,010	\$12,495
CEC	\$5,760	\$11,520	\$19,240



## ABOUT THE FOUNDATION

Founded in 2000, the University of Maryland Baltimore Foundation, Inc. (UMBF) serves as the primary repository for private gifts to the University and its schools of dentistry, law, medicine, nursing, pharmacy, social work, and the Graduate School. Working with its UMB campus partners the foundation works to inspire and steward philanthropy all across the University. It currently administers more than \$275 million in restricted, unrestricted, operating, and endowment assets.

The foundation is governed by a volunteer Board of Trustees, who serve as advocates for and ambassadors to UMBF. The foundation's daily operations are administered by UMB's Office of Philanthropy in collaboration with UMB school-based advancement offices, which is responsible for garnering private support and fostering communication and campus outreach efforts to UMB donors, alumni, and other constituents.

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# Be the Catalyst

THERE ARE MANY WAYS TO HELP SHAPE THE FUTURE.

**Endowment and Capital Gifts** open avenues of research, bring faculty to campus, and create new venues for students and faculty to learn from and with one another.

**Sustaining Funds** support teaching and learning, address unforeseen challenges, and provide seed money for important new initiatives.



**Planned Gifts**, including trusts and bequests, give you the opportunity to leave a meaningful legacy.

**Corporate and Foundation Gifts** create important partnerships between UMB and the philanthropic priorities of the corporation or foundation.

*[catalyst.umaryland.edu](http://catalyst.umaryland.edu)*