The Association of Former Students

Fall Leadership Council Meeting

October 29, 2011
Welcome

Jorge A. Bermudez ’73
Chair of the Board
Invocation

Michael McVey ’12
Chaplain,
Corps of Cadets
Pledge of Allegiance

Major General David Rubenstein ’77
Member, Board of Directors

Clayton W. Williams, Jr. Alumni Center
The Association of Former Students
Texas A&M University Report

Dr. R. Bowen Loftin ’71
President
Texas A&M University
12th Man Foundation Report

Neal Adams ’68
Chairman

12th Man Foundation Board of Trustees
Approval of Minutes

Jorge A. Bermudez ’73
Chair of the Board

Clayton W. Williams, Jr. Alumni Center
The Association of Former Students
Nominating Committee Report

Shariq Yosufzai ’74
Immediate Past Chair and Chair, Nominating Committee
Finance Report

Kathleen Gibson ’81
Board Member and
Chair, Finance Committee
### Summary Overview

#### 2011

<table>
<thead>
<tr>
<th></th>
<th>Budget</th>
<th>Projected</th>
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</thead>
<tbody>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$11,330,000</td>
<td>$11,848,000</td>
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<tr>
<td><strong>DIRECT SUPPORT TO</strong></td>
<td>$3,250,000</td>
<td>$3,400,000</td>
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<tr>
<td><strong>TEXAS A&amp;M UNIVERSITY</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>OPERATING EXPENSES</strong></td>
<td>$8,080,000</td>
<td>$8,344,608</td>
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<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$11,330,000</td>
<td>$11,744,608</td>
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<tr>
<td><strong>NET REVENUE</strong></td>
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<td>$103,392</td>
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</table>
Total Operating Revenues
Projected 2011
Total Operating Expenses
Projected 2011

Budget Actual

0 2004 2005 2006 2007 2008 2009 2010 2011

$0 $1,000,000 $2,000,000 $3,000,000 $4,000,000 $5,000,000 $6,000,000 $7,000,000 $8,000,000 $9,000,000

Budget Actual
Direct Support to Texas A&M University
Projected 2011
## Summary Overview

### Projected 2011 and 2012 Budget

<table>
<thead>
<tr>
<th></th>
<th>Projected 2011</th>
<th>2012</th>
<th>2011-2012 % Change</th>
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<tbody>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td>$11,848,000</td>
<td>$11,845,000</td>
<td>(0.03)</td>
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<tr>
<td><strong>DIRECT SUPPORT TO TEXAS A&amp;M UNIVERSITY</strong></td>
<td>$3,400,000</td>
<td>$3,400,000</td>
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<tr>
<td><strong>OPERATING EXPENSES</strong></td>
<td>$8,344,608</td>
<td>$8,445,000</td>
<td>1.20</td>
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<td><strong>TOTAL EXPENSES</strong></td>
<td>$11,744,608</td>
<td>$11,845,000</td>
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<tr>
<td><strong>NET REVENUE</strong></td>
<td>$103,392</td>
<td>-</td>
<td>-</td>
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</tbody>
</table>
Operating Revenues
2012 Budget

Program revenue 18%
Royalties 11%
Investments 9%
Other 2%
Annual Fund 60%
2012 Programs Supported

- Corps of Cadets
- Texas Aggie Band Travel Fund
- Student Activities
- Student Awards
- Faculty/Student Funds
- College Teaching Awards
- Office of the Commandant
- Scholarships
2012 Projected Direct Support to Texas A&M University

$3,400,000

2012 Annual Fund Goal

$7,100,000
Direct Support to Texas A&M University

The graph shows the direct support to Texas A&M University from 2004 to 2012. The support varies over the years, with some fluctuations. The support amounts are indicated on the y-axis, and the years are marked on the x-axis.
Your Association Dollars at Work
2012 Projected Summary of Impact

Student & University Impact: $4,597,510
Former Student Impact: 2,711,808
Total Impact $7,309,318
Fundraising Costs Per Dollar Projected 2011

Cost Per Dollar Raised

- **The Association**: $0.21
- **BBB Standards**: $0.35
The Association of Former Students Report

Clayton W. Williams, Jr. Alumni Center
The Association of Former Students
Fundraising Report

David Heath ’76
Board Member and
Chair, Fundraising Committee
2011 Annual Fund Goal
$6,800,000

October 25, 2011 Total
$5,247,947
Endowed and Capital Gifts

- Endowed Century Club (681 funds) $15,583,169
  - New funds Y-T-D 2011 (20) $500,000
- Memorial and Other Scholarships $270,242
- Aggie Ring Scholarships (10) $147,537*
  *Does not include 3 planned gifts
- Building Enhancement Campaign $16,807,611
Beneficiary Report

Kelly Kleinkort ’03
Assistant Director, International Affairs
Asia and Pacific
2012 Corregidor Muster Project

Kelly Kleinkort
Assistant Director, International Initiatives
kkleinkort@tamu.edu
Malinta Tunnel

Modern Day and in 1946
Other Business

Jorge A. Bermudez ’73

2011 Chair of the Board
Special Presentations

Jorge A. Bermudez ’73

2011 Chair of the Board
The Association of Former Students

Fall Leadership Council Meeting

Clayton W. Williams, Jr. Alumni Center

The Association of Former Students
Chair’s Remarks

Jorge A. Bermudez ’73
2011 Chair of the Board
Save the Date:

Winter Leadership Council Meeting
February 24-25, 2012
“Spirit of Aggieland”

Former Yell Leaders

Clayton W. Williams, Jr. Alumni Center

The Association of Former Students
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Fall Leadership Council Meeting

October 29, 2011