



WINTER LEADERSHIP COUNCIL MEETING

March 3, 2018

Following the *Welcome to Aggieland* video, Porter S. Garner III '79, President and CEO of The Association of Former Students, called the Winter Leadership Council meeting to order at 9:03 a.m. in the Zachry Family Rooms in the Clayton W. Williams, Jr. Alumni Center. Garner thanked the volunteer leaders for their dedicated service to The Association and Texas A&M. He recognized special guests Michael K. Young, President of Texas A&M University, and Tyson Voelkel '96, President of the Texas A&M Foundation. Garner also recognized special friends and long-time Leadership Council members, Buck Rogers '46 and Max Ploeger, III '48. Brad Sauer '18, Corps Commander, provided the invocation, and then Spencer Davis '17, Charter President of the Texas A&M Student Government Association Former Student Network, led the Pledge of Allegiance.

PRESIDENT AND CEO'S REMARKS

Garner announced that on April 13-14, over 6,500 students will receive their Aggie Ring and encouraged the Leadership Council to volunteer their time on this special day. On April 21, Aggies will gather in over 300 locations around the world to celebrate Aggie Muster. Garner noted there has never been an occasion on which every name on an annual list of deceased former students has been called in a single location. It is a common belief that the Campus Muster once called the full annual roll, but research by The Association's Communications team uncovered no evidence that this was ever the case. Since no Muster has ever called the entire annual roll in a single ceremony, it is likely that every year, some names have not been called anywhere. This year, all names on the 2018 Worldwide Roll Call for the Absent will be called – and answered – in a live reading that will begin at sunrise on April 21 in the Clayton W. Williams, Jr. Alumni Center. Lt. Col. William Hamilton '40, the longest living Aggie from the 1942 Corregidor Muster, will be one of the names called at Muster. Garner reported The Association exceeded its 2017 Annual Fund goal of \$9.9 million from 54,000 donors, which represents the second largest Annual Fund and the greatest number of donors in our 139-year history. As part of The Association of Former Students' vision to be the premier alumni organization, The Association continues to pursue a comprehensive strategy to obtain 100,000 donors annually for Texas A&M University by the end of 2020. As part of this goal and in collaboration with the Texas A&M Foundation and the 12th Man Foundation, The Association is developing a process to accurately identify, account for, and recognize all donors that support Texas A&M and the Aggie Network during a given year. By striving for 100,000 donors annually, The Association will improve our ability to achieve our noble mission, grow long-term philanthropic support for Texas A&M, advance Texas A&M's national stature, and increase engagement with the Aggie Network. This priority goal drove the creation of the 2018 100K Plan, which Vice President for Development Nic Taunton '07 will speak about later in the meeting. The Distinguished Alumni Selection Committee recently met to select deserving Aggies to receive the highest honor that can be bestowed upon a former student of Texas A&M University: the Distinguished Alumnus Award. Since 2004, The Association of Former Students and Texas A&M University have honored all of our Distinguished Alumni during our Distinguished Alumni Gala. This prestigious black tie dinner and celebration has become one of the most anticipated and premier events on our campus, bringing together former

students, current students, and friends of Texas A&M. The 2018 Distinguished Alumni Gala will be held Friday, October 5 in Reed Arena.

INTRODUCTION OF 2018 CHAIR OF THE BOARD

Garner introduced 2018 Chair of the Board Jimmy Williams '83, Ph.D. and recognized him for his outstanding service to The Association and Texas A&M University. Garner also introduced Williams' wife, Valerie.

CHAIR'S REMARKS

Williams greeted the Leadership Council and stated he looks forward to serving as Chair of the Board in 2018. He thanked Immediate Past Chair Phil Miner '80 for his admirable leadership and dedicated service to The Association of Former Students and Texas A&M University in 2017.

APPROVAL OF MINUTES

MOTION: (MICKEY BATSELL '67/STEPHEN COOPER '78) THAT THE MINUTES OF THE FALL LEADERSHIP COUNCIL MEETING HELD ON NOVEMBER 04, 2017, BE APPROVED. CARRIED.

TEXAS A&M UNIVERSITY REPORT

Michael K. Young, President of Texas A&M University, thanked The Association of Former Students for its comprehensive support, including funding that assisted students who were impacted by Hurricane Harvey. He reported on the university's momentum and commented on finding new partnership opportunities with entities such as Houston Methodist Hospital with Texas A&M's College of Engineering. This new accredited program, EnMed, will offer a four-year, fully-integrated engineering and medical curriculum leading to both a M.D. and master's degree in engineering. Young closed with confirming that Texas A&M's three areas of principle focus are: 1) a transformational learning experience, 2) discovery and innovation, and 3) impact.

THE ASSOCIATION REPORT

Fundraising Report

Cathy Mann '92, Board Member and Chair of the Fundraising Committee, reported The Association exceeded its 2017 Annual Fund goal of \$9.9 million by raising \$10,150,371 from 54,552 donors. She noted that some key drivers were achieving a retention rate of 73.6% and adding more than 3,000 donors to our recurring, non-ending program. She mentioned the success of Pass It Back Day that included gifts of \$275,808 from more than 1,900 donors. Mann reported 51 new Endowed Century Club gifts were established in 2017, with five new endowments created so far in 2018, bringing the total number of Endowed Century Club funds to 966. She also reported that 156 Aggie Rings were awarded in 2017 through the Aggie Ring Scholarship Program, which includes 78 endowed scholarships and 78 pass-through scholarships. Mann introduced Nic Taunton '07, Vice President of Development, to speak about the 100K Plan. Taunton shared highlights of the plan and the priorities of: 1) developing a staff well-

versed in fundraising, 2) evolving volunteers into Association ambassadors, 3) inspiring a culture of philanthropy on campus, 4) investing in data acquisition, management and analysis, and 5) focusing on core-drivers of donor growth.

Finance Report

Dara Hegar '95, Board Member and Chair of the Finance Committee, provided an update on The Association's financial performance for 2017. The Association provided \$13 million in mission support in 2017, including \$9.7 million in university and student support. Total expenses were \$18.7 million. As of December 31, 2017, The Association's total assets were \$122 million with net assets up from \$101 to \$115 million.

TEXAS A&M FOUNDATION REPORT

Tyson Voelkel '96, President of the Texas A&M Foundation, stated that the Foundation supports approximately 5,000 scholarships and 389 faculty chairs on campus, and provided \$90.3 million to Texas A&M University in 2017. Voelkel shared his desire to continue efforts toward further collaboration with The Association of Former Students and 12th Man Foundation to create a more comprehensive approach to fundraising at Texas A&M.

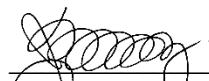
CHAIR'S CLOSING REMARKS

Williams thanked the Leadership Council for representing The Association of Former Students and Texas A&M University throughout the worldwide Aggie Network. He commented on the 2018 Resource Guide and encouraged the Council to remain engaged with The Association. The Sul Ross Group Reunion is scheduled for March 19-21, 2018, with the Fall Leadership Council meetings to be held November 3-4, 2018. To close the meeting, former Yell Leaders led in the singing of the *Spirit of Aggieland*.

ADJOURNMENT

The meeting adjourned 10:37 a.m.

Respectfully submitted,



Jimmy Williams '83, Ph.D.
Chair of the Board



Porter S. Garner III '79
President and CEO