



SPRING LEADERSHIP COUNCIL MEETING

Following *The Association at a Glance* video, Porter S. Garner III '79, President and CEO of The Association of Former Students, called the virtual Spring Leadership Council meeting to order at 10:02 a.m. in the Zachry Family Rooms of the Clayton W. Williams, Jr. Alumni Center. Garner announced that the 2021 Fall Leadership Council meeting will be held in person at the Clayton W. Williams, Jr. Alumni Center on November 5. He recognized special guests Interim President of Texas A&M University Dr. John Junkins and President of the Texas A&M Foundation Tyson Voelkel '96. Garner also recognized long-time Leadership Council member Polly Marek '77, who was attending her 76th Leadership Council meeting. Garner led the invocation and Pledge of Allegiance.

PRESIDENT AND CEO'S REMARKS

Garner thanked the Leadership Council for their dedicated service and support to The Association of Former Students and Texas A&M. He thanked Immediate Past Chair of the Board Cathy Mann '92 for her strong and faithful leadership in her eight years of dedicated service to The Association's Board. He reported that The Association faced one of the most challenging fundraising environments in 2020 and, despite the worldwide pandemic, the Aggie Network stepped up, with more than 58,700 donors contributing \$10.4M to the Annual Fund. He reported The Association pivoted from the normal Aggie Ring Day distribution protocol and shipped nearly 6,500 Aggie Rings in April and hosted smaller in-person Aggie Ring Days in September and November. Garner thanked members of the Leadership Council who assisted with distributing Rings at previous Aggie Ring Days, particularly the Class of '69 who consistently has the largest number of volunteers each Ring Day. Garner recognized the Houston A&M Club for a program they developed called Caring Aggies Mentoring Program (CAMP), which mentors at-risk 5th grade – high school students and promotes higher education. Garner noted that several of their mentees have attended Texas A&M. Mentor Freddy Wong '69 presented Jeffery Sandoval '21, one of the first students in this program, with his Aggie Ring last November. Garner reported the student Muster Committee is planning an in-person Campus Muster in Reed Arena on April 21; Past Association Board member General Buzz Moseley '71 will be the Campus Muster speaker. The Worldwide Roll Call for the Absent will be called – and answered – on April 21 in the Clayton W. Williams, Jr. Alumni Center. Garner provided a brief update on Aggie Park and thanked Robert White '81, Chair of the Aggie Park Task Committee, and Marty Holmes '87, Vice President, for their leadership with the Aggie Park project. Garner reported The Association's Board made a decision in late 2020 to limit the 2021 Distinguished Alumni recognition to up to six posthumous recipients given The Association will be honoring both its 2020 and 2021 Distinguished Alumni at the 2021 Distinguished Alumni Gala this fall.

The Distinguished Alumni Selection Committee recently selected three posthumous recipients: E.E. McQuillen, Class of 1920, Ray B. Nesbitt '55 and John C. Otto '70. They, along with the 12 former students recognized as Distinguished Alumni in 2020, will be presented with the highest honor bestowed upon a former student of Texas A&M University at the Distinguished Alumni Gala on Friday, October 1, 2021 in Reed Arena.

INTRODUCTION OF 2021 CHAIR OF THE BOARD

Garner introduced The Association of Former Students' 2021 Chair of the Board Pat Beard '83, and recognized him for his outstanding service to The Association and Texas A&M University. Garner thanked Beard and his wife, Colleen '83, for leading by example and for their selfless service to Texas A&M.

CHAIR'S REMARKS

Beard greeted the Leadership Council and stated that he looks forward to serving as Chair of the Board in 2021. He thanked Immediate Past Chair Cathy Mann '92 for her inspiring and genuine service as Chair of the Board in 2020. He congratulated Garner on his 40th anniversary with The Association of Former Students and thanked him for his dedicated service to the Aggie Network, along with his leadership and vision, particularly over the last 21 years as President and CEO.

APPROVAL OF MINUTES

MOTION: (UNANIMOUSLY, THROUGH ONLINE VOTING) MINUTES OF THE FALL LEADERSHIP COUNCIL MEETING ON OCTOBER 31, 2020, BE APPROVED. CARRIED.

THE ASSOCIATION REPORT

Fundraising Report

Bobby Jenkins '81, Chair of the Fundraising Committee, shared that 2020 was a great year for The Association of Former Students with \$10,428,527 having been raised in the Annual Fund from 58,759 donors. He noted this included a record-setting performance for Pass It Back Day, with gifts of over \$484,000 from over 6,000 donors. He reported the 2021 Annual Fund goal is set for \$10,725,000 from 60,000 donors, and as of February 23, over \$1.7M had been raised from more than 18,000 donors. Jenkins stated that as of December 31, 2020, 33 new Endowed Century Club endowments had been established for a total of 1,100 endowments. In addition, 27 new Aggie Ring Scholarship endowments had been established, bringing the total to 167, with 270 Aggie Ring Scholarships being awarded in 2020 and over 1,200 Aggie Rings having been awarded through these endowments since the start of the program. He reported The Association surpassed its \$100M goal in the *Lead by Example* campaign, which concluded December 31, 2020, by raising \$143M.

Finance Report

Jeff Steen '80, Chair of the Finance Committee, shared The Association's 2020 financial report and stated that as of December 31, The Association was able to generate \$12.3M in total mission support, which includes both cash and program support and services. Total assets were \$147M, with net assets of \$141.9M across all funds (both restricted and unrestricted). He added The Association's investment portfolio, which has been managed by the Texas A&M Foundation since July 2003, was at \$113.2M. Steen reported total revenues of \$28.6M and noted that most revenue streams were impacted by COVID-19. Total expenses in 2020 were \$17.8M with 70% of this going to support The Association's mission. He added that the favorable variance in expenses was due to the diligent cost control measures The Association took throughout 2020, as well as the natural reduction of activity due to COVID-19. When looking at the Operating Fund performance budget to actual, The Association generated \$15.4M in Operating Fund revenues (\$17.2M budget) in 2020 and had \$15M in operating expenses (\$17.2M budget) for revenues over expenses of \$406,021. The recommended 2021 budget proposes operating revenues of \$16,819,079 and operating expenses of \$16,669,079, which indicates a surplus of \$150,000. Steen noted this is -2% and -3%, respectively, below budgeted revenues and expenses for 2020 of \$17,157,000. The Annual Fund constitutes 64% of The Association's budgeted operating revenues with a 2021 goal of \$10,725,000.

Aggie Park Report

Robert White '81, Chair of the Aggie Park Task Committee, stated that since the Aggie Park groundbreaking in February 2020, significant progress has been made on the overall scope and design of the project. He thanked the members of the Aggie Park Task Committee, members of The Association of Former Students' staff, Midway, Shelley '78 and Jeff '78 Potter with Potter Architects, Jim Thompson '68 with JRT Construction, Lake|Flato, Tellepsen and OJB Architects for their efforts on this project. White shared renderings of the park, Grand Hall, Pillars of the Aggie Network and many other structures within the park. He reported on the timeline, noting construction would begin in September 2021. White closed by inviting the Leadership Council to view renderings and other details about the project at AggiePark.tamu.edu.

TEXAS A&M UNIVERSITY REPORT

Dr. John Junkins, Texas A&M's Interim President, recognized Beard, Mann and Garner for their outstanding leadership and impact on Texas A&M and Texas Aggies. He reported on the effects the recent winter storm had on the College Station campus, stating that buildings had to be inspected every two hours for leaks during the inclement weather, with 125 of the 800 buildings on campus experiencing issues that required attention. Junkins estimated the financial impact that COVID-19 has had on Texas A&M at \$125M, with much of this hopefully to be recovered through the CARES Act. He reported that he and Chancellor of The Texas A&M University System, John Sharp '72, gave testimony to the Senate Finance Committee regarding the University's budget and expressed his optimism on the case for general revenue thanks to the rapid growth of the Texas economy and growth of the University. Junkins thanked the generosity of the entire Aggie Network for their contributions to the *Lead by Example* campaign and the impact it had on Texas A&M's national ranking which was bolstered by \$1B in research expenditures, the largest in the Southwest at present.

Junkins stated the university will continue its mission to deliver education and research with the residual effects of COVID-19, keeping faculty and staff safe and healthy while maintaining this momentum through the summer and fall semesters with hopes for a full stadium in Kyle Field for the first home game on September 4.

TEXAS A&M FOUNDATION REPORT

Tyson Voelkel '96, President of the Texas A&M Foundation, thanked Mann and her husband, Stan, for their leadership in 2020 before thanking Beard and his wife, Colleen '83, for their service in 2021. Voelkel thanked The Association for its collective success in the *Lead by Example* campaign, which raised \$4.25B for academic initiatives, research, campus improvements, scholarships, college programs and more. Voelkel concluded his report by commenting on the next steps for the Texas A&M Foundation with the end of the *Lead by Example* campaign and thanked the student body for their part in serving the Aggie Network.

OTHER BUSINESS

Beard confirmed no other business was submitted by the Leadership Council.

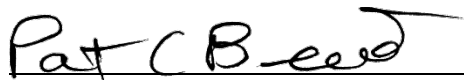
CHAIR'S CLOSING REMARKS

Beard thanked the Leadership Council for representing The Association of Former Students and Texas A&M University throughout the Aggie Network. He shared that the Sul Ross Group Business Meeting and Class of '66 Induction will be held virtually on March 8, 2021. Beard expressed his appreciation to The Association of Former Students' team and closed the meeting with a video of the 2020 Worldwide Muster Roll Call participants singing the *Spirit of Aggieland*.

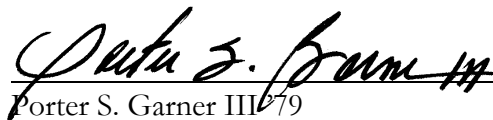
ADJOURNMENT

The meeting adjourned at 11:15 a.m.

Respectfully submitted,



Pat C. Beard '83
Chair of the Board



Porter S. Garner III '79
President and CEO