

MINUTES
DEVELOPMENT MEETING OF THE BOARD
ANGELINA COLLEGE BOARD OF TRUSTEES
January 30, 2024

The Angelina College Board of Trustees met in the Administration Board Room of Angelina College. Officers present were Mr. Curt Fenley, Vice-President; Members present were Ms. Lynne Haney, Ms. Hilary Haglund-Walker, Mr. Gilbert (Joey) Garza, and Dr. Sid Roberts.

College personnel attending the meeting were Dr. Michael Simon, President; Mr. Chris Sullivan, Vice President of Business Affairs and In-House Counsel; Ms. Krista Brown, Associate VP of Student Services, Ms. Dana Smithhart, ED of Student Affairs & Community Eng., Ms. Leigh Ann Pyle, ED of Institutional Adv., Ms. Janice Huffman, Director of Grants, Ms. Cindy Neal, Manager of the President's Office and recording secretary.

Mr. Fenley called the meeting to order at 4:34 p.m.

Also present was Shane Williamson of Williamson Consulting to give his presentation to the board. He was introduced by Dr. Simon.

COMMENTS TO THE BOARD

There were no comments to the board.

INFORMATION REPORTS

Ms. Pyle gave a short bio for Mr. Williamson to the board. He is from Albion, Michigan and is the Principal Consultant of Williamson Consulting. He has raised over \$109 million over 15 years for 22 non-profit & higher education clients.

Mr. Williamson indicated he started working with AC in November:

- Review of current processes;
- Discussion of major gifts and charitable donations;
- Introduction of a wealth management tool;
- Discussion of dorm campaign.

Further statements relating to campaign giving by Mr. Williamson:

- Not being asked is the biggest reason for not contributing;
- One in Four requests result in "yes";
- "Top-Down, Inside-Out" giving;
- Board giving should be 20-30% of total campaign (includes board relationships).

Mr. Williamson discussed the aspects of the following 4 main rolls:

- Ambassador
- Connector
- Solicitor
- Steward

Mr. Williamson also acknowledged that in the South there was more focus on relationships instead of transactional giving.

Mr. Williamson closed with Q&A from the trustees.

REMARKS BY COLLEGE PRESIDENT

Dr. Simon stated that the endowment will still be controlled & operated by the college.

REMARKS BY BOARD MEMBERS

There were no remarks by Board members.

Next regular board meeting scheduled for February 26, 2024 at 5:30.

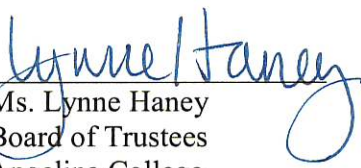
ADJOURNMENT

There being no further business, Mr. Curt Fenley adjourned the meeting at 5:10 p.m.


EXECUTIVE SESSION

At 5:12 p.m., Mr. Fenley announced the beginning of the Executive Closed Session, provided by Section 551.074 of the Government Code in accordance with the Texas Open Meetings Act.

At 5:36 p.m., Mr. Fenley announced the end of the Executive Closed Session.
No decisions were made.



Ms. Lynne Haney
Board of Trustees
Angelina College



Mr. Curt Fenley
Vice President
Board of Trustees
Angelina College