Chapter Leadership Call
McCombs Alumni Network

December 5th, 2013
Agenda

- McCombs Update  
  Ed Tonkon  
  20 minutes

- Chapter Org. Structure  
  Nikki Hanley / Chris Hardesty  
  20 minutes

- Wrap-up / Q&A  
  All  
  10 minutes
THANK YOU
CHAPTER LEADERS
HOOK ‘EM !!!
A Great Deal To Be Proud Of

- McCombs continues to grow in reputation and national ranking
- Princeton Review recently ranked McCombs as having the #1 Business Faculty of any school in the country and have been in top 3 each of past 3 years
- MBA Graduates – Average starting salary for Women $106,000 and Men $104,000
- MPA Program – University of Chicago and Wharton rank behind McCombs
- MPA Program #1 for 5th straight year
- McCombs ranked 4th among country’s public business schools in 2013, U.S. News Rankings
- 2nd Highest 4 year Graduation rate in UT Colleges
- McCombs Ranks #1 in most CEO’s in North Texas from any school in the country
- Despite Difficult Economic Times, the Class of Spring 2011
  - MBA Program employed 94% by end of summer
  - Undergraduate Program placed 96% in jobs or Grad School
  - Undergraduate Program placed 96% in jobs or Grad School

ALL OF OUR DEGREES HAVE GROWN IN PRESTIGE
How Can We Bring More Value To McCombs Alumni?

The McCombs Alumni Network

*Chapters and Signature Events*

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**Alumni Chapters**

- San Antonio
- Atlanta
- Austin
- Boston
- Chicago
- Dallas
- Denver
- Fort Worth
- Houston
- Los Angeles
- New York
- Philadelphia
- Portland
- San Francisco
- Seattle

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**Alumni Signature Events**

**Knowledge To Go Webinars**
Continue your active learning relationship with the university through monthly one-hour webinars.

**Career Webinars**
Strengthen your competitive advantage in the workplace with these monthly one-hour webinars.

**Access McCombs**
Hear exclusive conversations between Dean Tom Gilligan and legendary corporate executives.

**Faculty Speaker Series**
Discuss current business trends with faculty at your local alumni chapter.

**Alumni Business Conference**
Learn faculty perspectives on the hottest business topics at this annual event in Austin.

[http://blogs.mccombs.utexas.edu/mccombs-today/departments/events](http://blogs.mccombs.utexas.edu/mccombs-today/departments/events)

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To learn more about the McCombs Alumni Network, visit [www.mccombs.utexas.edu/alumni](http://www.mccombs.utexas.edu/alumni).
2013 Committee Team Accomplishments

- Executive Alumni – Student Mentor Dinner
- Doubled the amount awarded to student programs—Endowed Excellence Fund
- Included Student Legacy Leadership on Giving Committee
- Raised the bar for Alumni Conference Keynote Speakers
- Excellent All Chapter Summit and involved MBA’s
- Greater faculty involvement – Lillian Mills and Dean Platt
- Greater support to KTG
- Built stronger relationships with Texas Exes Chapters
- Alumni BBQ became too big – taken over by school
- Rising Star – Greater awareness – Excellent Candidates
- Focused support to Admissions Process Tour
- Added 5 Top Talent Board Members
Student Outcomes: BBA Program

100% Job-seeking students accepting jobs by graduation

Average base salary & signing bonus:
$55,606 salary
$6,216 bonus

Companies recruiting on campus:
- 2008-09: 470 positions
- 2009-10: 280 positions
- 2010-11: 380 positions
- 2011-12: 702 positions
- 2012-13: 500 positions

Companies posting on job boards:
- Internships:
  - 2008-09: 1,147 positions
  - 2009-10: 1,280 positions
  - 2010-11: 1,917 positions
  - 2011-12: 1,500 positions
  - 2012-13: 1,650 positions
- Full-time jobs:
  - 2008-09: 2,635 positions
  - 2009-10: 2,500 positions
  - 2010-11: 2,000 positions
  - 2011-12: 2,500 positions
  - 2012-13: 2,750 positions
Student Outcomes: BBA Program

Entering Class Women:
- 2008-09: 53%
- 2009-10: 51%
- 2010-11: 47%
- 2011-12: 50%
- 2012-13: 48%

BBA Graduate Student – Loan Debt:
Data from student and financial aid records.

- More than $60,000: 1%
- $40,000-$60,000: 4%
- $20,000-$40,000: 16%
- Less than $20,000: 14%
- No Debt: 65%

Average BBA Graduate Salary: $56,190
Average student loan of students graduating with debt: $24,870
Average student loan of all students: $8,697
Student Outcomes: MBA Program
Student Quality: BBA Program

<table>
<thead>
<tr>
<th>Year</th>
<th>Applicants</th>
<th>Admitted</th>
<th>Total</th>
<th>Average SAT Score</th>
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<td>6,761</td>
<td>3,492</td>
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<td>2009-10</td>
<td>6,391</td>
<td>3,914</td>
<td>24%</td>
<td>1286</td>
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<td>2010-11</td>
<td>5,683</td>
<td>3,679</td>
<td>24%</td>
<td>1318</td>
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<td>2011-12</td>
<td>6,157</td>
<td>3,837</td>
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<td>2012-13</td>
<td>7,122</td>
<td>4,093</td>
<td>20%</td>
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Student Quality: BBA Program

Business Honors Program (BHP)

116 TOTAL ENTERING FRESHMAN

APPLICANTS

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<th>Year</th>
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<tr>
<td>2009-10</td>
<td>949</td>
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<tr>
<td>2010-11</td>
<td>969</td>
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<tr>
<td>2011-12</td>
<td>1,011</td>
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<tr>
<td>2012-13</td>
<td>1,067</td>
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AVERAGE SAT SCORE

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<tr>
<td>2009-10</td>
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<td>2010-11</td>
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<td>1452</td>
</tr>
<tr>
<td>2012-13</td>
<td>1453</td>
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SAT scores rank Texas BBA students, on average, in the top six percent in the nation. BHP students score even higher, and in addition have already demonstrated remarkable levels of leadership potential.

AVERAGE HIGH SCHOOL CLASS RANK

- Top 2.2%

ENTERING CLASS WOMEN

- 45%
# Statistics on Acceptance Into McCombs

<table>
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<tr>
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<th>2012</th>
<th>2013</th>
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</thead>
<tbody>
<tr>
<td>Applicants</td>
<td>7122</td>
<td>7495</td>
</tr>
<tr>
<td># Admitted</td>
<td>1403</td>
<td>1629</td>
</tr>
<tr>
<td># Enrolled</td>
<td>774</td>
<td>872</td>
</tr>
<tr>
<td>Avg SAT (1600)</td>
<td>1352</td>
<td>1342</td>
</tr>
<tr>
<td>Avg Class Rank</td>
<td>6%</td>
<td>8%</td>
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If The University of Texas at Austin is a public institution, why does it seek private support? Because the state share of its budget is shrinking — even as UT pursues its most ambitious goal yet, to be the best public university in the nation.

In 1984-85 the state of Texas contributed 47 percent of the university’s budget. Today that share is 13 percent.
The PUF: A Pie with Many Slices

Part of UT’s funding structure is the Permanent University Fund, or PUF. Contrary to popular belief, the PUF isn’t “extra” money; it’s part of the state’s higher-education funding structure. PUF assets include more than 2 million acres of oil- and mineral-producing land in West Texas. The revenue from these acres does not go exclusively to UT, but rather to 17 institutions in the Texas A&M and UT Systems. UT’s share (the Available University Fund or AUF) for fiscal 2012-13 is $199 million out of its $2.35 billion budget. That’s 8 percent, compared with 12 percent in 1984-85.

A Valuable Degree at a Value Price

At the same time, the university’s tuition and fees are far lower than many of its peers. Resident tuition and fees at UT rank next to lowest in a peer group of 12 state universities, accounting for just 25 percent of the university’s 2012-13 budget. With the average in-state student paying less than $10,000 a year for a world-class education, UT Austin is ranked one of the best values among public universities by Kiplinger. UC Berkeley and the University of Illinois, by comparison, average nearly $15,000 a year.

Even so, at one-quarter of UT’s annual budget, tuition and fees are a larger source of funding than state support (13%) and private support (9%) combined. State funding alone is not what makes UT a university of the first class. In reality, the majority of its funding comes from other sources. By supporting programs and areas they believe in, alumni and friends enhance UT’s ability to drive economic, social, and cultural progress as one of the world’s most powerful centers of learning, research, and creativity.
State funding alone is not what makes UT a university of the first class. In reality, the majority of its funding comes from other sources.

Available University Fund (AUF) includes income from Permanent University Fund (PUF).
Source: UT Budget Office.
Learn more: giving.utexas.edu/why-give

Funding Then and Now

1984—1985
UT Austin Budget: $503 million

33% Research grants and other areas
47% State general revenue
12% AUF
3% Gifts and endowments
5% Tuition and fees

2012—2013
UT Austin Budget: $2.35 billion

45% Research grants and other areas
13% State general revenue
25% Tuition and fees
8% AUF
9% Gifts and endowments
External Support: Annual Giving

- Our Turn campaign
  - Living Alumni
    - MBA = 19,294
    - BBA = 68,186
    - MPA = 6,973
  - Alumni giving participation met goal of 8% in 2012-13

- 2013-14 goal is 10%
External Support: Annual Giving

McCombs Alumni Participation Rates
FY 2000-01 through FY 2012-13

McCombs Alumni to McCombs
World’s Top 100 Universities For Producing Millionaires

<table>
<thead>
<tr>
<th>Rank</th>
<th>Institution</th>
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<tbody>
<tr>
<td>1</td>
<td>Harvard University (USA)</td>
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<tr>
<td>2</td>
<td>Harvard Business School (USA)</td>
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<tr>
<td>3</td>
<td>Stanford University (USA)</td>
</tr>
<tr>
<td>4</td>
<td>University of California (USA)</td>
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<tr>
<td>5</td>
<td>Columbia University (USA)</td>
</tr>
<tr>
<td>6</td>
<td>University of Oxford (UK)</td>
</tr>
<tr>
<td>7</td>
<td>Massachusetts Institute of Technology (MIT) (USA)</td>
</tr>
<tr>
<td>8</td>
<td>New York University (NYU) (USA)</td>
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<tr>
<td>9</td>
<td>University of Cambridge (UK)</td>
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<td>10</td>
<td>University of Pennsylvania (USA)</td>
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<td>11</td>
<td>Cornell University (USA)</td>
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<td>University of Michigan (USA)</td>
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<td>University of Chicago (USA)</td>
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<tr>
<td>15</td>
<td>INSEAD (France)</td>
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<tr>
<td>16</td>
<td>Tel Aviv University (Israel)</td>
</tr>
<tr>
<td>17</td>
<td>University of Texas (USA)</td>
</tr>
<tr>
<td>18</td>
<td>Sciences Po (Institut d’études politiques de Paris) (France)</td>
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<tr>
<td>19</td>
<td>University of Southern California (USA)</td>
</tr>
<tr>
<td>20</td>
<td>École Polytechnique (France)</td>
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<tr>
<td>21</td>
<td>Northwestern University (USA)</td>
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<tr>
<td>22</td>
<td>Princeton University (USA)</td>
</tr>
<tr>
<td>23</td>
<td>HEC Paris (France)</td>
</tr>
<tr>
<td>24</td>
<td>Bocconi University (Italy)</td>
</tr>
<tr>
<td>25</td>
<td>University of Pennsylvania - The Wharton School (USA)</td>
</tr>
</tbody>
</table>
Dallas Org. Structure – 2010

McCombs Alumni Office (Austin, TX)

Alumni Advisory
Cindy Highlander

President
Chris Hardesty

Past President(s)
Adam Shrimplin
Amy Wang
Dallas Org. Structure – 2012

McCombs Alumni Office (Austin, TX)

President
Chris Hardesty

Past President(s)
Adam Shrimplin
Amy Wang

VP – Finance
Liz Darden

Corporation Relations*
Jason Freeman

Scholarship
[OPEN]

VP – Membership
Sheetal Agrawal

Networking Social
Julie Burke

Intramural Sports*
Ed Engle

Recent Graduates
2012 Grad (TBD)

Programming*
Christina Clayton

Communications
Donald Lewis

Philanthropy
Shari Ellington

* Indicates capacity for multiple individuals
Tactical Steps for Recruiting

- Submit “Call to Action” ad in various newsletter(s) / social media forums (McCombs, Texas Exes, Facebook, LinkedIn, etc.)

- Hold casual networking sessions to meet local leadership and express interest in getting more involved

- Define phased org. structure – have people fill roles they are legitimately interested in

- Grassroots – reach out to friends, colleagues, companies, etc.

- Be cautiously optimistic – committee approach, assign leadership over time

- Reward volunteers (be creative!) and avoid burnout

*Never stop building a pipeline of volunteers!*
McCombs Alumni Office (Austin, TX)

- Alumni Advisory
  - VP – Finance
    - Corp. Relations*
      - Scholarship
  - VP – Membership
    - Networking Social
    - Intramural Sports*
    - Recent Graduates
- President
- Past President(s)
  - VP – Outreach
    - Programming*
    - Communications
    - Philanthropy

* Indicates capacity for multiple individuals
Role Descriptions

VP – Finance

- Maintain Chapter Finances for all events.
- Create a budget for each year and work with event chairs on ensuring budget is reasonable and followed.
- Balance finances with McCombs monthly.

Corp. Relations

- Reach out to companies in search for sponsorships in the form of donations, speakers and venues.
- Maintain these relationships via email and personal contact.
- Ensure corporate database is updated with current contact information as well as contact history.

Scholarship

- This position works closely with the corporate relations position.
- Advertise our scholarship with local businesses in search for donations to our annual scholarship.
- Participate in scholarship selection process.
- Fundraise throughout year for additional scholarship funds.
Role Descriptions (Cont’d)

VP – Membership

- Maintain database, providing monthly updates on attendance at events and active membership
- Send follow up emails after events
- Send “Welcome to [CITY]” invitations

Networking Social
- Contact venues to host networking events
- Bring laptop for database sign-in and upload to Dropbox after event

Intramural Sports
- Set up teams
- Work with Outreach officer to communicate game times and sign ups
- Designated team captains

Recent Graduates
- Plan welcoming event
- Coordinate class representatives
- Maintain relationship with McCombs for recent grads moving to [CITY]
VP – Outreach

- Maintain communications with McCombs faculty/administration, local businesses, and non-profit organizations in order to identify opportunities for alumni events, community service, etc.
- Assist the President in quarterly event planning and coordinating activities (including speaker series, networking events, etc.)

Programming

- Assist in planning and executing quarterly events
- Work with McCombs, local businesses, and the MBA alumni association to identify possible opportunities for events or organizational involvement.
- This role can be split between MPA and BBA

Communications

- Communicate upcoming events to members through various available channels (Facebook, LinkedIn, McCombs newsletters, etc.)
- Serve as the liaison for answering member inquiries
- Consider ways to improve communication channels and marketing of the alumni organization

Philanthropy

- Plan and execute community service activities in the area.
- Communicate activities to members
Chapter Leader Action Items

December / January

- Develop “Call to Action” ad and determine distribution mechanism(s)
- Utilize chapter pages on Facebook to promote the above (creation in process)
- Hold casual networking sessions to meet interested volunteers and discuss next steps for getting involved

By February 22 Chapter Summit

- Identify and place at least three (3) (large chapters) / two (2) (small chapters) people in leadership positions
Wrap-up / Q&A