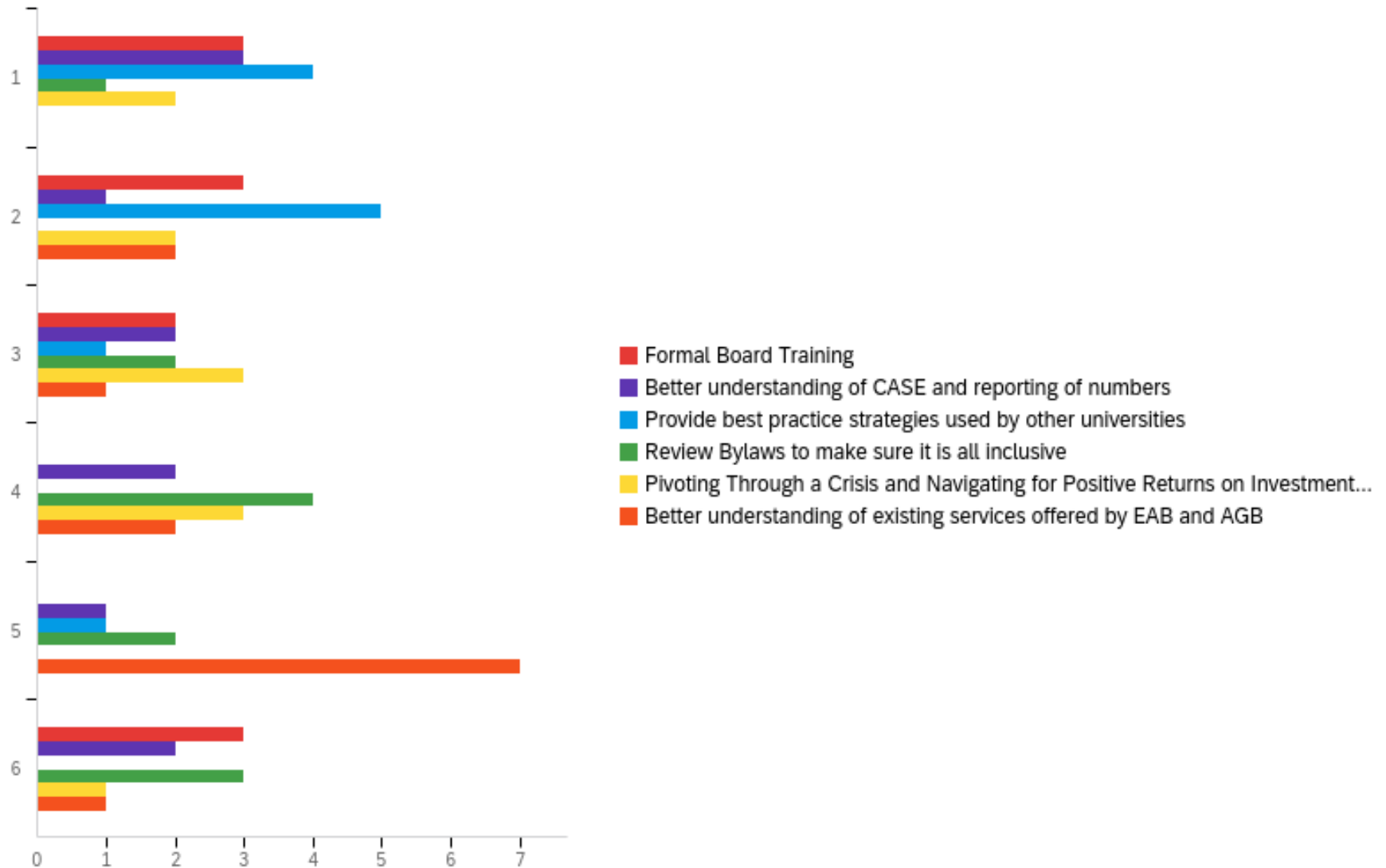


Potential Consulting Topics Report

April 28, 2020

Q2 - Rank order the potential areas for Board related topics to be addressed by an outside consultant (1 - most preferred; 6 - least preferred).



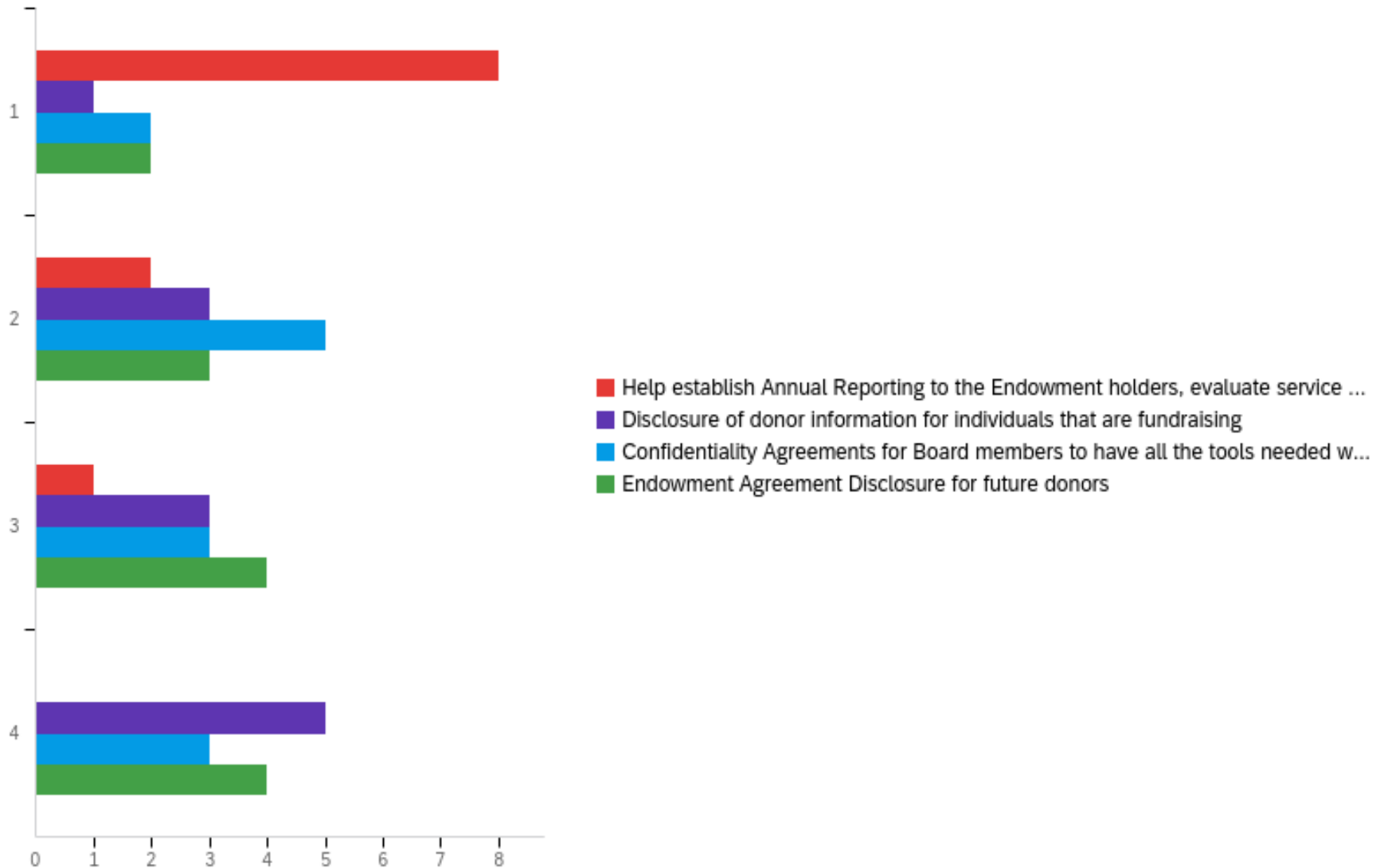
Q2 - Rank order the potential areas for Board related topics to be addressed by an outside consultant (1 - most preferred; 6 - least preferred).

| # | Field | Minimum | Maximum | Mean | Std Deviation | Variance | Count |
|---|--|---------|---------|------|---------------|----------|-------|
| 1 | Formal Board Training | 1.00 | 6.00 | 3.00 | 1.95 | 3.82 | 11 |
| 2 | Better understanding of CASE and reporting of numbers | 1.00 | 6.00 | 3.27 | 1.81 | 3.29 | 11 |
| 3 | Provide best practice strategies used by other universities | 1.00 | 5.00 | 2.00 | 1.13 | 1.27 | 11 |
| 4 | Review Bylaws to make sure it is all inclusive | 1.00 | 6.00 | 4.25 | 1.42 | 2.02 | 12 |
| 5 | Pivoting Through a Crisis and Navigating for Positive Returns on Investments | 1.00 | 6.00 | 3.00 | 1.41 | 2.00 | 11 |
| 6 | Better understanding of existing services offered by EAB and AGB | 2.00 | 6.00 | 4.31 | 1.20 | 1.44 | 13 |

Q2 - Rank order the potential areas for Board related topics to be addressed by an outside consultant (1 - most preferred; 6 - least preferred).

| # | Question | 1 | 2 | 3 | 4 | 5 | 6 | Total | | | | | | |
|---|--|--------|---|--------|---|--------|---|--------|---|--------|---|--------|---|----|
| 1 | Formal Board Training | 27.27% | 3 | 27.27% | 3 | 18.18% | 2 | 0.00% | 0 | 0.00% | 0 | 27.27% | 3 | 11 |
| 2 | Better understanding of CASE and reporting of numbers | 27.27% | 3 | 9.09% | 1 | 18.18% | 2 | 18.18% | 2 | 9.09% | 1 | 18.18% | 2 | 11 |
| 3 | Provide best practice strategies used by other universities | 36.36% | 4 | 45.45% | 5 | 9.09% | 1 | 0.00% | 0 | 9.09% | 1 | 0.00% | 0 | 11 |
| 4 | Review Bylaws to make sure it is all inclusive | 8.33% | 1 | 0.00% | 0 | 16.67% | 2 | 33.33% | 4 | 16.67% | 2 | 25.00% | 3 | 12 |
| 5 | Pivoting Through a Crisis and Navigating for Positive Returns on Investments | 18.18% | 2 | 18.18% | 2 | 27.27% | 3 | 27.27% | 3 | 0.00% | 0 | 9.09% | 1 | 11 |
| 6 | Better understanding of existing services offered by EAB and AGB | 0.00% | 0 | 15.38% | 2 | 7.69% | 1 | 15.38% | 2 | 53.85% | 7 | 7.69% | 1 | 13 |

Q3 - Rank order the potential areas for Staff related topics to be addressed by an outside consultant (1 - most preferred; 4 - least preferred).



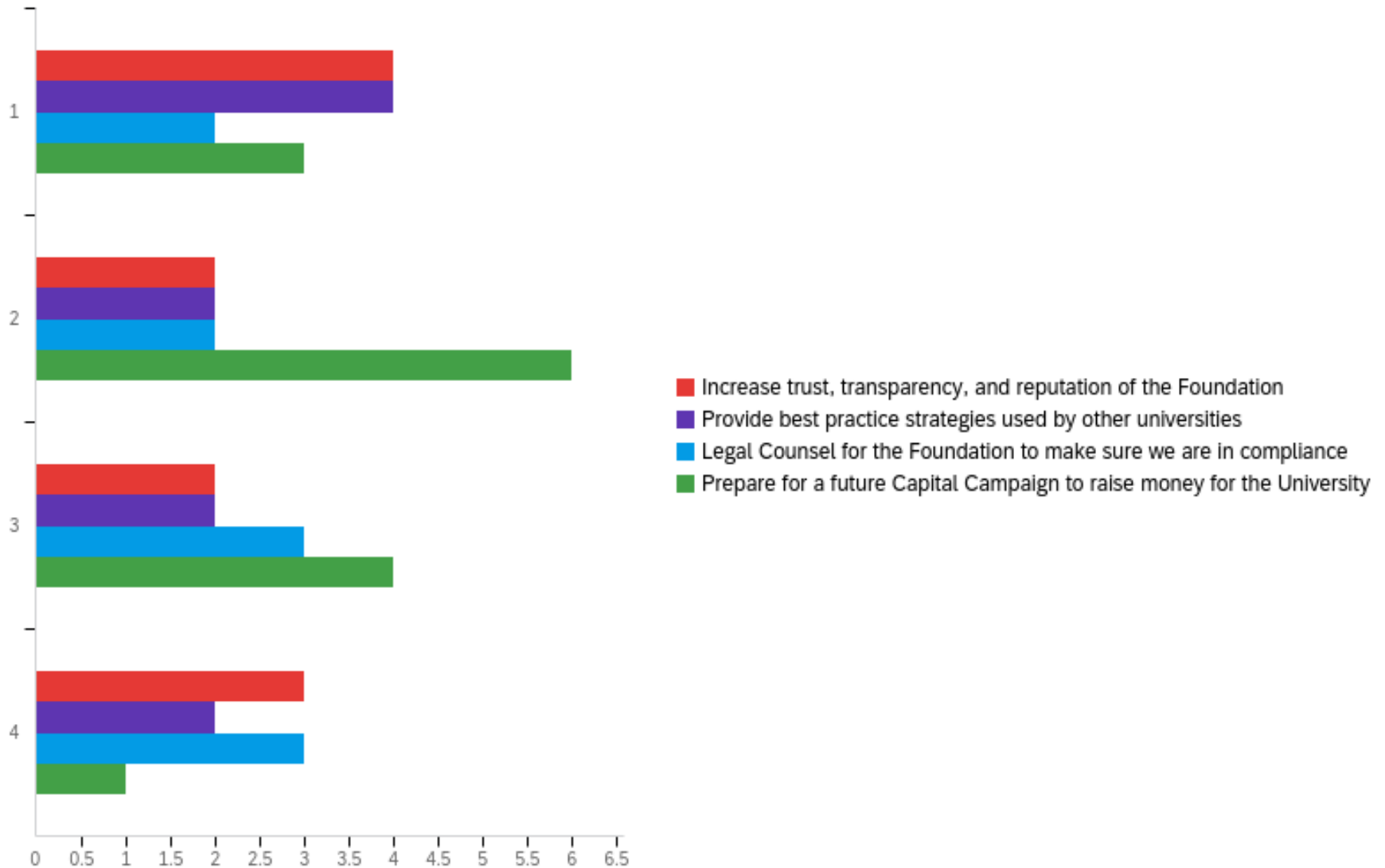
Q3 - Rank order the potential areas for Staff related topics to be addressed by an outside consultant (1 - most preferred; 4 - least preferred).

| # | Field | Minimum | Maximum | Mean | Std Deviation | Variance | Count |
|---|---|---------|---------|------|---------------|----------|-------|
| 1 | Help establish Annual Reporting to the Endowment holders, evaluate service level, and provide events for major donors | 1.00 | 3.00 | 1.36 | 0.64 | 0.41 | 11 |
| 2 | Disclosure of donor information for individuals that are fundraising | 1.00 | 4.00 | 3.00 | 1.00 | 1.00 | 12 |
| 3 | Confidentiality Agreements for Board members to have all the tools needed when fundraising | 1.00 | 4.00 | 2.54 | 1.01 | 1.02 | 13 |
| 4 | Endowment Agreement Disclosure for future donors | 1.00 | 4.00 | 2.77 | 1.05 | 1.10 | 13 |

Q3 - Rank order the potential areas for Staff related topics to be addressed by an outside consultant (1 - most preferred; 4 - least preferred).

| # | Question | 1 | 2 | 3 | 4 | Total |
|---|---|-------------|-------------|-------------|-------------|-------|
| 1 | Help establish Annual Reporting to the Endowment holders, evaluate service level, and provide events for major donors | 72.73% 8 | 18.18% 2 | 9.09% 1 | 0.00% 0 | 11 |
| 2 | Disclosure of donor information for individuals that are fundraising | 8.33% 1 | 25.00% 3 | 25.00% 3 | 41.67% 5 | 12 |
| 3 | Confidentiality Agreements for Board members to have all the tools needed when fundraising | 15.38% 2 | 38.46% 5 | 23.08% 3 | 23.08% 3 | 13 |
| 4 | Endowment Agreement Disclosure for future donors | 15.38% 2 | 23.08% 3 | 30.77% 4 | 30.77% 4 | 13 |

Q4 - Rank order the potential areas for Board and Staff related topics to be addressed by an outside consultant (1 - most preferred; 5 - least preferred).



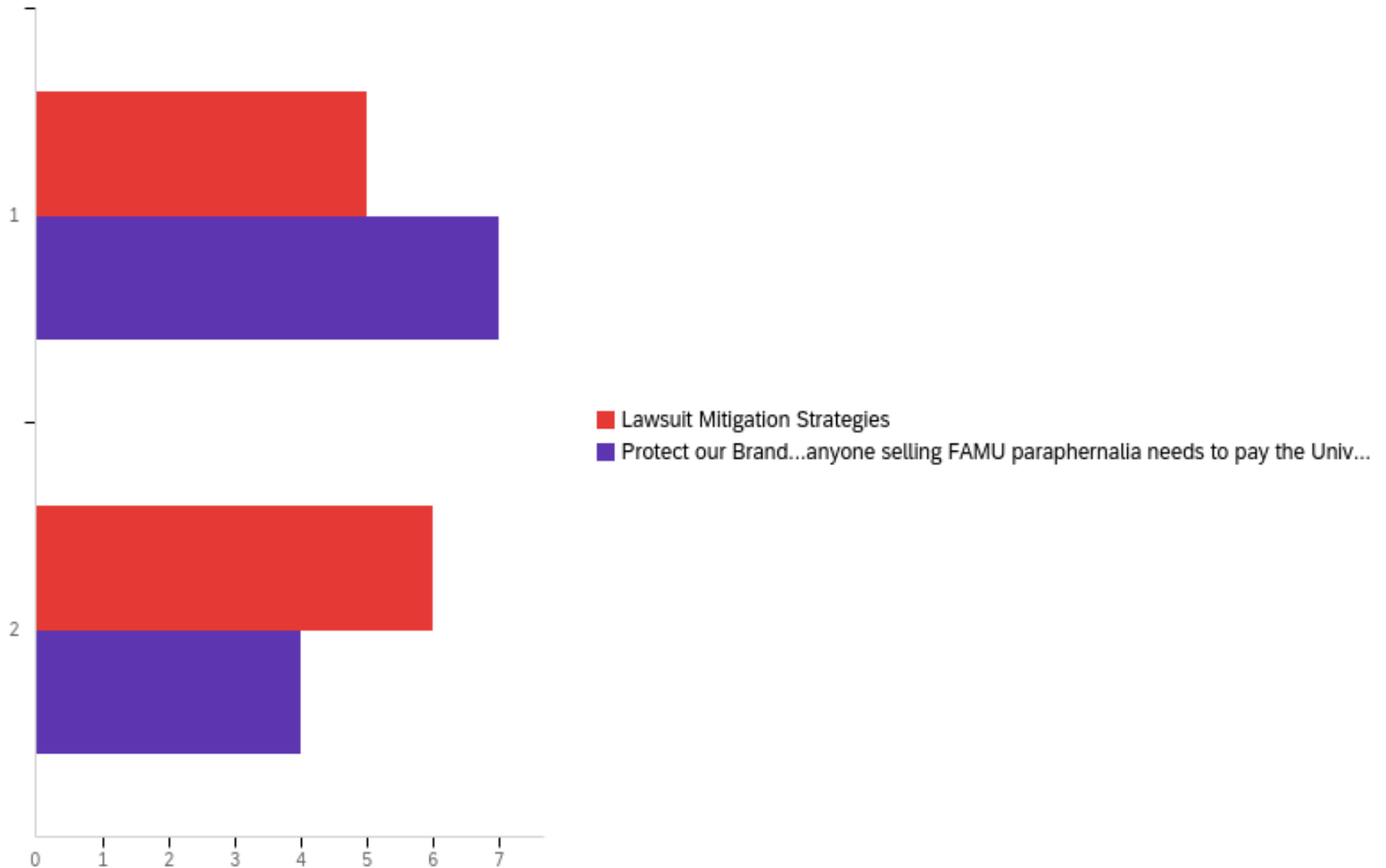
Q4 - Rank order the potential areas for Board and Staff related topics to be addressed by an outside consultant (1 - most preferred; 5 - least preferred).

| # | Field | Minimum | Maximum | Mean | Std Deviation | Variance | Count |
|---|---|---------|---------|------|---------------|----------|-------|
| 1 | Increase trust, transparency, and reputation of the Foundation | 1.00 | 4.00 | 2.36 | 1.23 | 1.50 | 11 |
| 2 | Provide best practice strategies used by other universities | 1.00 | 5.00 | 2.45 | 1.37 | 1.88 | 11 |
| 3 | Legal Counsel for the Foundation to make sure we are in compliance | 1.00 | 5.00 | 3.08 | 1.32 | 1.74 | 12 |
| 4 | Prepare for a future Capital Campaign to raise money for the University | 1.00 | 4.00 | 2.21 | 0.86 | 0.74 | 14 |

Q4 - Rank order the potential areas for Board and Staff related topics to be addressed by an outside consultant (1 - most preferred; 5 - least preferred).

| # | Question | 1 | 2 | 3 | 4 | Total | | | | |
|---|---|--------|---|--------|---|--------|---|--------|---|----|
| 1 | Increase trust, transparency, and reputation of the Foundation | 36.36% | 4 | 18.18% | 2 | 18.18% | 2 | 27.27% | 3 | 11 |
| 2 | Provide best practice strategies used by other universities | 40.00% | 4 | 20.00% | 2 | 20.00% | 2 | 20.00% | 2 | 10 |
| 3 | Legal Counsel for the Foundation to make sure we are in compliance | 20.00% | 2 | 20.00% | 2 | 30.00% | 3 | 30.00% | 3 | 10 |
| 4 | Prepare for a future Capital Campaign to raise money for the University | 21.43% | 3 | 42.86% | 6 | 28.57% | 4 | 7.14% | 1 | 14 |

Q5 - Rank order the potential areas for University topics to be addressed by an outside consultant (1 - most preferred; 2 - least preferred).



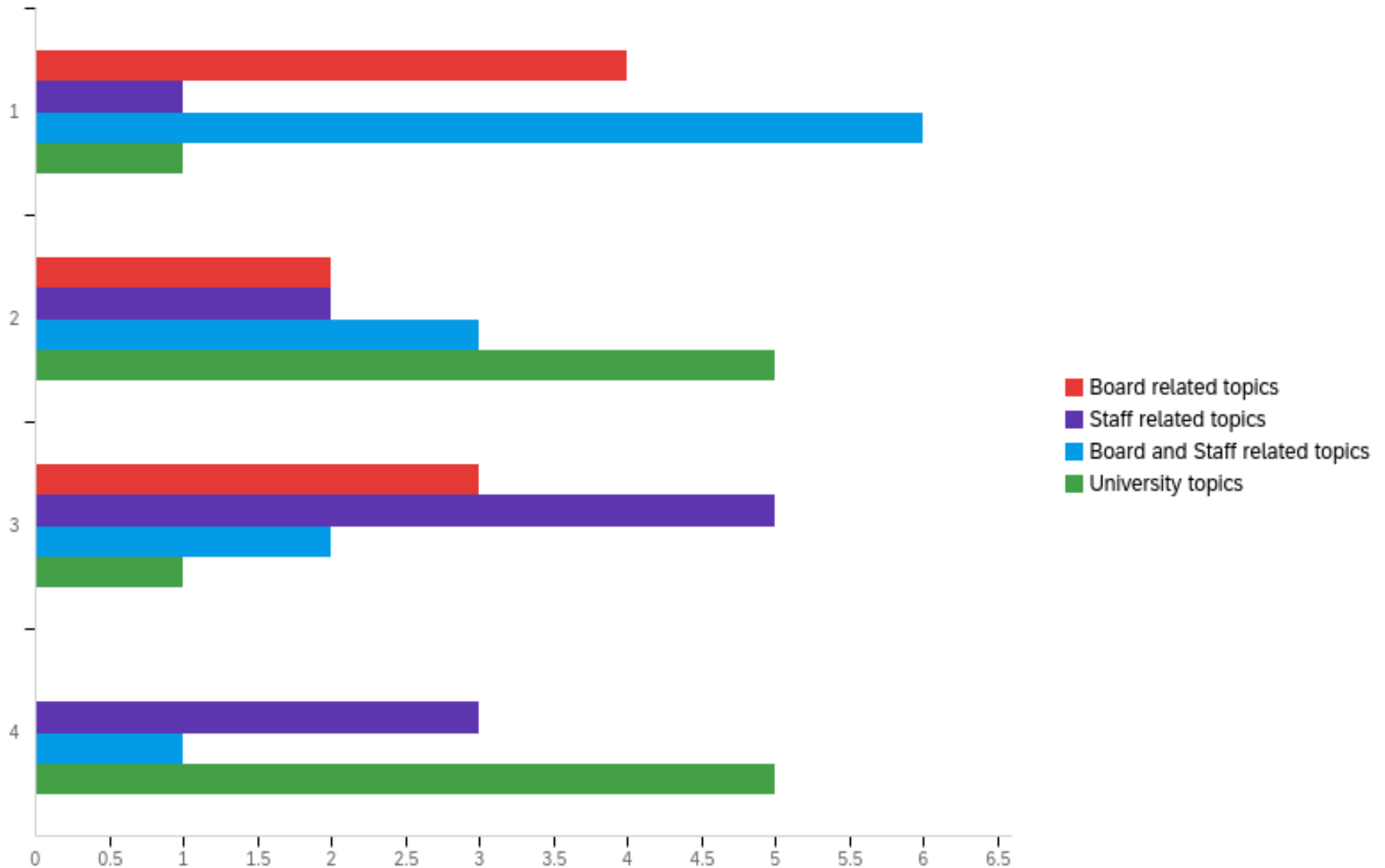
Q5 - Rank order the potential areas for University topics to be addressed by an outside consultant (1 - most preferred; 2 - least preferred).

| # | Field | Minimum | Maximum | Mean | Std Deviation | Variance | Count |
|---|---|---------|---------|------|---------------|----------|-------|
| 1 | Lawsuit Mitigation Strategies | 1.00 | 2.00 | 1.55 | 0.50 | 0.25 | 11 |
| 2 | Protect our Brand...anyone selling FAMU paraphernalia needs to pay the University | 1.00 | 2.00 | 1.36 | 0.48 | 0.23 | 11 |

Q5 - Rank order the potential areas for University topics to be addressed by an outside consultant (1 - most preferred; 2 - least preferred).

| # | Question | 1 | 2 | Total |
|---|---|--------|--------|-------|
| 1 | Lawsuit Mitigation Strategies | 45.45% | 54.55% | 11 |
| 2 | Protect our Brand...anyone selling FAMU paraphernalia needs to pay the University | 63.64% | 36.36% | 11 |

Q1 - Rank order the potential areas to be addressed by an outside consultant (1 - most preferred; 4 - least preferred).



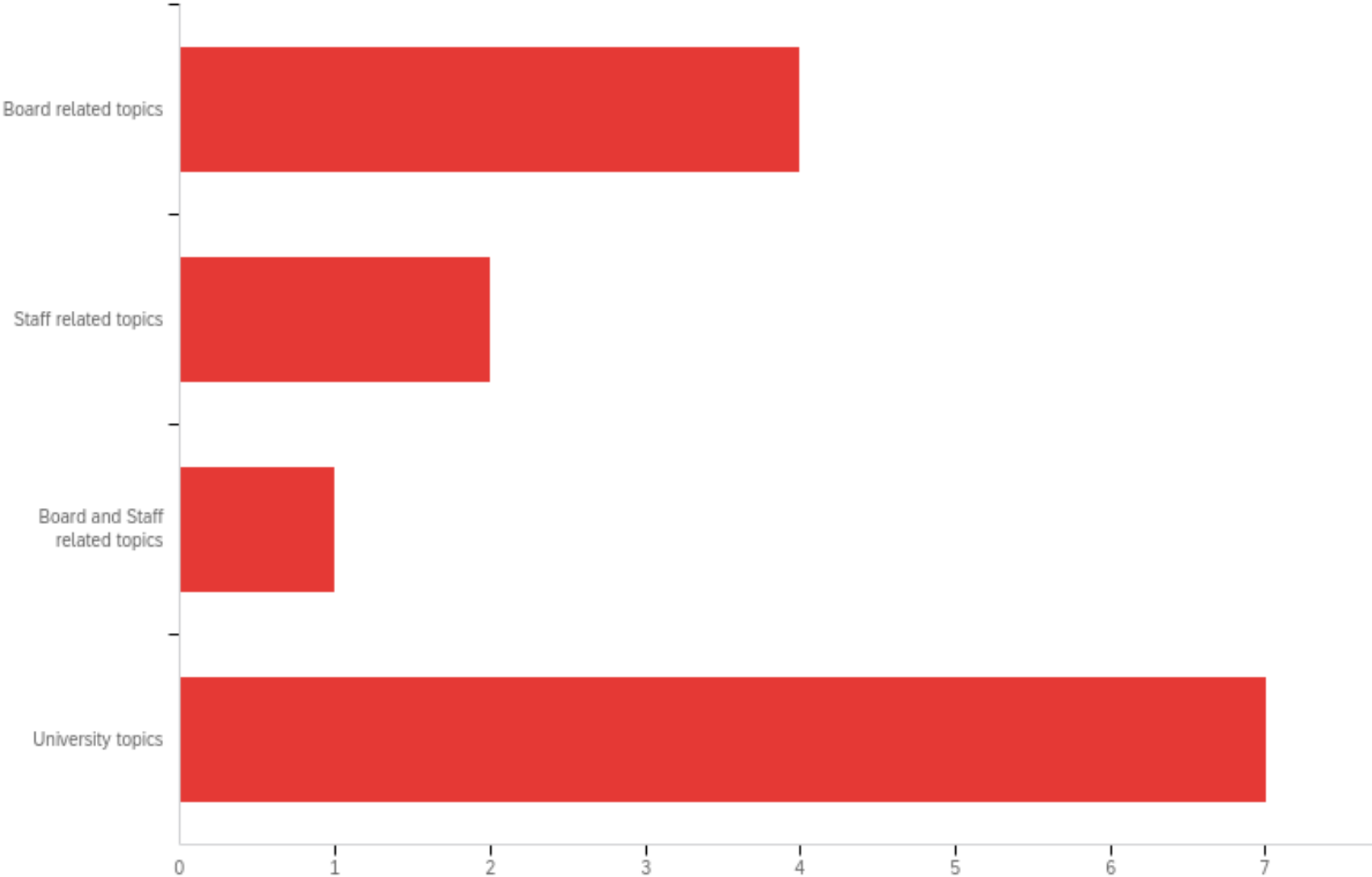
Q1 - Rank order the potential areas to be addressed by an outside consultant (1 - most preferred; 4 - least preferred).

| # | Field | Minimum | Maximum | Mean | Std Deviation | Variance | Count |
|---|--------------------------------|---------|---------|------|---------------|----------|-------|
| 1 | Board related topics | 1.00 | 3.00 | 1.89 | 0.87 | 0.77 | 9 |
| 2 | Staff related topics | 1.00 | 4.00 | 2.91 | 0.90 | 0.81 | 11 |
| 3 | Board and Staff related topics | 1.00 | 4.00 | 1.83 | 0.99 | 0.97 | 12 |
| 4 | University topics | 1.00 | 4.00 | 2.83 | 1.07 | 1.14 | 12 |

Q1 - Rank order the potential areas to be addressed by an outside consultant (1 - most preferred; 4 - least preferred).

| # | Question | 1 | 2 | 3 | 4 | Total |
|---|--------------------------------|--------|--------|--------|--------|-------|
| 1 | Board related topics | 44.44% | 22.22% | 33.33% | 0.00% | 9 |
| 2 | Staff related topics | 9.09% | 18.18% | 45.45% | 27.27% | 11 |
| 3 | Board and Staff related topics | 50.00% | 25.00% | 16.67% | 8.33% | 12 |
| 4 | University topics | 8.33% | 41.67% | 8.33% | 41.67% | 12 |

Q7 - Which topics, if any, should not be focused on right now if cost is an issue (select all that apply).



Q7 - Which topics, if any, should not be focused on right now if cost is an issue (select all that apply).

| # | Answer | % | Count |
|---|--------------------------------|--------|-------|
| 1 | Board related topics | 28.57% | 4 |
| 2 | Staff related topics | 14.29% | 2 |
| 3 | Board and Staff related topics | 7.14% | 1 |
| 4 | University topics | 50.00% | 7 |
| | Total | 100% | 14 |

Q9 - Enter other suggested topics you would like addressed by an outside consultant.

Enter other suggested topics you would like addressed by an outside consultant.

I really could not complete this survey as requested because I feel that staff has a good handle on many of the areas. I would like to hear from the staff how we operate in many of these areas, and then decide if help is needed, and if so where. If the Board feels that it needs a consultant's help, then we need to concentrate on those areas. We had a consultant about 10 years ago to determine FAMU's readiness for a capital campaign. Let's see if that information is still useful. There are university issues that need to be addressed, such as the number of lawsuits, but let's hear from the university about plans to address this issue. I think we should hold on the consultant for now and gather all of the information that is needed to determine if we really need him and if so what areas.