Vision: The consortium serves Texas p-16 institutions in empowering male students of color to achieve personnel. Professional, and academic success.

- Key ideas to consider: How do we move our business forward?
- (Think of our business model as an engine)
  A. BUSINESS PLAN - SUSTAIN INABILITY MODEL [ENGINE]
     1. Principles
     2. Guidelines (Lame) BUILD
     3. Asset Mapping
     4. Multiple streams* (keep the model sustainable) RUN
     5. Alignment of the multiple streams

CONCERNS FROM THE ADVISORY BOARD BEFORE WE BEGAN DEVELOPING THE BUSINESS PLAN:

- At what point will the consortium decide if Dr. Ponjuan and Saenz going to be the face of the show or all the institutional members.
  o We need to come and clear the area if we take it to the next level, where do the rest of the consortium members’ role and responsibilities.
  o Some members feel that when they seem to move forward, they believe we move two steps back and at times it seems that Dr. Ponjuan & Dr. Sáenz do not want to hand off the responsibility to the Consortium members because it may fail.
- What kind of an organization or business model going to be? Are we building a non-profit?
- Recommendation: we must continue to move forward but make sure that we focus on the long-term sustainability.
  o Suggestion: What if the current members that are part of the Consortium to begin paying membership fees to help build a nested (safe net) for the pilot of the second phrase of the Consortium.
    ▪ Asked: What is the value of current members begin paying to the membership
      • Answer: Some of the benefits is that the institutions are the co-producers/partners of developing and sustaining the Consortium.
      • Not to mention, the initial partners (institutions) will be able to have access to the services that are implemented in the Consortium.
  o Suggestion: The value at and not philanthropy
    ▪ The value of what you are adding to the community?
    ▪ So we do not want to be too dependent on the grants?
  o Suggestion: Institutional members to go back to their institutions and ask to make the fees as a line item/institutionalized.
THE SEVEN KEY COMPONENTS OF THE CONSORTIUM BUSINESS PLAN

1. Executive Summary (elevator pitch)
2. Business Description
3. Market Analysis (provide a mini literature review about the services that are out there.)
4. Organizational management (role of the advisory council and rock stars)
5. Revenue Strategies * (Below are the 10 main areas that can help bring in revenue)
   1. Lead- identify all the institutional of the in-kind fees we give
      i. FTEs (in-kind)
         1. Leadership
      ii. Male students initiatives
      iii. Hosting Meetings/Convening
      iv. Travel
   2. Membership
      i. (What does it cost to provide these services) 400,000 (require UT as a backbone
to help sustain the Consortium) = 1.2 million for 3 years. 300,000 will be
needed to have sufficient funds. 100,000 is to help sustain UT as the backbone.
         1. Right now, what the business model of the Consortium looks like:
            a. 75% of the consortium is funded by grants
            b. 25% of the consortium is funded by DDCE (UT Austin)
      2. What we would like for the business model for the Consortium be like:
         a. 25%-membership fees
         b. 25% funding
         c. 25% UT/TAMU support
         d. 25% Philanthropic
      ii. Our goal is to aim high and allow the membership to enter and throughout the
years the costs will matriculate
      iii. One suggestion is to look at your current membership and break them down by
the type of tier institution and see how much all the institutions can afford to
pay to be part of the consortium
         1. This will allow to determine to the fees.
      iv. A suggestion of what different membership fees will consist of:
         1. Fee (participation)
         2. Fee + $ (participation/Tool-Kit)
         3. Fees + $+ $$ (Participation /Technical assistance /Tool-kits)
         4. AdHoc (Menu of services)
      v. Fee per student (university/college)
      vi. ISD- we may consider how they pay for services in reference to students?
         1. Develop a membership fee depending on the type of the institution
(IISD, CC, 4-year, systems)
3. External grants (federal state, private, local)
4. Toolkit fees
5. Development
6. Conference & Convening
7. Research for non-Consortium members
8. Consulting fees
9. Institutional partnership (cross sector)
10. Other (fundraising, merchandise, talent show)

6. Funding Requirements
7. Financial Projections

BELOW ARE THE GRAPHS PRESENTED IN TO THE LARGE GROUP DISCUSSION
(DR. SOLIS/MS. PALOMIN=REPRESENTATIVES FOR THE GROUP)

This is what the current Business Model of the Consortium looks like:
This is what the Advisory Board Council would like for the Consortium business model look like:

A suggestion of what different membership fees will consist of:

1. Fee (Participation)
2. Fee + $ (Participation/Tool-Kit)
3. Fees + $$ (Participation /Technical assistance /Tool-kits)
4. AdHoc (menu of services)
FEEDBACK ON THE PROPOSED BUSINESS MODEL
(DR. SOLIS/MS. PALOMIN=REPRESENTATIVES FROM THE GROUP)

1. What will new institutional members joining the consortium will receive (site visit? Consulting?)
2. What are the benefits of an institution being an Adhoc?
   a. Suggestion: Do an environment scan on the best practices of having representation at the table and do all participating members get to benefit
   b. Concern: How will the Consortium ensure that the institutions that are/will be Adhoc members benefit from the services and not be left out?
      i. Example: what if one service does not benefit an ISD but there is an Adhoc member? How do we ensure that everyone’s representation is met.
3. Feedback from ISDs: the membership fees would look like for ISDs who cannot afford to pay their membership fees.
4. Suggestion: What will the fees look like for different types of institution (ISDs, Community College, Universities, and Systems?)