

# Board Agenda for Setting M&A Expectations

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## Workshop

**This is a workshop designed to engage a board in effective discussions about the future of the institution** by evaluating its current circumstances to determine what transformation is needed to ensure a prosperous future for its constituents.

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## Opening Questions for Board Members to Set Expectations and Understandings

1. What does our enrollment look like; what are the projections?
  2. What are our debts versus our endowment?
  3. Do we have the organizational capacity to successfully meet our current strategic plan?
  4. Is our board structured to support a forward-thinking mission?
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## Future Sessions

1. Review of the current business model—could mergers or affiliations lead to greater financial sustainability?
  2. Review internal and external stakeholders.
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## Recommendations for Setting Up Meetings

1. Meet with the president and board chair to discuss how to approach these topics at the next board meeting.
2. Leverage information that the institution already has on its current financial health and predicted financial viability.
3. Establish a clear objective for each discussion.
4. Clearly identify decisions that the board needs to make.
5. Ensure sufficient time for productive discussions.
6. Create and share the workshop agenda as appropriate.
7. Ensure maximum attendance.
8. Determine if a task force or working group should be created to support this work and bring information to the full board.

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## Resources

**FAQs**

Mergers and Affiliations: How Financially Viable Institutions Can Further Increase Competitive Position

**FAQs**

Mergers and Affiliations: When and How to Attract Interest from Financially Viable Institutions

**Trusteeship magazine**

Mergers and Affiliations, May/June 2019

**Trusteeship magazine**

College at a Crossroads: Closures and Mergers, May/June 2020

**Podcast**

Solutions Through Partnerships

**Podcast**

Higher Education Business Models Under Stress

**Webinar**

The Role of Mergers, Affiliations, and Shared Services in Higher Education

**Webinar**

Transformation for Small and Mid-Sized Colleges: The Roles of Mergers, Affiliations, and Partnerships

**Webinar**

Seizing the Transformative Moment: Board Responsibilities in Leading Strategic Transformation

**Webinar**

Transforming Your Institution: Building Capacity for the Future