



# CENTRAL CHRISTIAN COLLEGE OF KANSAS

## COLLEGE COUNCIL – AGENDA

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Wednesday, December 8, 2021 @ 1:00 p.m., RBC-AC-20

- I. Call to Order
- II. Devotion
- III. Accept the November 10, 2021 minutes.
- IV. President's Report
  - A. COVID-OSHA updates
  - B. Endowment Report
  - C. Project X
  - D. Disbursement Policy
  - E. Christmas Cards
- V. Old Business/Action Items
  - A. Chapel Proposal
- VI. New Business
  - A. Recommendation by Business Affairs Committee: COVID Relief Proposal (22-23 SGS Price Discount)  
[See Handout]
- VII. Constituent Reports

*Constituent Reports provide an opportunity for principal liaisons to provide succinct updates that may be of importance to the collective interests of the College community. Specific matters may be discussed or tabled to ensure that there is opportunity for inclusive and transparent dialog designed to enhance the mission, vision, and core values of the institution.*

  - A. Student Affairs (Chief Student Engagement Officer)
  - B. Operational Affairs (Chief Operations Officer)
  - C. Business Affairs (Chief Financial Officer)
  - D. Athletics (Athletic Director)
    - Student Athletic Committee
  - E. Administrative Services (Chief of Staff)
- VIII. Integrated Planning Audit
  - A. 2022-2023 Budget Development – Missing budgets
- IX. Oversight Responsibility
  - A. Policy & Procedures
  - B. Strategic Plan
  - C. Assurance Argument
- X. Adjournment

## 2022-23 SGS PRICE DISCOUNT PROPOSAL FROM BAC

### COVID RELIEF PROPOSAL

Dr. Enrique Barreiro, Faculty Senate President and Chair of the Graduate Program, shared a proposal with the Business Affairs Committee (BAC) on November 11, 2021 for a one-time SGS grant. The original information provided to Mrs. LeAnn Moore, CFO and Dr. Jacob Kaufman, CAO is attached (see proceeding pages).

The BAC discussed and an amended motion was approved for, **“A 30% discount of tuition for the July 2022 SGS start. The COVID Loyalty Opportunity Grant would apply to Central Christian College of Kansas SAS & SPE Bachelor level graduates from March 13, 2020 – June 30, 2022.”**.

The proposal would be for a one-time discount to our students that start in July 2022. It would bring the overall cost down from \$17,820 to \$12,474 or \$5,940 per semester to \$4,158. For budget purposes, this means that based on the original price (\$5,940) for every student, the College would now need to get 1.43 students at \$4,158 to equal out at the same dollar amount.

There was further discussion taken back to coaches, and the following is what they discussed. This item will be going through the proper channels for official approval, but please note that it was discussed in regards to the proposal on the table. Any objections should be discussed at College Council level to go back to coaches on their Friday, December 10, 2021 meeting.

Athletics should proceed as follows as it relates to the CLOG program.

1. Students do not count towards the roster contract.
2. Coaches do not benefit with any scholarship or other funding from a student.
3. Coaches will be appropriated the necessary operation budget amount to accommodate the number of grad students on the roster.
4. Covenant still applies for on or off campus students.
5. Chapel attendance – up for discussion since this is a Student Life item.

There is also further discussions that will need to take place through the Student Affairs Committee and Business Affairs Committee if proposal approved in regards to possible housing and meal plans of SGS students.



**Dr. Enrique N. Barreiro, Ph.D. MBA, MPM**

Division Chair of Graduates Studies

Director of the Master in Strategic Leadership Program

Faculty Senate President

Chair Disciplinary Affairs Committee

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### **PROPOSAL**

**TO:** MRS. LEANN MOORE (CFO)  
**FROM:** DR. ENRIQUE N. BARREIRO  
**SUBJECT:** MSSSL: COVID RELIEF PROPOSAL  
**DATE:** 11.2.2021  
**CC:** PRESIDENT DR. FAVARA, AND DR. JACOB D. KAUFMAN (CAO)

Dear LeAnn Moore (CFO),

The purpose of this correspondence is to provide an opportunity for CCKK to be able to capitalize and encourage student retention during this pandemic period and present the Covid Loyalty Opportunity Program. We have a scheduled time on November 26<sup>th</sup> to discuss this document and explore ways in which we can maximize our return on investment on the resources available and the unique opportunity that we have in our hands. Please keep in mind that while this document is titled proposal the intention is to promote a dialogue that can be fruitful. I would like to get a definite resolution to this proposal *before the end of the year 2021*. The reason for that request is that if a type of proposal and agreement is acquired we will need to advertise heavily for the new start in July (tentatively).

Background and Reasoning:

1. Currently, the graduate program has 15 students enrolled. Out of those 15 students, 11 are paying customers. This does grant a minimum forecast of 10 students for the start of the first cohort.
2. We forecasted the second cohort to be a minimum of 10 students. Currently, we have 7 students that are ready to start on November 8<sup>th</sup>. This is below what was forecasted considering there are 2 students that are not paying customers.
3. While the institution works on methods to recruit and bring in students we must take the unique opportunity to generate revenue by utilizing the pandemic.

- a. Student-athletes on campus have an extra year of sports eligibility that could be used to retain students while completing the graduate program.
- b. There is a high likelihood that students may opt to not use the year of eligibility due to cost-related issues.
- c. There is a good likelihood that the students may remain at CCKK if the price is right to continue their education and the opportunity to complete a graduate program in 1.5 years.

Items	Price (tuition only)	Give back	Give back	Retain	Room and Board	Total with room and board	Discounted Housing	Total with housing discount	Projection cost of living for student off campus (per year)- rent, water/sewer, meals, gas, and internet.	Tuition and projected off campus cost
current Price (36 cr x \$495 per credit)	\$ 17,820.00	\$ -	0%	100%	\$ 8,000.00	\$ 25,821.00	\$ 500.00	\$ 25,321.00	\$ 4,250.00	\$ 22,070.00
Price at 30% discount	\$ 12,474.00	\$ 5,346.00	30%	70%	\$ 8,000.00	\$ 20,474.00	\$ 500.00	\$ 19,974.00	\$ 4,250.00	\$ 16,724.00
Price at 40% discount	\$ 10,692.00	\$ 7,128.00	40%	60%	\$ 8,000.00	\$ 18,692.00	\$ 500.00	\$ 18,192.00	\$ 4,250.00	\$ 14,942.00

#### Figure Narrative

1. The presented figure suggests three paths of tuition cost: 100%, 70%, and 60% retention of revenue.
  - a. The proposed paths do not violate the standard give-back rate of 60%.
2. The figure also expands on the probable total cost for the student for *one year* when taking into account institutional room and board, a housing discount rate, and projection of cost to live off-campus.
  - a. The estimates for off-campus cost were acquired from a sample of 5 students that currently live off-campus (averaged cost).

The proposed investigation provides information to start the discussion. The following should be discussed:

1. The presented proposal should be considered limited in time meaning this should be for SPE and SAS students that want to continue into the graduate program. The intention is not to reduce the cost to external customers.
2. Take the opportunity to maximize SAS and SPE current students.
  - a. Capitalize on the extra year of eligibility for sports (SAS).
  - b. Encourage more online students that are completing their undergraduate degree with us to enroll with the special Covid Loyalty Opportunity Program (SPE).
3. Consider room and board cost
  - a. The figures provided suggest a very competitive market for room and board in some of the rentals in McPherson.

- b. We should consider a type of discount to promote students to be retained on campus to allow more profit generation.
        - i. The institution could consider multi-family type housing to allow graduate students to have a sense of privacy and make the offer more appealing.
- 4. Strategy
  - a. While I do understand that prices may be low and the institution may feel that revenue may be low this approach allow CCKK to retain revenue that could completely disappear after the student completes the undergraduate degree. This approach allows us to retain certain profit shares that can be healthy for the institution.
  - b. We could consider a certain number of “Covid Loyalty Opportunity Grant” slots per year. The prices could be different to allow certain coaches to work with numbers. Again, this is not a permanent approach but rather unique based on opportunity and time. This portion is a strategic thought, not a proposal.

I desire to continue to grow at the School of Graduate Studies. I would like to focus on the persistence aspect of our Core Four. Up to this point, we have not capitalized on this unique opportunity. It is time to take a leap of faith with a strategic sound mind. This is a risk but also a reward. It is my strategic desire to retain students, show institutional commitment, and encourage students through a discount to continue their education here at CCKK.

Thank you for your time.

Dr. Barreiro