

KPI 1.01: STRENGTHEN FINANCIAL VIABILITY

	Action Steps	Measure(s)	Progress
2021-2022	Enrollment: Residential (275); Online (275); DC (75); Master's Program (18)	Census	Onground: 266 Online:253 (August) Dual Credit: 62 SGS:16 (August – 1 Cohort)
	Retention: SAS 62%; SPE 70%; SGS 60%	Census, Databook, and Master Student File	SAS (51%); SPE (); SGS ()
	GBR <62%	Databook	GBR 63.4%
	Reduce Accounts Payable below \$500,000	Audit	
	Reduce Accounts Receivable below \$3,000,000	Audit	
	Demonstrate Increased Benchmarking [KPMG-CFI +1]	Presidential Report	
	Revise Residential Strategic Enrollment Management Plan (RSEMP)		Completed (09/2021)
2022-2023	Enrollment: Residential (295); Online (275); DC (75); Master's Program (23)	Census	
	Retention: SAS 66%; SPE 72%		
	Maintain a GBR <60%	Databook	
	Reduce Accounts Payable below \$475,000	Audit	
	Reduce Accounts Receivable below \$2,500,000	Audit	
	Demonstrate Increased Benchmarking [KPMG-CFI +1]		
	Align Debt with Property & Plant	Audit	
2023-2024	Enrollment: Residential (305); Online (280); DC (75); Master's Program (25)	Census	
	Retention: SAS 68%; SPE 75%		
	Maintain a GBR <60%	Databook	
	Reduce Accounts Payable below \$400,000	Audit	
	Reduce Accounts Receivable below \$2,250,000	Audit	
	Obtain DOE-CFI ≥1.3	Presidential Report	
	Demonstrate Increased Benchmarking [KPMG-CFI +1]		
2024-2025	Enrollment: Residential (325); Online (300); DC (75); Master's Program (30)	Census	
	Retention: Residential SAS-70%; SPE 75%		
	Maintain a GBR <60%	Databook	
	Reduce Accounts Payable below \$350,000	Audit	
	Reduce Accounts Receivable below \$2,000,000	Audit	
	Obtain DOE-CFI >1.5	Audit	
	Demonstrate Increased Benchmarking [KPMG-CFI +1]	Presidential Report	

IDEAS/STRATEGIES - SANDBOX

450 Online students

- 400 (20-21) – Support the NDS students; Launch Ministry degree and orientation courses online; Community Colleges (Sign agreement and recruit at HCC)
- 425 (21-22)- Full time Online Clerk; Launch Master's Degree; New degree (option: aviation management/ nursing/ managerial/marketing or operations analyst); Community Colleges (HCC students; pursue other Community Colleges – Dodge/Garden City)
- 450 (22-23)

200 Dual Credit

- 2020
 - Online, have 3 full courses each semester; Write up AA degree Track Proposal
 - On-ground, regain one school we dropped or new school.
- 2022
 - Online, have 5 reliable homeschool groups; six full online courses each semester = 100 students; Offer AA degree online, offer speech online
 - On-ground, regain one school we dropped or new school; offer speech; 50% NACEP alignment
- 2024

- o Online, 10 full classes = 150 students

On-ground, 10 schools; 100% NACEP alignment

Actively work to diversify our revenue streams to provide more financial sustainability and reduce the College's reliance on government funding.

MILESTONES	ROADBLOCKS
<ul style="list-style-type: none"> • Obtained a 1.00 (USDE-CFI) • Approval of School of Graduate Students (SGS) with Master of Science in Strategic Leadership (MSSL) 11-20-20 • New Degree in Health Science Division: Associates of Science in Health Science 11-20-20 • Dual Credit: AA Degree Track for Dual Credit students was created. Ready to sell (11-20-20); Teaching again for Sunrise Christian Academy • Hired FT Accountant • In-House collection efforts on old student account balances • Sale of Kids Campus and investment of Unrestricted Net Assets 	<ul style="list-style-type: none"> • Declining CFI • Prior period adjustments made to 2019-20 audit • COVID – Added reports and regulations, additional cash strain on College and students • Enrollment numbers

*See Benchmarking Matrix