



Statewide Summer of Sharing

***Academic Sharing:
More Options for Students
More Revenue for Schools***

In Partnership with the Association of Independent Kentucky Colleges and Universities

Agenda: 25 mins with Q&A

1. Quick update and overview of the College Consortium and academic sharing
2. Review the opportunity to recover summer school through a statewide effort
3. Hear from fellow CC and AIKCU members about their experiences
4. Discuss other benefits to academic sharing for summer and beyond
5. Next steps and our trip to KY week of 2/12 to begin summer planning



Dr. Robert Manzer,
Chief Academic Officer
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Schreiner University

Introduction: College Consortium (CC)

CC is a software company based in Austin, TX with a higher ed ethos founded in June 2016. We provide schools an enrollment platform to collaborate to improve revenue, retention, and completion.

1. Have 50+ member schools across 11 states; mostly all independent colleges with 800-3000 students, modest endowments and some online courses and degrees
2. Partnered with 7 associations of independent colleges
3. Our most active schools graduated 3% to 5% more students in 2 terms
4. 10 schools are using courses to enhance their curriculum (i.e. added game programming, developmental math or ASL), replace under-enrolled sections, or even open satellite campuses

2017 Member Map



Overview: Academic Sharing

The screenshot shows the CollegeConsortium.org website. At the top, there's a green header with the site name, navigation links like 'Request a Course' and 'Help', and a Texas A&M University logo. Below the header is a search bar with the text 'What course are you looking for?' and a search button. The search term 'tax' is entered. Below the search bar, there are links for 'Manage Enrollments', 'Request Course', and 'Manage Students'. A filter section shows 'Year' set to 2017, 'Term' set to All, and 'Session' set to All. A 'SORT' dropdown is set to 'Select...'. The main content area displays a grid of course listings under the heading 'Courses'. Each listing includes a UIW logo, course title, ACCT number, level, semester, session, section number, and price. The courses shown are: Intermediate Accounting III, Federal Income Tax I, Taxation of Entities, Advanced Federal Income Tax, International Accounting, and Tax Research. Each listing has a 'See Course Details' link and an 'Enroll' button. At the bottom, there's a green bar with the text 'Don't see a course you're looking for?' and a 'Request a Course' button.

The Basics: Online Course Sharing

- Site facilitates inter-college enrollment/course sharing
- Model creates revenue-sharing between members
- Greater oversight and control of courses students take

The Economics: Revenue-Sharing

- *Teaching Member (TM)* offers seat at lower price:
 1. No cost to recruit student
 2. Filling an existing (empty) course seat
- *Enrolling Member (EM)* charges its regular per-credit hour tuition (or another rate) and keeps the difference

The Academics: More Control over Courses

- Preview syllabi for all courses to discern alignment with own courses
- Ability to demonstrate proper faculty credentials for all courses your students take
- Institutions pre-approve the courses and colleges they want to share with

TM Example: Campbellsville University

Below is the list of available Campbellsville Courses on the site

The screenshot displays the College Consortium website interface. At the top, a green header bar contains the 'College Consortium' logo, a 'Help' link, and the 'Gardner-Webb University' logo. A blue sidebar on the left features icons for a pencil, graduation cap, A+ grade, building, and magnifying glass. The main content area shows a search results page for 'Campbellsville University'. On the left, a 'Filters' section includes radio buttons for 'Pre-Approved', 'Consortial', and 'Upcoming'. Below these are expandable sections for 'Categories', 'Term', 'Session', 'Start & End Dates', and 'Teaching Institution'. The 'Teaching Institution' section is expanded, showing a search bar and a list of institutions with checkboxes and counts. The main results area displays '19 Results' and includes a 'Campbellsville University' filter button. It shows a grid of course cards for Campbellsville University. Each card includes the university logo, course name, price, credit level, and term. Buttons for 'See Course Details' and 'See Available Sections' are provided for each course.

Course Name	Price	Credits	Term
PSY111: General Psychology	\$850	Undergraduate / 3 credits	January 2018: Full January Term 01/02/2018 - 01/13/2018
PHI241: Introduction to Philosophy	\$850	Undergraduate / 3 credits	January 2018: Full January Term 01/02/2018 - 01/13/2018
MUS125: Understanding Music	\$600	Undergraduate / 2 credits	January 2018: Full January Term 01/02/2018 - 01/13/2018
HST120: United States Since 1877	\$850	Undergraduate / 3 credits	January 2018: Full January Term
HP180: Principles for Wellness	\$850	Undergraduate / 3 credits	January 2018: Full January Term
ECO361: Social Statistics	\$850	Undergraduate / 3 credits	January 2018: Full January Term

EM Example: Schreiner University (SU)

Below table shows a breakdown of 2017 summer enrollments at Schreiner

EM CATEGORY	ENROLLMENTS	REV CATEGORY	REVENUE
Summer Recovery	39	Recovery	\$25,200
Near Alumni Recovery	3		
Criminal Justice Concentration	12	Enhancement	\$7,200
Completion (Rising Seniors)	8	Retention/Completion	\$4,800
Total	62	EM Revenue Total	\$37,200
Number of Students	58		
2017 Summer Rate: \$600 (3 credits) vs. SU Rate: \$3,100		Student Savings	\$155,000
		Total Value to SU	\$192,200
		Total Value to TMs	\$46,500



Summer: Statewide Effort for Sharing

STEPS AND TIMELINE FOR MAXIMIZING SUMMER ENROLLMENT

FEB 2018

Run report on courses transferred into your institution over the past 2 summers.

FEB/MAR 2018

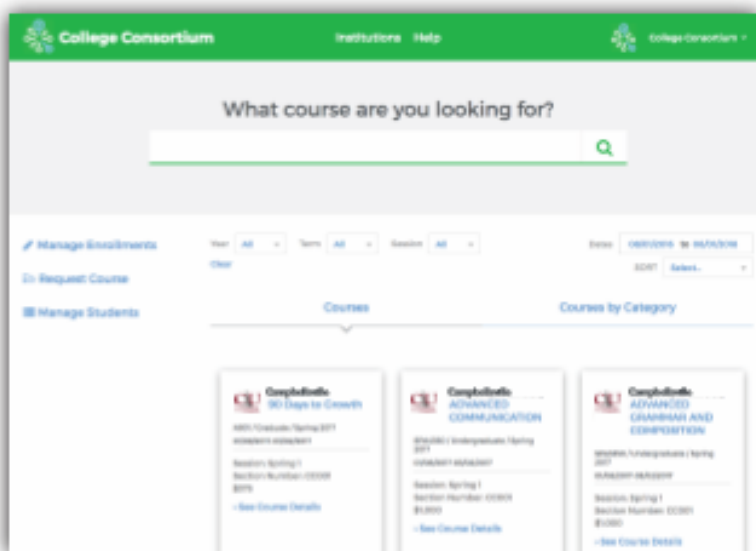
Create master course equivalency list for AIKCU members from AIKCU members.

MAR 2018

Pre-approve courses from list to make available to students.

MAR/APR 2018

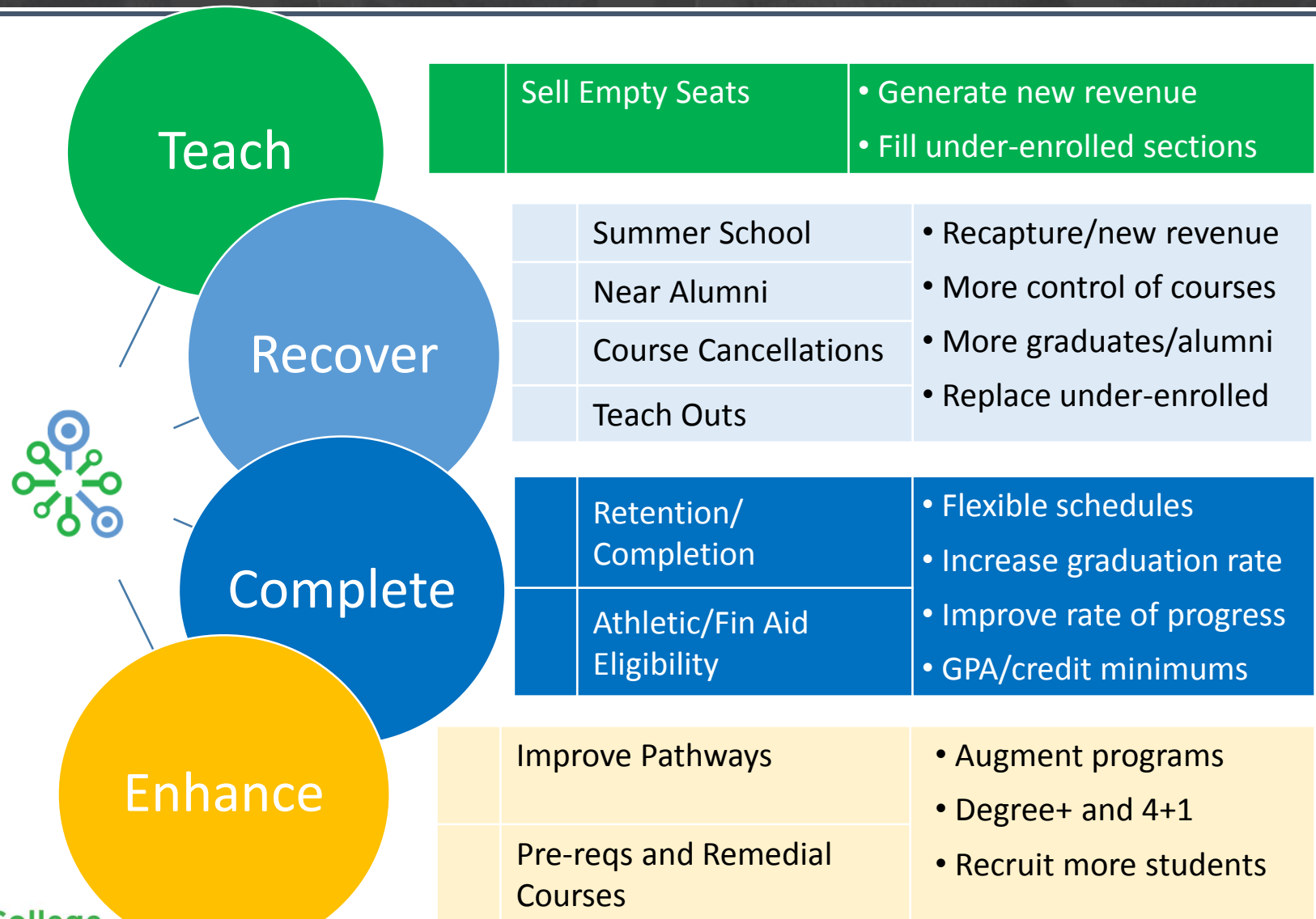
Present to students in your campus schedule or a student-view and incorporate into Summer/Fall advising.



THIS PROGRAM WILL PROVIDE AIKCU MEMBERS WITH THE ABILITY TO:

- ▶ Generate new revenue by offering students more summer options
- ▶ Pre-approve courses to round out your own summer schedule
- ▶ Offer students competitively priced online options to meet their busy summer schedule (travel, work, internships and more)
- ▶ Help students make progress over the summer with aligned courses
- ▶ Generate new revenue by filling empty seats with students from other AIKCU schools

Benefits: Other Use Cases



Process/Pricing: How it Works



ALIGN COURSES

- TM loads courses
- EM approves courses



REGISTER & ATTEND

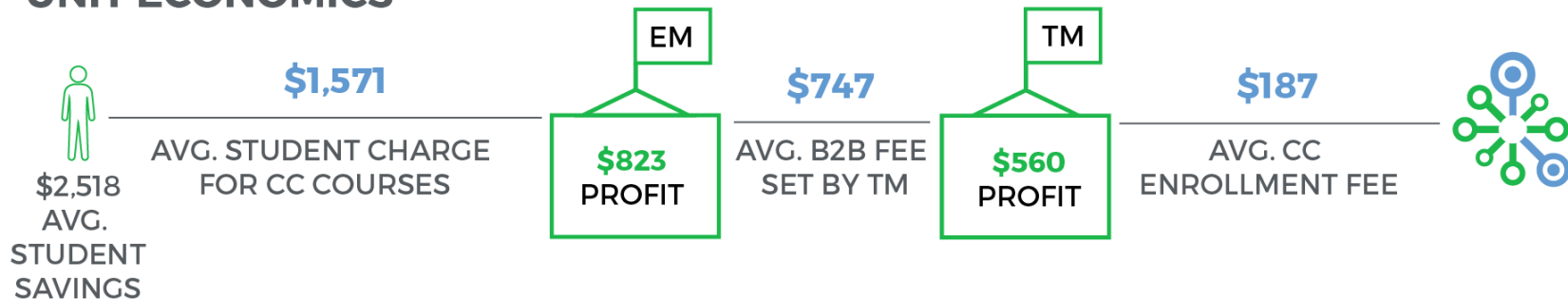
- EM enrolls student
- TM onboards student
- CC ACH's payment



COMPLETE & TRANSCRIPT

- Student completes course
- TM loads grades
- EM recognizes credit

UNIT ECONOMICS



Next Steps: Prepare to Share

Next steps to participate in Summer of Sharing:

- ✓ Identify a primary contact from your school
- ✓ Meet with us week of Feb 12th to answer remaining questions/concerns
- ✓ Generate a transfer course list from past 2-3 summers (EM)
- ✓ Identify courses you want to offer this summer (TM)
- ✓ Execute a Member Services Agreement
- ✓ Schedule an onboarding meeting (Registrar, IT, Finance) and training
- ✓ Begin promoting summer school on campus to students and advisors

To contact us at anytime:

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