



Board of Trustees HIGHLIGHTS & SUMMARY

Vol. 25, No. 2 December 3, 2018

President's Report

President John J. Hurley reported on the Mission Priority Examen self-study and site visit. He said the meetings with the visiting team went very well and that we look forward to receiving their report in the coming weeks. Based on the final close-out discussions with the team, they endorsed the four priorities the college identified for itself in the self-study. Mr. Hurley updated the Board on the status of fall 2019 enrollment. The visit incentive program for prospective students was received positively. Applications and deposits are running ahead of last year and the applicant pool appears to be more engaged with a higher number of campus visits. Mr. Hurley also discussed the symposium for the Movement to Restore Trust in the Roman Catholic Diocese of Buffalo held on November 28 at the college. Canisius played host to a panel of nationally recognized speakers to begin discussions about the future of the Diocese in the wake of the clergy sex abuse scandal. A follow-up workshop was held on December 8 at the college. Mr. Hurley asked for prayers and support for several members of the campus community who have recently lost loved ones.

Academics Committee

Dr. Margaret McCarthy, Vice President for Academic Affairs, announced that search committees have been formed for the Vice President for Student Affairs and the Dean of the College of Arts and Sciences, and that two candidates will be on campus this week to interview for the Associate Dean/Director of Opportunity Programs position. Dr. McCarthy shared preliminary results for the Campus Climate Survey that was administered in the spring of 2018 to all faculty, staff, and students. She said that a plan for faculty development is being developed to address some of the issues raised. Faculty should be prepared to engage students on issues related to race in the classroom and work to incorporate diverse scholars and perspectives into academic material. Dr. Denise Rotondo, Dean, presented a new strategic plan for the Wehle School of Business and discussed the importance of the plan in preparation for the next round of AACSB re-accreditation. The Academics Committee and later the full Board approved a resolution that called for the introduction of an MS in Physician Assistant Studies, MS in Finance, and BS in Integrated Marketing Communication, as well as changing the BA in Criminal Justice to a BS; discontinuing the Teachers of the Deaf and Hearing Impaired program; and pursuing a substantive change with Middle States Commission on Higher Education that will allow Canisius to offer Post-Baccalaureate certificates. Dr. Sara Morris provided an overview of the curriculum management systems that have been implemented recently to improve the student experience, help faculty with advisement, and reduce duplication of efforts. The Faculty Senate representatives discussed their work on the grade grievance and intellectual property policies, Faculty Handbook revisions, and faculty load considerations.

Audit Committee

The committee reviewed the conflict of interest disclosures completed by Trustees and key employees. The Board unanimously approved a resolution affirming that disclosures have been reviewed and are being managed appropriately by the college to insure that they do not influence decisions at the college. The Audit Committee also reviewed the A-133 Uniform Reporting and the NCAA Agreed Upon Procedures Reporting. These audits were completed and filed with the proper regulatory agencies.

Enrollment Management Committee

Ian Day, Vice President for Enrollment Management, shared current enrollment numbers with the committee, noting that the end of November is approximately the mid-point of the expected application cycle. Inquiries, applications, admits, and deposits for first year undergraduate admissions all show an increase over the last year at this time. The School of Education and Human Services saw the highest increase in applications. He attributes this positive momentum to an increase in counselor outreach and the "Apply & Visit" incentive that has resulted in a significant increase of student visits. Mr. Day explained this early upswing was critical if Canisius is going to achieve its goals, as the demographics continue to decline among private high schools in Western New York. With a focus on total institutional net revenue, Enrollment Management is closely

monitoring select students that have the most need. Mr. Day reported that graduate program numbers for the fall are solid, but spring is trending below last year. A pilot program of offering tuition discounts with corporate partners has been fruitful, and the college will consider opportunities to expand this initiative. Matt Wojick, Associate VP for Marketing & Brand Engagement, made a presentation to the committee outlining the brand guide, marketing plan and integrated search efforts. This marketing strategy is intended to build a strong brand promise through our reputation for leadership and communicate outcomes, core strengths, faculty, immersive learning and connections to the community. Mr. Wojick also discussed search and marketing efforts that have been integrated through Collegis and announced a partnership with Pegula Sports and Entertainment that will provide a suite of media platforms to promote graduate programs, internship opportunities for students, and venues for Canisius events.

**Executive
Committee**

The Executive Committee presented a resolution recommending a slate of candidates to receive honorary degrees. The nominees were unanimously approved and the final list of commencement speakers and honorary degree recipients will be released when all nominees are confirmed.

**Finance & Facilities
Committee and
Resolution**

The committee reviewed the FY 2019 budget projections. Marco Benedetti, Vice President for Business & Finance, reported that revenue and expenses are tracking to the approved budget. The committee discussed a recommendation to increase undergraduate tuition to \$27,940 and room and board rates by an amount not to exceed 2%. The Board of Trustees unanimously approved the resolution. The Investment Advisory Committee reported that new investment managers have been added to the portfolio as opportunities to invest with some highly-regarded private equity firms became available. The balance of the endowment as of October 31, 2018 stood at \$ 131.6 million. Mr. Benedetti led a presentation of the preliminary campus master plan and said that a final plan would be brought forward in the spring for approval. The committee also discussed new academic programs, such as the MS in Physician's Assistant Studies and MS in Data Analytics, and encouraged the college to continue to bring forward new programs that can drive graduate and undergraduate enrollment.

**Mission & Identity
Committee**

The committee reviewed the four priorities from the Mission Examen self-study and discussed the November on-campus visit. The committee focused their discussion on maintaining and strengthening the college's Jesuit identity with a transitioning Jesuit community. Sarah Signorino, Director of Mission & Identity, led a discussion about opportunities for Board formation activities, including participation in a national AJCU board retreat, on-campus discussions with the Jesuit community, and online resources. The committee heard a report on the Ignatian Family Teach-In from the leaders of the Canisius delegation: Associate Campus Minister, Kaitlyn Buehlmann, and seniors Toby Patrick and Margaret Treichler. The delegation spoke about their experiences of being educated for justice, how they connected their experiences to being a part of a larger Ignatian family, and future advocacy plans for the Canisius team.

**Institutional
Advancement
Committee**

Mr. William Collins, Vice President of Institutional Advancement, reported that cash receipts stood at \$4.4 million towards an \$8.4 million goal. Mr. Collins reported that the division is currently hiring for three positions: Director of Alumni Engagement, Leadership Gift Officer and Major Gift Officer and said he hopes to fill all three positions by the beginning of January. Ms. Kimberly Venti, Associate Vice President of Institutional Advancement, distributed the college's case for support and discussed key priorities, including growth of the Canisius Fund and Endowment. Planned Giving and growing membership in our Rev. James M. Demske Society. Ms. Venti reported nearly \$3.5 million in bequest commitments have been secured. She also stressed the need for enhanced engagement at key events and encouraged committee members to participate in activities and bring others along. Events include Griffs Hockey at Harbor Center and Griffs Basketball at Koessler, where the donor appreciation event is scheduled for Tuesday, January 8. She added that invitations are also forthcoming for a special event for donors of \$1K+ and members of the Demske Society to enjoy Griffs basketball and a pregame buffet and reception. Ms. Summer Handzlik, Director of the Canisius Fund, reported that Canisius Fund commitments are at \$1.35 million toward the \$2.9 million goal. Canisius Fund staff intend to make a strong year-end push, and anyone who has not yet to made their gift is encouraged to please do so. The committee members also reviewed list of major gift prospects and discussed opportunities for trustees to assist in the cultivation process.

**Student Life
Committee**

Dr. Annie Dobies, Interim Vice President for Student Affairs, updated the committee on the search for a permanent vice president for the division. Matthew Smardz '19, president of the Undergraduate Student Association, reported on USA initiatives. He announced USA had passed a resolution recommending that Canisius become a Smoke-Free Campus. He also reviewed successful student programming, including the local urban market, Thanksgiving dinner, Griffmas, Mid-Nite Breakfast, Senior Happy Hour, and Combating Racial Bias Training for students. Looking ahead, USA will focus on a sustainability resolution and the reorganization of USA. Jennifer Herrmann, Assistant Dean of Students/Interim Director, Griff Center, Kevin Smith, Assistant VP/Director, Student Records & Financial Services Center, and Brittany Puckerin, Assistant Director, of Student Records & Financial Services Center reviewed the development of new student retention predictive model and highlighted the various strategies that were applied to the new freshmen cohort. Kathleen Brucato, Director of International Student Programs/Chair of Racial Diversity Team-Student Committee, reviewed the qualitative results of the Campus Climate Survey which attempted to measure the opinions of faculty, staff and students on racial issues at Canisius. Ms. Brucato focused on the student responses and revealed some troubling concerns about the perceptions of Canisius by students of color. She is chairing a subcommittee of students who analyzed the survey data, prepared the report and are developing responses. The committee complemented the college's approach, but emphasized that concrete actions are necessary to maintain the momentum.

**Strategic Planning
for the Wehle
School of Business**

Dr. Denise Rotondo, Dean of the Wehle School of Business (WSB), presented plans to address challenges and opportunities facing the school. She highlighted the WSB's world-class programs in Accounting and Finance, strength of the alumni network, and talented faculty and staff dedicated to student success. She discussed plans to strengthen the academic portfolio, improve engagement with business experts and alumni in the field, enhance career readiness and leadership opportunities for students, and integrate outreach centers, such as the Center for Professional Development and Women's Business Center, into the WSB plan. Promising opportunities to develop a graduate degree in accountancy and refine the MBA offerings, including the development of a Professional Leadership Series, were also reviewed.

**Future Board
Meeting Dates**

March 4, 2019
May 6, 2019

Erica C. Sammarco, Secretary