



**UCRA Meeting Minutes  
November 28, 2017  
The President's Conference Room  
3:00 p.m. to 5:00 p.m.**

Members Present: D. Hareza (Convener), C. Beam, R. Day, C. Dietz, J. Dillon, B. Dolan, F. Navratil, N. Santilli, E. Swenson, S. Vitatoo, G. Weinstein, C. Wenzel

Excused Members: D. Kilbride, P. Shick

Recording Minutes: P. Chiller

**1. Approval of Minutes from September 13<sup>th</sup> Meeting**

There was a motion to approve amended meeting minutes from September 13, 2017. The motion was second and approved.

**2. Proposal for 2018-2019 Tuition, Room and Board and Fee Increases**

D. Hareza reviewed the historical benchmarking for John Carroll University and presented a new student perspective approach with three competitive benchmarking sets:

- Private schools
- Public schools
- Aspirational schools (schools to compete against in the future)

John Carroll University's annual undergraduate tuition rate changes have declined from 5% in 2012-2013 to 3.5% last year with many peer schools following the same downward trend.

JCU's gross tuition is on the high end of its private peers with net tuition rankings falling to mid-range due to high discount rates. Based on the benchmarking, JCU's discount rate should be closer to 50%; it is currently 61.6%. All of John Carroll University's private peers and many of the aspirational schools give aid to the vast majority of students. John Carroll University's average aid package per student is the highest of all public and private schools. JCU should see a decrease for aid, as we build our academic reputation and drive student demand.

Assuming all private schools maintain or reduce their tuition increase by 50 basis points next year, we will maintain our position (mid-range) with the recommendation to maintain a 3.5% tuition increase in 2018-2019 with the goal to fund lower/no tuition increases with lower financial aid in the future.

JCU's graduate and summer tuition is currently below lower quality peer programs. In 2017-2018, graduate tuition increased by less than 2% after staying flat for four years. The recommendation is to increase tuition in both Business and Arts & Sciences graduate classes and summer courses by 3.5%.

Room and board rates and annual percentage increases are competitive relative to benchmarks. The recommendation is to maintain the 3% increase in room costs, while passing along the negotiated food cost savings to lower the board increase to 2%. Fees will not increase.

**3. Initial Assumptions for 2018-2019 Budget**

D. Hareza and his team are monitoring enrollment, retention and operating costs through January 2018, but the current forecast is break even. The graduating class is the largest in history. Planning assumptions are realistic and built on trends. John Carroll University will realize restructuring savings in 2018, primarily due to the retirement of 16 tenured faculty at the end of 2017-18.

**4. Future Meeting Dates and Topics**

February 27, 2018 UCRA Meeting: 3-5 p.m. in the President's Conference Room. Topics scheduled for this meeting: 2018 Financial Forecast, 2019 Budget Assumptions and 2019 Facilities and Technology plans.

May 1, 2018 UCRA Meeting: 3-5 p.m. in the President's Conference Room. Topics scheduled for this meeting: Final 2018 Financial and Capital Budget and review cost savings initiatives.