

## Professional Staff Advisory Committee Meeting Minutes

Monday, March 18th 2024

Hybrid LH 214 & Online

Present: Anna Ball, Lisa Craig, Scott Campbell, Helen Dauka, Nate Meeker, Jeanette Montgomery, Melissa Olson, Kim Proctor, Scott Roberts, Mary Rossett, Abbey Shiban, Marc Smith, Caroline Tuesday, Eric Veigel, & Sonya Wagner

Absent: Kim Beyer, Tiffany Schmid

Opened to all Professional Staff. 35 approx in the room? And 5 online

Call to Order

Abbey Shiban, chair, opened the meeting. Introduced our guest, Dr Steve McKellips  
Dr Steve McKellips Vice Provost Enrollment

Asked what we know

- Some scholarships are discount, not cash,
- Some are non refundable,
- 50 million "discounted"

EAB Scholarship Leverage Optimization Model/Net tuition revenue proposal

- Last decade, "ready, fire aim strategy" to distribute scholarship
- When in doubt, give them more, But some people still wont come, And some would come for less money.
- Spending more money, and not all real money, headcounts down..
- Affording is the problem.. Not headcount
- UA back to basics-How much money per FTE (full-time equivalent) to pay bills
  - 8,254 but tuition is 14,000
- How do I hit that number? Turn revenue into cash, In May 21, averaging 6700 a person
- 5-6 million foundation scholarships
- Historically, stacked
- Calculated enrollment probability of new incoming, What price point will someone matric to ua, We need discipline to not overpay
- Give all students merit based scholarships to bring down to delta to check they are willing to pay
- Need to Maximize merit scholarship
- Need to build a new scholarship tracking system, so we can swap
- Donors may ask, Why should I give more, if my money hasn't been used
- Cant show what it looks like until Fall 2025...
- Trading the source of the scholarship.. Not trading the amount....

## Questions

- Those of who are talking to students, what does school cost for them?
  - Universal affordability system
  - Strategic intent to wait
  - Affordable, reasonable, help people get here..
  - “Trade information for the application”
  - We give scholarships away 1-5 k and then award based on admissions app
- Only for incoming freshmen?
  - No.
  - 5-7 million for incoming first year
- What about fee remission- reduce their discount?
  - Only trade against merit based block, won't swap against fee remission,
  - Every dollar that is not swapped.. Will be renamed presidential at the end of the year
- What is the plan for external communications?
  - Ua is committed to affordability...
  - Everyone is getting something..
- Departments being involved in external scholarships?
  - Process isn't in place yet..
  - “Career defining” we should continue....
- Should be helpful, in showing no biases, or qualification that could be considered discriminatory
  - Scott & legal working with AG, development, protected classes
  - Standard process, followed the letter of the law, more favorable defensible position

- I. Approval of Agenda
  - a. (Motion) (second)
- II. Approval of February Minutes
  - a. (Motion) (second)
- III. Chair Updates
- IV. Vice Chair Updates
- V. Financial Report
- VI. UC Committee Updates
  - i. Budget & Finance (Abbey Shiban)
  - ii. Information Technology ( )
  - iii. Institutional Advancement (Mary Rossett)
  - iv. Physical Environment (Melissa Olson)
  - v. Recreation & Wellness (Anna Ball)- no report
  - vi. Student Engagement & Success (Eric Veigel)
  - vii. Talent Development & Human Resources (Jeanette Montgomery)
  - viii. University Council (Nate Meeker & Sonya Wagner)-
- VII. Other Updates
  - a. Grievance
  - b. PD Committee – Melissa Olson

- c. Social Committee – Carrie Tuesday
- VIII. New Business
  - a. Comments & Announcement
- IX. Adjournment
  - a. Abbey Shiban Chair adjourned the meeting at
  - b. (Motion) (Second)