

**QUINCY COLLEGE  
FINANCE AND FACILITIES  
DECEMBER 13, 2021**

**Meeting Minutes**

The meeting of the Finance and Facilities committee, was held in the Anselmo Library at Quincy College, and by Zoom as allowed by the State of MA Emergency Open Meeting law due to the COVID 19 crisis at 5:00pm. The member roll was called. The following members of the Finance and Facilities Committee were present at the call of the member roll: Mr. Gregory Hanley, Committee Chair; Mr. Paul Barbadoro, Chairman of the Board; Ms. Barbara Clarke, Ms. Dolly Di Pesa, Mr. Frank Santoro and Mr. Joseph Shea. With six members being present, there was a quorum.

Also present were President Richard DeCristofaro, VP of Operations Christopher Bell, SVP Servet Yatin, VP Martin Ahern, VP Thomas Pham, Dean of Nursing Diane Gillis, Clerk of the Board of Governors Meaghan Sheehan and Governors Eileen Bevivino-Lawton, Christopher Carroll, and Dr. Thomas Fitzgerald.

Mr. Hanley presented the minutes from the previous Finance Committee meeting from September 21, 2021. He asked if there was any discussion on the minutes. Ms. Clarke asked that Page 6 be amended to add "Early College High School" to the reference about \$1 million for a Pathway Initiative so it is clear which initiative was discussed. Mr. Hanley entertained a motion to accept the minutes as amended. Ms. Clarke made a motion to accept the minutes as presented, seconded by Mr. Barbadoro. On the motion, the following members of the finance committee voted in the affirmative: Mr. Hanley, Mr. Barbadoro, Ms. Clarke, Ms. Di Pesa, Mr. Santoro and Mr. Shea. 6 members voting in the affirmative and the motion was adopted.

President DeCristofaro took over to discuss the next agenda item: The Practical Nursing Program. He stated we would like to share a recommendation that came about during discussions on the program. He introduced Ms. Diane Gillis to discuss further.

Ms. Gillis presented a slideshow presentation that included a program overview, enrollment trends and cost comparisons. She stated we have been looking in to competing programs and how we compare.

Mr. Ahern took over to review the different scenarios the college is suggesting. He stated it is shocking that our tuition costs are double in comparison to other colleges. He continued; the college is recommending a 50% reduction in tuition. With this scenario, the college would have to increase students to 36, but we think that being in the ballpark as other institutions, that is feasible. Currently, we are the most expensive, so we are a last resort since we are the highest price. With the Board's approval, we are looking to put this in to place immediately.

Chairman Barbadoro stated at this time, this does not need approval or a motion by the board. The boards responsibility is budget. He reviewed his understanding of the presentation – it appears that folks that don't get in anywhere else are coming to Quincy College as a last resort, if they don't get into another program, they will pay the extra money to attend the higher priced college. If we were aligned with other programs, we could compete.

President DeCristofaro highlighted the college would immediately begin marketing the change to build the applicant pool. He added we really took a look at what we should be doing to increase our enrollment and applicant pool, and we are leaning towards scenario 3.

Mr. Ahern displayed the different scenarios on the screen.

Mr. Barbadoro asked, if we were successful, and increase the applicant pool by a significant number, would that affect in a positive way our relationship with BORN?

Ms. Gillis answered, yes, they want to see enrollment. It would also allow us to be more selective.

Mr. Hanley asked, when you are building the budget, is it based on 40 students?

Mr. Ahern answered it is based on actual credits from this fiscal year.

Mr. Hanley asked, if we move to scenario 3 and the goal is 40 students, and we built the budget. Where do you come up with the overhead piece that pays for personnel, etc. Or do you build in a certain amount for that?

Mr. Ahern answered the cost center would still be profitable. We would reduce our budget based on reality. We are trying to build the program, which is what we promised BORN we would do. We wouldn't be losing revenue or margin on that profit center.

Mr. Hanley asked if the current budget is based on 21 people?

Mr. Ahern answered 18-20.

Mr. Hanley asked if \$666 per credit would cover cost and overhead?

Mr. Ahern answered yes, with a 3% increase. Scenario 3 would cut that number in half, making it \$333 per credit.

Mr. Hanley confirmed, we are currently budgeted at 18-20 at 666, if we double enrollment, we can cut the tuition cost in half. BY doing so, we are projecting to increase the pool and costs would be covered with a little bit of a cushion.

Mr. Ahern confirmed that is correct and stated the biggest obstacle for the college is price point.

Mr. Hanley asked about current students enrolled, are they currently billed out at \$666, and would they be credited?

Mr. Ahern stated this would be for incoming students next September.

Ms. Clarke asked about private school programs and how they measure up in terms of cost?

Ms. Gillis answered, for the technical schools, there are tiers, but they range anywhere from \$9-14k depending on where they are located and where the student geographically lives in relation to the program.

Ms. Clarke asked if the list we had compiled is comparable to our program.

Ms. Gillis answered yes, community colleges were focused on when completing the cost comparison.

Ms. Clarke asked, when we look back over the last 3 years when we had a PN program that was going well. Was the price as different as it is now, or did we suddenly grow in price?

Mr. Ahern answered the gap 3 years ago was still as wide as it is today.

Ms. Clarke asked, if we don't make the enrollment numbers and we only have a small cushion, this could not be as good as an option as we might all hope, so what does the future look like if that is the case?

Mr. Hanley reiterated what President DeCristofaro said: We have stayed stagnant at this number for 3 years. Through research, the price point we are offering has to change. If the college lowers the price point and enrolls more people, it is healthy in a lot of aspects, from our point of view. As long as costs are covered as we increase the number of students, it is a different scenario to improve enrollment. If we stay as is, we will cover costs. It is our mission to have a price point that is affordable. Our competition on the Cape is Cape Cod Tech. Although it is not the same credit wise, the bodies are the bodies. They are getting the bodies and we are not.

Chairman Barbadoro clarified the boards involvement. He stated this is an information packet that we do not vote on tonight. Administration wanted the boards input, and this will be part of the next budget, which the board will vote on. He added, the President throughout his tenure has provided the board with his thoughts and information, but there is no real vote tonight.

Mr. Hanley applauded the President. He asked if any board members would like to comment?

President DeCristofaro concluded if we are true to our mission, we have to share with our students access and affordability.

Old Business: None

New Business: None

Mr. Barbadoro mad motion to adjourn and the meeting adjourned at 5:31pm.