

**QUINCY COLLEGE  
BOARD OF GOVERNORS**

**FINANCE AND FACILITIES COMMITTEE MEETING  
APRIL 2, 2019**

**Minutes**

The meeting of the Quincy College Board of Governors Finance and Facilities Committee meeting, held in the Hart Board Room, Room 706, 7th Floor, Presidents Place, 1250 Hancock Street, Quincy, Massachusetts, was called to order at 4:30 PM. The member roll was called. The following members of the Finance Committee were present at the call of the member roll: Ms. Mary Jo Brogna, Chair of the Finance Committee; Mr. Paul Barbadoro; Mr. Christopher Carroll; Dr. Thomas Fitzgerald; Ms. Katherine Craven via Phone) Absent at the call of the committee roll was Mr. Gregory Hanley (who arrived at 4:55 p.m.) A quorum was present.

Also present were: Michael Bellotti, President; Mr. Martin Ahern, Associate Vice President of Finance; Mr. Christopher Bell, Senior Advisor to the President and Acting Clerk to the Board of Governors.

Governor Barbadoro made a motion to pass the minutes of the previous committee meeting in February, seconded by Governor Fitzgerald. On the motion, Governors Brogna, Barbadoro, Carroll, and Fitzgerald voted in favor of the motion and it passed. Governor Craven voted present.

Chairwoman Brogna requested that President Bellotti give an overview of the FY20 Budget Proposal.

President Bellotti gave the committee a brief break down of the FY18 and FY19 budgets in terms of the revenues, expenditures, and deficits that were incurred due to declining enrollment and the closure of the Nursing Programs this year.

The President continued discussing the overall budget process with the members and reported it his goal is to ensure the FY20 is sensible and transparent. He suggested as he presents the FY20 budget tonight it is based on projections, which he does not have hard numbers on at this point in the year. He stated it is clear we, like all colleges in Massachusetts, are facing declining enrolment numbers for the third year in a row. Combined with the loss of nursing this year our budget and revenue projections remain very challenging. In an effort to mitigate he has formed an Enrollment Task Force which is meeting on a weekly basis to create pathways for increases in enrollment as well as to determine proper marketing strategies going forward. Additionally he is requesting

the funding of a Senior VP of Enrollment Services position to assist in better positioning the college for growth in the future.

Chairwoman Brogna requested the committee first discuss the new Nursing Program before we get into the intricacies' of the full budget.

President asked Dean Mihal to give an overview of where things stand and update the members, which she did.

Discussion ensued.

Chairwoman Brogna asked for the cohort breakdown if both programs are at capacity. Dean Mihal responded there would be the following:  
Quincy---PN-20 and ASN-40      Plymouth PN-20 and ASN-40 for 120 total.

Chairwoman Brogna then asked if we could admit new ASN students in the fall of 2020?

Dean Mihal-responded it is something the college can revisit but was unsure and not confident of BORN's support for such a request.

Chairwoman Brogna suggested board members along with nursing staff, the president and provost could strategize and develop a plan to advocate for allowing another cohort in because it will be necessary to keep the program relevant and marketable therefore avoiding a "gap" year.

President Bellotti agreed and thanked the members for their continued support and added he will work diligently with the staff and board on the additional cohort issues. Governor Hanley arrived at 4:55 p.m.

Governor Barbadoro agreed and is concerned with overall optics should we wait two years to accept new students.

Some brief discussion ensued amongst members and President Bellotti.

Chairwoman Brogna requested Dean Mihal identify the demographics of the applicants who are applying to both cohorts and report to the board in the future.

President Bellotti also is working daily to ensure the marketing plan is strategic and targeting the population who might apply to Quincy College for nursing.

Some brief discussion followed.

Governor Hanley requested some information on 4-year degrees and suggested Nursing be one of the first.

Provost Koocher responded all programs are on table in terms of baccalaureate degrees, but described the process and costs associated with the process. He also suggested creating a 4 year degree in Nursing is the most expensive to start up with the longest process to get approval on. He did agree with Governor Hanley a 4 year Nursing Program at the college would certainly be beneficial from both an enrollment and revenue standpoint.

President Bellotti informed members more focus and analysis on 4-year degree programs is necessary, and if successful would generate revenues.

Chairwoman Brogna asked to go over the FY20 budget book as presented to committee.

Martin Ahern gave several different budget scenarios in terms of tuition increases and new nursing cohort numbers.

Brief discussion ensued.

Martin Ahern went over the budget book page by page and department by department. Discussion ensued.

Martin Ahern stated the FY20 presented to the committee tonight assumes a 2% tuition increase and 120 new nursing students.

Governor Barbadoro said he was very concerned about the possibility of not filing the full nursing cohort and a 2% increase in tuition may not be enough.

Governor Hanley agreed and suggested a 3% tuition increase is more feasible given the non-guaranteed enrollment numbers in nursing and the enrollment climate in general in Massachusetts.

President Bellotti to his knowledge most of the colleges in the area are considering at least slight increases, but also knows a 2% or 3% will not solve our current structural deficit problem. We are going to continue to be financially challenged as we try and turn things around at the college. He also thanked the members for their acknowledgement of the revenue issues facing the college.

Discussion, questions, and answers continued as Martin Ahern continued to go through the budget.

Chairwoman Brogna asked the President to update members on the analysis on the new Grant Writer and its effectiveness in terms of applying and receiving grants to assist the college with funding.

President Bellotti agreed and will have a grant presentation for board members in the near future.

Martin Ahern continued on the budget book.

Governor Hanley suggested asking Governor Craven about the possibility of the Massachusetts School Building Authority funding the repairs at Saville Hall. Although it is not a K-12 school, it is owned and run as a municipal building for educational purposes by the city of Quincy. He also offered to work with the President in lobbying efforts on Beacon Hill of both the Plymouth County and Norfolk County delegations in identifying solutions to the issues facing both campuses.

President Bellotti thanked Governor Hanley and said he would be in touch in the near future with him on both suggestions

Chairwoman Brogna stated the board and President should renew discussions with CCI and the Trust about funding student related needs throughout the college.

Martin Ahern finished the budget book with a brief discussion following by the members.

Governor Hanley made a motion to base the FY20 Budget on a 3% tuition increase with a 100% enrollment in the Nursing Programs(s) and report it favorably out of committee to the full Board of Governors. Governor Barbadoro seconded the motion. On the motion Chairwoman Brogna and Governors Barbadoro, Carroll, Fitzgerald, and Hanley voted in favor and the motion was adopted. Governor Craven was unavailable at the time of the roll call because the phone connection was lost.

Chairwoman Brogna suggested President Bellotti send all members not present the updated budget approved in committee so they can review and ask questions prior to the next full board meeting.

Governor Barbadoro agreed and as the Chairman of the Board directed Acting Clerk Bell to cancel the Thursday April 11<sup>th</sup> full board meeting and poll the members on meeting on either April 24<sup>th</sup> or 25<sup>th</sup>, 2019.

President Bellotti directed Martin Ahern to update the budget and send to Acting Clerk Bell so he can send to all board members by the end of business on Wednesday April 3, 2019.

#### Old Business

None

#### New Business

None

At approximately 6:30 p.m., Chairwoman Brogna adjourned the meeting. There was no discussion on the matter