

**INSTITUTIONAL POLICY AND PLANNING COMMITTEE
MEETING MINUTES
MARCH 31, 2023**

Present: Mary Lou Bates, Adrian Bautista Marc Conner, Jacqueline Conrad, Xiaoshuo Hou,
Beth Ann Post, Tarah Rowse,
Kurt Smemo, Joseph Stankovich, Dwane Sterling, Smriti Tiwari, Amy Tweedy, Peter von
Allmen, 3, Leigh Wilton, Joshua Woodfork, Carey Anne Zucca.

Absent: K. Aurelia Ball and Michelle Hubbs.

Guests (via Zoom): Tim Lyon, Carnegie Dartlett; Dan Konstalid VP for Finance and Administration-Elect; Jess Ricker, VP for Enrollment-Elect.

The meeting was called to order at 10:33 by Chair President Conner.

1. Approval of Meeting Minutes from March 3

A motion was made to approve the meeting minutes, and **the meeting minutes for March 3 were unanimously approved.**

2. “Enrollment Project Report,” Maguire Associates, May 3, 2022

VP and Dean of Admissions and Financial Aid Mary Lou Bates explained to the committee that in the fall of 2021 we sought assistance on our projections, such as the enrolled number of students, allocations of financial aid, and what that means in terms of a discount rate and net tuition revenue. We decided to partner with the higher ed enrollment and marketing strategy consulting firm Maguire Associates (Maguire). Maguire used internal enrollment data, information on the pipeline of students, and external data about the demographics across the region and the country. Th

A key observation from this analysis is that Skidmore has enjoyed enrollment success in what is an increasingly competitive environment. Skidmore consistently enrolled approximately 730 new students and this number did not fluctuate much over a pretty extended time period. The reasons for this include the ability to meet full demonstrated financial need for all accepted students, enrolling a strong percentage of students who do not have financial need, while also maintaining admissions policies and goals for a diverse class, and the use of early decision deposits. We feel Skidmore aligns more closely with peers that would be considered aspirant based on factors such as the number of students that Skidmore enrolls on a yearly basis coming from underrepresented backgrounds. Draw rate is an important factor in this environment and essentially is the quotient between yield rate and admit rate and is becoming more prevalent as a factor of institutional health. In terms of how this calculation is determined, we continue to increase yield rate while the admit rate is held constant, which indicates increasing interest in the institution and a consequent ability to be more selective in admissions. Most institutions in this country that are private liberal arts colleges are seeing declining admissions metrics with draw rates below 1% and are continuing to have to put in a significant amount of investment to grow their applicant pool and increase their financial aid discounting in order to maintain their yield rate overall. But Skidmore does not provide non-need-based financial aid (with a tiny exception), which puts us in a rarified group of top schools in this best practice.

The five-year outlook and what we anticipate in terms of opportunities to grow and maintain the

population that you know will not hinder your admit rate significantly and is going to maximize your yield rate.

Q: How we can address the decreasing number of high school students, and if the quality of student life influences prospective students?

A: We do have data on the desirability of living arrangements and engagement on campus, which was informed when it came to various ethnic groups. This also speaks to retention and mental health resources.

Q: Our budget parameters include a 3.5% tuition and fee increase over the last five years and the next five years to come. What have you seen for increases for comparative institutions?

A: We can look back at pre-pandemic levels as there was fluctuation related to the pandemic and

3. President's Updates

President Conner provided brief updates on a few topics, including