

**Notes from meeting with Jane Fernandes, President and Bob McKee, Vice President of
Finance and Facilities
January 10, 2022**

Bob McKee, VP for Finance and Facilities. Bob spoke about Finances.

Came to Antioch through the “executive search firm” of Toni Dosik and April Wolford.

Three foci since he arrived in October :

1. Looking for efficiencies in systems and process and adding more transparency to the work in order to build trust.
2. Changing the culture to one of more “immediacy.”
3. Looking for opportunities and clarity about how/when money comes in and how/when money goes out, using a “cost center” approach.

Can celebrate some milestones:

1. From June 30 to December 31, 2021, fund raising is \$400,000 over last year at same time. Expected to be even higher as all gifts dated December 31 are still being processed.
2. Based on the approved budget for FY 2022 (July 1 2021 to June 30 2022) the College is ahead of budgeted revenue by \$1.1 million. These funds will be used to hire new faculty (see below) and to make sure all staff make a minimum of \$15/hour as well as other initiative including facilities and paying back the Endowment.

The College is looking for areas that can be revenue builders in order to have more balanced sources of income. Bob believes strongly that the following projects can become revenue generators:

1. Re-opening the Wellness Center to the public, using students on co-op/Antioch College Works, and limited but realistic professional staff. This model will allow it to either break even or generate a profit.
2. Antioch Kitchens will be open for visitors as well as students, staff, and faculty, also generating revenue.
3. The Bookstore will be expanded, thus providing additional revenue through sales of Antioch memorabilia, such as cups, tee shirts, etc. Will also have a strong presence on line.

4. C shop. The C shop will also be resurrected as a revenue generating project.

Jane Fernandes, President

Jane spoke about Advancement and Strategic Planning.

In addition to the good news above, the Advancement Office is launching a Planned Giving Campaign later this month with the Alumni Board, will start the March Match with a \$250,000 gift, and will have a Tele Town Hall in March with a Q&A and a phonathon.

As part of its requirements for continued accreditation the campus community is engaging in a modified strategic planning process, beginning this month, using Jane's First Year goals as the starting point. Toni as a member of the Trustees and as AB President will be main point of contact for alumni about this effort.

The Admissions Office is projecting an incoming class of 50, which is the goal, and is ahead of last year in inquiries and applications. This will mean hiring additional faculty.

The College will be closely examining the revenue generating projects listed above in order to see how they work, how such efforts can be improved, and what can be learned.

Questions and Answers

Q. Is there an idea for Kelly Hall?

A. There is a "concept" for KH as well as Main Building, but not a plan yet.

Q. What about the Student Union.

A. The College has applied for federal pass through funds to demolish the Union safely, but keeping the Stoop.

Q. Does the College accept the GI Bill?

A. Not currently, but this is under review

Q. Is the College selling any property?

A. No, absolutely not.