



Strategic Stewardship

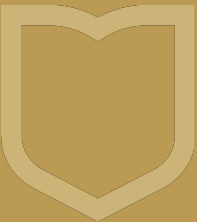
Q&A



SESSION 6

Tuition Strategies & Long-Range Planning





TUITION
SETTING
FORMULA

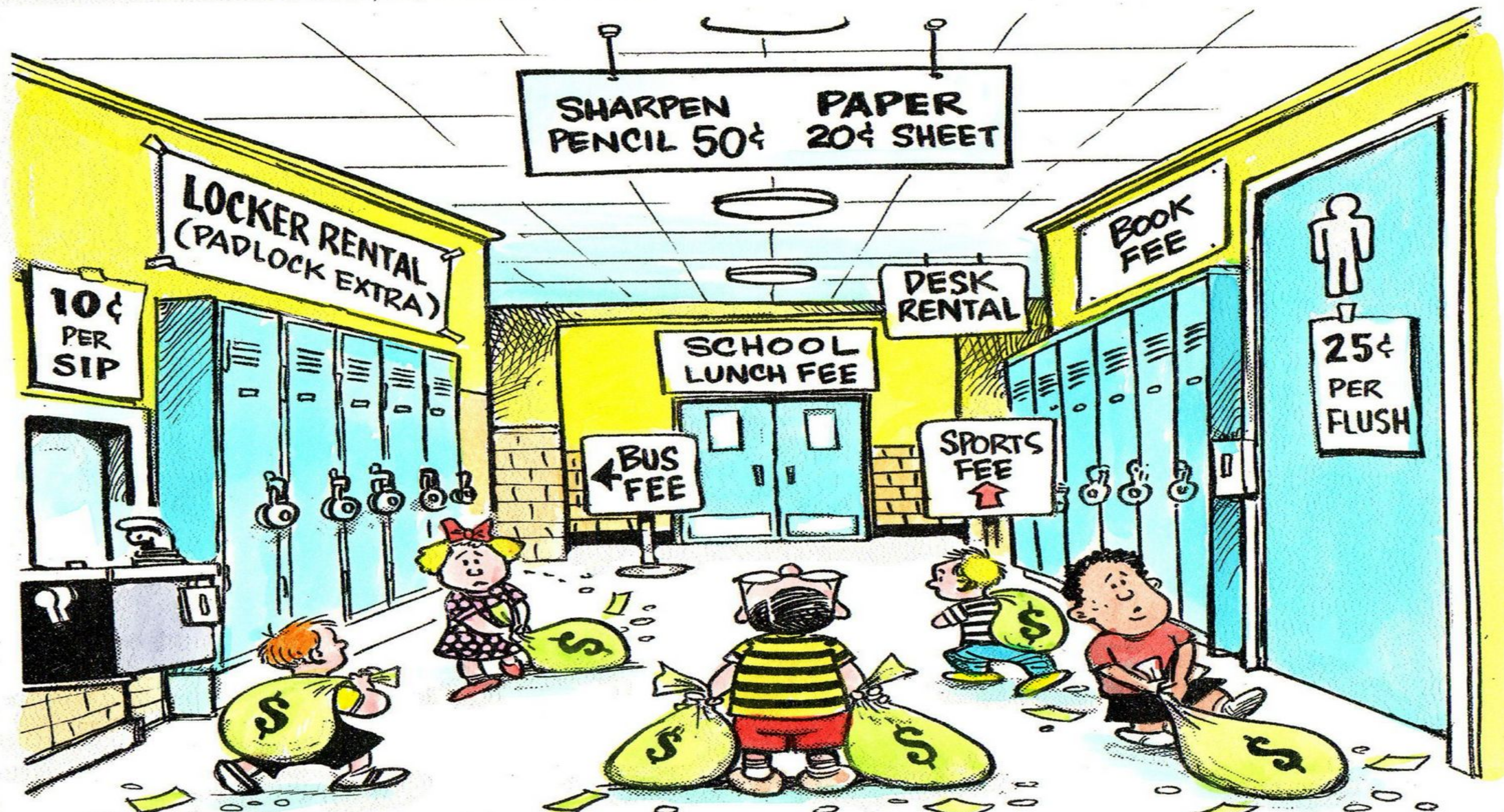
	CURRENT YEAR	CALCULATED INCREASE	NEXT YEAR'S TUITION
TUITION	\$10,000		
RATE OF INFLATION	6.3%	\$630	
RATE OF PRODUCTIVITY INCREASE	1.2%	\$120	
OPERATIONS TUITION INCREASE	7.5%	\$750	\$10,750
STRATEGIC ITEMS INCREASE	1.5%	\$150	
TOTAL TUITION INCREASE	9.0%	\$900	\$10,900



SETTING TUITION

Comprehensive vs. A La Carte

Fees, Fees, and more Fees



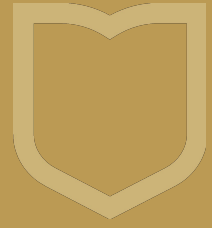
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SETTING TUITION

If the expectation is for every student to participate, then it's part of the curriculum and should be included in tuition.



AUTOMATIC DISCOUNTS



Who gets them at your school?
What's the total amount given in aid **INCLUDING**
automatic discounts?
Why?



TUITION ASSISTANCE

- » Clear philosophical basis for offering
- » Use a third party
- » Used strategically... tip the scales if warranted (faculty & staff)
- » Define parameters and be disciplined in applying them





TUITION ASSISTANCE

- » Committee for allocation of resources (assistance)
- » HOS should never be the only person making the decision
- » Begin with the end in mind.
Define the destination &
develop a plan.





TUITION ASSISTANCE - BONUS TIP

START A SEPARATE
SCHOLARSHIP FUND
FOR TRAGIC
CIRCUMSTANCES





Calculating the Cost

What is the
“cost to educate”?



Calculating the Cost

What should be the
“cost to educate”?



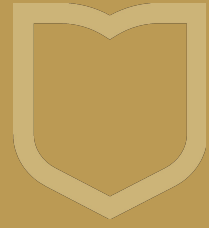
Calculating the Cost

How long will it take
to get there?



Financial Planning Workshop

Time to count the cost & run the projections



Financial Modeling Worksheet



<https://tinyurl.com/FMWorksheet>

Matt Training Room	Gene Conf. 1	Alan Conf. 4	Jason Conf. 6
Kaleo	Adolesco	Lutheran High	Coram Deo
Little Cypress	Ambassador	Antioch	Grapevine Faith
Premiere Academy	Ambleside	Cleburne	Maranatha
West Christian	Fersken	Concordia	Providence
Chesterton Acad.	Immanuel (VA)	Harvest	Immanuel (TX)
Good Shepherd	Mount Tabor	Peoria	Loganville
Inspire Academy	Rock Harbor	StoneBridge	Wylie Prep.
Prince of Peace	St John's	Western Christian	
Rivertree	Central	Cristo Rey	
South Tulsa		Alliance	
Texas Wind			