Loyola University New Orleans

Executive Committee Meeting

AGENDA

February 2, 2012

10 a.m. Central Time

President’s Dining Room in Thomas Hall, 1st Floor

I. Admissions and Financial Update                  Fr. Wildes
II. Legal Update                    Ms. Gita Bolt
III. Action Item: Executive Master of Business Administration in Honduras           Fr. Wildes
IV. March Board Meeting                    Fr. Wildes

Academic and Student Affairs Action Items
    Approval of Faculty Handbook Revisions
    Approval of Honorary Degree Nominations
Institutional Advancement Action Items
    Approval of Naming Policy
    Approval of Revisions to Gift Pledge Policies
Finance
    Approval of authorization of university officials to sell stocks
Update of Facilities and Endowment
New Endowment Consultant
Mission and Identity
Loyola University New Orleans

Executive Committee Meeting

MINUTES
February 2, 2012
10 a.m. Central Time
President’s Dining Room in Thomas Hall, 1st Floor


By Phone: Kevin Poorman, Bentley Anderson, S.J., Dennis Cuneo, Joseph Mahoney and Floyd Malveaux.

Absent: Derby Gisclair

Fr. Wildes called the meeting to order at 10:00 a.m.

Admissions and Financial Update. Fr. Wildes said the university is on pace to achieve its goals of 900 new first year students and 125 transfers. Applications are up 4% and acceptances are up 2% compared to last year which was a record year. Visits are up 5% and early deposit activity has been very positive, coming in 10% better than last year at this time. He expects another set of admissions records this year. The President’s Open House is March 17. The admission office continues its focus on persistence and graduation rates. The office has been active in reshaping scholarship and financial aid policy to meet the high levels of need of students, improve persistence, and hit net tuition revenue targets. Fr. Wildes also pointed out the operations of the admissions office is expanding to include graduate and law school admissions as well.

Fr. Wildes said we are on target to meet our budget goals for 2011-12. At this time, projections show the university to be slightly over budget and Mr. Calamia is working with the vice presidents and others to keep the university within budget and finish the year with a surplus as projected.

National Discussion on College Tuition. Mr. Barry LeBlanc asked if someone on staff at Loyola is monitoring the discussion at the national level pertaining to the cost of a college education and rising tuition. Fr. Wildes replied that Mr. Tommy Screen, director of governmental relations, is monitoring the discussion and working with the appropriate associations and groups on behalf of Loyola.

Legal Update. Ms. Gita Bolt gave an update on pending litigation.

Action Item: Executive Master of Business Administration in Honduras. Fr. Wildes introduced the Action Item regarding the approval of the College of Business’ Executive Master
of Business (EMBA) program in Honduras. A description of the program is included in the Executive Summary prepared by the College of Business which was circulated to the committee via email. Approval of this program would allow the College of Business to launch an Executive (MBA) Program on the Tegucigalpa campus of the Catholic University of Honduras. After a brief discussion among the committee, Mr. John Finan made a **Motion** to approve the EMBA in Honduras. **Motion** was seconded by Mr. LeBlanc. **Motion** passed.

**March 2012 Board Meeting.** Fr. Wildes reported there will be several action items for Board approval at the March meeting including approval of faculty handbook revisions, honorary degree nomination, the university’s first naming policy, revisions to gift pledges policies, authorization of university officials to sell stocks. There will also be updates on facilities and endowment.

**Provost Search.** Fr. Wildes reported the Provost Search is nearing its last phase. There were 68 applicants. Fr. Wildes was pleased with the quality of the candidates. Last week, airport interviews were held with nine candidates of whom five were selected for campus interviews. Campus interviews and visits will begin next week. Fr. Wildes hopes to wrap-up the search by early to mid-March.

With no further business, the meeting adjourned at 10:28 a.m.
I. The problem and our solution. The College of Business proposes to launch an Executive M.B.A. (hereafter EMBA) Program on the Tegucigalpa campus of the Catholic University of Honduras. As the first EMBA that Loyola University New Orleans will deliver, the cooperative agreement will result in (1) delivery of ever-improving value to students, employees, and organizations in Honduras (2) improvement of overall organizational effectiveness and capabilities of Honduran organizations and (3) create systematic organizational and personal learning. To our knowledge, no American university delivers an EMBA taught in English in Honduras or even in Central America.

II. Market size and growth opportunity. Preliminary studies indicate a strong demand for an EMBA program in Honduras. A committee of government, Catholic Church, and private sector leaders has begun a silent recruiting campaign and assured us that classes will be filled. An advisory committee for launching the EMBA has been established in Honduras, and the committee is chaired by the Archbishop of Honduras. The Vice President of Honduras is also a member. On the committee is a top executive of the most prominent television station in Honduras who stated to the committee that they will create and air a pro-bono television campaign to support the marketing of the EMBA.

III. Your competitive advantage. The Loyola University New Orleans brand is very strong in Honduras, as our largest single international student population comes from that country. Although there are other MBA programs in the country (UNITEC) and region (INCAE), to our there is no comparable U.S.-based EMBA program. The program has strong support from the Honduran government and the Catholic Church.

IV. Business model. We intend to target business executives with 5-10 or more years of work experience who can advance their career by obtaining a U.S. EMBA and without having to interrupt their career or leave the country.

V. Executive team. The faculty team that has worked with Catholic University Honduras consists of Dr. Len Trevino and Dean William Locander. There will be a staff member in Honduras and New Orleans to coordinate the program and facilitate teaching.

VI. Financial projections and funding. The budget model shows that there will be a small surplus with 15 paying students. The program will not be run when the enrollment is below breakeven, thereby reducing the financial risk to both Loyola and Catholic University of Honduras.