

Minutes of Senior Management Meeting - 08/16/17

Date and time: 08/16/17 08:30 am to: 08/16/17 10:30 am

Present: Russ Lebo, Joseph Holt, Carole Brown, Michael Abril, wendym@sjvc.edu, Michael Perry, mikep@sjvc.edu, Kevin Robinson, Crystal VanderTuig

Absent: Nick Gomez, Judy Petty, Liz Briseno, Rachele Serrano, Tracey Hernandez, alyssa perry

Location: Oak Room

Access meeting at: <http://app.meetingking.com/meetings/218253>

Topics

1. Strategic Review

1-1. Strategic Theme: Achieve Professional Success

Kevin and Scott H. reviewed cohort default rate and impact of transition from ECMC to in-sourcing these efforts. Scott projects that we will hit our cures target this month. Scott also reviewed iGrad utilization rates. Discussion took place on strategies for increasing course participation rates. Kevin reviewed current rates and projections for end of quarter (Sept.). Scott reviewed student account recovery results by year.

 [Achieve Professional Success_SM_08162017.docx](#)

Anthony presented graduate placement for the second and third quarters of 2017 (by campus and program). At the institutional level, we are currently at 68% for 3Q17 under the new placement definitions. Current projections will see us landing at a 70% rate for this quarter. Rate will be final around November.

In-depth discussion took place on Hesperia's placement challenges and the need to identify a solution. Joseph will follow up with Nick and Carole will ensure academic efforts to increase MA certification rates are focused on that campus (indirectly effect should increase placement).

 [SMM_Grad_Placement_Summary_8-16-17.pdf](#)

1-2. Strategic Initiatives

Reviewed past due milestones and projects, and all milestones completed since last SMM.

 [Completed Milestones_Report.xlsx](#)

2. RN Update

Carole informed the team that the response to the BRN consultant's recommendations was submitted on-time. She then discussed the next steps in the accreditation process and the request for an additional start in November. Hiring strategies will be assigned to a Senior Management sub-committee.

3. Institutional Self-Evaluation Survey

Crystal requested that the SM review and provide edits and/or additional content on the attached surveys by August 23rd.

 [Academic_Administrator_and_Faculty_Survey.docx](#)

 [Non_Instructional_Administrator_and_Staff_Survey.docx](#)

 [Student_Survey.docx](#)

4. Ad Hoc

Wendy: Informed the team that she will be giving a training on Gays and Transgenders in the Workplace at the Visalia Campus on Friday.

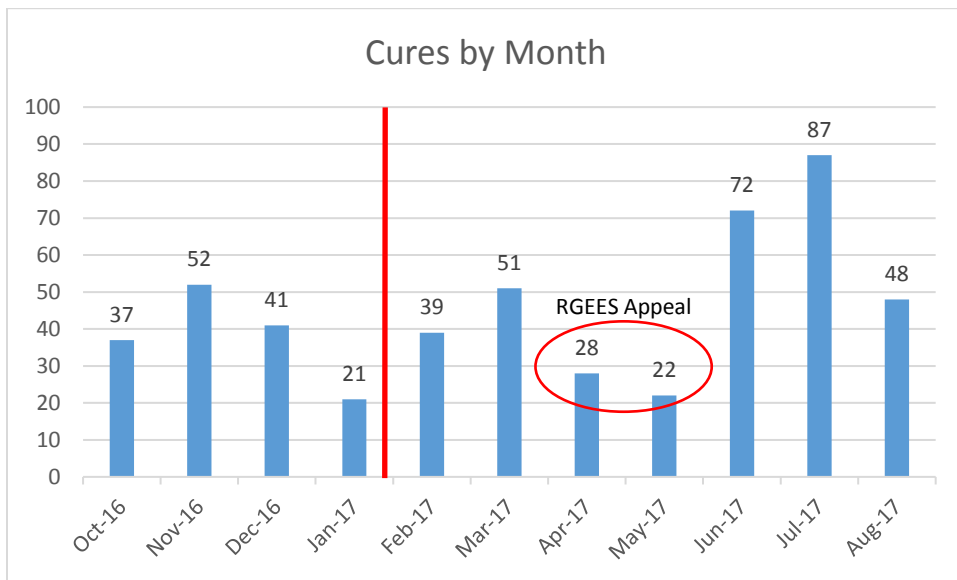
Mike: Informed the team of potential facilities for the SLO Campus. Map of both areas and surrounding businesses were reviewed. Decision was made to enter into lease for facility on El Camino Real street.

Senior Management Update

Achieve Professional Success, 8/16/17

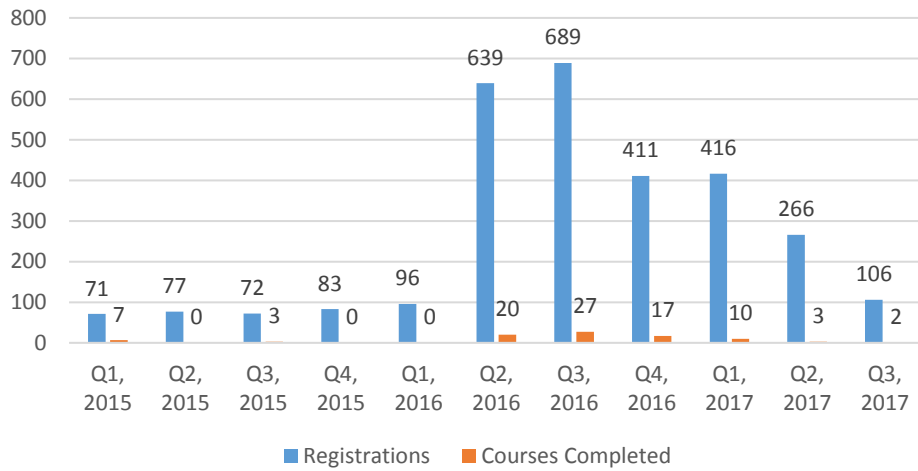
1. Cohort Default Prevention In-sourcing Update

Month	Net Transfers to Servicer	
Oct-16	37	ECMC Results
Nov-16	52	
Dec-16	41	
Jan-17	21	
Feb-17	39	SJVC Results
Mar-17	51	
Apr-17	28	
May-17	22	
Jun-17	72	
Jul-17	87	
Aug-17	48*	



2. IGrad Utilization -

IGrad Utilization



Q1-Q2, 2017	Registrations	Students	Percentage
Online	357	414	86%
Delano	55	83	66%
Madera	59	95	62%
Lancaster	16	88	18%
Visalia	64	353	18%
Bakersfield	40	232	17%
Hesperia	20	220	9%
Rancho Cordova	5	62	8%
Modesto	14	213	7%
Hanford	5	79	6%
Fresno	15	261	6%
Temecula	15	280	5%
Ontario	16	355	5%
Aviation	1	53	2%
Porterville	0	79	0%
Sum	682	2867	24%

Navigate

Client: San Joaquin Valley College

Cohort Year: Cohort Year 2015

School/Campus: 021207

Layout

Big Picture

Portfolio Summary

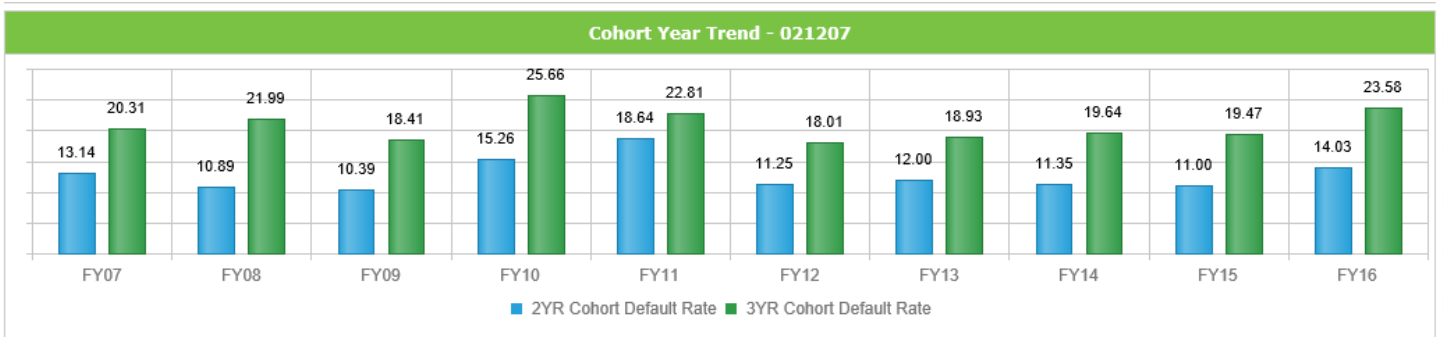
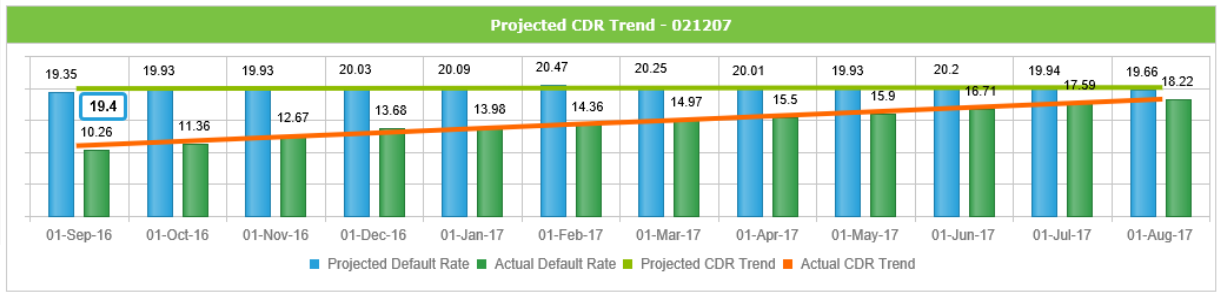
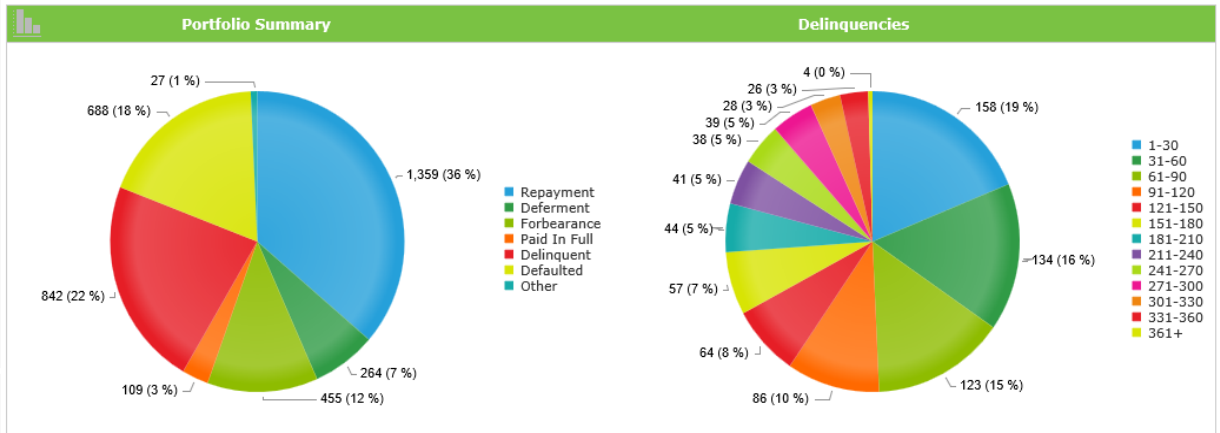
Performance Mgmt

Projected CDR Trend

Cohort Year Trend

Servicer Summary

Big Picture									
Current CDR	Projected CDR	Total Defaults Allowed	Cures Projected	Cures Required	Available for Cure	Cure Rate	Cure Rate Required	Cures Needed	
18.38%	19.47%	542	1	188	42	75.47%	447.62%	24	
								This Week	



Priority Description	Aug 16	Sep 16	Oct 16	Nov 16	Dec 16	Jan 17	Feb 17	Mar 17	Apr 17	May 17	Jun 17	Jul 17	Aug 17	
Cohort Year 2014														
Defaults	18.98%	19.50%	20.00%	21.50%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
31+ Delinq.	18.65%	18.05%	17.65%	17.78%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
Deferment	8.50%	8.43%	8.50%	7.94%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
Forbearance	13.63%	13.75%	12.53%	12.62%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
Repayment Current	36.83%	36.78%	37.78%	34.83%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
BIR	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	0
Total Cures	0.27%	0.28%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
Cohort Year 2015														
Defaults	8.97%	10.26%	11.36%	12.67%	13.68%	13.98%	14.36%	14.97%	15.50%	15.90%	16.71%	17.59%	18.22%	682
31+ Delinq.	21.30%	19.96%	19.26%	18.83%	18.07%	18.83%	18.89%	18.38%	17.66%	17.47%	18.41%	18.49%	18.78%	703
Deferment	7.58%	7.69%	8.06%	8.57%	8.27%	7.85%	7.72%	7.68%	7.58%	7.79%	7.61%	7.50%	7.02%	263
Forbearance	14.47%	14.44%	13.34%	14.14%	14.57%	13.29%	12.89%	12.83%	12.43%	12.14%	10.62%	11.82%	11.83%	443
Repayment Current	45.49%	45.36%	45.62%	43.37%	42.57%	43.26%	43.27%	43.20%	43.84%	43.56%	43.39%	41.23%	40.54%	1,518
BIR	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	3,744
Total Cures	16.10%	16.78%	16.13%	19.35%	12.97%	7.97%	8.37%	5.95%	3.02%	1.37%	3.04%	1.44%	0.14%	1
Cohort Year 2016														
Defaults	0.00%	0.00%	0.00%	0.00%	0.49%	1.82%	2.94%	4.09%	5.01%	5.96%	7.37%	8.56%	10.01%	369
31+ Delinq.	28.38%	28.45%	28.29%	29.82%	31.79%	30.33%	29.81%	28.39%	26.20%	25.56%	24.88%	23.38%	22.51%	830
Deferment	4.37%	4.41%	4.85%	6.37%	6.93%	6.96%	6.83%	7.33%	7.85%	7.82%	7.64%	7.32%	7.46%	275
Forbearance	12.11%	13.64%	13.44%	15.22%	15.43%	14.64%	13.26%	13.37%	13.62%	12.94%	12.24%	14.14%	13.37%	493
Repayment Current	53.61%	52.01%	51.87%	46.99%	43.67%	44.53%	45.36%	45.01%	45.37%	45.75%	45.71%	44.32%	44.16%	1,628
BIR	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	3,687
Total Cures	18.52%	15.20%	17.05%	16.08%	17.01%	13.45%	14.52%	17.45%	12.91%	13.77%	15.13%	15.41%	8.43%	70
Cohort Year 2017														
Defaults	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0
31+ Delinq.	0.00%	0.00%	12.50%	0.27%	0.81%	13.20%	23.16%	26.03%	24.60%	24.54%	26.16%	27.15%	29.41%	1,026
Deferment	0.00%	0.00%	0.00%	0.27%	0.94%	1.14%	1.60%	2.44%	3.21%	3.48%	3.65%	3.50%	4.18%	146
Forbearance	0.00%	0.00%	0.00%	2.14%	4.57%	7.50%	8.15%	10.08%	10.89%	11.45%	10.99%	12.50%	13.13%	458
Repayment Current	0.00%	0.00%	0.00%	94.65%	91.53%	76.35%	65.50%	60.01%	60.09%	59.35%	57.87%	55.44%	51.76%	1,806
BIR	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	3,489
Total Cures	0.00%	0.00%	0.00%	100.00%	16.67%	16.55%	18.97%	18.27%	15.10%	16.00%	13.56%	13.57%	9.75%	100

3. Student Accounts Recoveries Results (as of 8/14/17)

Graduates –

Sum of AbsAmount Year							
Month	2012	2013	2014	2015	2016	2017	Grand Total
1	\$ 6,609	\$ 19,477	\$ 24,004	\$ 23,389	\$ 33,879	\$ 70,748	\$ 178,105
2	\$ 4,369	\$ 18,627	\$ 39,418	\$ 25,634	\$ 80,420	\$ 71,114	\$ 239,581
3	\$ 6,426	\$ 23,574	\$ 21,063	\$ 25,238	\$ 65,005	\$ 76,456	\$ 217,762
4	\$ 9,104	\$ 24,334	\$ 27,017	\$ 20,639	\$ 55,322	\$ 67,838	\$ 204,253
5	\$ 11,180	\$ 22,307	\$ 22,144	\$ 24,038	\$ 48,554	\$ 64,240	\$ 192,462
6	\$ 17,356	\$ 18,774	\$ 17,806	\$ 18,003	\$ 44,887	\$ 58,878	\$ 175,704
7	\$ 9,144	\$ 11,667	\$ 19,737	\$ 21,287	\$ 59,840	\$ 60,166	\$ 181,840
8	\$ 12,841	\$ 15,872	\$ 20,877	\$ 24,606	\$ 49,769	\$ 23,967	\$ 147,931
9	\$ 12,586	\$ 17,471	\$ 24,811	\$ 25,966	\$ 54,797		\$ 135,630
10	\$ 17,657	\$ 19,902	\$ 20,492	\$ 18,088	\$ 52,828		\$ 128,967
11	\$ 16,513	\$ 18,161	\$ 16,213	\$ 16,875	\$ 47,298		\$ 115,059
12	\$ 15,155	\$ 17,775	\$ 15,865	\$ 23,703	\$ 62,635		\$ 135,133
Grand Total	\$138,939	\$227,940	\$269,446	\$267,464	\$655,234	\$493,405	\$2,052,428

Non-Graduates –

Sum of AbsAmount Year							
Month	2012	2013	2014	2015	2016	2017	Grand Total
1	\$ 3,281	\$ 5,033	\$ 3,310	\$ 3,832	\$ 3,485	\$ 4,025	\$ 22,966
2	\$ 781	\$ 7,122	\$ 5,274	\$ 4,921	\$17,211	\$ 6,196	\$ 41,505
3	\$ 2,954	\$ 2,885	\$ 3,135	\$ 1,323	\$ 9,454	\$11,986	\$ 31,738
4	\$ 2,792	\$ 6,827	\$ 2,953	\$ 2,781	\$ 7,275	\$10,426	\$ 33,054
5	\$ 2,255	\$ 3,180	\$ 3,120	\$ 1,512	\$ 7,348	\$ 8,879	\$ 26,294
6	\$ 2,085	\$ 5,141	\$ 1,658	\$ 2,416	\$ 6,704	\$ 7,323	\$ 25,327
7	\$ 1,563	\$ 1,829	\$ 3,460	\$ 3,989	\$ 4,002	\$ 7,063	\$ 21,905
8	\$ 2,287	\$ 3,687	\$ 2,563	\$ 4,313	\$ 8,304	\$ 2,519	\$ 23,674
9	\$ 1,739	\$ 8,441	\$ 3,073	\$ 3,658	\$ 5,132		\$ 22,043
10	\$ 2,931	\$ 3,368	\$ 4,382	\$ 2,576	\$ 5,095		\$ 18,352
11	\$ 3,108	\$ 2,404	\$ 1,271	\$ 7,207	\$ 7,608		\$ 21,599
12	\$ 1,416	\$ 2,925	\$ 4,524	\$ 3,642	\$ 6,313		\$ 18,821
Grand Total	\$27,192	\$52,842	\$38,723	\$42,171	\$87,932	\$58,417	\$ 307,277

4. Additional Updates –

- Past due and payment reminder text and emails recently launched.
- Grace Period Student outreach began 8/1/2017. In-sourcing these activities will yield an annual expense savings of ~\$20,000.
- New Campus IGrad promotion in development. Tentative implementation date is 9/4/17.