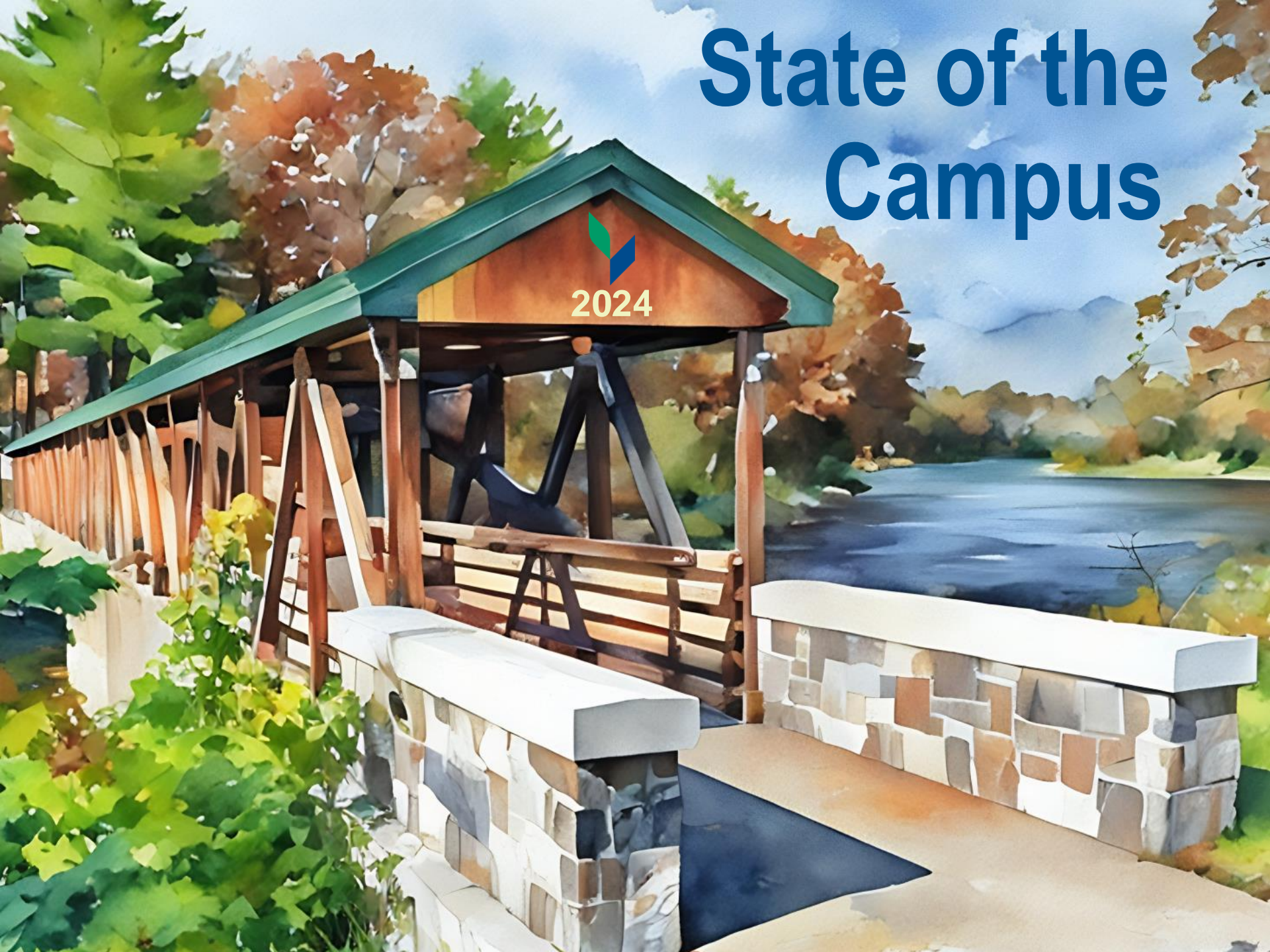


State of the Campus



2024



Top Six Challenges Facing Colleges

Culture Wars

2024 National Election

Demographic Cliff

Looming Financial Crisis

Changing Face of Athletics

Growing Importance of Artificial Intelligence

Culture Wars

Q: Do you have confidence in higher education?

| | 2015 | 2023 | Change |
|-----------------|------|------|--------------------|
| Republicans | 56% | 19% | -37% (drop of 66%) |
| Democrats | 68% | 59% | -9% (drop of 13%) |
| Independents | 48% | 32% | -16% (drop of 33%) |
| 18–34-year-olds | 60% | 42% | -18% (drop of 30%) |
| 55 and older | 55% | 31% | -24% (drop of 44%) |

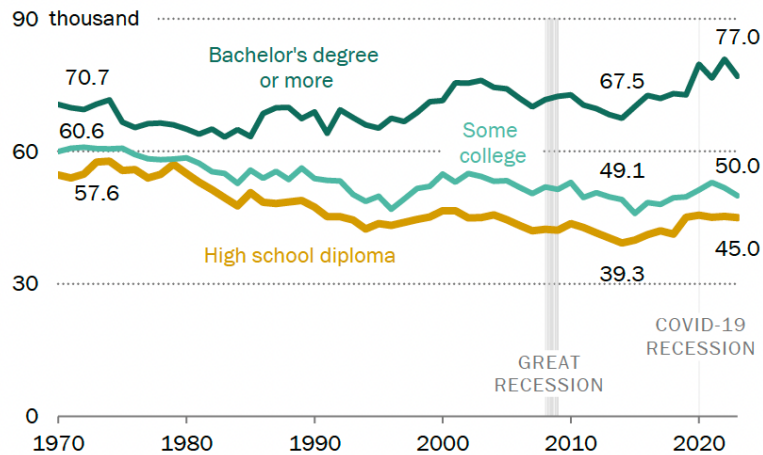
Data from Gallup/Lumina Foundation “State of Higher Education 2024” report



Is College Worth It?

Earnings of young men without a college degree have trended upward over the past 10 years

Median annual earnings of men ages 25 to 34 working full time, full year, in 2022 dollars



Note: Data is labeled for the years 1973, 2014 and 2023. Median annual earnings are based on earnings and work status during the previous calendar year and limited to 25- to 34-year-old civilians who worked full time, full year.

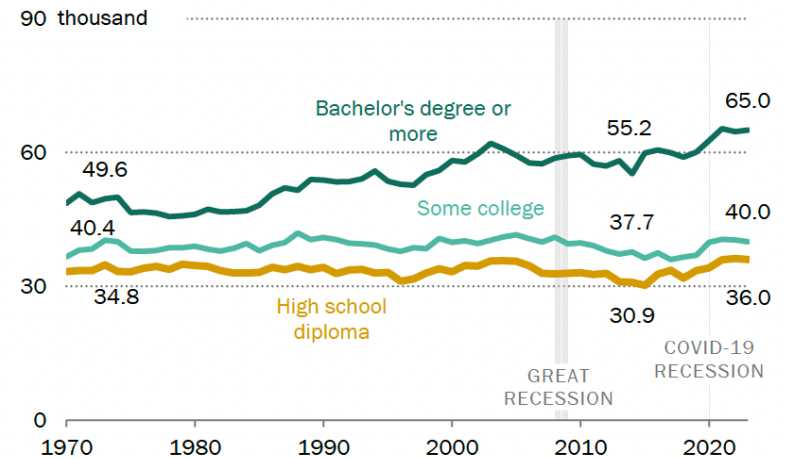
Source: Pew Research Center analysis of Current Population Survey Annual Social and Economic Supplement (IPUMS).

"Is College Worth It?"

PEW RESEARCH CENTER

Earnings of young women without a college degree have trended up in the past decade

Median annual earnings of women ages 25 to 34 working full time, full year, in 2022 dollars



Note: Data is labeled for the years 1973, 2014 and 2023. Median annual earnings are based on earnings and work status during the previous calendar year and limited to 25- to 34-year-old civilians who worked full time, full year.

Source: Pew Research Center analysis of Current Population Survey Annual Social and Economic Supplement (IPUMS).

"Is College Worth It?"

PEW RESEARCH CENTER



Is College Worth It?

Half of Republicans say a college degree is not too or not at all important in order to get a well-paying job

% saying it's ___ important for someone to have a four-year college degree in order to get a well-paying job in today's economy

| | Extremely/ Very | Somewhat | Not too/ Not at all |
|--------------|--------------------|----------|------------------------|
| All adults | 25 | 35 | 40 |
| Rep/Lean Rep | 17 | 33 | 50 |
| Dem/Lean Dem | 33 | 38 | 30 |
| HS or less | 22 | 30 | 47 |
| Some college | 21 | 34 | 45 |
| Bachelor's+ | 30 | 40 | 30 |

Note: Share of respondents who didn't offer an answer is not shown. "Some college" includes those with an associate degree and those who attended college but did not obtain a degree.

Source: Survey of U.S. adults conducted Nov. 27-Dec. 3, 2023
"Is College Worth It?"

PEW RESEARCH CENTER

Views on the importance of a college degree now versus 20 years ago vary by age

% saying that, compared with 20 years ago, it is ___ today for someone to have a four-year college degree in order to get a well-paying job

| | Less important | More important | About as important |
|------------|----------------|----------------|--------------------|
| All adults | 49 | 32 | 17 |
| Ages 18-29 | 40 | 44 | 15 |
| 30-49 | 53 | 29 | 17 |
| 50+ | 51 | 30 | 19 |

Note: Share of respondents who didn't offer an answer is not shown.

Source: Survey of U.S. adults conducted Nov. 27-Dec. 3, 2023.
"Is College Worth It?"

PEW RESEARCH CENTER



Key Factors for Students: Is Their Degree Worth The Cost?

| Factors in Rank Order | SUNY Canton Position |
|--|---|
| Preparation for life after college | Career-focused majors; paid internships; Increasing focus on entrepreneurship; strong Career Services and job placement |
| The ability to express oneself freely on campus | Policies, procedures, and practices supporting free speech and academic freedom |
| Opportunity to interact with people with different views | Diverse student body; training in Title VI and implementing new core requirement re: civic and civil discourse |
| Perceptions of physical safety | We have always been known as a safe campus. Policies on camping; posting; time, place, and manner; and identity cards |
| Extent to which professors care about students as people | Strong and supportive faculty, as well as strong student support services |
| Perceptions of belonging | “Everyone is Welcome Here” ethos |

From <https://news.gallup.com/poll/506384/current-college-students-say-degree-worth-cost.aspx>, based on survey collected March 13-30, 2023, from 2,430 students pursuing their bachelor’s degree at a four-year U.S. institution.

Culture Wars – Title VI

- Part of the Civil Rights Act of 1964
- Prohibits discrimination on the basis of race, color, national origin, including shared ancestry or religion
- Requires Colleges to respond to “hostile environment or different treatment”
- Responses may not violate First Amendment rights
- Major focus for SUNY this academic year



The Culture Wars—Title VI In the News

- Protests highlight difficulties in addressing First Amendment and Title VI issues
- Heightened governmental scrutiny
- DOE OCR Title VI investigations at 40 colleges (including SUNY Binghamton & Rockland CC)
- OCR resolution agreements at 7 colleges



The Culture Wars—Title IX

- “Final Rule” updates to Title IX effective Aug. 1
- Major changes:
 - Broader definition of “sex discrimination”
 - Prohibits sex discrimination in education programs/activities
 - Mandatory supportive measures to respondents
 - Response must be prompt and effective
 - Presumption that respondent is not responsible



The Culture Wars

Title IX at SUNY Canton

- Title IX Final Rule blocked by 15 states
- Court injunction from “Moms for Liberty” case blocked implementation at 800 colleges – including us
- SUNY Canton must continue to operate under 2020 rules until injunction is lifted



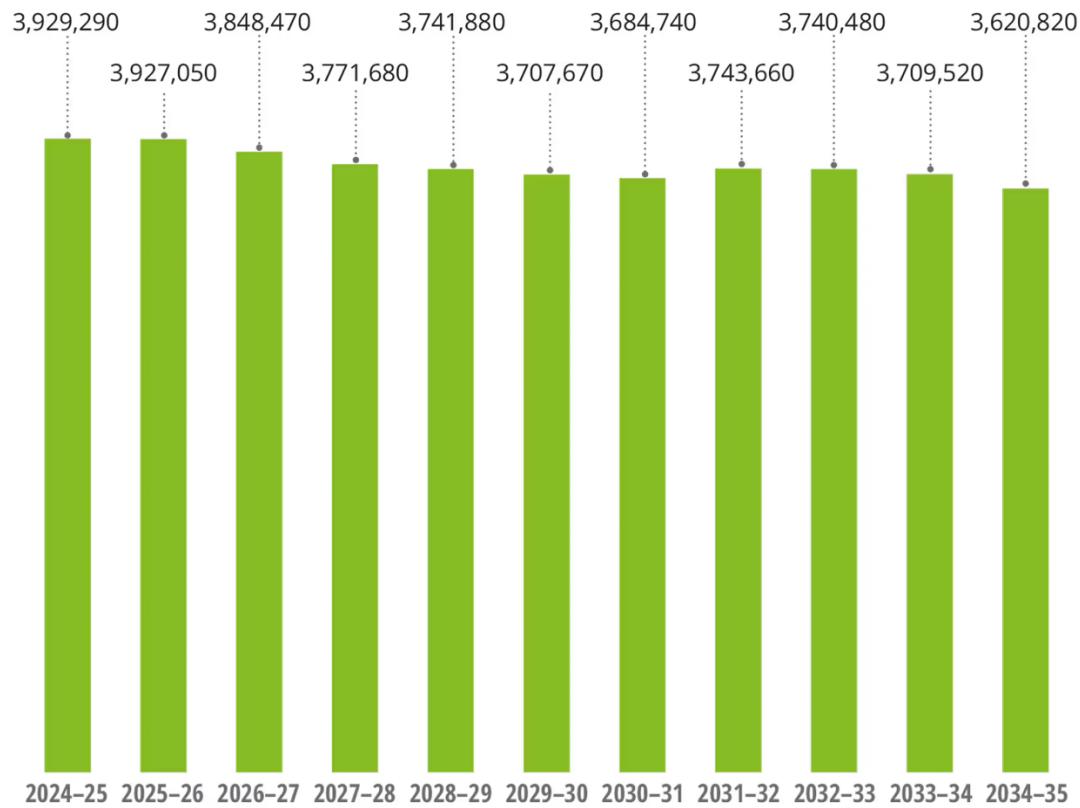
2024 National Election

- Increased polarization and violence following 2020 election
- Effects on Colleges, depending on outcome
 - Financial (Pell grants, debt forgiveness, endowments, etc.)
 - Issues of academic freedom
 - Tenure
 - Issues of DEI, LGBTQ+ rights, reproductive health
 - Interpretations of Title VI and Title IX

Demographic Cliff

FIGURE 2

The projected demographic decline in the number of high school graduates through early 2030s



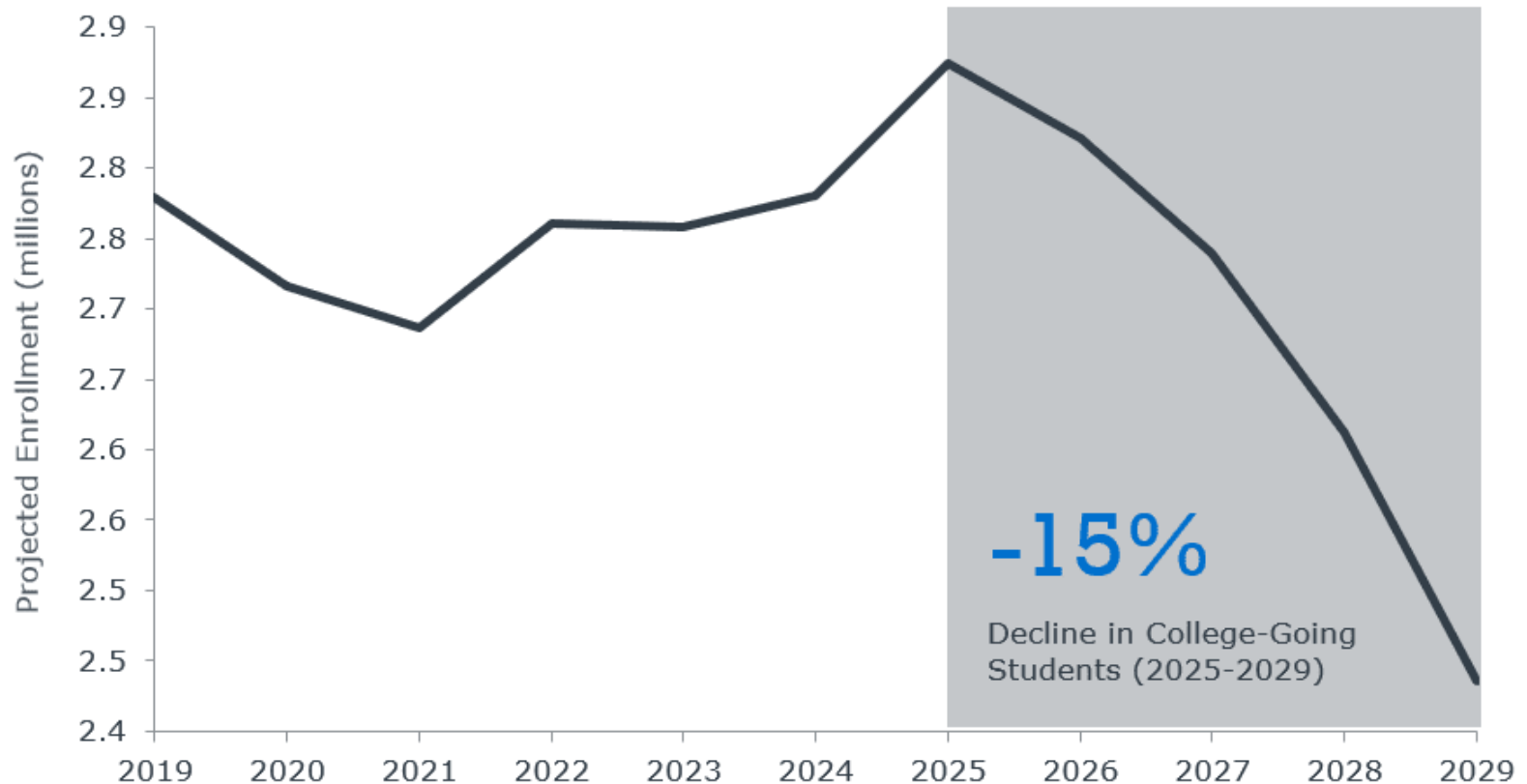
Source: Western Interstate Commission for Higher Education.



Demographic Cliff

Enrollment Projected to Drop Sharply After 2025

Forecasted Number of College-Going Students in the U.S. (millions), by Year of High School Graduation



10 Strategies for Futureproofing the College

| Strategy for Futureproofing* | SUNY Canton Response |
|--|--|
| Stand for something that students care about | Focus on student success and career-oriented majors |
| Create demand for your programs | Creating programs in emerging industries / Advertising |
| Focus and hone your degree programs | Review completed; implementation this year |
| Widen your recruitment base | Investment in Enrollment and PR strategic plan |
| Use content marketing to reach students earlier in the decision funnel | Have shifted to getting award letters out in Fall semester by November 1. FAFSA rollout has been a problem |
| Beat/leverage third-party aggregator sites (e.g. US News) | Our US News rankings continue to rise |
| Reduce applicant friction | Making progress toward ease of application/ acceptance. This is an issue in some programs |
| Simplify pricing and financial aid | Better messaging of low cost/high quality |
| Focus on student retention | Student support services are strong (EOP, TRiO, Jump Start) and growing (ACE/ASAP). |
| Tighten up your marketing spend with data | New PR marketing strategic plan given long-term funding to leverage data and focus on strongest markets |

*Strategies from: <https://vitaldesign.com/enrollment-cliff/>



Looming Financial Crisis



- Private college discount rate rising (average 56%)
- Increased college closures in NY (at least 9 since 2021)
- Many more 2-year for-profit colleges have closed since 2004; majority did not re-enroll at other college
- SUNY Canton's state support increased by 50%
 - Partly in lieu of tuition increases
 - Mostly directed (not general funding)
 - State support equals 2008 level

More in Budget Presentation in October

Changing Face of Athletics

- Athletics crucial for enrollment
- Major realignment of athletic conferences
- Name/Image/Likeness rule changes impacting Division I
- Rapidly increasing costs for transportation to games (increasingly compact conferences in Division III – like SUNY Canton joining SUNYAC)



Pervasiveness of Artificial Intelligence

- AI can increase efficiency; can also lead to plagiarism and other academic dishonesty
- NY attempting to lead in AI (\$275M investment in FY 2025 in public-private partnerships)
- SUNY Canton greenlit to offer degree in Data Science & Analytics; other ideas for implementation





Campus Updates



Academic Affairs

- Working toward first Masters Degree in Cybersecurity
- Successful implementation of SUNY Funds
 - ACE/ASAP met all targets
 - Paid internships 50 → 120
 - New and renovated accessibility facilities; new hire
- EPIIC grant provides support for faculty research
- Successful Civil Rights Compliance Review



Student Affairs

- Transition to SUNYAC Conference
 - New FT coaches for Volleyball, Baseball, Softball
- Successful implementation of SUNY funds
 - Mental Health First Aid “Train the Trainer”
 - Additional mental health counselor hired; another soon
 - Partnership with SUNY Upstate for specialized care
- Food insecurity
 - Updated Renzi food Pantry
- Housing: theme living environments (dog floor; gender inclusive housing; eSports)



Administrative Affairs

- University Police
 - Apprenticeship program
 - Additional Bike Patrol Officer
 - \$247,426 in grant funding for replacing/adding cameras
- College Association
 - Installing Amazon Locker outside MCC
 - Campus Store now selling Apple products
 - New meal plan for frequent travelers (e.g. athletes)
- New SUNY funding for IT:
 - Modernizing student experience; updating technology; remediating cybersecurity vulnerabilities
 - New campus intranet in the works



Facilities

- French Hall largely complete
- Chaney & MacArthur updates complete
- Clean Energy Master Plan developed
- Project creating walkways & covered stairs connecting Payson to residence halls
- Childcare Center siting
- Next major project: Payson Hall renovation



Strategic Relations & Communications

- Center for Workforce, Community, & Industry Partnerships
 - Dual Enrollment from 70 students in 2023-24 to projected 1000+ in 2024-25
 - New summer camps in summer 2024
 - New for-credit and non-credit microcredentials
- Public Relations won record 5 SUNYCUAD Awards
- Office of Research & Sponsored Programs
 - Helped secure/maintain \$3M+ in funding
 - Pending applications total \$10M+
- SBDC created economic impact of \$4.6M in region
- Liberty Partnerships Program set to increase number of schools & students served



Advancement

- Raised \$1,555,000 in 2023-24 (more than 130% of goal)
- \$635,000+ added to Foundation endowment
 - 10 new endowment funds established
- Record \$712,000 in scholarships aided 425 students
- \$2.5M raised for the Canton Fund in the last 5 years
 - We rank first or second among colleges of technology in the 4 of the last 5 years
- Record \$144,000 raised during Athletics Giving week from 1114 donors
- \$562,000 raised for restricted funds
- 400+ campus support accounts are managed with monthly communications & improved tracking

