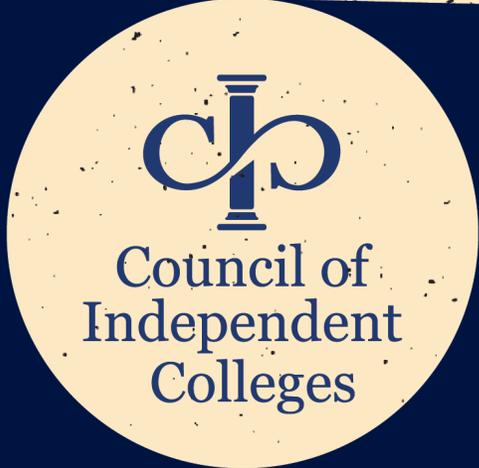


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Innovative Mergers, Collaborations,
and Partnership



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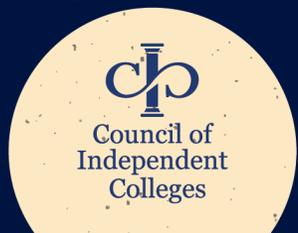
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Presenters

John L. Comerford

President, Otterbein University

Bassam M. Deeb

President, Trocaire University

William R. Groves

Chancellor, Antioch University

Lori V. Quigley

Interim President, Medaille University

Chair: John MacIntosh

Managing Partner, The Transformational
Partnerships Fund

Overview of Today's Session

- Intro of the Transformational Partnerships Fund and observations from the front lines of merger conversations
- Panel conversation featuring two active partnerships
- Q&A



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The Transformational Partnership Fund

- Supports institutions of higher education interested in exploring partnerships that could fundamentally improve how they operate and serve students – especially students of color, students from low-income families, and other underserved populations.
- Partnerships include: shared services, joint academic offerings; full or partial mergers; preferred and well-funded teachouts.
- TPF provides a safe space for discussion and deliberation, referrals (independent), and grants of up to \$100,000.
- Established by SeaChange (a nonprofit) and the ECMC Foundation with additional support from Ascendium Education Group, The Kresge Foundation, and the Michael & Susan Dell Foundation.

Observations from the Front Line

- Growing recognition of the role of partnerships as a proactive strategy for growth or as a wise response to the environment and an efficient form of strategic planning and capacity building.
- Institutions are responding to demographic, market, and technological forces.
- 70+ inquiries, 18 grants totaling \$1.2 million covering public/private, 2-year/4-year, and in multiple geographies.
- Range of partnerships – It's not all about mergers.
- The importance of a safe space early in the process.
- TPF grants can help motivate action and generate enthusiasm.

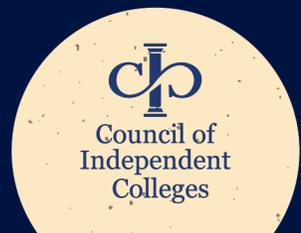
Observations from the Front Line (con't)

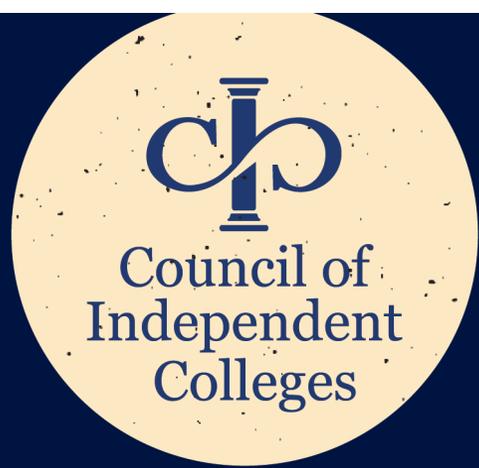
- Degree of difficulty is very high given multiple stakeholders (students, alums, faculty, administration, trustees, community, regulators), their level of commitment/passion, the long gestation period, and ethical issues
- Success factors: start early, focus on mission/students, trust and coordination between trustees and president; thoughtful use of advisers; and communications.
- Help is increasingly available to even smaller institutions.
- As the number of partnerships grows, the exploration process will be increasingly normalized, and institutions can learn from their peers.

QUESTIONS?

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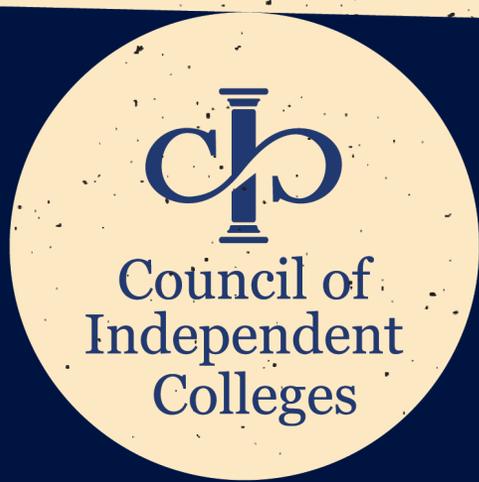


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