Innovative Mergers, Collaborations, and Partnership
2023 PRESIDENTS INSTITUTE
Designing the Future

Council of Independent Colleges

guidebook

HARVEST TABLE
CULINARY GROUP

McAllister & Quinn
Winning Strategies. Proven Track Record.
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
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 difficult 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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Thank you