

BUSINESS MODEL CHECKLIST

Critical Areas of Opportunity *(and associated Cost Savings)*

- 1. Keep all Undergraduate Degrees to 120cr**
 - a. Potential Conservatory-wide savings of \$60K-\$80K/year

- 2. Eliminate (as far as possible) use of equated hours (where students pay for fewer credits than the number of credits the Conservatory pays the instructor)**
 - a. Potential Conservatory-wide savings of \$350K+/year

- 3. Eliminate (as far as possible) low-credited courses (i.e., less than 3cr)**
 - a. Potential Conservatory-wide savings very difficult to calculate, but could be \$200K+/year

- 4. Strategically add (where appropriate) larger-enrollment and cross-listed courses**
 - a. Can not only generate revenue but help build collaborative (cross-disciplinary) student community

- 5. Add (where appropriate) new degrees including BA and/or dual degrees that attract a new cohort of talented students**
 - a. Any proposed degrees should require minimal new expenditures
 - b. Proposed degrees might strategically employ VR/AR and online delivery technologies
 - c. Any proposed new degree must show capacity to be revenue positive and to strengthen the overall quality/reputation of the Conservatory