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