

Ideas about revenue generation, cost savings,
and program re-alignment



UNIVERSITY of HAWAII®
LEEWARD
COMMUNITY COLLEGE

REVENUE GENERATION

- Rent spaces (Pearl, Kitchen, Parking Lots, Theater, Halau Hula)
- Additional non-credit offerings (culinary)
- Grow fundraising events
- Seek more grants
- Offer 5-week winter session self-supporting courses
- Add an additional summer session
- More high enrollment social science courses
- Upper division courses at upper tuition rates
- Offer Professional Development to others for a fee
- Target college students home for the summer

REVENUE GENERATING

- Credit for Prior Learning (pay for evaluation)
- Lease space for rail parking
- Rail oriented development
- Review thresholds for room and building renaming
- Grow food to sell
- Rent parking on campus
- Grow medicinal plants
- Grow xeriscape
- Online workshops (open for donations)
- Grow and sell native plants

REVENUE GENERATING

- Crowdfunding
- Hawaiian Language/culture/worldviews online workshops marketed to Japan and other countries
- Educational reality TV show
- Open campus to farmers market
- Sell intellectual properties Leeward CC has
- Work more intentionally with military students
- Offer classes on bases
- Proctor center for GRE, Security+ etc...
- Test Prep Courses: TEAS, RHIT, etc..

REVENUE GENERATING

- Nominal additional student fees
- Setup vendor sites by rail
- Cooking contest
- Entrepreneurship contest
- Using Education Students to support DOE efforts
- Increase tuition for ED alternative Cert
- Leverage the Whitmore Project (medicinal crops)
- Rent out student artwork theatre set pieces and props to real estate stagers
- Partner with Job Corps for training workforce

REVENUE GENERATING

- Offer simple lesson/seminar free (bait) then offer more for \$ (limited time discounts offered near end of seminar)
- Live gatherings with live music/entertainment/poetry/readings, art, & interactive options (breakout rooms?!) for door prize)

COST SAVINGS

- Decrease 5% Foundation fees
- Leverage grants
- Shut down operations once a week
- Shut down sections/buildings
- Combine Chancellor/VC positions
- Paperwork to Electronic
- Retirement Incentive
- Convert smaller CC's to satellite campuses
- Convert UHWO to satellite of Manoa
- Reduce unused inventory

COST SAVINGS

- Continue allowing telework
- Leverage non-tech days
- Restructure upper administration
- Volunteer furloughs
- Re-evaluate pending CIP
- Renegotiate service agreements
- Limit budget lines on office supplies and other costs
- Review low enrolled classes, leverage online and cancel low enrolled
- Leverage CARES funding for some needed repairs and updated
- Leeward CC and UHWO back together

COST SAVINGS

- Centralized technology purchases and inventory
- Permanently move to online Tenure, promotion and contract renewals
- Shift to master schedule
- Consortia approach to purchasing UHCC library resources
- Reduce Admin Salaries or positions
- Faculty Designed Placement Tool
- Make Windward CC a Moku for Leeward CC
- UH System and Manoa Administration is heavy
- Use ICS students to help develop forms

REALIGNMENT

- Evening workforce programming
- Credit/Non-credit Professional Development Offerings
- Increase collaboration with high school programs (CTE)
- Invest in Marketing
- Non-Credit Leisure courses
- Cengage Unlimited - for stronger enrollments
- Higher priced non-credit offerings
- Certificates that can be completed in 1 semester
- Credit for Prior Learning (pay for evaluation)
- Create modular classes (quicker gratification)

REALIGNMENT

- More non-credit HOST, ACC, MGT, HIT classes
- Stronger focus on student retention
- More responses in Makala for kudos to engage students
- Increase and be intentional about high school recruitment and onboarding
- Rebrand Leeward CC as the desired campus
- Promote education on actual workforce demand
- Bring in additional sectors (tech/cybersecurity, agriculture and climate change)
- Partner with Office of Hawaiian Affairs and/or Council for Native Hawaiian Advancement

REALIGNMENT

- Create a Leeward think Tank
- Merge Leeward CC's DMED and TVPR with UHWO Creative Media
- Consolidate teaching of common on-line classes across campuses
- Design schedules so as to not compete across UHCC's
- Build stronger articulations with 4-years
- More OER courses
- Financial Aid issues for students on multiple campuses
- Promote new degree pathways
- Build out more workforce programming aligned to jobs and 4-year programs
- Establish Nursing at Leeward CC and UHWO

REALIGNMENT

- Apprenticeships
- Rolling admissions
- Align Liberal Arts degrees for the system
- Faculty Designed Placement Tool
- Help fill internet need gaps for remote communities
- Programming designed for recently furloughed and unemployed
- Elderly Care Certification
- E-Sports
- Cloud Focused certificate
- Leverage partnerships for sponsored tuition and scholarships

REALIGNMENT

- Cut through bureaucracy of application process & make it easier for those that just want to learn
- Re-design of Performing Arts as a tool for mental wellness, grit, resilience, and leadership
- Seek out Hawaiian students (& other *funded* groups - through grants) & assist them in applying!
- Dance/music/art touring company goes to schools to recruit students...Could be **virtual presentations**
- We should be pushing to add ART to STEM There is a lot of research behind STEAM. We need to capitalize.

REALIGNMENT

- Ultimately move away from traditional grades/credits/degrees to portfolios, recommendation letters, and certificates of competency
- Model teaching after effective courses marketed over social media:
 - Team teaching of subjects (for effective teaching & fast feedback)
 - Market on Social media
 - Technical/Teaching/Artist/Feedback Team
 - Non-credit (no need apply) options...

Mahalo



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