

# Preparing your Campus Facilities for 2021-2022 *and Beyond.*

10 Lessons to Heed in Achieving  
School Financial Sustainability

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# AGENDA

01

About Us

02

10 Lessons to Heed in Achieving  
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## Learning Outcomes:

- Understanding of the lessons learned from 20 years of assisting Catholic Schools with the development of their facilities
- Understanding of the two key factors required in achieving financial sustainability



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Principal Architect



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Julia O'Grady, Job Captain



Claude Greenberg, Architect



Steven Habeeb, President



David McClain, Job Captain



Gema Gray, Architectural Admin.



Elizabeth Lewis, Sr. Project Mgr.



Karen O'Brien, Bookkeeper



Gabriela Walkate, Arch. Designer



Kevin Provencher, Worcester Director



Marion Roosa, Marketing Director



Kevin Murphy, Designer/sUAS Pilot

A Cohesive  
Team...  
Dedicated  
to You!



Aubrey Lewis, Admin. Intern



James Pongsa, Job Captain



Apurva Patel, Architectural Intern



Jack Shea, Educational Planner



Tamara Macuch, Vice President



Scott Bancroft, Project Manager



BriAnna Habeeb, Administrator

# #1 **Holy Boldness** Advances Catholic Education

- Good Reputation
- Great Educational Program
- Comprehensive development /advancement program
- Appropriate Enrollment
- 21st Century Facilities
- Healthy Endowment
- **Leadership moving forward  
with Holy Boldness!**



# #2 Your Facilities are **Their** First Impression









Facilities are key decision-making factors















TRINITY TITANS



← Auditorium  
→ Gymnasium  
→ Library  
→ Administration  
→ Restrooms  
→ Black Box Theatre



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EXIT

EXIT





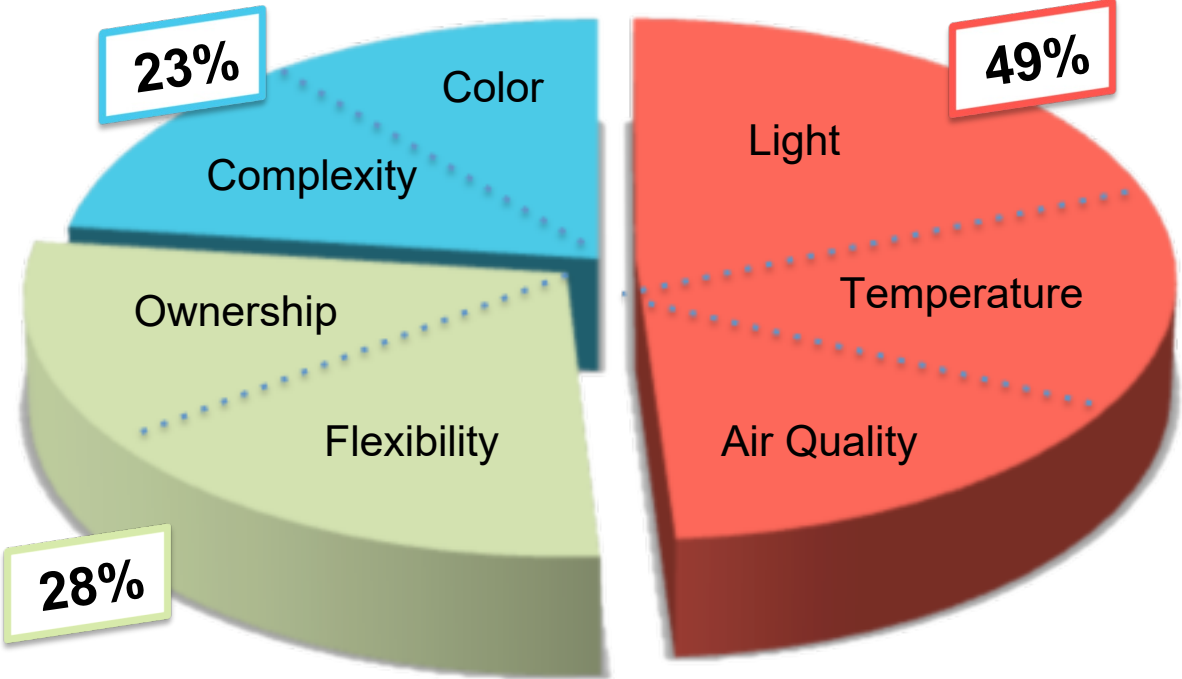
# #3 Student Engagement Requires **Healthy Buildings**



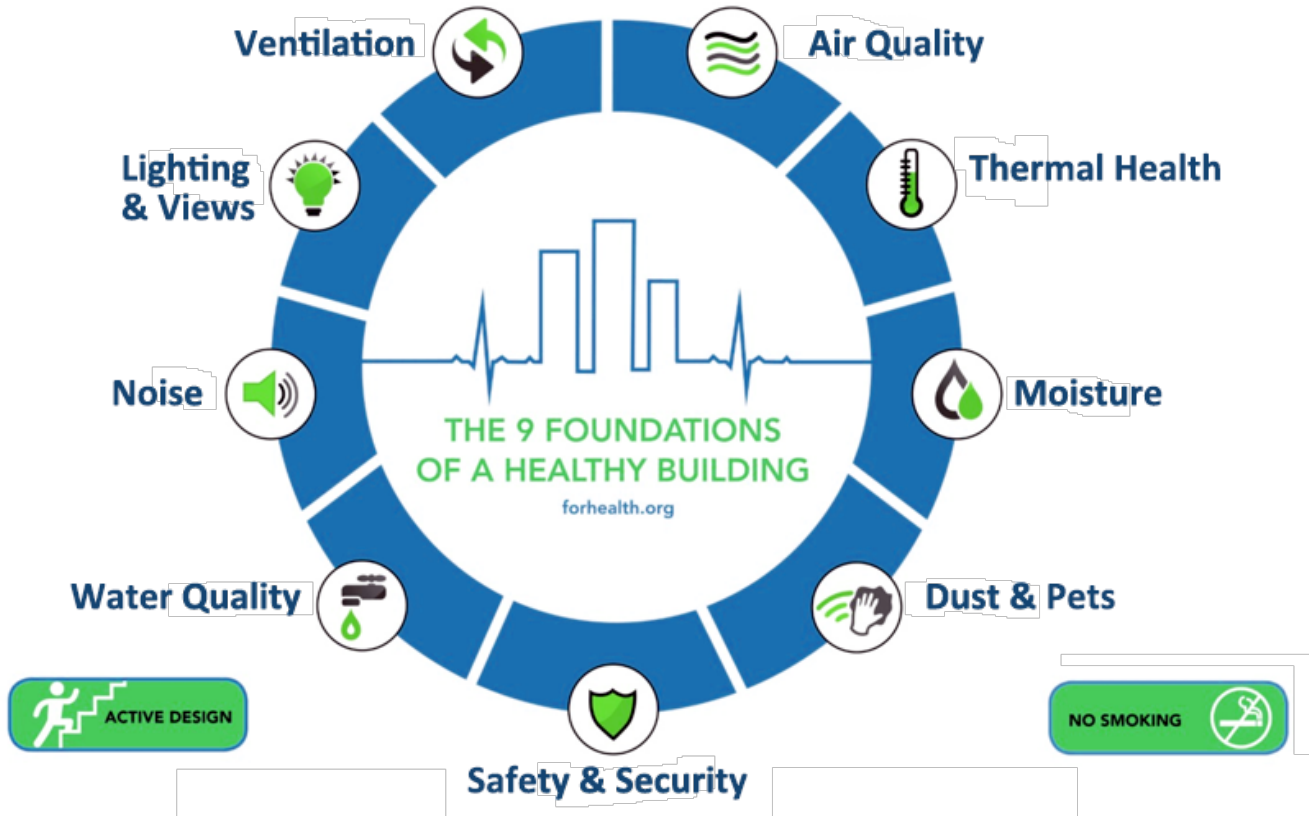
What is a healthy building?



# Classroom Design Factors that Drive Student Engagement



# Nine Foundations of Healthy Buildings







# #4 **Safety & Security** are Still First



# What is **Safety**?

# What is **Security**?

## **SAFETY**

- **Visibility**
- **Transparency**
- **Connectedness**
- **(Social Emotional)**
- **Welcoming**
- **School Attachment**
- **(Pride of Ownership)**
- **Feeling/Perception of Safety**
- **Trust/Agency**
- **Daylight**

## **BOTH**

- **Training**
- **Administrative Presence**
- **(Foster Relationships)**
- **Wayfinding**
- **Defined Private/ Public Areas**

## **SECURITY**

- **Single Point of Entry**
- **Policies**
- **Practices**
- **Window Coverings**
- **No Vision Zone Demarcation**
- **Layers of Access Control**
- **CCTV**
- **Audio Notification/Communication**
- **Panic Buttons**



### DESIGN CONSIDERATIONS

- Bright/Open/Airy
- Student Focused
- Connected to Natural Environment
- Multiple Scales of Furniture & Seating Options

### SAFETY STRATEGIES

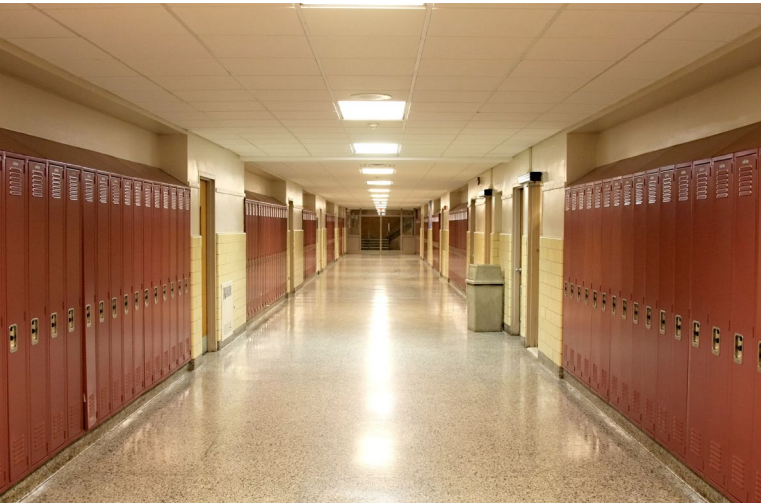
- Daylight
- Social Emotional Connectedness
- Transparency
- School Attachment (Pride of Ownership)
- Trust/Agency (Student Commons)

### SECURITY STRATEGIES

- Access Control
- Layers of Access
- CCTV
- Audio Notification/Communication

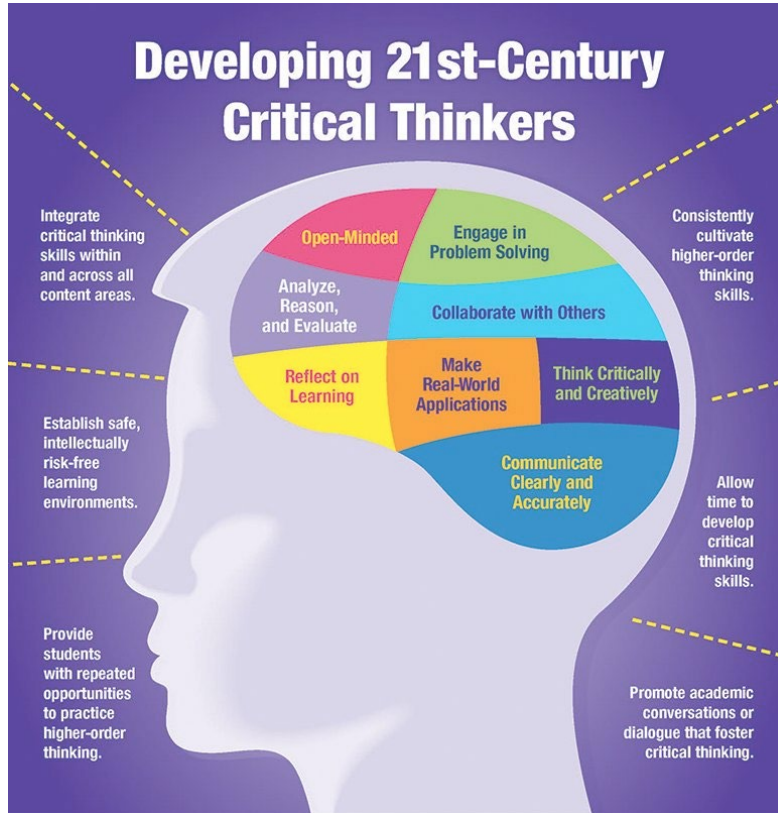


# Understanding the perception of safety



# #5

## Learning and Space Must be Linked



Learning zones designed to support the type of learning experiences

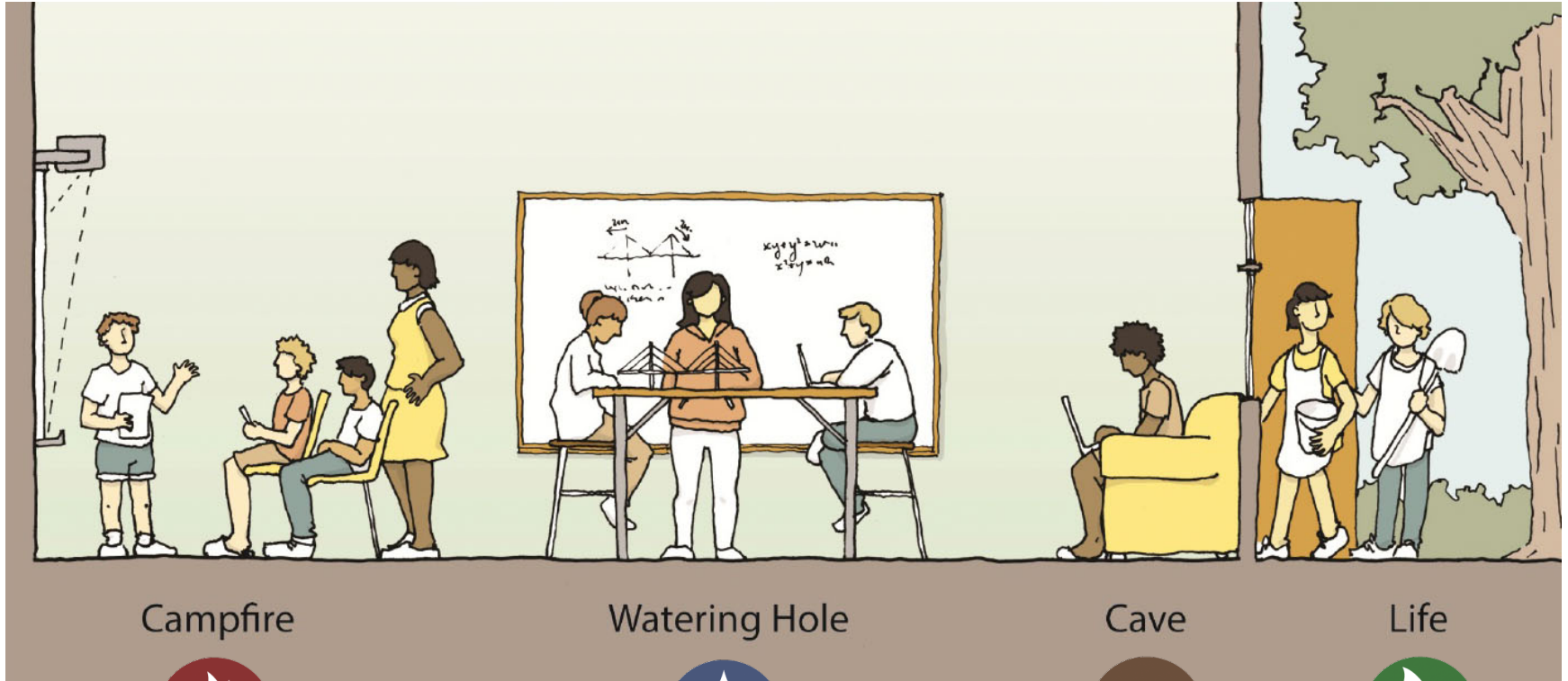
- Culture
- Communicate
- Collaborate
- Create
- Connect
- Critical Thinking

The school building has been called

“The Third Teacher”



1. Parents (Community)
2. Teachers
3. School Building



Campfire



Watering Hole



Cave



Life



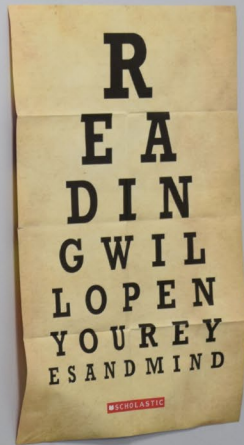








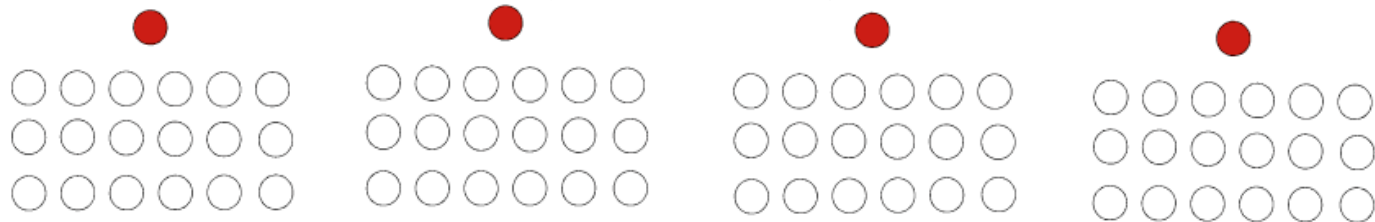




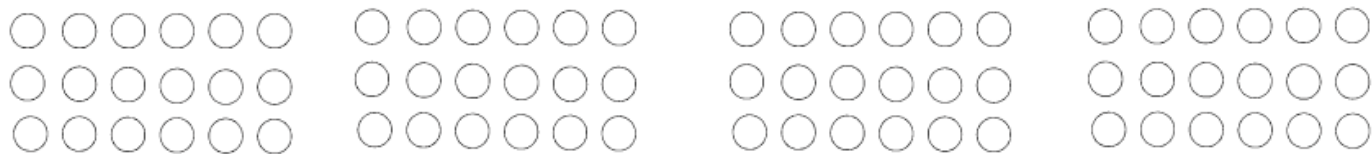


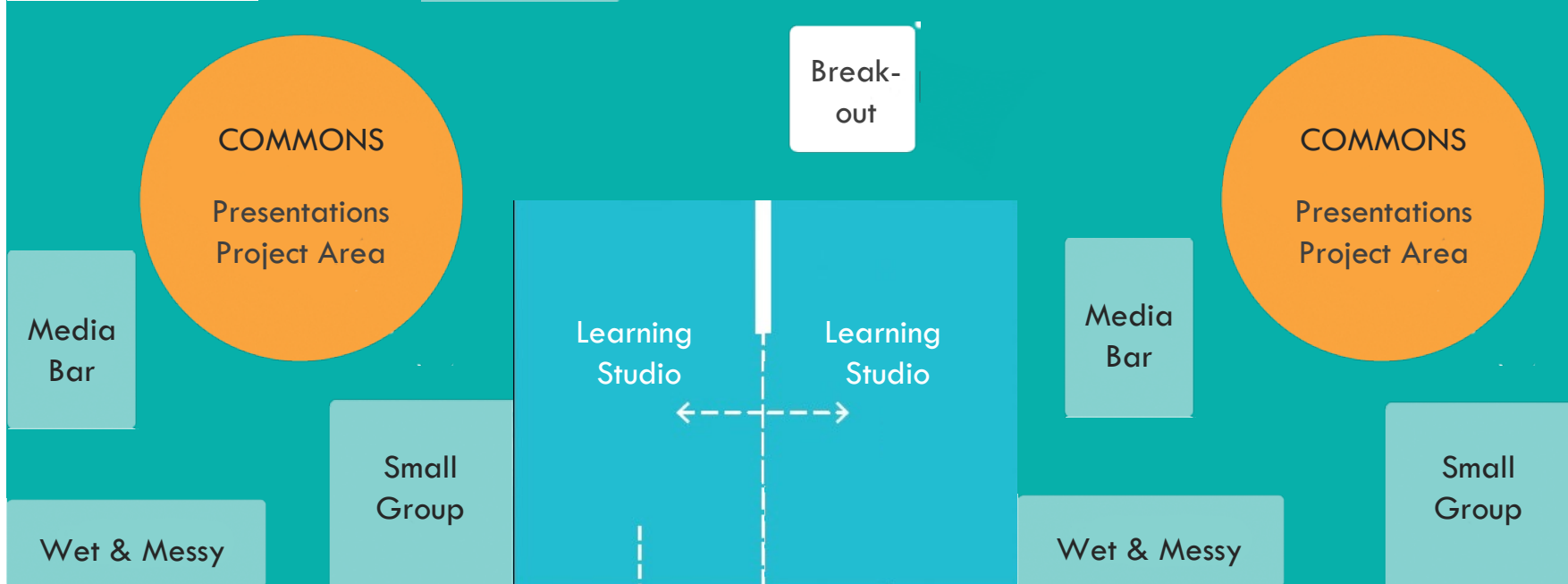
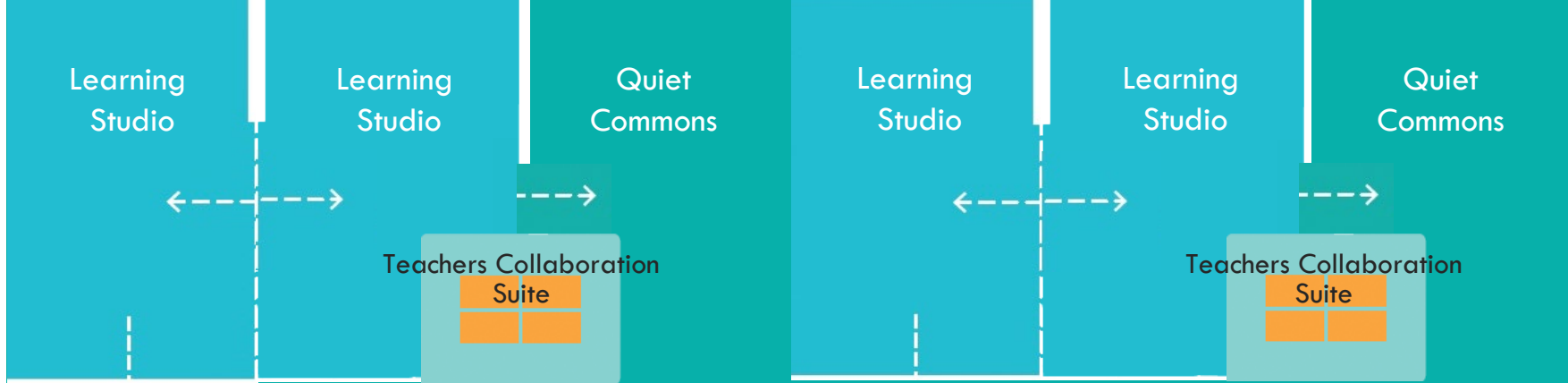


# The Egg-Crate Culture



**Hallway**









# #6 Band-Aid Tactics Don't Equal Sustainability

- Conduct Minor Facility Upgrades (cosmetic)
- Increase Tuition
- Conducting More Minimal Fund-Raising Efforts
- Expand Grade Level Offerings
- Enhance Science and STEM Labs
- Create T.E.A.L. (Technology Enabled Active Learning) Programs
- Add International Students
- Implement International Baccalaureate Programs

# Annual U.S. Public School Spending on Facilities

New Construction /Capital Development: **\$49 Billion**

Maintenance & Operations: **\$50 Billion**



**U.S. News  
2018 Report:**





Move from here



... to here



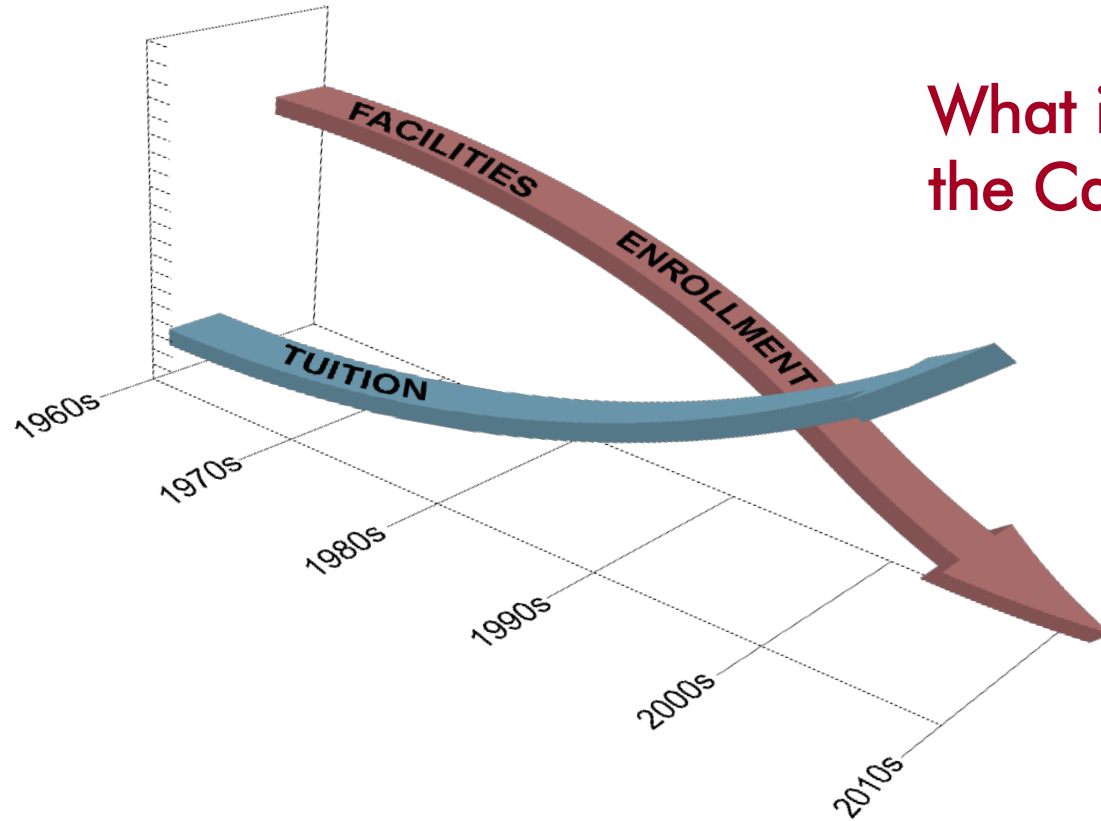
Style Comfort Technology  
Safety Fuel Economy

Life has changed. Schools must change.



# #7

## Lowering Tuition Can Increase Enrollment



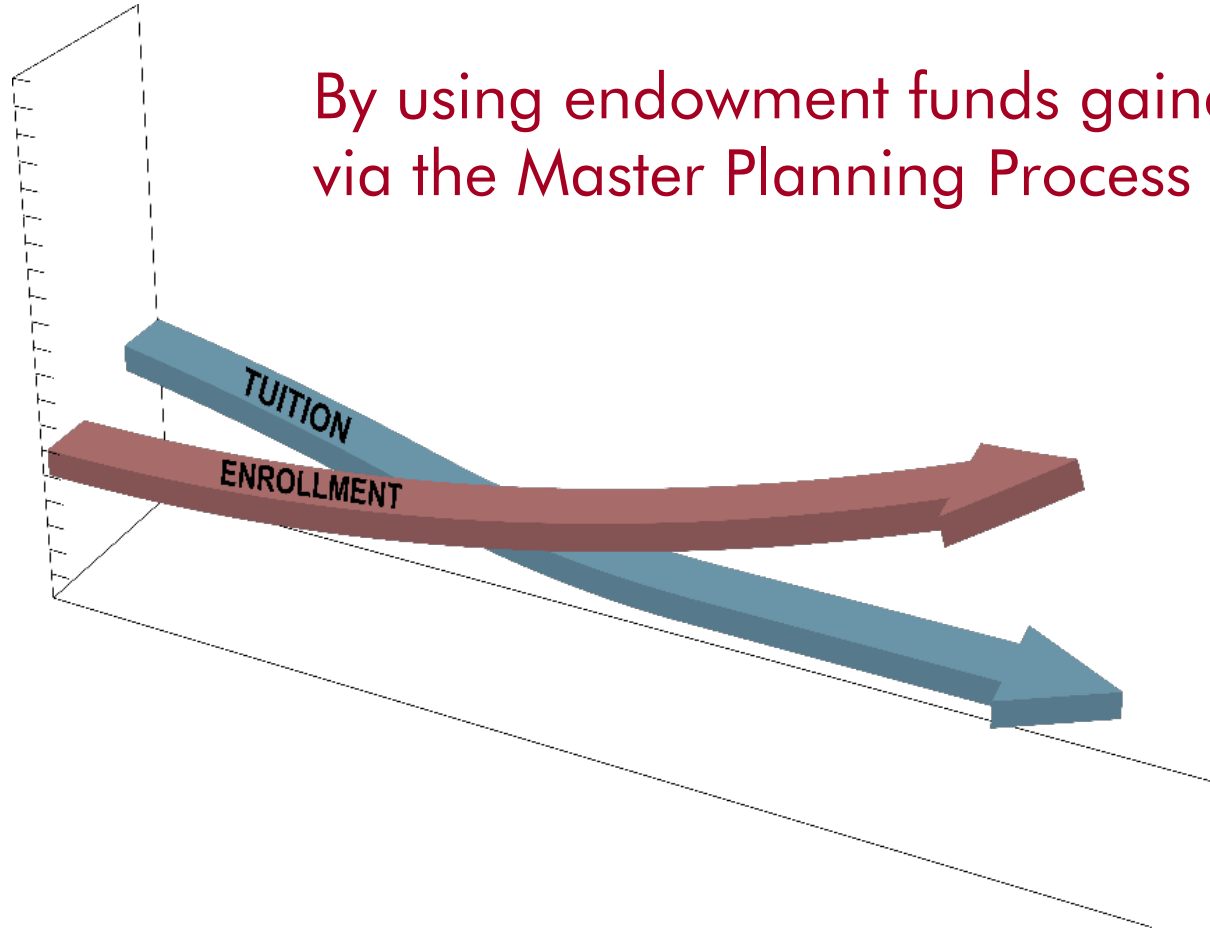
What is the *Mission* of the Catholic Schools?

# HOW?

*“Do not be discouraged by the difficulties that the educational challenge presents!”*

**Pope Francis**  
*Vatican News –*  
June 25, 2018

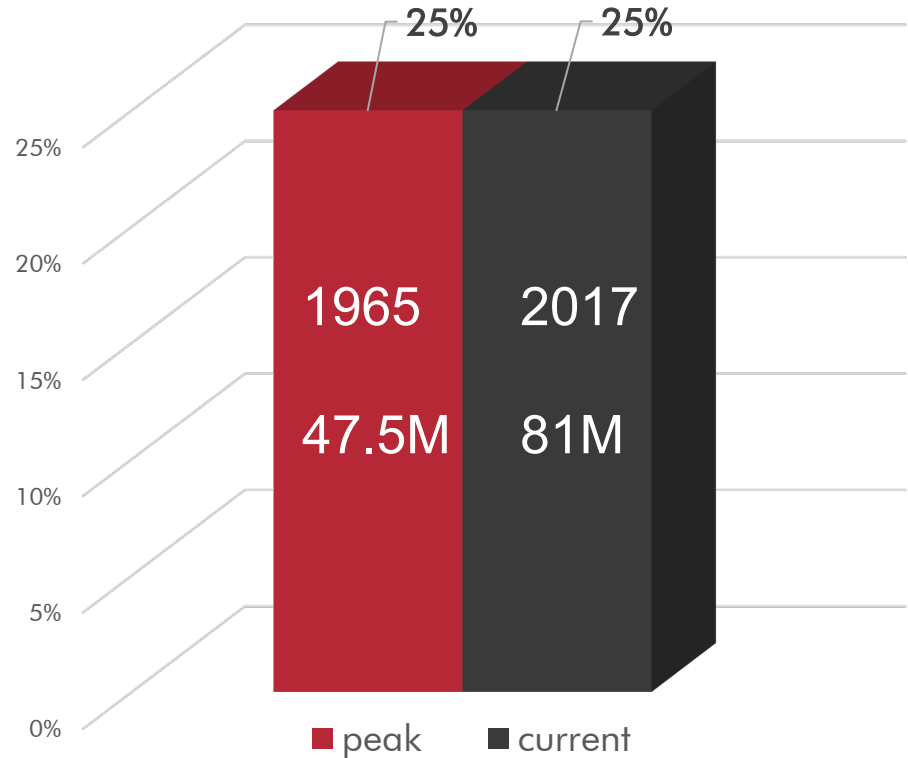
By using endowment funds gained via the Master Planning Process



# #8 There is always **Money**

Percent of Americans  
who identify as  
Catholic

US Population:  
1965 = 190M  
2017 = 325M





Your Alums  
**ARE**  
Wealthy

# Your Potential

Average

	Elementary	High School
Year Opened	1965	1965
Grads Per Year	27	118
Total Alumni	1,458	6,372

# Average Elementary

Wealth Bracket	Min. Net Worth	# of Alumni	Total Wealth	1% Donation
10 - 5.01%	\$1,182,390	75	\$88,679,250	\$886,793
5 - 1.01%	\$2,377,985	75	\$178,348,875	\$1,783,489
1 - 0.51%	\$10,374,030	9	\$93,366,270	\$933,663
0.5 - 0.11%	\$16,115,373	8	\$128,922,984	\$1,289,230
0.1% (or Wealthier)	\$43,090,281	2	\$86,180,562	\$861,806
		169	\$575,497,941	\$5,754,979

1% donation from top 10% of Alums (169) = **\$5,754,979**



# Average High School

Wealth Bracket	Min. Net Worth	# of Alumni	Total Wealth	1% Donation
10 - 5.01%	\$1,182,390	331	\$391,971,090	\$3,913,711
5 - 1.01%	\$2,377,985	331	\$787,113,035	\$7,871,130
1 - 0.51%	\$10,374,030	39	\$404,587,170	\$4,045,872
0.5 - 0.11%	\$16,115,373	39	\$628,499,547	\$6,284,995
0.1% (or Wealthier)	\$43,090,281	9	\$387,812,529	\$3,878,125
		749	\$2,599,983,371	\$25,993,833

1% donation from top 10% of Alums (749) = **\$25,993,833**

# #9 The Master Planning Process

Paves the Way for  
Progress and Sustainability



Vision Driven Actions,  
Not Actions Due to Limitations

# Why Is the Master Planning Process Important?

- Incorporates Donors in the Visioning Process
- Creates a Unified Vision
- Provides Clear Communication, Understanding and Agreement
- Directs Maintenance, Repair, and Renovation Requirements
- Determines Achievable Financial Support
- Defines Path Forward to Implement Vision



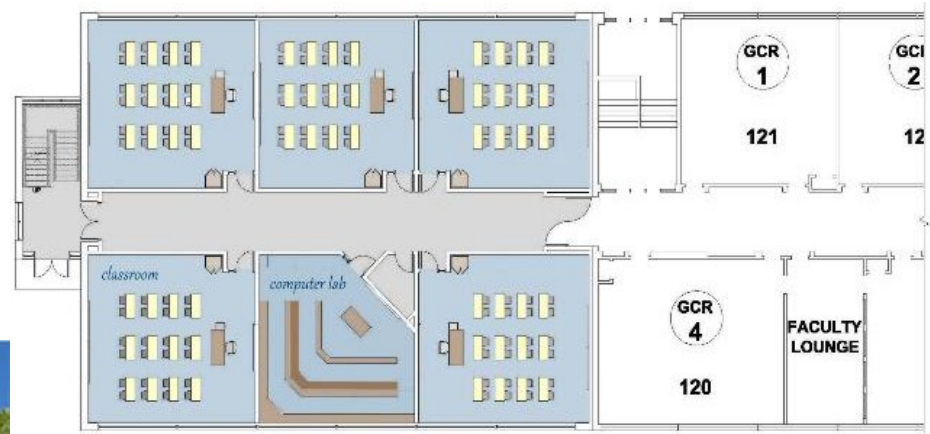


# Engaging your Community

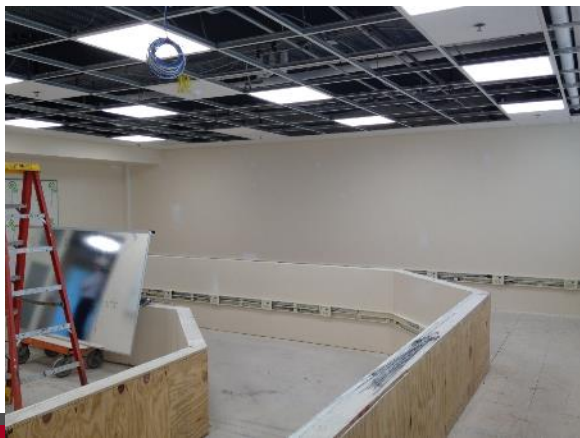


# Case Study

## Manchester, CT











# Case Study

## Dickinson, ND



















# #10 Our Recommendation: **Focus on 1 & 9**

*and 2-8 will solve themselves*

1. Move forward with **Holy Boldness!**
2. Your **Facilities** are Their First Impression
3. Facilities Must Be **Healthy**
4. **Safety** and **Security** are Still First
5. **Learning** and **Space** Must Be **Linked**
6. Band-Aid Tactics Don't Equal **Sustainability**
7. Lowering **Tuition** Can Increase **Enrollment**
8. There Is Always **Money**
9. The **Master Planning Process** Paves the Way for Sustainability and *Fulfillment of the Mission*

# 10 Lessons to Heed in Achieving School Financial Sustainability

1. **Holy Boldness** Advances Catholic Education
2. Your **Facilities** are Their First Impression
3. Student Engagement Requires **Healthy Buildings**
4. **Safety** and **Security** are Still First
5. **Learning** and **Space** Must Be **Linked**
6. Band-Aid Tactics Don't Equal **Sustainability**
7. Lowering **Tuition** Can Increase **Enrollment**
8. There Is Always **Money**
9. The **Master Planning Process** Paves the Way for the Mission
10. Our **Recommendation:** Focus on 1 & 9 and 2-8 will solve themselves

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