# The Winthrop Plan

A Strategy to Become a National Model for a Student-Centered University Experience

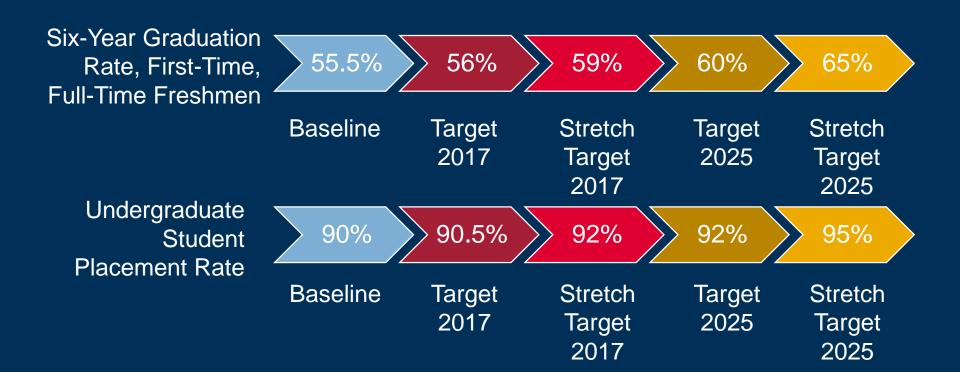




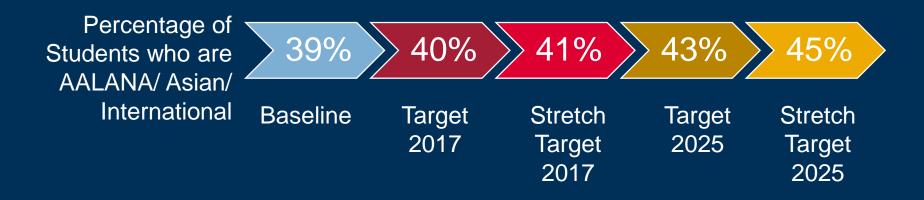
#### THE WINTHROP PLAN

Total Headcount Enrollment	> nu.5 l	6120	6200	7000	7500
One-Year Retention Rate, First-Time, Full- Time Freshmen	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025
	76.9%	78%	80%	82%	85%
	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025

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Support inclusive excellence by expanding our impact on students and our communities through enrollment growth and increases in retention and graduation rates.

1.1. Improve student success with new and refined co-curricular programs and services that emphasize measurable impacts on retention and graduation rates.



Support inclusive excellence by expanding our impact on students and our communities through enrollment growth and increases in retention and graduation rates.

1.2 Enrich our academic program mix by developing new and innovative programs (degree programs, certificate programs, continuing education programs) and by refining existing academic programs to meet the emerging needs and interests of diverse student populations and the community.

Support inclusive excellence by expanding our impact on students and our communities through enrollment growth and increases in retention and graduation rates.

1.3 Develop and implement a clear marketing strategy that refines and highlights the university's competitive advantages.



Support inclusive excellence by expanding our impact on students and our communities through enrollment growth and increases in retention and graduation rates.

1.4 Refine and implement a long-term student recruitment plan with an emphasis on expanding our reach domestically, both inside and outside South Carolina, and internationally while increasing diversity.

Continually enhance the quality of the Winthrop experience for all students by promoting a culture of innovation, with an emphasis on global and community engagement.



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Percentage of Undergraduate Students with at Least Two High Impact Practices National Avg. 62%

NSSE Diversity Indicator National Avg. 72%



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Continually enhance the quality of the Winthrop experience for all students by promoting a culture of innovation, with an emphasis on global and community engagement.

2.1 Develop new programs and enhance current ones that have the potential to be national models.



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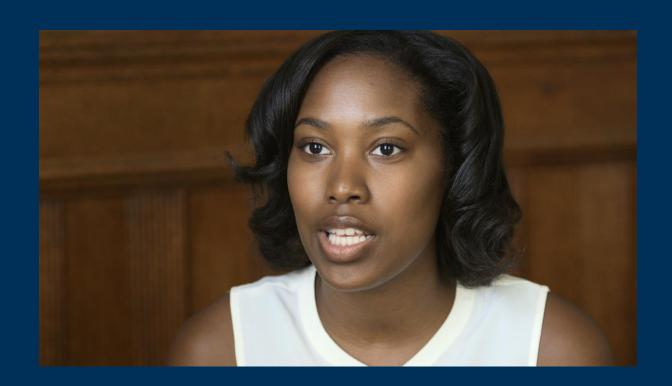
2.2 Increase opportunities for students, faculty, and staff to interact with organizations in the community, with an emphasis on enhancing our impact on the surrounding community.

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2.3 Maintain and enhance the university's commitment to global learning.



Attract and retain high quality and diverse faculty, staff, and administrators.



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Attract and retain high quality and diverse faculty, staff, and administrators.

Percentage of Faculty/Managerial Staff Who Are	14.4%	> 15%	15.5%	18.5%	20%
AALANA/ Asian/ International	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025
Percentage of Full-Time Employees with	32%	35%	<b>40%</b>	50%	55%
Salaries At or Above the Median	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025

Attract and retain high quality and diverse faculty, staff, and administrators.

Satisfaction of Faculty, Staff, and Administrators Based on One Or More Rating Systems



Attract and retain high quality and diverse faculty, staff, and administrators.

3.1 Develop innovative approaches for increasing the diversity of the candidate pools for all faculty and staff positions and for increasing our success in attracting, hiring, and retaining diverse employees.



Attract and retain high quality and diverse faculty, staff, and administrators.

3.2 Develop and implement a long-term competitive compensation plan.



Attract and retain high quality and diverse faculty, staff, and administrators.

3.3 Enhance professional development and training opportunities for faculty, staff, and administrators that increase the potential of the university to reach the various goals in the strategic plan.

Provide facilities, technology, and programs that support Winthrop students and the overall Winthrop experience.



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4.1 Increase the use of technology in order to provide more programs and enhance access through alternative delivery methods while maintaining the quality of the Winthrop Experience.



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4.2 Develop and initiate a campus master plan that focuses both on maintenance and new construction.



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4.3 Identify critical facility renovations with a high impact on the student experience and raise money to support those renovations.





### THE WINTHROP PLAN

Total Endowment Assets	\$43.1M	\$45M	\$47.5M	\$80M	\$90M
	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025
Unrestricted Gift Revenues	\$433,362	\$500,000	\$600,000	\$700,000	\$1M
	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025



Alumni Giving Rate	8.6%	9.5%	10%	13%	15%
Scholarship/ Grant Dollars for Students from University and Foundation	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025
	\$16.4M	\$16.8M	\$17M	> \$20M	\$22M
	Baseline	Target 2017	Stretch Target 2017	Target 2025	Stretch Target 2025

#### THE WINTHROP PLAN



Ensure financial stability and sustainability.

5.1 Develop and implement innovative approaches to fundraising.



Ensure financial stability and sustainability.

5.2 Emphasize raising scholarship dollars to support the needs of our students.



Ensure financial stability and sustainability.

5.3 Increase fundraising efforts related to facilities and technology/equipment that will enhance the student experience.



Ensure financial stability and sustainability.

5.4 Build a network of alumni who will be donors, volunteers, and leaders, advancing the Winthrop Experience and its impact on the world.



Ensure financial stability and sustainability.

5.5 Increase fundraising capacity by expanding the number of people actively engaged in advancement efforts including students, faculty, staff, alumni, and friends.



Ensure financial stability and sustainability.

5.6 Develop a new budget model for the university that is more transparent and more clearly aligns with institutional goals.



Ensure financial stability and sustainability.

5.7 Maintain and enhance fiscal integrity by decreasing institutional debt as a portion of total assets.



## Vision for 2025

Winthrop will be a national model for providing a supportive, high quality, and affordable educational experience that has a positive impact on the students and the community.