

# **EARCOS BUSINESS MANAGERS WEBINAR**



# MEETING Purpose

- To provide a time for EARCOS Business Managers to reconnect
- To share challenges, information and ideas related to the impact of COVID 19 on Business Operations
- Opportunity to ask questions from regional colleagues

# MEETING FORMAT

Please add your school name to your Zoom ID

You are welcome to use the chat function throughout the meeting

The meeting will start with 3 short presentations by our co-hosts. During the presentation time, participants will be muted. After each presentation, there will be a Q&A session to the presenter.

Each presentation will be about 10 minutes including Q&A.

## **How to Ask a Question**

Questions will be answered at the end of the presentation. To ask a question, please use the chat option to send a private message the presentation .



# MEETING FORMAT

## Open Session

Following the presentations, the moderator (Cameron), will open up the session to participants to share a challenge or question that they would like discussed.

If you wish to ask a question or contribute via audio, please raise your virtual hand. You can also contribute to the discussion via Chat.

Pascale will be taking notes about the session. We will also record the session



# MEETING CO-HOSTS



Gerrick Monroe  
COO/CFO  
International School of Beijing



Pascale Dillon  
COO  
United World College - Singapore



Cameron Janzen  
COO  
International School Yangon



# Presentation 1 - Revenue and Enrollment Projections

Cameron Janzen  
COO  
International School Yangon





# Revenue



# London School of Economics Study

- **Declining Enrollment:** The study predicts a 16% decline in domestic enrollment with an estimated decline in international students at 47%.
- **Compounding timing risk:** Reduces the potential of a quick return to 'business as usual'. Many decisions regarding education takes place well in advance of actual enrolment. Unless there is complete certainty in respect of the nature of COVID management, this will be too late for many parents and students.

**Impact of Global Recession:** For every 1% reduction in global GDP was associated with a 0.485% reduction in first-year international undergraduate students entering UK higher education in any given year.





# Kennesaw State University Indep. School Study

- **Significant Impact for the 2020-21 Fiscal Year**
- **Long term impact - 2007 Recession:**
  - 4 years later: 10.9% decline
  - 10 years later: 3.2% decline

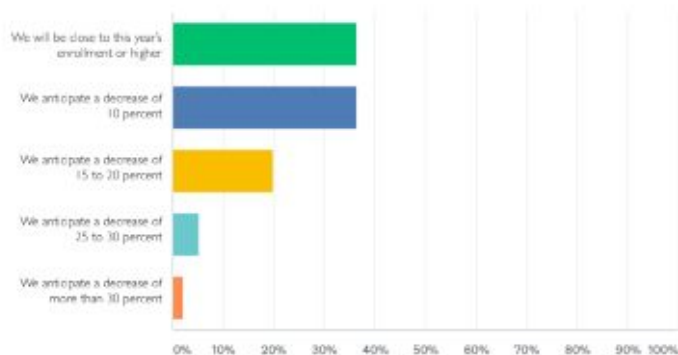
**Recessionary Impact on Independents/Private Schools:** Initially not as sharp of a decline as in other industries but also trends down for a longer period of time.



# EARCOS Survey: Admissions (Published May 13)

Q9: At the moment, your expectations/projections for student enrollment for the 2020-2021 school year are:

Answered: 96 Skipped: 0

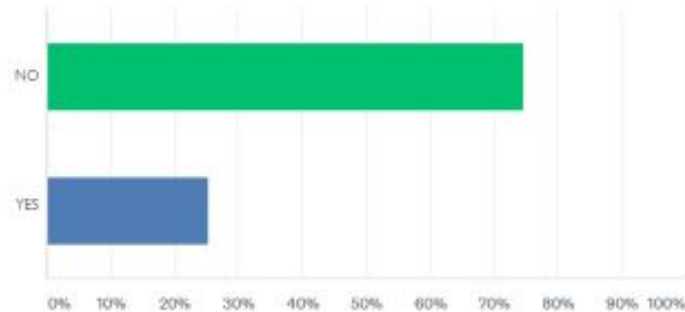


ANSWER CHOICES	RESPONSES	
We will be close to this year's enrollment or higher	36.46%	35
We anticipate a decrease of 10 percent	36.46%	35
We anticipate a decrease of 15 to 20 percent	19.79%	19
We anticipate a decrease of 25 to 30 percent	5.21%	5
We anticipate a decrease of more than 30 percent	2.08%	2
TOTAL		96

# EARCOS Survey - Staff Reductions

Q10: Have you reduced staff for next year?

Answered: 95 Skipped: 1



ANSWER CHOICES	RESPONSES	
No	74.74%	71
Yes	25.26%	24
TOTAL		95

# EARCOS Survey - Budget Decrease

ANSWER CHOICES	RESPONSES	
No reduction	20.83%	20
A decrease of 10 to 20 percent	55.21%	53
A decrease of 25 to 35 percent	20.83%	20
A decrease of more than 35 percent	3.13%	3
TOTAL		96



# Current Challenges

- Definition
- Faculty
- Space Management
- Insurance considerations
- Additional Expenses
- Value Proposition



## Presentation 2: Repatriation of Faculty

Gerrick Monroe  
COO/CFO  
International School of Beijing



# Faculty and Staff Returning from Overseas

- Establishing and Communicating Expectations
- Financial Support Parameters
- Support Systems for Travel and Quarantine
- Options for Employees Choosing not to Return



# Establishing and Communicating Expectations

- When able to return, what is expected of employees?
- What is at risk for employees if these expectations are not met?
- How and when to share these expectations with employees?
- How to manage employee questions and scenario speculation?





# Financial Support Parameters

- What financial support is the school willing to provide?
- How to communicate and advise employees returning?
- Is there any other support (non-financial) that can be considered?

# Support Systems for Travel and Quarantine

- What support is needed for employees and their families when returning?
- How best can this support be provided? Who can help? How to mobilize and coordinate?
- Plan for flexibility and ever-changing circumstances.



# Options for Employees Choosing Not to Return

- How many employees/faculty are needed for the 2020-21 SY?
- How to manage requests to break contract?
- Should the school encourage or incentivise employees to leave?
- How to mitigate impact of restrictive quarantine on families?



# Presentation 3: Challenges of Re-Opening

Pascale Dillon  
COO  
United World College - Singapore







Open Session