



King's College
Wilkes-Barre, Pennsylvania

FTEs

Fall 2018: 2,354

Fall 2017: 2,271

Fall 2016: 2,235

Fall 2015: 2,128

Fall 2014: 2,118

Fall 2013: 2,189

Fall 2012: 2,282

Fall 2011: 2,370

Fall 2010: 2,387

Fall 2009: 2,306

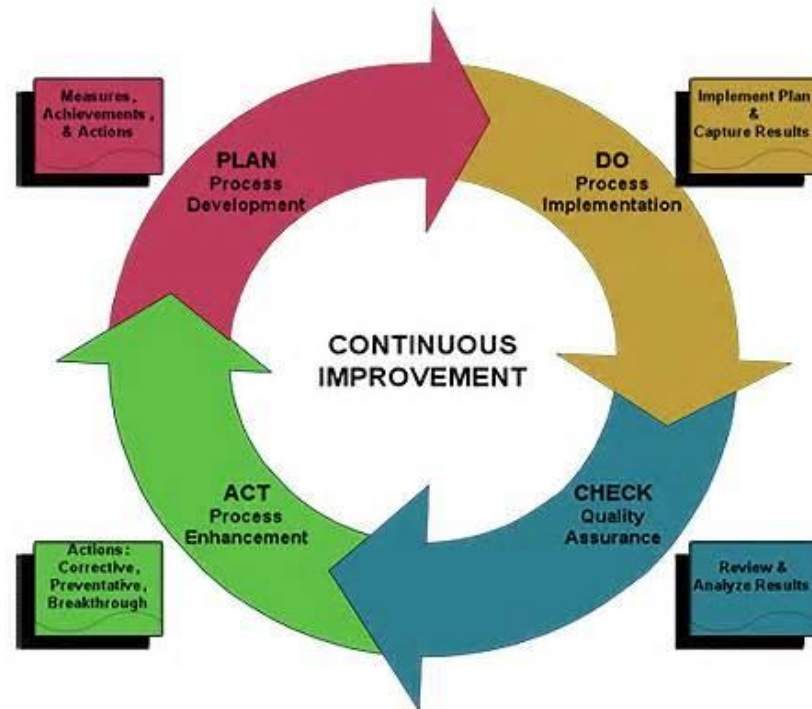
Enter March to Sustainability

- A Continual Improvement Model -

In early 2013, the College adopted a strategic restructuring process called the “March to Sustainability”.

We had five step process:

1. Stabilize through
 - a. Improve process
 - b. Efficiency in allocations
2. Created new resources
 - a. Cost rationalization
 - b. Price validation
3. Invested new resources
 - a. Based upon data
 - b. Continuous checks
 - c. New programs (demand meets expertise)
4. Continue to create and invest



March to Sustainability

- *A phased endeavor* -

- Phase I – Create new resources through improved operations (aka - cost reduction)
- Phase II – Debt restructuring
- Phase III – Create new pricing and enrollment strategies
- Phase IV – Invest in new programs in ways to enhance the student experience while creating additional resources
- Phase V – Grow the endowment



Exercise Science