

BOARD OF TRUSTEES INSTITUTIONAL ENGAGEMENT COMMITTEE

Allen L. Ryan, Jr., Chair Anita A. Hackstedde, Vice Chair All Trustees are Members

Wednesday, June 22, 2022 3:00 p.m. or immediately following previous meeting Tod Hall Board Meeting Room

AGENDA

- A. Disposition of Minutes for Meeting Held March 2, 2022
- B. Old Business
- C. Committee Items
 - 1. Institution Engagement Consent Agenda Item*
- Tab C.1.a. = Tab 1
 b. Resolution to Modify Policy 3356-7-03 Deadly Weapons Restrictions
 Shannon Tirone, Associate Vice President University Relations will report.
 - 2. Institutional Engagement Action Item
- Tab C.2.a. = Tab 2

 a. Resolution to Accept WYSU Memberships

 The Board of Trustees will accept 1,151 memberships from WYSU totaling \$215,666 through the third quarter of Fiscal Year 2022.

 Shannon Tirone, Associate Vice President University Relations will report.
- Tab C.2.b. = Tab 3 b. Resolution to Accept Gift of Real Estate
 Greg Morgione, Associate General Counsel will report.
 - 3. Institutional Engagement Discussion Items
- Tab C.3.a. = Tab 4

 a. YSU Foundation Quarterly Gift Report

 The YSU Foundation received 1,045 outright gifts and 12 pledges totaling \$3,321,692.01, pledge payments totaling \$798,832.34 and 0 new planned gift commitments totaling \$0 for the third quarter of Fiscal Year 2022. Paul McFadden, President YSU Foundation will report.
- Tab C.3.b. = Tab 5
 b. Division of Workforce Education & Innovation Update
 Jennifer Oddo, Executive Director, Strategic Workforce Education and Innovation will report.

^{*}Item listed under the Consent Agenda requires Board approval; however it may be presented without discussion as this item includes only non-substantive changes.

- Tab C.3.c. = Tab 6 c. Marketing & Communications Year in Review | FY 22/23 Plan
 Ross Morrone, Chief Marketing Officer, Marketing and Communication will report.
- Tab C.3.d. = Tab 7 c. Enrollment Strategy
 Elaine Ruse, Associate Vice President, Student Enrollment and Business Services will report.
- Tab C.3.e. = Tab 8 d. College Comeback and Credentialing Strategy
 Jeanne Herman, University Registrar will report.
 - D. New Business
 - E. Adjournment



RESOLUTION TO MODIFY DEADLY WEAPONS RESTRICTIONS POLICY, 3356-7-03

WHEREAS, the University Policies are reviewed and reconceptualized on an ongoing basis; and

WHEREAS, this process can result in the modification of existing policies, the creation of new policies, or the deletion of policies no longer needed; and

WHEREAS, action is required by the Board of Trustees prior to replacing and/or implementing modified or newly created policies, or to rescind existing policies;

NOW, THEREFORE, BE IT RESOLVED, that the Board of Trustees of Youngstown State University does hereby approve the modification of the University Policy, Deadly Weapons Restrictions, policy number 3356-7-03, attached hereto.

3356-7-03 Deadly weapons restrictions.

Responsible Division/Office: Police Department

Responsible Officer: Associate Vice President for University

Relations

Revision History: March 2011; June 2017: June 2022

Board Committee: Institutional Engagement

Effective Date: June 23, 2022

Next Review: 2027

(A) Policy statement. Persons entering the property of Youngstown state university ("university") must comply with all laws and university policies and rules governing weapons.

- (B) Purpose. This policy is designed to create and maintain an environment that sustains the general health and well-being of students, employees, and visitors.
- (C) Scope. This policy applies to students, faculty, staff, visitors, vendors, contractors, and any other individual on or utilizing university owned or leased property.

University owned or leased vehicles are covered by this policy at all times regardless of whether they are on university property.

(D) Definitions.

- (1) "University property." All university owned or leased property, including but not limited to residence halls, grounds, buildings, facilities, and parking lots.
- (2) "Deadly weapon." Any instrument, device, or thing capable of inflicting death, and designed or specially adapted for use as a weapon, or possessed, carried, or used as a weapon. (See section 2923.11 of the Revised Code.)

(E) Restrictions.

(1) The illegal possession, use, or unauthorized storage of a deadly

weapon, firearm, explosive device, incendiary device, ballistic knife, or dangerous ordnance (collectively referred to as "deadly weapons" for purposes of this policy), as defined by section 2923.11 of the Revised Code, is strictly prohibited on all university property.

- (2) In addition to this policy, university students are also subject to restrictions within the student code of conduct, housing agreements, event policies, and other applicable university polices.
- (3) Disabled weapons, realistic replicas or simulated/nonfunctional firearms are strictly prohibited.
- (4) The use of any deadly or disabled weapon or realistic replica of such in a manner that harms or threatens persons or property is strictly prohibited, even if legally possessed.
- (5) Live ammunition is strictly prohibited.
- (6) See paragraph (G) of this rule for policy exemptions.
- (F) Conceal carry weapons license ("CCW"). All persons who enter university property are prohibited from carrying a concealed handgun/firearm, as prescribed under Ohio law, or prohibited weapon of any kind onto university property. This prohibition applies to all employees, students, faculty, visitors, customers and contractors on university property.

Possession of a valid concealed weapon permit authorized by the state of Ohio is not an exemption under this policy. An individual who has a valid CCW permit when on any university property must legally secure their firearm in a locked vehicle. University owned or leased vehicles may not be used to secure a firearm.

- (G) Policy exemptions. The following exemptions to this policy are allowed under the stated circumstances:
 - (1) Any federal, state, local, or university law enforcement officer, while engaged in the performance of their official duties, or off-duty law enforcement officers qualified to possess an off-duty firearm by the officer's employing agency.

(2) Disabled weapons, realistic replicas, or simulated/nonfunctional firearms used for educational, artistic, or theatrical purposes with the prior authorization of the appropriate department chair or supervisor and the inspection and authorization of the university chief of police or designee.

- (a) Notification to the university chief of police or designee must be made three days prior to the intended usage date.
- (b) The weapon/replica/firearm must be contained in a case while being transported and may only be removed and used inside a classroom, secure office, rehearsal space, theater, or the immediate vicinity of a theater and/or exhibition space.
- (3) Students or cadre of the military science program (ROTC) acting in their official capacity shall be permitted to transport and utilize deadly weapons for training, special events, or demonstrations as prescribed by program policy.
- (4) Any employee of the university who is employed as a maintenance worker, technician, groundskeeper, storekeeper, parking employee, vendor, contractor, or other position not listed above whose normal duties require the use of knives, utility knives, leatherman tools, or other cutting instruments shall be permitted to possess, carry, and use those instruments while engaged in their normal course of duties.
- (5) A university police academy instructor while engaged in the performance of their official duties and who is either employed as a law enforcement officer or is a retired law enforcement officer.
- (6) A university police academy cadet during training of university police academy instructors as provided or approved by the university peace officer training academy and/or the university police department.
- (7) Any instructor of, or student enrolled in, the marksmanship class as provided by the university while on a shooting range during class hours.

(H) Notification. The university conspicuously posts "Weapons Prohibited" signs at university facilities and parking areas surrounding university facilities.

- (I) Searches. Youngstown state university reserves the right to authorize searches based on reasonable, articulable suspicion for prohibited deadly weapons on its property as deemed necessary by the university to assure campus safety. Refusal to permit a search may result in student discipline up to and including expulsion and employee discipline up to and including termination.
- (J) Violations. Failure to abide by all terms and conditions of this policy may result in discipline up to and including termination for faculty and staff and expulsion for students, the filing of criminal charges, and/or removal from university property.
- (K) Reporting. Report any violations of this policy to campus police immediately.
- (L) Enforcement. The university policy department is solely responsible for the oversight and implementation of this policy on university property. All requests for exceptions or deviation from this policy must be approved by the university chief of police or designee.
- (M) Limitations. This policy shall not be construed to create any duty or obligation on the part of the university to take any actions beyond those required by law.

3356-7-03 Deadly weapons restrictions.

Responsible Division/Office: Police Department

Responsible Officer: Associate Vice President for University

Relations

Revision History: March 2011; June 2017: June 2022

Board Committee: Institutional Engagement

Effective Date: June 14, 2017 June 23, 2022

Next Review: 20222027

(A) Policy statement. Persons entering the property of Youngstown state university ("university") must comply with all laws and university policies and rules governing weapons.

- (B) Purpose. This policy is designed to create and maintain an environment that sustains the general health and well-being of students, employees, and visitors.
- (C) Scope. This policy applies to students, faculty, staff, visitors, vendors, contractors, and any other individual on or utilizing university owned or leased property.

University owned or leased vehicles are covered by this policy at all times regardless of whether they are on university property.

(D) Definitions.

- (1) "University property." All university owned or leased property, including but not limited to residence halls, grounds, buildings, facilities, and parking lots.
- (2) "Deadly weapon." Any instrument, device, or thing capable of inflicting death, and designed or specially adapted for use as a weapon, or possessed, carried, or used as a weapon. (See section 2923.11 of the Revised Code.)

(E) Restrictions.

(1) The illegal possession, use, or unauthorized storage of a deadly

weapon, firearm, explosive device, incendiary device, ballistic knife, or dangerous ordnance (collectively referred to as "deadly weapons" for purposes of this policy), as defined by section 2923.11 of the Revised Code, is strictly prohibited on all university property.

- (2) In addition to this policy, university students are also subject to restrictions within the student code of conduct, housing agreements, event policies, and other applicable university polices.
- (3) Disabled weapons, realistic replicas or simulated/nonfunctional firearms are strictly prohibited.
- (4) The use of any deadly or disabled weapon or realistic replica of such in a manner that harms or threatens persons or property is strictly prohibited, even if legally possessed.
- (5) Live ammunition is strictly prohibited.
- (6) See paragraph (G) of this rule for policy exemptions.
- (F) Conceal carry weapons license ("CCW"). All persons who enter university property are prohibited from carrying a concealed handgun/firearm, as prescribed under Ohio law, or prohibited weapon of any kind onto university property. This prohibition applies to all employees, students, faculty, visitors, customers and contractors on university property.

Possession of a valid concealed weapon permit authorized by the state of Ohio is not an exemption under this policy. An individual who has a valid CCW permit when on any university property must legally secure their firearm in a locked vehicle. University owned or leased vehicles may not be used to secure a firearm.

- (G) Policy exemptions. The following exemptions to this policy are allowed under the stated circumstances:
 - (1) Any federal, state, local, or university law enforcement officer, while engaged in the performance of their official duties, or off-duty law enforcement officers qualified to possess an off-duty firearm by the officer's employing agency.

(2) Disabled weapons, realistic replicas, or simulated/nonfunctional firearms used for educational, artistic, or theatrical purposes with the prior authorization of the appropriate department chair or supervisor and the inspection and authorization of the university chief of police or designee.

- (a) Notification to the university chief of police or designee must be made three days prior to the intended usage date.
- (b) The weapon/replica/firearm must be contained in a case while being transported and may only be removed and used inside a classroom, secure office, rehearsal space, theater, or the immediate vicinity of a theater and/or exhibition space.
- (3) Students or cadre of the military science program (ROTC) acting in their official capacity shall be permitted to transport and utilize deadly weapons for training, special events, or demonstrations as prescribed by program policy.
- (4) Any employee of the university who is employed as a maintenance worker, technician, groundskeeper, storekeeper, parking employee, vendor, contractor, or other position not listed above whose normal duties require the use of knives, utility knives, leatherman tools, or other cutting instruments shall be permitted to possess, carry, and use those instruments while engaged in his or hertheir normal course of duties.
- (5) A university police academy instructor while engaged in the performance of their official duties and who is either employed as a law enforcement officer or is a retired law enforcement officer.
- (6) A university police academy cadet during training of university police academy instructors as provided or approved by the university peace officer training academy and/or the university police department.
- (7) Any instructor of, or student enrolled in, the marksmanship class as provided by the university while on a shooting range during class hours.

3356-7-03 4

(H) Notification. The university conspicuously posts "Weapons Prohibited" signs at university facilities and parking areas surrounding university facilities.

- (I) Searches. Youngstown state university reserves the right to authorize searches based on reasonable, articulable suspicion for prohibited deadly weapons on its property as deemed necessary by the university to assure campus safety. Refusal to permit a search may result in student discipline up to and including expulsion and employee discipline up to and including termination.
- (J) Violations. Failure to abide by all terms and conditions of this policy may result in discipline up to and including termination for faculty and staff and expulsion for students, the filing of criminal charges, and/or removal from university property.
- (K) Reporting. Report any violations of this policy to campus police immediately.
- (L) Enforcement. The university policy department is solely responsible for the oversight and implementation of this policy on university property. All requests for exceptions or deviation from this policy must be approved by the university chief of police or designee.
- (M) Limitations. This policy shall not be construed to create any duty or obligation on the part of the university to take any actions beyond those required by law.



RESOLUTION TO ACCEPT WYSU MEMBERSHIPS

WHEREAS, Board policy provides that the President shall compile a list of memberships to the University for each meeting of the Board of Trustees and present the list accompanied by his recommendation for action by the Board; and

WHEREAS, the President has reported that the memberships as listed in Exhibit attached hereto are being held pending acceptance and he recommends their acceptance;

NOW, THEREFORE, BE IT RESOLVED, that the Board of Trustees does hereby accept these memberships on behalf of Youngstown State University and requests that the President acknowledge the acceptance of these memberships.

UNIVERSITY MEMBERSHIPS EXECUTIVE SUMMARY

WYSU-FM Board Report					
Fiscal Year 2020-2021					
July 1,2020 -March 31, 202	21				
Gifts \$1,000 - \$105,000	21	\$140,097			
Gifts \$500 - \$999	34	\$20,155			
Gifts Below \$500	1018	\$118,984			
Total WYSU-FM	1073	\$279,236			
** \$15,782 in Annual Fund	Gifts to W	YSU are not	included	in these to	tals.

UNIVERSITY MEMBERSHIPS EXECUTIVE SUMMARY

WYSU-FM Board Report					
Fiscal Year 2021-2022					
July 1,2021 - March 31, 2022					
Gifts \$1,000 - \$105,000	28	\$55,478			
Gifts \$500 - \$999	45	\$26,940			
Gifts Below \$500	1078	\$133,248			
Total WYSU-FM	1151	\$215,666			
** \$29,680 in Annual Fund Gifts	to WYSU	are not inclu	ded in th	ese totals.	



RESOLUTION TO ACCEPT GIFT OF REAL ESTATE

WHEREAS, Youngstown State University Board of Trustees policy provides that the Board of Trustees may be the recipient of gifts of real estate as determined by the President and as recommended to the Institutional Engagement Committee of the Board of Trustees; and

WHEREAS, the Youngstown State University Foundation owns real estate located within the University's campus as identified on the property map ("Real Estate") attached hereto as Exhibit A; and

WHEREAS, the Youngstown State University Foundation seeks to gift the Real Estate to the Board of Trustees for use by the University; and

WHEREAS, the President recommends that the Board of Trustees accept the gift of Real Estate from the Youngstown State University Foundation.

NOW, THEREFORE, BE IT RESOLVED, that the Board of Trustees does hereby accept the gift of Real Estate from the Youngstown State University Foundation.

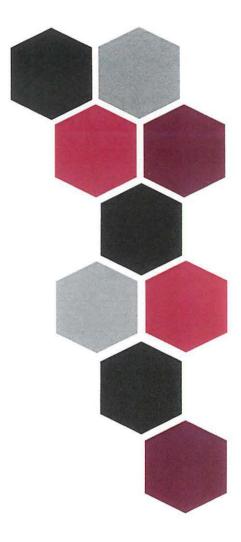
Board of Trustees Meeting June 23, 2022 YR 2022-



YSUF Gift Processing Summary -	Jan., 2022 - March, 202	22 Vs. Jan., 2021 - Marc	h, 2021
	<u>Total Jan., 2022 -</u> <u>March, 2022</u>	<u>Total Jan., 2021 -</u> <u>March, 2021</u>	Difference 2022/2021
Development (New Gifts and New Pledges):			
YSU	\$990,810.13	\$246,050.86	\$744,759.27
YSUF	\$2,330,881.88	\$1,253,762.06	\$1,077,119.82
Total Development (New Gifts			
and New Pledges)	\$3,321,692.01	\$1,499,812.92	\$1,821,879.09
Planned Giving/Charitable Gift Annuities	\$0.00	\$50,000.00	-\$50,000.00
Pledge Payments (For Pledges Currently or Previous	ly Included as Develop	ment):	
YSU	\$718,573.84	\$166,283.63	\$552,290.21
YSUF	\$80,258.50	\$539,852.25	-\$459,593.75
Total Pledge Payments	\$798,832.34	\$706,135.88	\$92,696.46
Non-Gift Clearing - YSU	\$0.00	\$0.00	\$0.00
Non-Gift Clearing - YSUF	\$0.00	\$0.00	\$0.00
Number of New Gifts	1,045	604	441
Number of Pledges	12	7	5
Number of Payments	128	159	-31
Number of Planned Gifts/Charitable Gift Annuities	0	3	-3
Non-Gift Clearing	0	0	0



Institutional Engagement Report June 22, 2022



Active Awards and Projects

Project Name	Funding Partner	Status	Project Total	Contract Date	Performance Period	Description
Community Workforce Initiatives	General Motors	Active	\$3.5M	3/2021	2 years	Community Workforce Initiatives
Energy Storage Training and Innovation Center	General Motors	Active	\$1.5M	3/2021	2 years	Energy Storage Training Center
Tech Prep	State of Ohio/ODE	Active	\$20K	10/2021	1 year	High School CCP/ITAG, development of college new pathway programming to increase high school articulation
Mahoning Valley Workforce Partnership	State of Ohio/ODHE	Active	\$200K	11/2021	1 year	Regional Workforce Coalition with Chamber to increase collaboration and address digital branding for the region
Aerospace Defense Storefront	NCDMM/America Makes	Active	\$300K	10/2021	2 years	Siemens Expertise/Research Scientist
Energy Storage Workforce Study	DOE/Oakridge National Labs	Active	\$750K	11/2021	6 mo	National/regional energy storage workforce study to guide national training center concept.
Hybrid Manufacturing/Mazak	NCDMM/America Makes	Active	\$2.3M	8/2021	1 year	Project to advance hybrid/additive mfg
RAPIDS 5	State of Ohio/ODHE	Active	\$540k	11/2021	1 year	State funds to procure equipment for YSU and CCTC's
Tech Cred Round 7	State of Ohio	Active	\$10K	5/2022	1 Year	Train the trainer grant funds (robotics)
State Funds 22/23 extension	State of Ohio	Active	\$1M	6/2021	2 year	MVICC/ETC
Total Active			\$9.62M			

New Awards and Projects

Project Name	Funding Partner	Status	Project Total	Contract Date	Performance Period	Description
Industry 4.0 Adoption in the SME Defense Supply Chain for Metal Castings	NCDMM/DLA/UNI	NEW	\$3.7M	5/2022 (est)	1 year	Drive IoT adoption/commercialization across small and medium size businesses (Chicago to East Coast)
IMAP	OWT/ODHE	NEW	\$250k	3/2022	1 year	Selected as one of 14 training providers to helps Ohioans who are low income, partially unemployed, or totally unemployed participate in a training program and receive one or more technology-focused credential(s) for free Funding to cover up to 100 individuals.
Ohio TechCred	OWT	NEW	\$100	5/2022	1 year	(1) Funding for YSU to pay for train-the-trainer to support IT/Advanced Manufacturing. (2) Provides up to \$2000 reimbursement to employers per credential through YSU Workforce programs.
Amplify – High School Scholarships/Support	ODE/Mahoning Educational Service Center (ESC)	NEW	\$100k	5/2022	1 year	Provide up to \$40k in scholarships towards industry credentials that go towards high school graduation credits. Funding supports part-time academic advisor to support students in the YSU Skills Accelerator Programs.
Total New Awards			\$4.1M			

Submitted Grant Proposals

Project Name	Funding Partner	Status	Project Total	Contract Date	Performance Period	Description
EDA Good Jobs Challenge Grant – Advancing America's Energy Storage Workforce	EDA	Proposed	\$17.5		3 year	Grant to support the launch of a National Energy Storage Training and Innovation Center
Appalachia Regional Commission (ARC) Power Grant	ARC	Proposed	\$1.25k		3 year	Grant to support 5G/Broadband training program for up to 165 participants in six counties including Mahoning, Trumbull, Ashtabula, Jefferson, Columbiana and Belmont.
YSU Electric Vehicle Charging Stations	Ohio EPA	Proposed	\$400k			Up to 4 charging stations, in partnership with NUUVE
Submitted Awards			\$20M			

Closed Awards

Project Name	Funding Partner	Status	Project Total	Contract Close	Performance Period	Summary
5G Readiness Training Program	State of Ohio/OWT	Active	\$180K	5/2022	1 year	UPDATE: 21 students enrolled; 10 students (YSU/MCCTC) graduated from the program.





1265+



The Excellence Training Center has hosted 11 different events that have brought in over 1000 people since the Grand Opening.

MORETHAN 300

Students have taken classes at the ETC



The ETC has held 13 Credit Courses and 8 Workforce Development or Non-credit courses



\$5 MILLION

Roughly five million dollars in grant money has been awarded to the ETC through federal funding for Research

Revenue earned through commercial projects and space rental at the ETC

\$2059





62 COMPANIES YOUNGSTOWN

STATE

Throughout the Mahoning, Trumbull,
Columbiana and multiple neighboring
counties, 62 companies have come through
the facility to see how they could potentially
work with the ETC.





issued at the ETC
36 Industry Recognized Credentials
95 K-12 Credentials



204 STUDENTS

More than 200 students from area High Schools have toured the ETC exploring STEM degree opportunities available at YSU

Information based on Grand Opening Date of July 2021 to current date.

For additional information please visit the ETC website







Total Learners: 1340

Current: 768

Completed: 1008

80+ Courses

YSU Branded Credentials Issued



55% 23%

Acceptance Rate Credity overage is 67% 47%

1.04

Views per Share Credly average is 3.28 0.02

Clicks per View Credly average is



YSU Workforce Graduates

Additive Manufacturing Master Badge Rockwell Robotics Credential 5G Readiness Training Program Certificate







Quarterly Project Highlights

NLMK

Design and launch of new Industrial Electrician Program (Amatrol) for NLMK located at ETC at Kohli Hall. First cohort enrolled and classes have started.

TechCred

Selected by OWT as training provider eligible to support employer sponsored and state funded tech training. Additionally, YSU was approved to receive funding to train YSU instructors on t4ech cred approved programs.

Amplify - Mahoning Educational Service Center Partnership

\$100,000 grant secured from Ohio Department of Education for additional High School Graduation Pathway utilizing Career Counselors from the ESCEO to promote, guide, and lead students to Skills Accelerator. \$40k for scholarships.

Academic Affairs Collaboration

Provost Office/All Colleges

YSU Workforce, in partnership with Purdue University and YSU Math Dept, and the Provost office, will be launching a Data Science program for all YSU students starting in Fall 2022. Students participating in the program will go through Purdue's open sources data science training program and work directly with corporate sponsors on real world business projects..

STEM College Collaboration

YSU Workforce in collaboration with the STEM College is now hosting 128 Robotics and first year engineering students at the Excellence Training Center located at Kohli Hall.

Academic Credentials

YSU Workforce in collaboration with Williamson College of Business Administration (Dr. Crawford) has designed a new credential for non-traditional

students. An academic credentials will leverage three existing YSU asynchronous 7-week courses, delivered by a faculty member. A micro-credential will WorkPlus@YSU

be issued for each course, completion of all three will lead to a YSU Certificate. The first pilot is Organizational Communications Certificate. YSU Workforce in collaboration with Division of Student Success (Justin Edwards) has created a program for YSU enrolled students to earn tuition reimbursement (\$5250 per year) by helping to fill in-demand blue collar jobs at eligible employers in the region. Tuition reimbursement is funded through federal payroll tax incentive and students will be required to work part-time hours for a contracted period of time. Open to any enrolled student at YSU. Launch in Fall 2022.

MARKETING & COMMUNICATIONS

YEAR IN REVIEW | FY 22/23 PLAN



YEAR IN REVIEW

Digital and Media Spends

Channel	Impressions	Engagements
Total	81,789,449.00	80,704.00
iHeart	890,923.00	422.00
iHeart	1,870,191.00	5,032.00
Spectrum	1,771,564.00	
NexStar	150,627.00	15,514.00
Google Ads	6,480,000.00	53,300.00
WTAE	1236376	6436
Lamar		
Genesis	64,944,000	
Outfront		
YSU Website	4,428,505.00	
Explore YSU	17,263.00	

TOTAL IMPRESSIONS: XXX,XXX,XXX TOTAL ENGAGEMENTS: XXX,XXX

The focus for the past year has been a multi-channel mix of digital, traditional and social medias. Overall, we served 15,000,000+ impressions.

Channel	Followers	Posts	Engagements
Facebook	58,138	289	459,279
Twitter	19,419	242	32,115
Instagram	22,673	1,710	71,142
Linked In	66,039	58	57,757
Tik Tok (last 60 days)	540 view	1	10,168
ZeeMee	2,999	626	

(by users)

Social Media



YEAR IN REVIEW

COMMUNICATIONS

- 152 news stories/releases posted to YSU News Center site.
- → 41 issues of YSU News Briefs, a weekly newsletter circulated to more than 100 news media outlets throughout the region.
- → 41 issues of This Week @ YSU, a weekly campus newsletter circulated to nearly 2,000 YSU employees and others associated with the university community. Avg. 46% open rate.
- → Four issues of Excellence @ Work, featuring 80 stories on the scholarly accomplishments and activities of faculty and staff, distributed to news media and internally on campus.
- → Two issues of the digital-only YSU Magazine, distributed to 40,000+ (each time) alumni across the nation and containing stories, photos and other items featuring more than 150 alumni, as well as dozens of students, donors and faculty.



YEAR IN REVIEW

COMMUNICATIONS CONT.

- → 2,173 Merit press releases highlighting the achievements of 5,983 students via the YSU Merit page. Individual news releases sent via email to every student and to 846 media outlets across 36 states, as well as 672 government representatives and 683 high schools, resulting in an estimated 10.5 million social media impressions.
- → Three sets of YSU Board of Trustees summaries distributed to regional news media and campus employees.
- → 13 Emma training sessions.
- → 2,955 total campaigns which equates to 9,031,462 total emails.



FY 22/23 Marketing Plan

MEDIA SPEND

Our media partnerships continue to be a strong asset for our marketing and communications strategy. Working closely with each partner, we are able to utilize our existing contracts and their teams to deploy media assets to our target audiences. This upcoming year's media spend will continue to focus on targeting geographic locations in the Cleveland, Akron/Canton, Youngstown, Pittsburgh, Erie DMAs. We will continue our media mix of digital and traditional channels with our existing partnerships while exploring new opportunities.

ENROLLMENT PARTNERSHIPS

Our integrations with EAB, Academic Partnerships and Gray Associates continue to allow our oversight on their enrollment activities while providing content and data to inform our media spending decisions.

BRAND STUDY

A major project this year will be a brand study with an outside agency to help develop a brand, marketing and messaging in materials. This study includes additional phases that will include redesigns of marketing materials used by admissions as well as integrations across the university.



FY 22/23 Marketing Plan

SUPPORT

The office of marketing and communications continues to provide support to all campus auxiliaries through our web, graphic, social, video and communication teams. This service ensures that all consultations are aligned with the umbrella brand and messaging used by the university.

INTERNATIONAL MARKETING

With the strong interest and applications coming from our international audiences, a major focus for this year will be using information from the colleges to create international marketing campaigns across the world where there is viability in the market for programs. International media spending online continues to be a low-cost, high-impact strategy for our university.





Fall 2022 vs. Fall 2021 v /9/2022 vs. 5/10/2021 vs. 5/11/2020 vs. 5/	/13/2019 v	5/14/2018						•				-	
		, , , , , ,				22 vs. '21	22 vs. '21	22 vs. '20	22 vs. '20	22 vs. '19	22 vs. '19	22 vs. '18	22 vs. '18
	Fall 2022	Fall 2021	Fall 2020	Fall 2019	Fall 2018	Difference	Percentage	1700 TO 100 TO 1	Percentage	Difference	Percentage	Difference	Percentage
Applied		6,235	8,130	8,856	10,075	557	8.93%	(1,338)	-16.46%	(2,064)	-23.31%	(3,283)	-32.59%
Admitted	5,522	4,948	5,703	5,934	6,885	574	11.60%	(181)	-3.17%	(412)	-6.94%	(1,363)	-19.80%
Honors College Applications	605	463	539	506	516	142	30.67%	66	12.24%	99	19.57%	89	17.25%
1919						wa Yan ila							
Registered for Orientation	1,324	1,353	1,419	1,763	2,125	(29)	-2.14%	(95)	-6.69%	(439)	-24.90%	(801)	-37.69%
Orientation Attendance (1 program)	108	0	0	0	465	108	NA	108	NA	108	NA	(357)	-76.77%
Scholarships Awarded	2,905	3,033	2,805	2,895	3,843	(128)	-4.22%	100	3.57%	10	0.35%	(938)	-24.41%
FAFSA Applications Received	2,822	2,886	3,458	3,705	4,461	(64)	-2.22%	(636)	-18.39%	(883)	-23.83%	(1,639)	-36.74%
Financial Aid Offers	2,497	2,332	2,720	2,839	2,931	165	7.08%	(223)	-8.20%	(342)	-12.05%	(434)	-14.81%
Ohio admitted	3,492	3,474	3,378	3,592	5,157	18	0.52%	114	3.37%	(100)	-2.78%	(A CCE)	-32.29%
Out-of-state admitted		1,161	1,619	1,427	1,728	756	65.12%	114 298	18.41%	490	34.34%	(1,665) 189	10.94%
ACT Admitted	20.60	21.31	21.60	21.57	21.66								
GPA Admitted		3.52	3.48	3.40	3.35								
Transfer Applied	494	426	614	754	789	68	15.96%	(120)	-19.54%	(260)	-34.48%	(295)	-37.39%
Transfer Admitted	258	254	259	346	401	4	1.57%	(1)	-0.39%	(88)	-25.43%	(143)	-35.66%
Admitted by Race	Fall 2022												
American Indian/Alaska Native	6	0.11%											
Asian	73	1.35%											
Black/African American	764	14.12%											
Native Hawaiian/Other Pacific Islander	4	0.07%											
Hispanic/Latino Ethnicity	276	5.10%											
Multiple	237	4.38%											
Nonresident Alien	845	15.61%											
Unknown		2.75%											
White		56.50%											
Total Admitted			- 7										

IN DEVELOPMENT

COLLEGE COMEBACK AND CREDENTIALLING STRATEGY

Possible Degree Completion and Credentialing Priorities (for consideration)

- Enrolled in-good-standing students with 120 (?) or more credits completion pathway
- College Credit Plus Strategy (evidentiary graphic below)
- YSU College Comeback (linked to debt reduction)
- Reverse transfer
- Some College and No Degree
- Credentialing Opportunities
- Fall to Fall Attrition Prevention and/or Comeback

0