2022-23 through 2025-26

Introductory Text

At Clackamas Community College (CCC), we are here to serve our students and community. Our vision and mission guide our decision making and as we continually learn about our community and our students, we adapt to their needs and think toward the future.

CCC Vision: Empowering individuals, strengthening communities.

CCC Mission: As our community's college, we cultivate equitable, innovative, and responsive education.

As a multifaceted institution, there are many measures of institutional health that can be identified and monitored as part of ensuring that we are meeting our commitments to our students and community members with enrollment levels being one of those measures. By engaging in Strategic Enrollment Management (SEM) planning we seek to anticipate and respond to changing economic and workforce factors and strive to improve upon our existing practices in an effort to influence our enrollment overall. This SEM Plan is a culmination of efforts that include:

- SEM Report written and shared with college community between 2018 and 2020 and Key Enrollment Indicators for student enrollment identified;
- Integration of continuing efforts of previous Strategic Priorities (notably Guided Pathways) and new Holistic Student Support (HSS) and Diversity, Equity and Inclusion (DEI) Strategic Priorities;
- Incorporating the SEM report and plan development, tracking, and assessment into the Access, Retention and Completion (ARC) Committee with the ARC chair serving on CCC's Mission Fulfillment Committee to ensure continuity between the plan and related institutional strategic plans.

Integration of SEM and Strategic Priority

Between 2019-2021, the college went through an extensive Strategic Plan design process to provide a cohesive vision for the college and help inform what services and programs we should be providing, how to more fully integrate into the community, how to create a more inclusive culture and dismantle racism, and how to prepare students for the careers of the future. The Strategic Plan identifies five priorities: 1) Excellence in Teaching and Learning, 2) Holistic Student Support, 3) Diversity, Equity, and Inclusion, 4) Organizational Health, and 5) Community Connections. While each of these priorities relate to the Key Enrollment Indicators identified in the SEM report, and several of these priorities will help recruit, retain, and improve the lives of students of Black, Indigenous and People of Color (BIPOC), women and those from low-socioeconomic status, the Holistic Student Support priority specifically connects to the work of the SEM plan. The strategic indicators outlined in the SEM report and the Strategic Priority Plan are to:

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- By end of 2025-2026 academic year:
 - 1. Increase student FTE (Full-time Equivalent) and Headcount (HC)
 - 2. CCC employees confidently and consistently connect students to the services they need (holistic student support indicator);
 - 3. Students ease of access to services is improved (holistic student support indicator);
 - 4. Students sense of belonging and connectedness to CCC is increased (holistic student support indicator).

Key Enrollment Indicators (KEI's)

Key Enrollment Indicators (KEI's) are the metrics used as part of the Strategic Enrollment (SEM) plan to assess the efficacy of the institution's overall enrollment and sets targets for where enrollment could grow within a five-year span of time. The KEI's listed below were developed out of the work of the SEM Report between 2018-2020 and help establish the baseline and target data needed to monitor and track CCC's overall enrollment at various levels at the institution. These KEI's are: enrollment by student type, FTE by credit level, and Retention by student type. Each KEI has baseline data taken from academic years 2016-2019 and sets enrollment targets for academic year 2025-2026.

The college has established the following KEI's (see appendix A for full data table):

Enrollment

- New students (defined as applicants to enrolled) segmented by the following specific populations:
 - o Adult Learner
 - Degree-certificate seeking
 - First generation
 - o First-term, first year
 - o Race/Ethnicity
- High School Connections
 - Advanced College Credit applicants enrolled in ACC courses
- Total annual headcount

FTE

- Number of credits students take (annually)
 - o Annual total (includes non-credit)
 - o Full-time status (12+ credits)
 - o Half-time status (6-11 credits)

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Less than half-time (1-5 credits)

Retention

- Term-to-term and fall-to-fall
 - All new credit students
 - o All students transitioning from GED/Adult High School Diploma and/or English for Speakers of Other Languages to college level
 - First generation
 - Pell recipients
 - Race/ethnicity

Enrollment (Total FTE and HC) Goals

The pandemic of 2020-2023 significantly altered the enrollment landscape for community colleges nationally, regionally, and at CCC. Fall 2021 enrollment at CCC was down 22% from fall 2019 and 37% since 2016. Due to these declines, new FTE, Headcount (HC) and Enrollment goals were established. The percentage increases are calculated annually from the prior year's FTE and HC. For example, 5,000 FTE in 2022-23 is a 10% increase over the 2021-22 FTE of 4,500.

Three growth scenarios were developed to provide a barometer of CCC's enrollment impact on both funding and capacity:

- Problematic: CCC is underfunded and has underutilized space.
- Target: CCC's funding and space usage is on track.
- Aspirational: CCC is approximately fully funded and is close to maximum capacity.

	Problematic FTE/HC/Enrollment	Target FTE/HC/Enrollment	Aspirational FTE/HC/Enrollment	Final*
	(5%)	(10%)	(15%)	
2018-19				6,353/24,565/88,444
2019-20				5,641/21,650/79,327
2020-21				4,772/17,638/68,516
2021-22				4,579/18,842/66,121
2022-23	4,700/19,700/69,400	5,000/20,700/72,700	5,200/21,600/76,000	4,840/19,857/70,855
2023-24	5,000/20,800/74,000	5,300/21,800/78,000	5,500/23,000/81,400	5,234/19,940/75,166
2024-25	5,500/21,000/79,000	5,800/22,000/82,700	6,000/23,000/86,400	As of 6.30.25*
				5,620/20,585/78,925
2025-26	5,900/21,600/82,900	6,200/22,600/86,800	6,400/23,700/90,800	

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Note. Each cell contains enrollment goals listed as: FTE /HC/Enrollment *Final data is confirmed in late August.

How to Increase FTE by 500 Per Year

We know that in order to reach that increase, the college needs an additional 23,200 credits over the year (23200*11/510=500 FTE)

# of Students	# of Credits for Year	FTE Increase
516	45	500
644	36	500
967	24	500
1933	12	500
7333	3	500

Cycle Influencing KEI's

The Strategic Enrollment Management Plan focuses on the four major phases of the student enrollment lifecycle:

• Inquiry to applicant

Recruitment

Onboarding

 Applicant to registered and successful end of first term

- Fall to winter
- Fall to fall

Retention

Completion

• Intent is completed

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SEM Goals and Plan

The following goals, strategies, and tactics are designed to fulfill the strategic indictors that have been identified in the CCC strategic plan.

Additionally, in the spring of 2022, the College established a response plan to influence enrollment for the 2022-23 academic year. That plan can be found in appendix C of this SEM plan. Some of those activities are duplicated in the following plan. You can find a list of acronyms and what it stands for in appendix D (hint: turn on the navigation pane by clicking on the bookmark icon).

Legend: Green = 2022-23, 2023-24 initiatives. Blue = completed

Goal 1: Increase Total FTE and Headcount (HC):

• 2023-24: From 4,800 FTE to 5,300 FTE

• 20	• 2023-24: F10111 4,800 F1E t0 5,300 F1E											
• 2023-24: From 19,800 HC to 21,800 HC												
Strategy 1: Enhance Admissions, Onboarding Processes and Related Activities												
Tactic		Lead and Partners	Timeline	Activities	Indicator (Milestone or Percentage)	Status (At Risk, On Track, Completed)						
1.1.1	Develop comprehensive recruitment campaign for prospects and applicants with a particular focus on students from systemically oppressed populations.	Lead: Director of Recruitment and Admissions Partners: College Relations and Marketing, Director of Career Pathways, Director of Workforce Development, Director of Adult Education, Director of Office of Education Partnerships.	2022-24	 Virtual preview events in English and in Spanish for prospective students and parents. Systematize sending new applicant registration postcards to all new applicants. Orientation activities – Prewelcome week Create applications (admission/scholarship) in Spanish Evaluate current high school and outreach recruitment strategies. Identify and collaborate with affinity groups (these need to be identified) and allies to advance 	Milestone: Comprehensive recruitment plan developed. Measure: Applicant yield increased; specific student population yield increased.	On-Track; completion December, 2023						

1.1.2	Systematize virtual drop-in support week for new applicants each term.	Lead: Director of Recruitment and Admissions Partners: College Navigators, Institutional Research and Reporting, Applied Information Technology Specialist	2023-24	7. 8. 9.	outreach and recruitment activities. Evaluate/assess needs of traditionally oppressed student populations. Include intentional call campaigns from more students, faculty and staff (explore robocalls as well). Explore marketing campaigns that include: How long will it take me? How much does it cost? Better skills = better jobs. Print materials for older students and reach out to organizations like Veterans and Food Bank. Codify current Start Lab (virtual and in-person) plan Establish surveys; capture attendance and track end of first term success rates (grades and next term enrollment).	Milestone: Start Lab plan documented Measure: Increased % of applicants complete all "getting started steps" and matriculate Measure: % of students successfully complete first term and enroll for subsequent term	
1.1.3	Assess, develop and offer bridge	Lead: Dean, AFaC	2023-24	1.	Begin conversations with key faculty in fall 2022	Milestone: TBD	In progress
	activities for students who need help with	Note: ESOL and Librarians offering North Star Computer Literacy		2.	Assess current state: what is happening, who is the population? Do we still have remnants of	Measure: Number of students that attend sessions.	

	digital literacy/tech skills.	Module – Spanish offering coming soon – in conjunction with College Navigators and the Start Lab? Tutoring and Academic Computing Lab Coordinator, OLET, Dean, IEP		3.	computer literacy assessment? Perhaps workshops (not academic/credit). Increased number of students have the basic technical skills to attend classes in all modalities.		
1.1.4	Continue annual CTE Showcase event.	Lead: Fall 2022: Workforce Advisor (Tom Brown). Partners: Director of Recruitment and Admissions, Workforce Advisor, Career Connected Learning	Fall 2022 and Spring 2023	1. 2. 3.	Codify annual CTE showcase event Incorporate into comprehensive recruitment plan (1.1.1) TAPS staff follow up with prospective applicants from the CTE Showcase	Milestone: Implementation plan for showcase documented. Measure: Increase CTE Enrollment and transition from HS CTE Programs	Completed
1.1.5	Enhance consistent outreach to stopped out students.	Lead: Associate Dean, Academic Foundations and Connections (AFaC) and Director of Adult Education. Partner: Workforce Director, Institutional Research and Reporting	2022-23	 2. 3. 	Retention navigators connect with stopped out students and reducing barriers to returning. Codify processes for consistent outreach efforts. Increase understanding of why students leave and determine what would make it "easy" for them to return.	Milestone: Resources identified for reaching out to students. Measure: % increase of stopped out students returning to CCC.	On track; complete September 2023
~ .	Create Clear Pathwa economic status, and	•	ses for stu	dent	s from systemically oppressed popula	tions and those facing b	parriers (BIPOC,
1.2.1	Address scheduling challenges through creation of schedule	Lead: Director of Curriculum and Scheduling	2021-25	1.	Schedule guidelines: Identify and adopt common stop and start times for CCC courses in support of student ease of schedule building Completed!	Milestone (s): TBD Measure: Students are able to complete science prerequisites	In progress

					sections needed and which courses to offer for each term. (2025-26)		
1.2.2	Assess Course and Services Modality Preferences. Explore course offering format.	Lead: InSS Deans, Academic Foundations and Connections (AFaC) Associate Dean Partners: Director of Institution Research and Reporting, Curriculum and Scheduling	2022-24	 2. 3. 4. 	Align the preference of students with available course modality, E.g. based on our student population which course modality most fits the needs of students to help them complete their program? Explore five (5) week courses to boost access and outcomes for adult part-time students (EAB/Chemeketa did this). Explore undoing current academic term: life happens, students need flexibility. Offer shorter terms, rolling enrollment. Implement findings from above activities as appropriate.	Milestone: TBD Measure: TBD	On track; complete winter 2024
1.2.3	Create pathways for transition (English for Speakers of Other Languages (ESOL), GED/Adult Basic Education (ABE)) students.	Lead: Director of Adult Education Partners: Director of Recruitment and Admissions, AFaC Dean, TAPS Associate Dean, Career Pathways Director, Workforce Director, Institutional Research and Reporting	2022-24	 2. 3. 	Continue development of transition studies pathways (Skills Dev./GED and ESOL). (Translation – moving from GED/ESOL to college level). Develop additional IET and/or bridge courses for students. Assess needs of adult population as studies indicate they need more than daytime classes and services. They need flexibility. Implement recommendations from HECC CPL grant (2022-23)	Milestone: TBD Measure: More students have a clear pathway from GED into designated programs with career ready options. Measure: Increased FTE due to clear pathway alignment.	

1.2.4 Sunsetted	Assess and expand and streamline Career Pathways and Less-Than- One-Year Certificates.	Lead: Future Ready Oregon Career Pathways Director, TAPS Dean Partners: Dean, Arts and Sciences, Faculty, Curriculum Committee, Executive Director of College Relations and Marking	2022-24	2.	Review current Career Pathway and Less than One Year Certificate with departments and CTE Advisory Committees to ensure relevance for students and applicability in the labor market. Recommend spinning up programs more quickly. More non-credit credentials (e.g. Fast Forward). Not FA eligible but	Milestone: TBD Measure: Students access relevant short-term training options. Measure: Improved program relevance.	On track
1.2.5	Continue expansion of First-Year Experience Course(s)	Lead: Title III Director and Counseling Chair Partners: AFaC Dean, InSS Deans, Educational Focus Area (EFA) Network, Counseling department, Curriculum and Scheduling Office, Registrar, Director of Financial Aid, Institutional Research and Reporting, Applied Information Technology Specialist (Momentum Metrics Report)	2022-24	1. 2.	Continue to make FYE courses mandatory in degrees and certificates. Assess/explore/align expanded FYE Options: E.g. Offering a condensed course on Saturdays or offering options in the summer (for first time students?). Confirm FYE courses are offered when students need them.	Milestone: TBD Measure: Increased number of programs officially include FYE as part of the program. Measure: More students complete FYE and are retained. Measure: Increased enrollment and completion.	
1.2.6	Explore requirement of Educational Focus Area (EFA) 101 courses.	Lead: EFA Development Network, InSS Deans Partners: Curriculum and Scheduling Office, Registrar, Director of Financial Aid,	2023-24	2.	Assess retention and completion of EFA 101 completers compared to general student population. Implement EFA 101 surveys to evaluate effectiveness.	Milestone: Data created informing retention of EFA 101 participants. Measure: Increased number of programs	

	Institutional Research and Reporting			lly include EFA part of the m.
1.2.7 Improve the process in which students are identified as undecided from their application or based on their active program and map out the process to support undecided students in selecting an EFA and career choice early.	Lead: Director of Student Academic Support Services Partners: Director of Adult Education, Director of Admissions and Recruitment, Director of Office of Education Partnerships, Career Center, Work Force Director, Career Pathways Director	2023-24	EFA advisor based on first their primary program and second their secondary program if their primary program doesn't have an EFA associated with it. 2. All students will be assigned to an EFA advisor based on first their primary program and second their secondary program if their primary of stop	one: TBD Ire: % increase dents with a ated EFA reflected who are ided. Ire: % increase oped out ats returning to

Goal 2	: Ensure CCC employ	ees confidently and	l consiste	ntly connect students to the service	es they need.	
Strategy	1: Provide Consistent Me	ssaging to CCC Students	and Employ	ees.		
Tactic		Lead and Partners	Timeline	Activities	Indicator (Milestone or Percentage)	Status (At Risk, On Track, Completed)
2.1.1	Enhance Moodle experience for students.	Lead: Vice-President of InSS Partners: Full-Time Faculty, Associate Faculty, InSS Deans, Online Learning and Educational Technology (OLET), Institutional Research and Reporting	2022-24	 Implement mandatory consistency in Moodle shell configurations (e.g. key resources and syllabi). Explore allowing access to Moodle shells prior to start of term. Note: This may not work for some faculty; consider adding an "early indicator" for Moodle shells so that students know they have access to the course. Show the "shell icon" with basic start information so that students can at least see they are registered for the course and get book information prior to course beginning. 	Milestone: ISP language created to mandate consistent Moodle shell and implemented. Measure: Students report ease of access to Moodle resources and access to key Moodle components.	On Track
2.1.2	Create registration/important dates communication plan. Systematize (automate?) the plan	Lead: Registrar Partners: Registrar, Student Services, CRM, Navigate. 3.0 Team	2022-23	 Systematize registration message; Utilize multi-channel communication to provide registration/action focused information to enhance existing modes (emails, portal, etc.). Conduct an annual audit of emails to students to make sure we are communicating effectively – use a tool like a CRM to help with this process. Develop text message about important dates for registration. 	Milestone: TBD Measure: TBD	Completed

Strategy	2: Provide Shared Knowle	edge Opportunities for CC	CC Students		Email campaigns via Navigate. Computer messaging on CCC computers with reminders about enrolling in classes for the following term. Determine which messages should be tailored to specific cohorts of students (veterans, DRC, adult learners, DEI) and implement.		
2.2.1	Provide CCC employees with understanding of where to find resources.	Lead: ARC Financial Resources subcommittee Partners: Institutional Research and Reporting	2022-24	2.	Develop presentation for College Council, other audiences. Identify, explain and direct staff to existing financial resources. And create repository for keeping presentations for recurring reference. Develop confidence surveys for faculty and staff.	Milestone: Presentation developed. Measure: CCC Employees report increased confidence in appropriately referring students to resources.	In progress
2.2.2	Provide CCC employees and students with understanding of Student Services Hub (formerly One Place) and Cougar Connect.	Lead: Associate Dean, AFaC Partners: College Relations and Marketing, Tutoring and Academic Computer Lab Coordinator, AFaC Student Services Directors	2022-25		Develop presentations and resources regarding Student Services Hub (answered, etc.) Develop presentations and resources regarding Cougar Connect. Replicate Student Services Hub and Cougar Connect concepts virtually (Cougar Connect exists virtually already)	Milestone: Presentations developed and delivered. Measure: Increased Student Services Hub and Cougar Connect appointments.	

2.2.3	Continue sharing	Lead: Student Life and	2022-23	1.	Rebrand Student Bulletin	Milestone:	Completed
	student	Leadership (Student		2.	Determine who sends Student	Student bulletin	
	communication with	Bulletin), Dean of			Bulletin to employees and when	rebranded;	
	employees.	AFaC (all other		3.	Identify additional student related	communication	
		student messaging)			communication should be shared	plan developed	
					with CCC employees.		
		Partners: CRM,		4.	Survey employees to assess increased	Measure: CCC	
		Institutional Research			confidence in knowing student-	employees report	
		and Reporting			related communication and referrals.	increased	
						confidence in	
						appropriately	
						referring students	
						to resources.	
2.2.4	Create resources for	Lead: Access,	2023-24	1.	Assess what exists in each	Milestone:	
	using student systems	Retention and			department currently.	Inventory of	
	(Navigate, Self-	Completion (ARC)		2.	Determine if those can be put	videos completed;	
	Service, Moodle,	Retention			together in one location.	repository site	
	myClackamas and	Subcommittee		3.	Develop any additional videos that	identified; new	
	email.)				instructs on how to use these	content created	
		Partners: AFaC			systems.	for systems	
		Student Services				missing.	
		Directors, College					
		Relations and				Measure: TBD	
		Marketing, IT, OLET					

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Goal 3: Improve students ease of access to services with a particular lens on students from traditionally oppressed populations.

Strategy 1: Integration of Student Supports and Success Strategies with a particular lens on students from systemically oppressed populations.

Tactic		Lead and Partners	Timeline	Activities	Indicator (Milestone or Percentage)	Status (At Risk, On Track, Completed)
3.1.1	Implement Navigate related referrals and alerts.	Lead: Director of Student Academic Support Services Partners: Full-time Faculty, Associate Faculty, Staff, InSS Deans	2022-23	 Implement campus-wide Navigate Referrals System (both on-campus and online). Systematize Navigate Alerts (including Kudos) for all faculty and staff to send to students 	Milestone: TBD Measure: TBD	Completed
3.1.2	Assess student behavior in online environment to inform and establish best practices in referrals.	Partners: Navigate 3.0 Team, InSS Deans, Institutional Research and Reporting	2023-24	 Faculty pull stats from Moodle to learn student behavior (how long are they logged, response time, discussion posts, etc.). Refine referral process as needed. 	Milestone: TBD Measure: TBD	
3.1.3	Implement activities to prevent dropping out of CCC.	Partners: Director of Student Academic Support Services, AFaC Applied Information Technology Specialist, IT, Institutional	2023-24	 Create mechanism for students to report why they are dropping a class (including a drop-down reason upon dropping). Create intervention strategies. Explore whether students should be prevented from all of their classes without talking with someone who can help keep them enrolled. 	Milestone: TBD Measure: TBD	

3.1.4 Sunsetted	Develop medical leave withdrawal option and process.	Research and Reporting Lead: ARC/ISP Policy Teams Partner: CARE Team	2024-25	4.—Create process for students who have illness/emergencies and need more time to catch up in a course.	Milestone: TBD Measure: TBD	
3.1.5	Address retention barriers for students from systemically oppressed populations.	Partners: Director, Student Life, Chief Diversity, Equity and Inclusion Officer, Institutional Research and Reporting	2022-2025	 Climate survey (employees and students?) Achievement gap work that has occurred. Identify a means for assessing process barriers to retention for students from systemically oppressed populations. (If we don't already do this!). Address the barriers students from systemically oppressed populations encounter. 	Milestone: TBD Measure: TBD	In progress
3.1.6	Offer additional services in multiple languages.	Lead: Dean, AFaC, Dean, IEP Partners: Chief Diversity, Equity and Inclusion Officer, Director of Institutional Research and Reporting	2023-24	 Create inventory of services currently provided. Ask students what they need in other languages. Identify gaps. Implement changes based on findings. 	Milestone: Services is defined, inventory completed, gaps filled. Measure: TBD	On track
3.1.7 Sunsetted	Scale up mental health services.	Partners: Counseling Department, Grants	2025-26	Assess levels of student need. Identify what is needed to provide appropriate levels of support. Identify resources	Milestone: Mental health needs are	

3.1.8 Sunsetted	Explore trauma informed care.	Office, Institutional Research and Reporting Lead: TBD Partners: TBD	2025-26	Determine if trauma informed approach to services and instruction is a college wide supported effort. Research best practices in trauma- informed care. Develop implementation plan.	assessed and documented. Measure: TBD Milestone: TBD Measure: TBD
3.1.9	Enhance response to students accessing multiple resources for CARE related support.	Partners: CARE Team, EFA Development Network, Institutional Research and Reporting, Applied Information Technology Specialist	2024-25	1. Establish Pre-CARE Team (i.e. CARE "Light". 2. Hold weekly/bi-weekly service area or EFA teams, to support students connected to many services.	Milestone: TBD Measure: TBD
3.1.10	Explore creation of Services for Students with Children Resource Center	Lead: Dean, AFaC Partners: Dean, IEP, the YMCA, ECE program/department.	2024-25	 Meet with PSU Children Resource Center team Determine if appropriate for CCC Determine resources needed Expand existing CCC/YMCA Drop-in Childcare 	Milestone: TBD Measure: TBD
3.1.11	Enhance services and support for part-time and less- than part-time students.	Partners: IR, Foundation, AFaC Student Services Directors, Director of Harmony and Wilsonville	2025-26	 Identify barriers facing part-time students. Explore the needs student have to receive services (e.g. online, interactive, tutoring). Explore ways to encourage part-time students to enroll full-time 	Milestone: TBD Measure: TBD

3.1.12	Expand access to basic needs resources.	Lead: Director of Adult Education Partners: Director of Recruiting and Admissions, Associate Dean of Academic Foundations and Connections	2023-24	 Explore feasibility of expanding Wacheno East to three floors with enough space for more external agency support. This includes virtual and physical hub for wrap-around centers and services. Partner with external agencies to provide services to students (e.g. Volunteers in Medicine, transportation, YMCA, Boys and Girls Club, DHS, Voc. Rehab). Ensure students know about these supports (streamline them online and in person). Explore 24-hour hotline (outsourced).
Strategy 2: 3.2.1	Raising Awareness of Ensure student bills are clear and accessible	Financial Resources and Lead: Bursar/Student Accounts Manager Partners: ARC Financial Resources and Supports, Business office	building finan 2023-24	

3.2.2	Ensure cost of education is clear	Lead: TBD Partners: TBD	2023-24	 Identify for students exactly how much college is going to cost (including clarification of fees and when they are applicable). NOTE: Gen Z is far more concerned about value than brand recognition. NOTE 2: Students aren't taking loans but can't afford the cost of attendance. 	Milestone: TBD Measure: TBD	
3.2.3 Sunsetted	Enhance access to Financial Aid Resource Lab	Lead: Director of Financial Aid Partners: None	2022-23	1. Increase number of virtual and inperson appointments available in the Financial Aid Resource Lab (FARL). 2. Offer in Spanish.	Milestone: TBD Measure: TBD	On track
3.2.4	Systematize contacting students who have indicated CCC on their FAFSA but have not completed other onboarding steps.	Lead: Director of Financial Aid Partners: Title III Navigators, Admissions and Recruitment	2023-24	Systematize and document contacting students who have indicated CCC on their FAFSA but have not completed other onboarding steps.	Milestone: TBD Measure: TBD	
3.2.5	Increase leveraged funds and SNAP reimbursement.	Lead: STEP Coordinator Partners: IEP, OEP, Director of Adult Education, InSS Deans, Director of Career Pathways	2022-23	 Grow number of participants (activities to be developed). Integrate the work of STEP, Career Pathways, Benefits Navigator, IET's 	Milestone: TBD Measure: TBD	
3.2.6	Expand foundation unrestricted funds.	Lead: Executive Director of Foundation	2022-23	 Develop plan for generating unrestricted funds. See PCC's model 	Milestone: TBD Measure: TBD	

	Partners: Dean, AFaC		

Goal 4: S	trengthen stud	lents' sense of belong	ing and con	nectedness at CCC.		
Strategy 1:	Ensure student ex	periences are inclusive and	welcoming par	ticularly with a lens on systemicall	y oppressed stude	nt populations.
Tactic		Lead and Partners	Timeline	Activities	Indicator (Milestone or Percentage)	Status (At Risk, On Track, Completed)
4.1.1	Review online orientation with specific lens of systemically oppressed student populations.	Lead: Access, Retention and Completion (ARC), Retention Subcommittee Partners: ARC, DEI Committee	2021-22	Assess new student online orientation using DEI framework.		Completed
4.1.2	Develop EFA brand/cohort/s ense of place.	Lead: Director of Title III Grant/Guided Pathways Coordinator Partners: EFA Development Network (Dean of Arts and Sciences), Guided Pathways Task Force, ARC, CRM, InSS Deans	2025-26	 Each EFA has support network/team identified and communicated. Campaign for "sense of place" in each EFA developed and implemented 	Milestone: TBD Measure: TBD	
4.1.3 Sunsetted	Systematize belonging	Lead: InSS Deans	2023-24	1. Two activities for both instruction and services	Milestone: TBD	

	mindset of	Partners: Center for			identified and standardized	Measure: TBD	
	knowing	Teaching and Learning,			(done consistently each		
	students names	Full-time Faculty,			term)		
	across	Associate Faculty		2.	Beyond the first term		
	instruction and			3.	How does this work online		
	services.				versus in person		
4.1.4	Explore student	Lead: TBD	2025-26	1.	Explore need of creating a	Milestone: TBD	
Sunsetted	development				culture of civil discourse.		
	theory learning	Partners: Dean of AFaC,		2.	-Create content grounded in	Measure: TBD	
	sessions.	Dean of Students, Center			student development theory		
		for Teaching and			(go to where the student is		
		Learning, Full-time			and bring them with you to		
		Faculty, Associate			where you want them to		
		Faculty.			be).		
				3.	Learning sessions		
					developed.		
4.1.5	Explore brand	Lead: TBD	2025-26	1.	Brand identity identified.	Milestone: TBD	
	identity				Ask: Who are we? What do		
	college-wide.	Partners: TBD			we do for students? What is	Measure: TBD	
					our promise to students and		
					how do we deliver on that		
					promise? NOTE: Lumina		
					grant text is foundation of		
					this work. NOTE 2: Gen Z is		
					far more focused on value		
					than brand recognition		
					(EAB).		
				2.	Campaign developed and		
					implemented.		
4.1.6	Enhance intake	Lead: AFaC Applied	2022-24	1.	Consolidate current intake	Milestone: TBD	On track;
	process.	Information and			forms into the supplemental		complete
		Technology Specialist			admissions application (in	Measure: TBD	December
					progress).		2023

4.1.7	Create culture	Partners: Admissions, Navigators, STEP, CP/IET, Benefits, Advising, Institutional Research and Reporting Lead: TBD	2025-26		Barriers to first term success researched. Assess who needs to be included in the intake process. Ensure we recognize each student's unique experience (including cultural background and gender identity). Intake process developed and implemented Assess that this process is working Research help-seeking	Milestone: TBD	
	of help-seeking behavior.	Partners: Center for Teaching and Learning, Counseling Department		2.	behavior traits. Explore how we remove the stigma for folks who ask for help (e.g. include in FYE? Student spokesperson? Easily availableHelps staff/faculty what is available (?). Promote the Student Services Hub. Go to students who appear lost? Identify to activities to develop and implement.	Measure: TBD	

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Appendices

Appendix A: Key Enrollment Indicator (KEI) Table

Indicator	Measure	Baseline (3-year average for 2016-17, 2017-18 and 2018-19 unless noted; these are credit only students)	2024-25 Targets (start tactics 2021- 22)	2029-30 Targets*1
Enrollment	Applicant to enrolled	10,812/6,084 (56%)	10,812/6,762	TBD July 2022
	(yield rate) ²		(59%) ³	
	Degree Certificate Seeking	3,679/1,563 (42%)	3,679/1,610 (45%) ³	TBD Fall 2022
	• First Generation ⁴	10,812/721 (6%)	10,812/836 ³ (3% compounded)	TBD Fall 2022
	 First term, first year (FTEIC) 	10,812/2,967 (27%)	10,812/3,440 ³ (3% compounded)	TBD July 2022
	 High School⁵ 	N/A	N/A	TBD July 2022
	Adult Learner ⁶	334/233 (70%)	387/270 (3% compounded)	TBD July 2022
	Race/ Ethnicity	534 (18% of first term, first year)	619 (3% compounded)	TBD July 2022
	High School Connections			
	ACC Yield Rate (ACC applicants	2,508/2,297 (92%)	2,508/2,2977 (92%)	TBD July 2022

	enrolled in ACC courses)			
	Total Headcount	25,652	29,737 (3% compounded)	TBD July 2022
FTE	Annual total (includes non- credit)	6815.7	7,901 (3% compounded)	TBD July 2022
	Full-time status (12+ credits)	2,879	3,337.5% (3% compounded)	TBD July 2022
	Half-time status (6-11 credits)	1,783.6	2,067.6 (3% compounded)	TBD July 2022
	Less than half-time status (1-5 credits)	1,142.8	1,324.8 (3% compounded)	TBD July 2022
Retention	Fall-to-winter – all new credit students (FA/16-FA/18)	67.7%	73.7% (Strategic Priority 4 percentage points above state average)	TBD July 2022
	Race/ Ethnicity	66.0%	70.2% (4 percentage points above CCC average)	TBD July 2022
	First-Generation	63.4%	67.4% (4 percentage points above CCC average)	TBD July 2022
	Pell Recipients	77.2%	81.2% (4 percentage points above CCC average)	TBD July 2022
	Fall-to-fall – all new credit students (FA/15-FA/17 Fall 2018 coming soon)	46.2%	50.2% (4 percentage points above CCC average)	TBD July 2022

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Race/ Ethnicity	43.4%	46.4% (4 percentage points above CCC average)	TBD July 2022
First- Generation	38.1%	42.1% (4 percentage points above CCC average)	TBD July 2022
Pell Recipients	50.6%	54.6% (4 percentage points above CCC average)	TBD July 2022

Data source: Pgs. 11-14, Strategic Enrollment Report

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Appendix B: Departmental Recruitment and Retention Survey (2021) Results Summary

In fall of 2021, a survey was sent to all department chairs and directors asking the following questions:

- 1) What has your department done in the last year in support of student recruitment (i.e. finding new students for the program/college)?
- 2) What has your department done in the last year in support of term-to-term or year-to-year retention (i.e. keeping existing students around to finish what they started)?

We also provided an opportunity to provide thoughts or observations about their efforts to recruit and/or retain students.

Category	Recruitment	
Instruction / classroom		Establish Rapport
		Highlight registration dates, upcoming classes
		Intentional outreach to students in need, e.g. who have missed class
		Referring students to resources and services to reduce barriers.
		Connecting students to community partners or employers as in-class
		speakers
		Student-centered teaching and high-impact practices
Academic support		Tutoring
		Counseling
Digital Marketing	For example,	For example,
	 Google ads 	Zoom backgrounds
	 Geo-fenced marketing 	Email background banners
	 Paid social media ads 	Social media ads
	 Email newsletter 	Social media engagement
		My Clackamas live chat
External "Broadband"	For example,	
marketing	 Newspaper ads, 	
	 Billboards 	
	• Radio,	
	Mass transit	
Internal and/or more "local"	For example,	For example,
marketing	• Catalog	Reader board slides
5 5 6	Schedule of classes	CCC Blog
	Posters	333 - 138
	• Fliers	
	Brochures	
Earned media	Press releases,	Work with Clackamas Print
	 response to media inquiries 	
Web site	Marketing web "landing	
	pages"	

	 Web page maintenance / creation Program and dept. pages 	
Category	Recruitment	Retention
Dual credit activities	Instructional Depts. • promoting new ACC courses to high schools Ed. Partnerships • targeted promo postcards based on purchased address lists • meet with HS administrators about dual credit options • quarterly HS counselor meetings. Depts. invited to present	 Ed. partnerships multiple student contacts to keep students on path quarterly outreach to previous ACC students
Advising – getting on and staying on path	 Student Services Depts. Virtual Admissions appts. Emphasis on onboarding (PASS, informing about resources) Streamlining scheduling appts. and onboarding processes using technology Expanding hours of availability for advising and onboarding 	 Student Services Depts. Connect students we recruit/onboard with College Navigators for continued support to lead to retention. Instructional Depts. Faculty and instructional staff advising Cohort advising for degrees and certificates Faculty referrals to supports

Outreach	Student Services Depts.	Student Services Depts.
	 Calling all degree-seeking applicants Virtual recruitment and new student events Virtual HS recruiting events Connection to FAFSA completers or with incomplete aid apps. Instructional Depts. Program faculty and staff outreach and recruiting Grant-funded program promotion Program-specific promotional materials, e.g. videos Non-credit workshops Partnerships with community organizations 	 Applicant call campaigns, often include returning CCC students and case by case basis troubleshoot, reactivate, get to the right resources to return Email to students close to completing Connect to students who have been disqualified from financial aid, or have aid but have not registered for term Fin. Aid – advise student about instructional support rather than withdrawal Instructional Depts. Connecting to students in programs (e.g. advising, email

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Appendix C: Working Together: 2022-23 Enrollment and Retention Action Plan

Working Together

2022-23 Enrollment and Retention Action Plan

Background / context for enrollment problem:

Snapshot of Enrollment Fall 2019 compared to Fall 2021:

	Fall 2019	Fall 2021
Headcount	13,968	11,726
Enrollment	28,388	22,256
FTE	2,019	1,484

Fall 2021 enrollment was down 22% from Fall 2019. Since 2015, enrollment is down 37% for CCC, and it also happens to be exactly down 37% for the combined FTE of the 17 community colleges. All larger community colleges are showing very similar drops in enrollment since the pandemic started in Spring of 2020.

Current FTE:

Summer 2022: -12.4%

Fall 2022: 0.2%

Target: 10% year-over-year increase in enrollment (duplicated headcount) in FY 2022-23, excluding dual credit. Stretch Goal: 15%

Leading Indicators:

• Advising appointments

- FAFSA applications
- PASS placement
- Admission applications

Goal 1	Goal 1: Increase new student enrollment and retention of current students						
Strategy	Strategy 1: Enhance Marketing, Admissions and Onboarding Processes and Activities						
Action		Lead and Partners	Timeline	Measure			
1.1.1	Connect with all credential-seeking,	Jennifer Anderson	FY 2021-22	Admission applications and application yield			
	prospective students.	Chris Sweet	FY 2022-23				
		Kelly Love					
<u>Steps</u>							
•	· · · · · · · · · · · · · · · · · · ·			immediate email from Infusionsoft system,			
	encouraging them to connect with t	eam for admissions sup	port/college informatio	n.			
•	Applicant phone calls.						
•				ne postcard with a registration reminder.			
•			• •	s of date-based emails guiding them through			
		· · · · · · · · · · · · · · · · · · ·		o first term registration and advising support.			
•	Educational Focus Areas (EFA) Navig						
1.1.2	Hold and support on-campus	Jennifer Anderson	Spring/Summer 2022	Increased admission applications and			
NEW	events to communicate that we are			application yield			
	open.						
<u>Steps</u>							
•	Instructional department open hous	ses – June 1					
•	Student Resource Fair – June 1						
•	Plan summer preview sessions						
•	Host weekly campus tours (restarted						
•	Planning additional open houses in .						
1.1.3	Increase coordination between	Jennifer Anderson	Spring 2022 through	Contact made with ACC students moving			
NEW	Enrollment Management and	Chris Sweet	FY 2022-23	from high school to college; increased FTE for			
	Office of Ed. Partnerships, with	Ni'cole Sims		those students.			
	more high school visits.						
<u>Steps</u>							
•		·		rograms to encourage matriculation and fall			
	term enrollment, including emails, p		-				
•		•	•	coordinate both recruitment events and			
	individual admissions appointment days (often meet with 10-15 seniors for onboarding support in one visit).						

1.1.4	Email approx. 830 ACC-earning high	Chris Sweet	May 2022. Continue	Enrollment (HC, FTE and Enrollment) of ACC
NEW	school seniors, encouraging them to get started at CCC/highlighting benefits/reminder of OR Promise	Ni'cole Sims	through FY 2022-23	students
	deadline.			
1.1.5	Community Relations and Marketing: Comprehensive campaigns involving multiple media (print, radio, TV, social media, billboards, email).	Lori Hall	FY 2021-2022 FY 2022-2023 – with anticipated revisions	Admission Applications compared to fall 2019 (or at least similar trend)
<u>Ster</u>	 Campaigns include a Grow Your Ow 		_	campaign for Industrial Technology (Industrial organic campaign for ESOL/GED/ABE, as well
1.1.6	Partner with financial aid, College	Jennifer Anderson	Late June/July 2022	FAFSA completions and aid awarded
NEW	Navigators, and others to reach out to all OR Promise applicants to ensure completion of financial aid steps and registration so they don't lose their grant opportunity.	Terrie Sanne		
1.1.7 NEW	Admissions/onboarding support- On campus admissions meetings offered M-Th, virtual admissions (Zoom/phone) available M-F, including evening support as needed. Admissions appointments available in Spanish; utilizing unique calendar scheduling page (info and follow-up in Spanish).	Chris Sweet	Spring 2022 through FY 2022-23	Admission Applications and application yield
1.1.8 NEW	Follow up with all high school seniors who complete PASS (placement) Intake Survey finalize	Dustin Bare	Spring 2022 through FY 2022-23	PASS placements

	their placement and assist with any other needs.			
1.1.9 NEW	Identify short-term programs and certificates to promote.	David Plotkin InSS Deans Lori Hall	Summer 2022	Status of implementation
1.1.10 NEW	Explore possibility of gap year. Provide non-credit experiences based on EFAs to explore options, careers and possibilities.	David Plotkin InSS Deans	FY 2022-23 for implementation Summer 2023	Status of implementation
1.1.11	Navigators are following up with students on their lists who had applied but had not enrolled in previous terms.	Kelly Love	Spring 2022 through FY 2022-23	Headcount and Enrollment
1.1.12 NEW	Retention navigator sent emails to 5,000 previous students who left during the pandemic and is following up with everyone who gets back to her to help them return to CCC.	Kelly Love	Spring 2022 through FY 2022-23	Headcount and Enrollment of these students
1.1.13 NEW	College Relations and Marketing is using this same list for a paid media campaign to amplify messaging.	Lori Hall Kelly Love		Headcount and Enrollment
	v 2: Create Clear Pathways and Acc	•		
1.2.1 NEW	Provide courses in modalities and times that serve all students as much as possible.	David Plotkin InSS Deans Chairs and Directors	Timeline Spring 2022 through FY 2022-23	Measure % of different modalities; fill rate of courses
1.2.2 NEW	Continue providing information for depts. to schedule based on student preference.	Jason Kovac David Plotkin Ashley Sears	Fall 2022	
1.2.3	Continue collaboration between instructional departments regarding scheduling (e.g., ensuring	David Plotkin InSS Deans Chairs and Directors	AY 2022-23	# of scheduling conflicts between required courses within a degree or certificate

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	1			
	pre-reqs and related instruction are			
	in sync with program schedule).			
1.2.4	Implement work on block	Jason Kovac	AY 2022-23	Status of implementation
NEW	scheduling.	Dru Urbassik		
1.2.5	Create on-campus drop-in child	Jason Kovac	Summer 2022	Status of implementation
NEW	care opportunities. Potential	Tara Sprehe	through FY 2022-23	
	collaboration with YMCA.			
Strateg	y 3: Create a Recruitment Plan for s	pecific student popu	lations, including syste	emically nondominant (SND) populations
Action		Lead and Partners	Timeline	Measure
1.3.1	Navigators follow up with all first-	Kelly Love	Spring 2022 through	Application yield
NEW	generation applicants and are		FY 2022-23	
	running the weekly start labs (in-			
	person/hybrid).			
1.3.2	Continue to hire Spanish-speaking	Tara Sprehe	Ongoing	Ability to serve Spanish-speaking and Latinx
	staff members to assist Spanish-	David Plotkin		students and prospective students
	speaking students and with			
	growing enrollment in the Spanish			
	courses.			

Goal 2: Begin to create and maintain up-to-date, consistent messaging and shared knowledge related to student support (Holistic Student Support Action 1)

Strategy 1: Provide Consistent Messaging for CCC Students and Employees

oraceby 21 Trovace consistent incombing for ede oracents and Employees					
Action		Lead and Partners	Timeline	Measure	
2.1.1	Targeted messaging (email and phone calls) to all non-graduated students from winter and spring 2022 to encourage enrollment in fall 2022 to complete their credential.	Dustin Bare	Spring/Summer 2022	Enrollment and Graduation Petitions	
2.1.2	One-on-one academic and career planning to help new, returning	Dustin Bare	Ongoing	Retention	

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	and current students start and stay			
2.1.3 NEW	on their path. Collaborate with College Relations and Marketing, College Navigators, and with support of Access and Recruitment Subcommittee to create a Student Technology Tools Support video, addressing the confusion that many new students feel with so many technology tools that do different things (student email, myClackamas portal, Navigate, Moodle, etc.) – overview of what each is used for, and who is			Retention
	there to help.			
2.1.4 NEW	Consistently incorporate career / advising about future / skills	David Plotkin InSS Deans	Summer 2022	
INEVV	acknowledgement into courses, both through advising visits and training for faculty.	Chairs and directors	through AY 2022-23	

Strategy	Strategy 2: Provide shared knowledge opportunities for CCC students and employees					
Action		Lead and Partners	Timeline	Measure		
2.2.1	Provide current students with	Jennifer Anderson	FY 2021-22 and	Retention		
	registration reminders.		ongoing			

Steps

- Advising and Navigator teams provide outreach to remind students
- College Relations and Marketing and Admissions "Register now, win big" campaigns: email banners, Zoom backgrounds, desktop screen takeovers, Moodle popups, Student Bulletin, CCC This Week, FYI Today, student portal, social media, electronic reader board
- Script for faculty to share in their courses coming from Deans
- Advisors visiting some classes

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2.2.2	Strongly encourage a preferred	Katrina Boone	Summer 2022	Consistency of Moodle shells
NEW	Moodle shell with common	InSS Deans	through AY 2022-23	
	elements.	David Plotkin		
2.2.3	Create messaging, tools, and	Jennifer Anderson	Summer 2022	Status of implementation
	actions for all employees to	David Plotkin	through AY 2022-23	
	increase retention of students.	InSS Deans		
2.2.4	Promote EFAs, including further	David Plotkin	FY 2021-22 through	
NEW	development of community-	Sue Goff	FY 2022-23	
	building for students in particular	Lori Hall		
	Focus Areas.			
2.2.5	Revision of website, including	Lori Hall	FY 2022-23	Status of implementation
NEW	redesign of the homepage and			
	redesign templates and content for			
	program pages (currently 90+			
	pages): integrate with new online			
	catalog, provide dynamic salary and			
	career information, add cost info,			
	add full-time and part-time road			
	maps, improve copy search engine			
	optimization (SEO), add cost of			
	attending streamline pages,			
	introduce widgets for			
	highlights/callouts, update			
	testimonial widget.			

Goal 3: Improve ease of access to and between services (Holistic Student Support Action 2)

Strategy 1: Increase student financial and resource security				
Action	Lead and Partners	Tir		

Action		Lead and Partners	Timeline	Measure
3.1.1	Outreach to students with FAFSA	Terrie Sanne	Spring 2022 through	FAFSA completions, aid awarded, headcount
NEW	applications who are not in		FY 2022-23	and enrollment
	Colleague, email and phone.			
3.1.2	Financial aid advisors connect new	Terrie Sanne	Spring 2022 through	FAFSA completions, aid awarded, headcount,
	students to resources and		FY 2022-23	enrollment, advising appointments

	assistance with application and advising.			
3.1.3 NEW	Outreach to students with incomplete financial aid files, email and phone.	Terrie Sanne	FY 2021-22 through FY 2022-23	FAFSA completions, aid awarded, headcount and enrollment
3.1.4	Coordinate outreach with Admissions for ORSAA (Oregon Student Aid Application – for students who do not qualify to complete the FAFSA) students, coordinated meetings with students.	Terrie Sanne	FY 2021-22 through FY 2022-23	Scholarship applications, headcount, enrollment
3.1.5 NEWV	Outreach to students previously disqualified to advise and assist with the appeal process, email and phone.	Terrie Sanne	Spring 2022 through FY 2022-23	Advising appointments, enrollment

Goal 4: Strengthen students' sense of belonging at CCC (Holistic Student Support Action 3)				
Strategy	Strategy 1: Ensure student experiences are inclusive and welcoming			
Action		Lead and Partners	Timeline	Measure
4.1.1	Provide refresh training on	Jason Kovac	Summer 2022	Number of employees who participate in
NEW	Belonging and Growth mindsets.	Jil Freeman	through AY 2022-23	trainings
		David Plotkin		
		InSS Deans		
4.1.2	Understand students sense of	Tara Sprehe	Summer 2022	Data available to understand students'
NEW	belonging through existing surveys,		through AY 2022-23	experiences.
	targeted surveys, and focus groups.			

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Appendix D: Acronyms and Glossary

Acronym	Stands For
A&P	Anatomy and Physiology
ABE	Adult Basic Education
AFaC	Academic Foundations and Connections
ARC	Access, Retention and Completion (CCC committee)
ASG	Associated Student Government
CARE	Coordinates, Assesses, Responds, Engages
CCC	Clackamas Community College
СР	Career Pathway
CPL	Credit for Prior Learning
CRM	College Relations and Marketing
CRM	Customer Relationship Management
CTE	Career Technical Education
DEI	Diversity, Equity and Inclusion
DHS	Department of Human Services
DRC	Disability Resource Center
EAB	Not an acronym; EAB is a third-party research entity with products the college uses (e.g. Navigate)
ECE	Early Childhood Education
EFA	Educational Focus Area
ESOL	English for Speakers of Other Languages
FA	Financial Aid
FAFSA	Free Application for Federal Student Aid
FARL	Financial Aid Resource Lab
FTE	Full-Time Equivalent (formula for calculating reimbursement)
FYE	First Year Experience
GED	General Education Development
HC	Head Count
HECC	Higher Education Coordinating Commission
HS	High School
HSS	Holistic Student Support

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IEP	Institutional Effectiveness and Planning
IET	Integrated Education and Training
InSS	Instruction and Student Services
ISP	Instructional Standards and Procedures
IT	Information Technology
KEI	Key Enrollment Indicator
OEP	Office of Education Partnerships
OLET	Online Learning and Educational Technology
PCC	Portland Community College
PSU	Portland State University
SEM	Strategic Enrollment Management
SNAP	Supplemental Nutrition Assistance Program
STEP	SNAP Training and Employment Program
TAPS	Technology, Applied Science and Public Services
TBD	To Be Determined
Voc Rehab	Vocational Rehabilitation
YMCA	Young Men's Christian Association

This link is to a google doc detailing definitions to terms such as "student", "retention", "consistent" etc.:

https://docs.google.com/spreadsheets/d/1tU5-

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