



THE COUNCIL OF  
INDEPENDENT COLLEGES

## ***2009 Presidents Institute Consultation Resources***

In addition to other presidents and speakers, Presidents Institute sponsors represent an important information resource for presidents on a variety of topics. Given the collegial spirit of the Institute, these individuals are prepared to discuss general issues and offer advice in their areas of expertise. Each sponsoring organization has provided a brief description of its areas of proficiency in the following pages.

The names of sponsors' representatives at the Presidents Institute can be found on the Participants List by Institution. Some sponsors have tables in the foyers. Others can be contacted by leaving a message at the hotel room of one of their representatives.

Sponsors are listed alphabetically below. On the following pages you will find a Topical Index of Sponsors.

### **Sponsors**

---

|   |                                     |
|---|-------------------------------------|
| Academic Search, Inc.                     | Noel-Levitz                         |
| Bon Appétit Management Company            | Partners Development                |
| Burt Hill                                 | Performa Higher Education           |
| Campus Management Corp.                   | R.H. Perry & Associates             |
| Carnegie Communications                   | Royall & Company                    |
| Celli-Flynn Brennan Architects & Planners | RPA Inc.                            |
| Cognitive Marketing, Inc.                 | RuffaloCODY                         |
| Datatel, Inc.                             | SAGE Dining Services                |
| Derck & Edson Associates                  | Sallie Mae, Inc.                    |
| EFL Associates                            | Scannell & Kurz, Inc.               |
| Executive Management Services, Inc.       | Scott Healy & Associates            |
| Financial Aid Services                    | SJG – The Spelman & Johnson Group   |
| GDA Integrated Services                   | Sodexo Food and Facilities Services |
| Gonser Gerber Tinker Stuhr LLP            | Stamats, Inc.                       |
| Hardwick~Day, Inc.                        | Stevens Strategy                    |
| Hastings & Chivetta Architects, Inc.      | SunGard Higher Education            |
| InsideTrack                               | TCR Group                           |
| Jenzabar, Inc.                            | The Collaborative Inc.              |
| Johnson, Grossnickle and Associates, Inc. | The Lawlor Group, Inc.              |
| Jon McRae & Associates, Inc.              | The Learning House, Inc.            |
| Kaludis Consulting                        | <i>The New York Times</i>           |
| Maguire Associates, Inc.                  | The Presidential Practice, Inc.     |
| Mason Jay Blacher & Associates            | TIAA-CREF                           |
| Metz & Associates, Ltd.                   | Treanor Architects                  |
| Miller/Cook & Associates, Inc.            | Van Yahres Associates               |
| Mintz Levin Law Firm/ML Strategies, LLC   | Witt/Kieffer                        |
| National Management Resources Corporation | Yaffe & Company                     |
| New Ventures of Regis University          |                                     |

## Topical Index of Sponsors

---

### ***Advancement Services***

*Development/Fundraising/Government  
Relations*

Gonser Gerber Tinker Stuhr LLP  
Johnson, Grossnickle and Associates, Inc.  
Maguire Associates, Inc.  
Mason Jay Blacher & Associates  
RuffaloCODY  
The Learning House, Inc.

### ***Campus Services and Resources***

*Food Service/Facilities Planning and  
Management/Architecture and Design/  
Engineering/Real Estate*

Bon Appétit Management Company  
Burt Hill  
Celli-Flynn Brennan Architects & Planners  
Derck & Edson Associates  
Hastings & Chivetta Architects, Inc.  
Metz & Associates, Ltd.  
National Management Resources Corporation  
Partners Development  
SAGE Dining Services  
Sodexo Food and Facilities Services  
Treanor Architects  
Van Yahres Associates

### ***Consulting Services—Diversified***

Celli-Flynn Brennan Architects & Planners  
Financial Aid Services  
Kaludis Consulting  
Maguire Associates, Inc.  
New Ventures of Regis University  
Performa Higher Education  
TCR Group  
The Lawlor Group, Inc.  
The Collaborative Inc.  
The Learning House, Inc.  
The Presidential Practice, Inc.  
Yaffe & Company

***Enrollment Management****Admissions/Financial Aid/Retention*

Campus Management Corp.  
Executive Management Services, Inc.  
GDA Integrated Services  
Hardwick~Day, Inc.  
InsideTrack  
Maguire Associates, Inc.  
Miller/Cook & Associates, Inc.  
Noel-Levitz  
Royall & Company  
RuffaloCODY  
Sallie Mae, Inc.  
Scannell & Kurz, Inc.  
The Lawlor Group, Inc.  
The Learning House, Inc.

***Executive Services****Executive Search/Contracts/Interim  
Appointments*

Academic Search, Inc.  
EFL Associates  
Jon McRae & Associates, Inc.  
Mintz Levin Law Firm/ML Strategies, LLC  
R.H. Perry & Associates  
RPA Inc.  
Scott Healy & Associates  
SJG – The Spelman & Johnson Group  
The Lawlor Group, Inc.  
Witt/Kieffer

***Financial Services****Financial Analysis/Endowment Management/  
Investments/Insurance/Retirement Planning*

TIAA-CREF

***Information Resources****Data Management/Computing/Telecommunications/Software/  
Technology Management*

Datatel, Inc.  
Jenzabar, Inc.  
SunGard Higher Education  
The Learning House, Inc.

***Learning Resources***

*Programs/Media/Assessment*

InsideTrack

*The New York Times*

The Learning House, Inc.

***Planning and Communications***

*Branding/Marketing/Organizational*

*Change/Strategic Planning*

Carnegie Communications

Celli-Flynn Brennan Architects & Planners

Cognitive Marketing, Inc.

Maguire Associates, Inc.

Stamats, Inc.

Stevens Strategy

The Lawlor Group, Inc.

The Learning House, Inc.

**Academic Search, Inc.**—is an executive search firm serving the search needs of chief executive officers and other senior administrative officers in American higher education for the past three decades. Academic Search is among the oldest and largest firms in the nation devoted exclusively to executive search in higher education and has completed over 700 searches for presidents, chancellors, and senior administrators in colleges, universities, and higher education organizations. Academic Search is committed to strengthening leadership in higher education.

**Bon Appétit Management Company**—dreams of being the premier on-site restaurant company known for its culinary expertise and commitment to socially responsible practices. At Bon Appétit there is a culture driven to create food that is alive with flavor and nutrition, prepared from scratch using authentic ingredients. They do this in a socially responsible manner for the well being of guests, communities, and the environment. Please visit their website at [www.bamco.com](http://www.bamco.com) for more information.

**Burt Hill**—has nearly 70 years of experience providing award-winning design solutions for institutional clients. With nearly 500 professionals in seven offices, Burt Hill's integrated design approach is supported by a talented in-house team of professionals in architecture, engineering, interior design, landscape architecture, and facilities management. In higher education, Burt Hill has proven expertise in campus master planning, science and technology, academics, and student life. A proud sponsor of the Council of Independent Colleges and an active consultant for Project Kaleidoscope, Burt Hill has a dedication to the independent college. Visit their website at [www.burthill.com](http://www.burthill.com) to learn more about the firm, clients, and services.

**Campus Management Corp.**—is relied upon by more than 1,100 college and university campuses worldwide for efficient, scalable, and flexible administrative and academic solutions to enhance institutional performance. Campus Management's One Campus Ecosystem platform provides higher education a fully integrated, centralized administrative and e-learning solution that unifies and simplifies management and reporting for traditional and non-traditional postsecondary education. For more information, visit [www.campusmanagement.com](http://www.campusmanagement.com).

**Carnegie Communications**—is a leading edge marketing firm that partners with educational institutions to help them achieve their strategic objectives in enrollment and advancement. Using customized market research, innovative branding techniques, and powerful marketing expertise, they develop targeted brand platforms and marketing plans, as well as a full range of inspired marketing and communications solutions. For more information, visit [www.carnegiecomm.com](http://www.carnegiecomm.com).

**Celli-Flynn Brennan Architects & Planners**—provides master planning, strategic planning, architecture, and creative thinking about the business of higher education.

**Cognitive Marketing, Inc.**—is a full-service brand development firm that consults with the leadership of colleges that want to more meaningfully, strategically and creatively distinguish themselves in the hearts and minds of their publics. Cognitive's Market Voicing brand development process is ideally suited for institutions whose leadership is intent on establishing a stronger and clearer institutional *voice* and who seek a process to achieve this outcome that is both intellectually vigorous and inclusive. Founded in 1993, Cognitive Marketing provides market research services; strategic positioning, brand messaging and brand standards; graphic identity systems; and comprehensive marketing communications and consulting services.

**Datatel, Inc.**—provides colleges and universities with fully integrated administrative software systems and professional services that form the Strategic Academic Enterprise, addressing the complete business and academic needs of the institution. Serving five million students at more than 760 institutions throughout North America and overseas, Datatel has exclusively focused on higher education for 30 years. Datatel is headquartered in Fairfax, VA. For more information, visit [www.datatel.com](http://www.datatel.com).

**Derck & Edson Associates**—have a mission to make the outdoors great. They will work with colleges to develop innovative, creative, and functional solutions that will make the campus a source of pride now and in the years to come. Derck & Edson Associates offers a wide range of planning, design, and implementation services to meet the needs of colleges and universities including: feasibility studies, master planning, athletic facilities design, implementation services, engineering, GIS services, architectural collaboration, site design, circulation solutions, construction observation, inventory and analysis, identity enhancement, and marketing materials. With over 68 years of experience in land planning, landscape architecture, and civil engineering, Derck & Edson Associates has the skills and experience to work with college presidents to develop attractive and functional campus environments in this increasingly competitive higher education market.

**EFL Associates**—was founded in 1978 and has current offices in Boca Raton, Denver, Kansas City, and Los Angeles. EFL ranks in the top 2 percent in total revenue of all retained executive search firms in America. The EFL Associates Higher Education Practice is led by former university presidents and senior administrators with vast executive experience in the academy including experience with several CIC institutions.

**Executive Management Services, Inc.**—is led by Michaelita Quinn, who provides highly tailored assistance in enrollment management including admissions, financial aid, marketing, retention, student services, and student affairs. Services include assessments, interim management, coaching, searches, and consulting. Known for producing quantifiable results within tight timeframes through a hands-on, focused approach, Executive Management Services, Inc. offers special expertise in turnaround situations.

**Financial Aid Services**—was established in 1991 and is headquartered in Atlanta, Georgia. The firm provides consulting, interim staffing, assessments, training, mentoring, remote processing, and other customized services to assist colleges in improving operational efficiency, student satisfaction, enrollment yield and retention, and regulatory compliance in the financial aid office. FAS employs 52 staff with an average of 24 years' experience in the financial aid profession. The company has successfully completed over 600 engagements with more than 300 clients nationwide. The consultants at FAS bring unparalleled expertise in all aspects of financial aid program management. Visit their website at [www.FinancialAidServices.org](http://www.FinancialAidServices.org) for more information and a complete list of clients.

**GDA Integrated Services**—is a division of George Dehne and Associates, Inc. that specializes in market research, developing marketing and recruitment strategies, strategic planning, and communications programming to meet the student recruitment needs of colleges and universities. Consultation training and mentoring are provided in the areas of admissions, public relations, financial aid, and institutional research. Services in direct mail, telerecruiting, and publications and website development are also provided to assist the institution's student recruitment effort. Public relations counseling and guaranteed visibility programs provide services in support of advancement and student recruitment.

**Gonser Gerber Tinker Stuhr LLP**—was founded in 1950 and has served more than 260 institutions of higher education. GGTS specializes in guiding higher education leaders in securing the human and financial resources their institutions need to fulfill their institutions' missions, visions, and goals. GGTS offers a full-range of consulting services in the areas of ongoing advancement counsel, advancement audits, capital and endowment campaigns, campaign readiness studies, annual fund, major gifts, planned gifts, integrated marketing and public relations, student recruitment and financial aid, strategic planning, and governing board and volunteer board management. GGTS is dedicated to educating higher education leaders and volunteer leaders on the fundamentals of advancement by distributing a free quarterly newsletter, *The Bulletin on Public Relations and Development*, to presidents and advancement professionals nationally.

**Hardwick~Day, Inc.**—works exclusively with private colleges and universities to realize strategic enrollment goals, increase net revenue, and strengthen market position. Clients work collaboratively with principals of the firm, who have a collective 444 years of hands-on experience in admissions, financial aid, finance, public policy, and marketing communications for campuses and consortia. Hardwick~Day's services encompass the following areas: admissions (enrollment optimization; recruitment training, development and planning; operational audits); financial aid (financial aid optimization and modeling; finance models and family financing services; resource optimization and modeling); research (tuition policy research and modeling; public policy research and analysis; comparative alumni research); and financial aid executive search and development.

**Hastings & Chivetta Architects, Inc.**—has had the honor to work for over 50 CIC members during the past two decades. In their 48-year history, Hastings & Chivetta has developed into one of today's foremost authorities on design and construction of collegiate facilities. Hastings & Chivetta are campus architects; it is their specialty and their passion. As campus architects, they are creative, collaborative, and sensitive to context. Their practice is comprised of architects and planners who possess the unique ability to imagine spaces and create buildings that form the living fabric of a campus. They have worked for over 170 colleges and universities across the country. They have extensive experience in master planning, space utilization, academics, libraries, student centers, science (both academic and research based), engineering, and student housing, in addition to athletics and recreation/wellness. For additional information, please visit [www.hastingschivetta.com](http://www.hastingschivetta.com).

**InsideTrack**—promotes student engagement, persistence, and success through personalized student coaching services. InsideTrack has coached thousands of students at over 40 campus locations throughout the country, enabling partner colleges to increase retention, enrollment, revenue and graduation rates.

**Jenzabar, Inc.**—is a leading provider of enterprise software and services developed exclusively for higher education. With more than 30 years' experience offering technology solutions to colleges and universities, Jenzabar is the trusted partner of choice to 700 campuses worldwide, including private liberal arts, state, and community colleges and business, medical, law, and graduate schools. Jenzabar is headquartered in Cambridge, Massachusetts, with regional offices located across the United States.

**Johnson, Grossnickle and Associates, Inc.**—is a firm of senior consultants who offer client-focused, highly customized solutions to private colleges, independent schools, and large cultural organizations in the Central United States. For more information, visit [www.jgacounsel.com](http://www.jgacounsel.com), or contact them at (317) 215-2400.

**Jon McRae & Associates, Inc.**—is a national practice serving colleges, universities, independent schools, and other not-for-profit institutions as they conduct searches for presidents, vice-presidents, deans, and directors.

**Kaludis Consulting**—has been a trusted source of strategic advice for college and university executives and governing bodies for more than 30 years. Their cadre of senior professionals has served more than 500 colleges and universities with a broad portfolio emphasizing continuous planning, financial strategy, and effective use of technology. They provide the analysis, perspective, and guidance that enable their clients to develop focus, set direction, and achieve alignment—to gain Strategic Traction® in their thinking, planning, and decision-making—and meet their strategic goals. Visit [www.kaludisconsulting.com](http://www.kaludisconsulting.com) to learn more about Kaludis' people and services.

**Maguire Associates, Inc.**—is a research-based consulting firm serving educational institutions exclusively. For over 20 years, they have applied innovations in market research, analysis, and predictive modeling to help clients understand the dynamics of past performance, apply insightful knowledge to sound decision-making in the present, and attain future outcomes critical to the health and vitality of their institutions. Its team has helped advance enrollment management, institutional marketing, competitive positioning and branding, and strategic planning in education through a range of services. As researchers, Maguire Associates help clients develop a deeper understanding of the values, priorities, and perceptions of important constituent groups. As consultants, they use predictive modeling and forecasting that informs client decision-making and best practices in administration, management, marketing, and communications. Whether working to tackle a crisis or framing a proactive strategy, they have a strong record of helping clients to achieve positive outcomes. For more information, visit [www.maguireassoc.com](http://www.maguireassoc.com).

**Mason Jay Blacher & Associates**—former Director of Major Gifts at Stanford Business School, Mason Blacher offers a unique, hands-on approach to major gifts, planned gifts, capital campaigns, interim development office management, and turnaround situations. Feel free to discuss your situation in confidence, by calling (206) 910-6335.

**Metz & Associates, Ltd.**—has developed a partnership philosophy and commitment to regional growth that has assisted the firm in becoming a premiere food service company and a strong alternative to its international and nationwide competitors. Metz's partnerships are built on integrity, quality, service, taste, and satisfied customers and is supported by testimony from the institutions they serve. Metz & Associates prides itself on being large enough to provide the technical expertise, people, and financial resources and small enough to provide personalized service and attention to the smallest detail. As a company it is focused on sustainability, healthy choices, and local purchasing programs. Should a campus be reviewing its present arrangement, Metz & Associates sincerely hopes it will give them consideration.

**Miller/Cook & Associates, Inc.**—has been helping independent colleges and universities succeed at meeting enrollment goals through their integrated approach to enrollment management for over 20 years. Their synergistic approach to enrollment management is not only data-driven but also considers the human and technological aspects of managing enrollment that are critical to success. They provide institutions the processes and tools required to build and shape undergraduate, graduate, distance learning, and adult student populations within both standard and nonstandard term frameworks. Their action plans provide both immediate as well as mid- and long-range directives that can be integrated into an institution's strategic planning process. Their clients benefit from the extensive experience of their consultants in higher education research, admissions, financial aid, and student services. Miller/Cook & Associates, Inc. has provided services to colleges and universities in over 38 states, the District of Columbia, and four international locations.

**Mintz Levin Law Firm/ML Strategies, LLC**—is among the nation's leading advisers to college presidents and boards of trustees. Its services include conducting comparable salary and benefits studies, negotiating and drafting employment agreements, developing deferred compensation plans, and crafting post-presidency agreements. The firm also conducts intermediate sanctions and Sarbanes-Oxley reviews. ML Strategies bases all the firm's compensation recommendations on current, comparable data as derived from primary sources. Raymond D. Cotton, Vice President of ML Strategies LLC, is the leader of the Higher Education practice and has advised more than 150 presidents and boards of trustees. Ray is a frequent speaker on the programs of higher education associations as well as a regular contributor to *The Chronicle of Higher Education*. He can be reached at (202) 434-7322 or [rcotton@mintz.com](mailto:rcotton@mintz.com).

**National Management Resources Corporation**—specializes in providing contracted, professional facilities management services to private institutions of higher education. Whether the institution requires landscape maintenance services, custodial services, physical plant maintenance, or a combination of all three services, its mission is to help create an appealing image for the college or university. Improving the institution's image will assist in recruiting and retaining students, faculty, staff, and benefactors. National's individual service programs are tailored to meet each institution's singular goals and objectives while saving time, money, and resources.

**New Ventures of Regis University (NVRU)**—is recognized for its leadership in the application of the art and science of adult learning. NVRU has resident expertise in all aspects of starting, maintaining, and growing accelerated adult education programs. In response to the dramatic growth in online learning, NVRU launched the *Online Consortium of Independent Colleges and Universities* in 2005. Through this consortium, member institutions can gain access to high quality, time-tested, fully developed courseware without the risk and costs associated with offering online programs. NVRU is part of Regis University, which currently serves more than 14,000 adult learners.

**Noel-Levitz**—is a nationally recognized higher education consulting firm that specializes in strategic planning for enrollment and student success. Each year, campus executives from throughout the U.S. meet regularly with Noel-Levitz to accomplish their goals for student recruitment, marketing, student retention, and strategic enrollment management. Since 1973, Noel-Levitz has partnered with nearly 2,000 colleges and universities throughout North America. The firm offers consulting, custom research, benchmarked data, innovative tools and technologies, side-by-side plan development and execution, and resources for professional development. For more information, visit [www.noellevitz.com](http://www.noellevitz.com).

**Partners Development**—is a national provider of diversified real estate development services. The firm has built a solid reputation as a premier company specializing in comprehensive facilities development and project management for private, independent colleges and universities. Partners' resume includes administrative, academic, athletic, fine arts, and residential facilities. Utilizing proven turn-key development methods, Partners assures that campus facility projects are completed on time and within the established budgets.

**Performa Higher Education**—is a national higher education consulting firm that serves small, private colleges and universities. The company's expertise in a full range of services including administrative solutions (academic affairs, business and finance, enrollment management, institutional advancement, marketing and student affairs), campus master planning, and facility design, naturally leads to better understanding of all key aspects of your institution. Performa Higher Education believes as strongly in this holistic and integrated approach as institutions believe in educating the whole student. Although Performa's client partnerships typically begin within one of these service areas—many of them exclusive to Performa Higher Education—most embrace the integrated approach that generates deeper campus understanding.

**R.H. Perry & Associates (RHPA)**—is one of the oldest, most respected, and most successful higher education executive search firms in the country. The firm was established in Washington, DC, in 1974 by Robert H. Perry, who continues to lead it today. RHPA's higher education practice is organized as a group of senior-level executives with a well-balanced mix of college and university presidential experience and executive search expertise. Six of RHPA's partners, who maintain offices in Maryland, Massachusetts, Montana, New York, Ohio, and Rhode Island, and board members have 112 years of cumulative higher education CEO experience. In more than three decades, RHPA has completed more than 500 assignments and has earned an excellent national reputation assisting institutions of higher education identify and select leadership.

**Royall & Company**—positions over 200 colleges and universities to achieve their dreams in undergraduate enrollment, in 4 key ways: they generate the highest number of desirable prospects with search; bring much higher numbers of students and families to their campuses; harvest far more applications for admission year after year; and continuously refine and improve admissions results based on the nation's richest bank of student recruitment intelligence. Royall clients consistently achieve the highest returns on their investment available in the marketplace. Contact Royall & Company at [www.royall.com](http://www.royall.com); 1-800-899-7227 or Bill Royall: [bill@royall.com](mailto:bill@royall.com).

**RPA Inc.**—has nearly two decades of experience serving the executive recruitment and fundraising consulting needs of independent higher education. The firm's mission is to help CIC colleges and universities achieve their goals.

**RuffaloCODY**—provides direct marketing services for enrollment management. The company's Enrollment Management Services include search, inquiry, and applications management strategies. Delivering proven results for its clients since 1991, RuffaloCODY is one of America's fastest growing private companies with more than 3,000 employees in 70 locations. RuffaloCODY's team has more than 120 years of combined experience as enrollment managers. In addition, over 60 admissions professionals act as their advisory board to assist them in bringing the most practical and effective tools to the market place. For more information, visit [www.ruffalocody.com/em](http://www.ruffalocody.com/em).

**SAGE Dining Services**—is one of the premier providers of dining services and gourmet catering to private colleges, schools, and corporations in the United States. SAGE Dining Services provide talented managers and chefs as well as creative menus and well trained staff to transform your on-site food service into a memorable dining experience. For more information, visit [www.sagedining.com](http://www.sagedining.com).

**Sallie Mae, Inc.**—is the nation's leading provider of student loans and administrator of college saving plans and has helped millions of Americans achieve their dreams of a higher education. The company primarily provides federal and private student loans for undergraduate and graduate students and their parents. In addition, Sallie Mae offers comprehensive information and resources to assist students, parents, and guidance professionals with the financial aid process. Sallie Mae owns or manages student loans for nearly 10 million customers and administers more than \$18 billion in college savings accounts for 1 million customers through its Upromise subsidiary.

**Scannell & Kurz, Inc.**—specializes in developing customized financial aid/net tuition revenue and enrollment management strategies for their higher education clients. Jim and Kathy work in partnership with clients sharing their analytical techniques in order to develop greater client self-sufficiency in addressing future enrollment challenges. The solutions recommended are unique to each client, based on a data-driven understanding of the institution's particular market position and challenges. Special attention is paid to ensuring that the solutions are practical, detailed, and implementable. Outcomes include improved net tuition revenue, more effective management of institutional resources, and achievement of specific class profile targets.

**Scott Healy & Associates (SH & A)**—is an educational consulting firm specializing in conducting national searches for leadership positions in admissions, enrollment management, financial aid, registration, and student affairs. SH & A also places experienced enrollment professionals in interim positions for two to 12 months when the institution has lost a permanent leader in any of the areas listed above. The firm also conducts admissions and enrollment management audits and provides financial aid leveraging strategies for small private colleges and universities. The firm has successfully conducted about 65 national searches and consulted at about 75 institutions over the last 10 years. Scott Healy has worked in higher education for 38 years and served nine institutions in permanent positions, all in the areas comprising enrollment management. For additional information see [www.scotthealy.com](http://www.scotthealy.com).

**SJG – The Spelman & Johnson Group**—partners with institutions to change the face of higher education one leader at a time. Since 1991, nearly 400 institutions have relied upon SJG for search assistance to fill critical positions in academic affairs, enrollment, student affairs, financial administration, and advancement.

**Sodexo Food and Facilities Services**—is a preferred provider of food services and facilities management, construction services, energy planning and management, and sustainability consulting.

**Stamats, Inc.**—is trusted by more than 100 colleges and universities every year and its team of integrated marketing professionals help them identify, communicate, and keep their brand promises. Stamats' services include research, consulting, publications, interactive media, search solutions, and advertising.

**Stevens Strategy**—is a full-service management consulting firm specializing in managing the process of strategic change in colleges, universities, and schools. The firm offers professional services to the leaders of these institutions in the areas of strategic planning, strategic governance, strategic organizational review, information systems selection and implementation, financial analysis and planning, and executive search. Stevens has provided consulting services to well over seventy institutions, and his colleagues have worked with dozens of institutions as well. Stevens Strategy brings to every engagement a strong track record of success, a large client base, and a competent and highly qualified staff of higher education experts.

**SunGard Higher Education**—provides solutions, strategic consulting, and technology management to colleges and universities around the world. More than 1,600 institutions, and the learners they serve, rely on their broad portfolio of products and services to fulfill the possibility and promise of education. For more information, visit [www.sungardhe.com](http://www.sungardhe.com).

**TCR Group**—is a nationally known fundraising and executive search consulting company that specializes in serving private colleges and universities. Services include campaign consulting, campaign feasibility studies, program audits, award-winning annual giving assistance, constituency-based and comprehensive strategic planning, and executive searches for senior staff members who are prepared to make a genuine difference in the life of the institution. TCR Group finds chief officers for institutional advancement, admissions, enrollment, financial affairs, student life, and marketers. TCR Group is a hands-on consulting company whose mission is to build a good and lasting relationship that seeks to maximize the client's potential.

**The Collaborative Inc.**—is an architectural, landscape architectural, interior design, and planning firm that specializes in the design of college and university projects. The 50-person firm has provided professional services for more than 200 major projects on 50 campuses. Projects have included campus master plans, recreation centers, student unions, academic buildings, and student housing. The Collaborative, Inc. approaches projects in a teamwork fashion, incorporating the input of a variety of constituencies to build consensus. The firm's interactive process allows the planning team to gain a broader and better understanding of the issues involved and strengthens the momentum and ownership of the project once it is completed.

**The Lawlor Group, Inc.**—is a full-service, market research, institutional marketing, brand management and integrated marketing communications (advertising, print, web, new media) firm that works with private colleges and universities throughout the United States. TLG, which was founded in 1987 and has served over 170 college clients, is dedicated to providing clients with research, strategic counsel, and integrated/interactive marketing services that create distinction, enhance value, and achieve results. The firm also publishes *The Lawlor Review*, a critically acclaimed education marketing journal; *Lawlor Perspective*, a series of white papers for senior management and trustees; and *Lawlor Focus*, a monthly e-newsletter that explores topics relevant to enrollment management, marketing, and communication professionals in higher education. In addition, Lawlor sponsors a series of professional development seminars and symposiums for educational marketers including its annual Summer Seminar.

**The Learning House, Inc.**—is a comprehensive online education solutions partner that helps colleges and universities offer and manage their online education programs. Learning House provides a total online campus solution to its clients, including course development and publishing, online marketing services, learning management systems and hosting, faculty and staff training, 24/7 technology support, and online education consulting services. Learning House provides this turn-key package of online education services to accredited institutions of higher education across the country. For more information about Learning House, visit: [www.learninghouse.com](http://www.learninghouse.com).

***The New York Times***—is committed to supporting the essential work of educators and colleges and universities. Presidents are invited to meet with *The New York Times* staff to discuss ways that they can develop a partnership with their college or university.

**The Presidential Practice, Inc. (TPP)**—provides coaching and counsel to newly and recently appointed presidents as they work out complex institutional and cultural issues. TPP draws upon years of experience in higher education and work with the leaders of more than 150 colleges and universities that participated in a national planning project administered by the University of Pennsylvania's Institute for Research on Higher Education from 1986 to 1999. It also includes 13 college and university presidents emerita/emeriti who, through long and successful presidencies, developed strategies for handling an array of challenging issues and opportunities. The Andrew W. Mellon Foundation provided funding in 2007 for a joint pilot initiative of CIC and TPP, the Institutional Diagnostic Service for New Presidents (IDS), which is designed to enable new presidents to identify serious problems that should be addressed immediately as well as promising opportunities for strategic attention.

**TIAA-CREF**—is a family of companies that form a prominent financial services organization dedicated to providing lifetime financial security to those in the healthcare, academic, cultural and research fields, for people whose work serves others. An organization with over \$395 billion in total assets under management as of September 30, 2008, TIAA-CREF has more than 3.4 million participants in more than 23,000 plans with more than 15,000 public and private clients. TIAA-CREF and its group of companies provide a broad range of products and services including retirement plans, planned giving, executive compensation arrangements, annuities, mutual funds, IRAs, Keogh plans, life insurance, and education savings plans.

**Treanor Architects**—is committed to design that respects and complements the architectural integrity of college campuses across the nation. With design teams dedicated to student life, life science, and historic preservation, the firm has been creating environments for students' personal, social and academic success since 1981. Treanor's projects span two countries, 25 states and more than 60 college campuses. A member of the U.S. Green Building Council since 2004, Treanor currently has 13 university buildings registered to achieve LEED Platinum or LEED Gold certification.

**Van Yahres Associates**—was founded in 1980 in Charlottesville, Virginia, and is an established campus design firm specializing in master planning and site design for colleges and universities. While Van Yahres has concentrated almost exclusively on educational clients, its work has expanded to a regional and even national reputation. Having completed over 700 educational projects, Van Yahres Associates has intentionally kept its staff focused to provide personal service to each one of its clients. Because of its commitment, Van Yahres has worked continuously for over 10 years with many clients, including Bridgewater College, Hampden-Sydney College, and Emory & Henry College.

**Witt/Kieffer**—is the nation's most experienced executive search firm serving colleges, universities, and not-for-profit community service and cultural organizations. During its more than 35 years of executive search excellence, Witt/Kieffer has served more than 1,000 searches for nearly 400 colleges and universities.

**Yaffe & Company, Inc.**—provides executive compensation consulting services to colleges and universities. Yaffe & Company assists boards in setting competitive executive compensation and benefits programs that attract and retain talent and comply with all IRS requirements for committee independence and “rebuttable presumption of reasonableness.” Yaffe & Company staff combines career consultants and former presidents from higher education.