

The higher education financial landscape is clouded by uncertainty. A recent Gallup poll revealed that many chief financial officers are feeling uncertain about the financial viability of their institutions and foundations. It's no wonder. Soaring costs, decreasing enrollments, and stagnant growth are challenging even the most business-savvy leaders in higher education.

AGB Consulting helps institutions of all types unlock new revenue streams and reduce waste by aligning the mission to market, current strengths, and emerging trends. By developing strategic growth building blocks (SGBBs), you can stabilize and strengthen your economic position. AGB Consulting delivers strategic returns in the form of stronger growth, sustained relevance, and lower costs for your institution or institutionally related foundation.

STRENGTHENING HIGHER EDUCATION

AGB Consulting works with higher education board members, leaders (president, CEO, CFO, provost, etc.), leadership teams, and board professionals who want to:

- Ensure their organizations remain financially viable
- Align their brands and offerings to remain relevant to their markets
- Put their organizations on a solid growth trajectory
- Make strategic investments in new offerings while controlling costs

AGB CONSULTANTS

Our team members are higher education and business world professionals, subject-matter experts, and sitting board members. We match the experts with the most relevant experience to your institution or foundation to address your needs and goals, and identify solutions.

PROCESS

Our consultants partner with your board and institution leaders to review and validate existing strategies and focus on creating growth through key revenue drivers, including enrollment, programming, partnerships, and new market opportunities, while leveraging our decades of experience and knowledge of best practices.

- **REVENUE GROWTH STRATEGY:** AGB collaborates with you to develop customized, comprehensive revenue growth and cost management plans grounded in institutional realities: culture, capacity, mission, market position, strategic plan, and quality of earnings. Three to six SGBBs form the core of these plans and are supported by five-year financial models and detailed considerations of costs, risks, and implementation requirements.
- **COST MANAGEMENT STRATEGY AND FINANCIAL MODELING:** AGB examines your operational practices, infrastructure, academic programs, personnel, and business services and pairs revenue growth efforts with cost management strategies—moving your institution or foundation's business model from reactionary to strategic and tactical.
- **FINANCIAL ASSESSMENTS AND TREND ALIGNMENT:** AGB experts work with your CFO, president/CEO, and/or board to assess your current financial state and either validate existing data and strategic approaches or identify opportunities for growth that are linked to current and emerging trends.

Only
50%
of chief
business
officers
are confident
their college
will be financially
stable over the
next 10 years.

Source: Gallup and *Inside Higher Ed* Survey

Only
65%
of chief
business
officers
felt confident
about their
institution's financial
outlook over the
next five years.

Source: Gallup and *Inside Higher Ed* Survey

Schedule a call to learn more.

Consulting@AGB.org • 202-766-0865