

RESUME

Paul Benedict Carney

Experience

2016-2017

Vice President for Enrollment and External Relations

St. Gregory's University, Shawnee, OK

- primary responsibilities for Undergraduate and Graduate Admissions, Financial Aid, Athletics, Development, Marketing and Event Planning
- other areas of responsibility include undergraduate and graduate retention, strategic planning, new program initiatives
- enrolled largest new student group in school's history in Fall 2017
- the University suspended operations as of the end of the Fall, 2017 semester

2013-2016

Assistant Provost for Student Life and Athletics

Webster University, Webster Groves, MO

- led Student Life, Athletics and Registrar's areas, with chief responsibilities for undergraduate retention, improving graduation rates and time to completion, student and athletic organizations, with financial responsibility for 63 staff and more than \$13m in salaries and operating budget
- increased number of student-athletes from 200 in 2009 to 300 in 2015 in 14 sports while maintaining student-athlete academic profiles
- improved customer service and efficiency of various departments in Student Affairs through program review using constituent surveys as well as other qualitative research

2009-2013

Vice President for Enrollment Management and Student Affairs

Webster University, Webster Groves, MO

- privileged to lead a group of 105 individuals committed to student success with total financial responsibility of \$16m in salaries and operating
- responsible for enrollment management for undergraduate financial aid, registrar, marketing and communications, student affairs areas including residential life, intercollegiate athletics, health and psychological services, and career services for the worldwide network of Webster campuses including five international campuses in Geneva, Vienna, London, The Netherlands, and Thailand.
- revamped the total undergraduate recruitment effort from the Search process, through new publications and advertising campaigns, new scholarships programs and expanded and enhanced the University's visit programs for prospective students and their families—resulting in a record number of applications and positioning the University for meeting enrollment and net revenue goals for both freshman and transfers
- in collaboration with Corporate Partnerships, customized on-site degree programs for corporate partners (e.g., BJC Healthcare, SSM Health Care, Ascension Health)
- reviewed, recommended and implemented new Admission software for undergraduate and graduate recruitment and admission for the worldwide network of Webster

- initiated a First-Year Experience program for retention and success for all new students
- conducted program review of the all Financial Aid areas including analysis of policies and procedures which resulted wide-ranging changes within the department improving customer satisfaction
- implemented MapWorks new software package for Student Affairs and retention focused on early identification and support for students who may need assistance in achieving their goals
- developed a new model for merit-based scholarships which accentuate leadership and service aspects of a prospective student's profile as well as academic attributes
- retention rates during this period were the highest in University history
- expanded Learning Living Communities and Learning Communities (which include commuters) on campus
- solidified athletic practice and performance space for several programs
- Division III athletic program is one of the strongest in the area both in performance and academic success, national participant in several sports each year

2006-2009 Vice President for Enrollment Management

Drury University, Springfield, MO

- developed a Strategic Plan for Undergraduate Enrollment to take the University from 1,555 to 1,700 students
- led effort that achieved record level of undergraduate enrollment for Fall, 2007
- led effort that enrolled largest number of new freshmen and new transfer students in school history (Fall, 2007) and maximized net revenue with a tuition increase of 9.5% while maintaining freshmen academic profile at 25 ACT (1150 SAT) and 3.80 GPA
- led a university-wide project to identify new academic and extra-curricular programs to increase undergraduate enrollment more than 15% over the next 3 years
- collaborated with Board chairman and Edward Jones personnel to establish and fund the Edward Jones Minority Scholars Program which in four years enrolled an additional 40 minority students
- collaborated with Vice President for Academic Affairs and School of Architecture leadership and faculty to develop a new Master's of Architecture program for Fall, 2009
- developed a comprehensive undergraduate admission marketing program: including a new University logo, viewbook, video, and introduced TV advertising and high school newspaper advertising campaigns in targeted markets
- revamped merit-based scholarship awards using yield-driven analyses
- worked with highly successful NCAA Division II athletic program to work with programs to maximize athletic and academic scholarship awards for student-athletes
- proposed and assisted in implementing an expansion of Learning Living Communities and initiated Learning Communities (LLCs for commuters) including new theme-based communities as well as academic program-based communities

- 2004-2006** **Director of Undergraduate Admissions**
Oklahoma State University
- enrolled 3,315 new freshmen in Fall 2005, a 1.6% increase, despite fewer Oklahoma high school graduates and significantly increased admission standards
 - average ACT increased to an all-time high of 24.6
 - instituted a high talent recruitment program—NM Scholars more than doubled
 - developed new video and view book
 - increased transfer enrollment despite increased transfer admission standards
 - participated in development of new merit scholarship awards and programs
- 1998-2004** **Associate Director for Undergraduate Admissions (Research and Computing)**
University of Notre Dame
- developed program for recruitment of highly-talented applicants
 - assisted in the design and application of electronic media in the recruitment of students, and conducted research on achieving a strategic balance of enrollment between special interest groups
 - developed system for increased reliability of counselor evaluations across applicant pool
 - developed the University's first data warehouse
 - served as the athletic liaison for selected sports and assisted in recruitment and evaluation for all student-athletic and programs
- 1996-1998** **Market Research Director**
Crane MetaMarketing Ltd.
- led marketing research and analysis for this international educational marketing firm
 - clients included universities and private independent boarding high schools including Santa Clara University, The Stevenson School (CA), McCallie School (TN)
 - conducted program assessments, focus groups, developed questionnaires and survey instruments, fielded surveys, conducted data analysis, presented results and recommendations at senior staff and Trustee level
- 1987-1996** **Director of Enrollment Management and Institutional Planning**
University of Dallas
- served as the chief undergraduate enrollment officer for the University, one of five area heads within the University; areas included Undergraduate Admission and Financial Aid; with Student Life and Intercollegiate Athletics added in 1993
 - led area that met tuition revenue targets of \$10-11 million within a budget of approximately \$27 million; supervised the strategic use of financial aid that distributed approximately \$4 million annually in need-based and merit scholarship programs
 - initiated UD's Texas Scholars program (which funded 150 scholarships per year) and assisted in fund-raising proposal and presentation to the Constantin Foundation
 - supervised the University's national merit-based scholarship program, *The Competitive Examination*, that awarded more the 300 scholarships per year, and the University's

- leadership scholarship program which awarded more than 150 scholarships per year
- responsible for budget planning for the University, including revenue and expense projections, academic planning (together with the Provost), comparative institutional analysis and budget modeling
- continued to direct all University institutional research

1985-87 **Assistant to the President for Planning and Director of University Computing**
University of Dallas

- continued to direct all university institutional research
- responsible for development, coordination and presentation of University Strategic Planning process and annual Trustees' Planning Retreat
- under the President's supervision, began a Trustee-development program to increase Trustee involvement and satisfaction in serving the University
- responsibilities increased to include Institutional Planning and Computing Center
- led implementation of comprehensive Administrative and Library software packages

1984-93 **Director of Institutional Research**
University of Dallas

- began institutional research at the University, initiated institutional research and planning function with particular emphasis on marketing, recruitment, customer service issues, budget planning and analysis, survey research and policy analysis

1978-84 **College of Education Teaching Fellow and Research Associate**
Florida State University, Office of Budget and Analysis

- responsible for resource allocation analysis for the Vice President for Academic Affairs
- institutional budget planning and legislative projects
- budget supervision for the Faculty Salaries budget

1973-1977 **7-8th Grade Mathematics and History Teacher**
St. Margaret Mary School, Wichita, Kansas

- Taught math, history, religion and physical education

Education

Ph.D. College of Education, Florida State University, Tallahassee, Florida,
Major: Educational Research and Evaluation

M.A. College of Education, Wichita State University, Wichita, Kansas,
Major: Educational Measurement and Testing

B.A. Kansas Newman College, Wichita, Kansas,
Major: History with Secondary Education minor