



HIGHER EDUCATION INSIGHTS





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For more inspiration, visit ki.com/highered



INTRODUCTION

Fluid, Interactive and Engaging

KI designs and delivers responsive higher education learning spaces.

Supporting the development of world-class learning and campus environments has been – and always will be – at the very core of KI. It's what we do best. We work with our educational partners to persistently grow our knowledge, understanding and experience with the Higher Education market. This helps us support a “customer of one” experience and develop a roadmap for future innovation specific to your unique learning experience.

From cyberspace to physical space, KI understands the needs of higher learning. We're at the forefront of new ways to design and deliver responsive educational spaces with innovations that complement today's current educational concepts and university furniture that supports the learning environments of the future – fluid, interactive, engaging.





Think KI

For your campus furniture solutions.

KNOWLEDGE + INSPIRATION

Think adaptive learning. Think KI.

We understand that students learn best at their own pace, with a curriculum adapted to their specific aptitude. Truly, this is the most effective way to inspire, stir passion and connect to purpose—far beyond rote learning or traditional repetition.

In turn, this tailored approach delivers an exceedingly positive educational experience of organic learning and discovery.

KNOWLEDGE + INNOVATION

Think personal space. Think KI.

From advanced bio sciences to virtual gaming, we've seen unlimited innovations that enhance the learning experience. Contributions from various disciplines and technologies continue to help facilitators evolve teaching and learning tools—an especially critical topic during recent global challenges.

Wherever learning takes place, students need supportive tools and the capacity to grow their personal space—mentally, physically and emotionally.



KNOWLEDGE + INCLUSION

Think hands-on learning. Think KI.

At KI, we understand the visceral need to find a community, a tribe of one's own. Throughout the learning experience, this connection to community is essential. For students, attending school may be their first opportunity to explore a diverse world beyond the communities in which they were raised and connect with others on a more global perspective.

A variety of inclusive programs on campus can provide supplemental hands-on experiences to help students engage with applied learning opportunities.



LEARN MORE

ki.com/think-ki

10 FAVORITE KI PRODUCTS FOR LEARNING ENVIRONMENTS

If 2020 taught us anything, it was that learning environments need to be adaptable, flexible and scalable as students return to campus. That was evident based on the most-frequently ordered KI products on campuses across the nation. As you focus on maintaining safety and opening your doors, here are the products that helped our college/university clients these past 12 months.

- 1 Pirouette® Tables
- 2 Fixed Seating - Featuring Jury Base
- 3 Strive® Seating Collection
- 4 Learn2® Seating Collection
- 5 Dōni® Stack/Guest Collection
- 6 Connection Zone® Benching
- 7 Aristotle® Casegoods
- 8 MyPlace™ Lounge Furniture
- 9 Architectural Walls
- 10 WiggleRoom® Pod

Think KI

Through the eyes of our customers

By Bryan Ballageer



**BRYAN
BALLAGEER**

VP Sales & Marketing -
Education, KI



Before I joined KI, I was a customer myself. As director of operations at Success Academy Charter Schools, I oversaw furniture selection and other supply chain initiatives for more than 45 campuses.

I ended up making the move to KI largely because of the positive experience I had as a customer.

Recently, Hanover Research was commissioned to ask school administrators, designers and dealers their opinions on several leading furniture brands in the education space. We wanted to see what makes people “Think KI.”

THINKING INSPIRATION? THINK KI.

Respondents identified KI’s sales team as the most knowledgeable in the industry. When I was at Success Academy, I could count on KI to help me determine the right furniture solutions for any space. KI’s team knew the market and the trends in education -- and happily offered advice and inspiration.

More than 75 percent of survey respondents believe KI is the smartest choice for education furniture. Ninety percent believe our furniture is the most well-made on the market.

These findings echo my own experience; whenever I needed durable solutions for Success Academy, I immediately thought of KI.

THINKING INNOVATION? THINK KI.

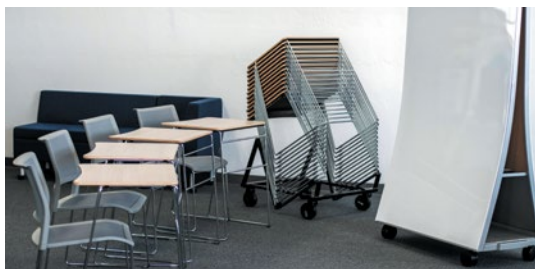
Across the education market, survey respondents considered KI to be the most innovative and “in the know.”

The Infinity from KI program consists of our team of specialists, who work to meet customers’ exact needs by modifying existing products or creating a product from scratch.

For instance, for one customer we designed a scaled-down Learn2 Junior to support younger elementary school learners.



For another customer, we designed lightweight, high-density desks that stack up to 20 high, making it perfect for multipurpose spaces.



As a customer, I witnessed KI’s expertise firsthand. The 45 campuses I managed at Success Academy came in all shapes, sizes and ages. Some buildings were constructed in the 1930s, while others were built in the 1980s, so I certainly ran into some unique challenges.

Thankfully, the KI team always helped me get creative in order to meet our needs.

THINKING INCLUSION? THINK KI.

At KI, we believe that one aspect of inclusivity is ensuring access to high-quality furniture at all budgets. More than 80 percent of survey respondents said that KI offers unique products at competitive prices.

We also believe inclusivity means collaborating closely with our customers. Seventy-five percent of designers and architects surveyed chose KI as their preferred higher education furniture brand. We believe that’s due in large part to our unmatched customer service.

While I was at Success Academy, KI struck me as transparent and trustworthy. If I ordered 10,000 products, perhaps two might have been delayed. In the rare instances where that happened, my KI contacts called immediately to inform me -- and provided substitute products to hold us over.

I also appreciated that the KI team remained flexible when we ran into hiccups on our end. School deliveries and renovations involve a lot of moving parts. I had to balance the schedules of tradesmen, teachers, community members and the like. The KI team always made the timelines work so the school year could kick off without a hitch.

PUTTING CUSTOMERS FIRST

We welcome the opportunity to hear from our customers, A&D and dealer community partners so that we can keep doing what works -- and rethink what doesn’t.

Learning Spaces Workshop

Designing for change.

Learning space design can lead administrators and staff down a varied path of questions as they work to find the ideal solution for their campus: how should it look? What should it feel like? What educational styles are important to us?

There are often numerous opinions and ideas around those questions as staff work to find the ideal design. Generating a productive discussion is at the core of KI's Learning Spaces Workshop – a program designed to bring varied educational ideas and styles together to create a tailored learning space. The workshop empowers educators to discover and understand their specific needs.

Workshop facilitators are there to listen, discuss and move the conversation forward. After a brief introduction, the remainder of the workshop is spent creating an interactive discussion among educators around what their classrooms could look like.

It's not uncommon for schools to have staff with two (or more) very different ideas of classroom structure. Some instructors and students want traditional classrooms with desks facing forward, lined up in rows. Others see merit in active learning arrangements where students seamlessly slip between group work and more rote-based learning styles.

Listening to staff is a big part of the workshop. Those voices, along with students, are ultimately where the “right” solution for the school will be found. Each college and university are different. There's no one-size-fits-all solution. The workshop strives to distill what's important for educators and students from their own voices and ideas.

Plus, it's hands-on, light-hearted and yields a useful product. Sure, there's talk of furniture, but the focus is on finding a consensus among educators of what classrooms could look like at their school.



HOW IT WORKS

A recent workshop was held at Canterbury School of Florida, an independent college preparatory school with 80 faculty and more than 400 students in St. Petersburg, Florida. The school is exploring classroom and furniture options as buildings on two campuses undergo renovation.

The workshop followed a typical path:

PHASE 1: After a short introduction, staff analyze and discuss a handful of key questions in small groups in what are, inevitably, energetic conversations focused on what's important to them, the school and students. The format encourages frank conversations of classroom design and principles between educators.

At Canterbury, discussion focused on finding a balance between more traditional classroom settings and newer pedagogies. Three questions were central to the dialogue:

1. Where have we been? A discussion about the history of education in general and at the school.
2. What are we hearing? A talk about emerging trends in education, including flipped classrooms and active learning.
3. Where are we going? Here is one of the key points of the workshop, where teachers lay out their vision for their future classrooms to each other, often melding more traditional ideas with emerging classroom methods.

With an outside facilitator (KI) guiding the discussion, the workshop offers an opportunity for teachers to dig into peer-to-peer conversation and lay out what's important to them as a school and as educators. Handing off facilitation duties also frees administrators to hone in on what is being communicated.

"I could listen just for the pure answers from our faculty," said Pam Walker, Canterbury's director of advancement and development.

PHASE 2: In this step, ideas generated by the

groups are written on sticky notes, collected, and presented back to the entire group for a vote on favored design elements.

PHASE 3: With key thoughts from discussion and voting distilled to a handful of ideas, teachers turn their attention to building a conceptual classroom with craft supplies. The room comes alive as teachers move model furniture on colored squares of pastel-colored construction paper representing learning spaces. Children's modeling clay and pipe cleaners are fashioned into prototype pieces of furniture with students.

The session wraps up with members explaining what they built and their design rationale. Nothing is off limits and some designs are very abstract, but the exercise – and follow-up discussion – illustrates what's important to the school, staff and students.

COMMON GROUND

Canterbury's workshop provided a cross-section of ideas for designers to begin creating conceptual classroom renderings. Most importantly, teachers were able to find some common agreement on options appealing to staff and students.

"Some folks were on one end, some folks on the other," Walker said. "Watching them have that dialogue as they were walked through the steps was priceless."

The workshop also produced actionable materials, including insight into a desire for a mix of furniture types in classrooms to meet student needs.

"We're taking all the information from our faculty and coming up with a couple iterations of what we heard," Walker said. "It's being able to go to our teachers and say, 'This is what we heard from you, is this what you're looking at?'"

So, the workshops are a fun way for educators to discover the answers – and create the solutions – for themselves.

From Student Union to Uniting Students

More than a half century into its role as the campus living room, the Lowman Student Center has been rejuvenated as the heart of the Sam Houston State University community.

Renovations and an 80,000-square-foot expansion have reshaped the building into a welcoming, safe and flexible facility that includes a ballroom, book store, dining commons, student gaming area and lounge with a variety of meeting and hang-out spaces.



Serving students, staff and the wider community of Huntsville, Texas, the building and furnishings are designed for frequent reconfiguration.

"Students are moving furniture around and creating dyads, triads, quads and pockets of engagement where they are having these conversations. The MyWay furniture in the majority of our lounge spaces was specifically selected because of the wide variety of ways in which students can interact with the space."

– Rob Webber, Director Lowman Student Center

The center is airy and fun with a relaxed vibe. Natural light from large windows floods the building. Rich pantone-matched upholsteries from Pallas Textiles add vibrant colors to furnishings and bring spaces to life. The carefully-crafted custom fabrics establish a cohesive and modern feel throughout the building.

Lounge areas, nooks and an eight-lane bowling alley offer areas to connect in an environment alive with activity. Meeting spaces provide campus organizations a formal place to congregate and serve as areas where individuals and small groups can complete work and quietly study.

The inclusion of meaningful gathering places is an increasingly common discussion between designers and clients, said Alyssa VanDierendonck, a junior interior designer with

EYP Architecture & Engineering in Houston who worked on the project. Around the country, colleges and universities are looking at ways to connect students to the campus as part of attraction and retention efforts.

"As a staff, we have to be more intentional about creating opportunities for gathering. But sitting around a table having a meal together is probably one of the best ways to build community."

— Rob Webber, Director Lowman Student Center

Tables fill quickly at meal times, mixing friends with strangers. It's not uncommon to see students making introductions and having chance conversations around Pillar and Athens tables.

Those spontaneous meetings are augmented by spaces designed to bring people together. Prominently situated on the first floor, The Kat



Klub game room provides students a place to play video games, watch sports on one of 27 high-definition televisions or connect with other students through karaoke and hosted game tournaments. A second-floor coffee house and art gallery offer students a variety of spaces and ways to interact with each other and campus culture.

Students are connecting with the changes at the Lowman Center. Room reservations are up 44 percent and user traffic has increased almost 100 percent since renovation and expansion.

"We've come to the point where our student center feels like a place where people can gather and just be," Webber said.

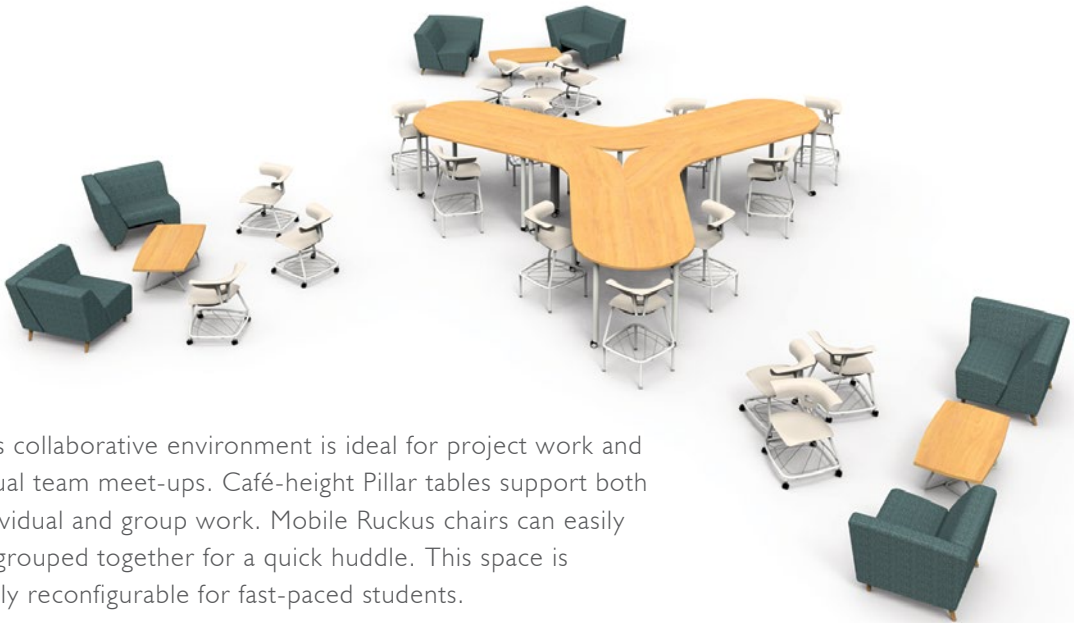
Just as a living room should.

For more case study stories and images go to: ki.com/casestudies

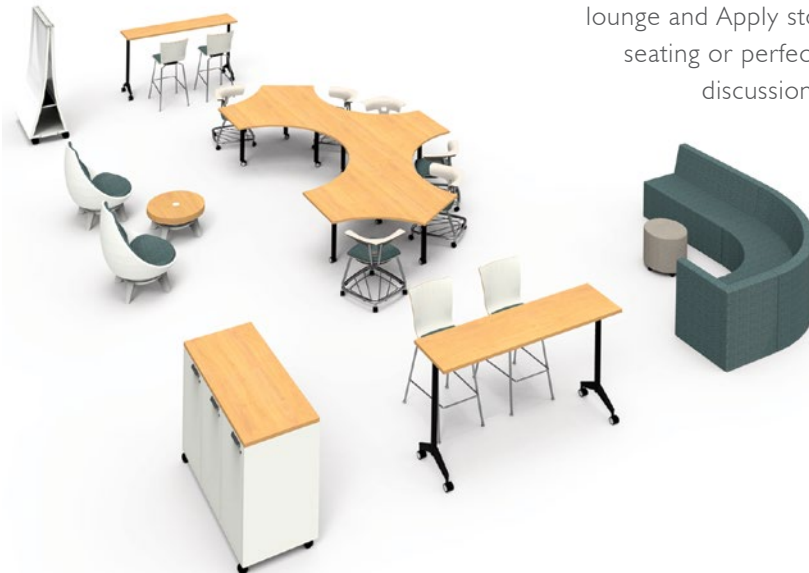


Planning Ideas

Be inspired!

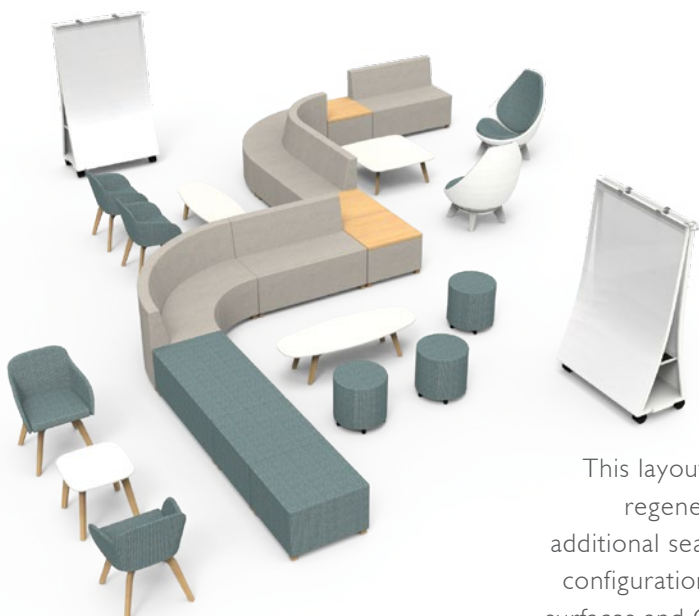


This collaborative environment is ideal for project work and casual team meet-ups. Café-height Pillar tables support both individual and group work. Mobile Ruckus chairs can easily be grouped together for a quick huddle. This space is easily reconfigurable for fast-paced students.



This layout features a multi-purpose learning space with a variety of seat heights. MyPlace lounge and Apply stools serve as overflow seating or perfect pods for small group discussions after a presentation.

This space was designed to support a variety of learning styles. It includes spaces for ideation, interaction and focus. Mobile Dōni seating, Pirouette tables and Connection Zone screens make it easy to arrange and rearrange. Hub modular seating and MyPlace lounge shapes provide for more relaxed and informal collaborations.



This layout supports casual interaction and regeneration. Calida and Sway provide additional seating around the central MyPlace configuration. Along with markerboard table surfaces and Connection Zone screens, these elements create a flexible collaboration space.



GET INSPIRED!

Learning can take place anywhere and everywhere. Visit ki.com/highered for insight on furniture solutions that support the learning environments of the future.



Top: Oath task chairs, Connection Zone benching, MyPlace seating, C-Table
 Bottom Left: Apply stack chairs and cafe stools, Pirouette tables, Serenade Gathering tables
 Bottom Right: RoomScape residence hall system



Calida lounge chairs and stools, MyPlace seating, Athens table, Serenade Gathering table



Lightline wall, Calida swivel chairs, Altus task chairs



Top: Sway lounge chairs and tables, Hub modular seating
Bottom: Döni 4-leg chairs w/casters and cafe stools, Pirouette tables, Sela lounge chairs



Strive task chairs, Connection Zone benching, All Terrain screen



Top: Pillar tables, Döni 4-leg chairs w/casters
Bottom: MyPlace seating, Connection Zone screens, C-Tables



Top: Pirouette tables, Torsion Air nesting chairs, Universal screens

Bottom: Ricochet stool, MyWay lounge chairs

Back Inside Cover: Doni 4-leg chair with casters, Connection Zone wood-leg benching, Lyra lounge chairs, MyPlace tables





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