ANTIOCH UNIVERSITY
ANNUAL INSTITUTIONAL RESEARCH REPORT
To The
BOARD OF TRUSTEES
October 2007

ANTIOCH UNIVERSITY
INSTITUTIONAL RESEARCH
REPORT FOR THE BOARD OF TRUSTEES
OCTOBER 2007

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INTRODUCTION AND ACKNOWLEDGEMENTS

The following research report provides the results of a multi-year, University-wide institutional data collection and analysis of the Antioch campuses. The research covers enrollments, revenues and expenses, development, financial aid, and employment from the Academic Years 2002-2003 through projected 2007-2008 (dependent on the most accurate data available for each campus). For the sake of convenience, the Ph.D in Leadership and Change Program is identified as a "campus."

This report could not have been compiled without the commitment of the people who are listed below. They are entitled to our appreciation for the time and hard work that they contributed to this effort. It should be noted that many of the people noted below in Antioch Central Administration, Antioch College, Ph.D Program, and McGregor worked together to support each other's efforts to generate the data for this report.

ANTIOCH CENTRAL ADMINISTRATION: Virginia Dowse, Deborah Caraway, Suzette Castonguay, Debra Fritz, Candice Santell, Karen Snyder
ANTIOCH COLLEGE: Doug Wamer, Angela Glukhov
ANTIOCH PH.D IN LEADERSHIP AND CHANGE: Vickie Nighswander
ANTIOCH MCGREGOR: Brigette Dinnen, Darlene Robertson, Gerald Hunter, Deena Kent-Hummel, Kathy John
ANTIOCH NEW ENGLAND: Elizabeth Fitzgerald, Susan Howard, Kathy Curtiss, Rowland Russell
ANTIOCH SEATTLE: Greg Schuler (overall coordinator), Candiss Eickelmann, Katy Gilroy, Wendy Dahl, Sharon Sernius, Barbara Talmadge, Tan Truong, Dan Watts, Robert Cantillo
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ANTIOCH SANTA BARBARA: Richard Whitney, Nanci Braunschweiger, Lorna Hunt, Mary Ann Marwitz, Mike Meraz, Cecilia Schneider

(Special acknowledgement to Rowland Russell, who for a number of years has set up the systems and coordinated and prepared the data for the Financial Aid reports for all of the campuses).

EXECUTIVE SUMMARY

There has been a continued decrease in total student unduplicated headcount (HC) (see Graph 1) and Full-Time Equivalents (FTE, see Graph 3) primarily because of the situation at Antioch College. However, new students (Graph 2) at the College in 2006-07 exceeded a low number experienced in 2005-06, but not enough to approach historical totals, and they were not enough to offset graduations and attrition, thus accounting for the lower unduplicated headcount numbers. The Los Angeles campus has been posting positive enrollment growth over the past few years. The other campuses have been showing either flat or slightly negative enrollment growth. The Ph.D program headcount is increasing with the addition of cohorts each year and minimal graduations to date.

In 2006-07, racial and ethnic percentages by campus (Chart 1) range from 3.4% at New England to 30.6% at McGregor. Significant percentages of minority students were recorded at Los Angeles (29%), Santa Barbara (27%) and in the University Ph.D program (25%). However, the high percentage in the "other" category, particularly for the College and Seattle, skews the results and no doubt causes the figures for students of color at those campuses to be underreported as well as for others. There are significant percentages of African American students at McGregor and Los Angeles (27.4% and 13.9% respectively). Both of these figures have increased over the previous year. Santa Barbara reports that 19.5% of its students are Hispanic, which is also an increase from the previous year. As for the gender distribution, the proportion of female students at the adult campuses ranges from 60-80%. More data on student demographic composition for each campus is provided in the Enrollment Metrics pages in the Appendix.

The campus admissions metrics and graphs (4 through 10) provide information on applications, acceptances, and matriculants for each campus. The data on the graphs include acceptance rates (the percentages of applicants who were accepted by the institution) and yield rates (the percentages of those accepted who actually registered or matriculated). When interpreting the admissions metrics, one should bear in mind that the acceptance rate is usually an indicator of the quality of student admitted (i.e., whether the institution is considered to have selective or open admissions). The yield rate indicates the institution's ability to capture those students who have applied and been accepted. In 2007, acceptance rates ranged from 57% at the College to 81% at Los Angeles. Yield rates ranged from 17.4% at the College to 96% at McGregor. The average yield rate for the non-residential campuses in 2007 was 89%.

For 2006-07, the projected net tuition and fee revenue as a percentage of total revenues (Graph 11) was 33.9% for the College. At the non-residential campuses, the range of percentages is very close, averaging 85.3%.

Although total revenues from 2002-03 to 2006-07 have increased by 21.6%, from $59.7 million to the projected $72.6 million, the overall increase in 2006-07 amounted to $595,467 or less than 1% (Graph 12). There was a significant decrease in revenue at the Seattle campus amounting to over $1 million or nearly 7% and a nearly $700,000 decrease at Antioch College as well.

Gift and contract income is another revenue factor. Gift revenue increased by $176,955 or 4.5% primarily because of the continuing campaign at McGregor, where an increase of $299,040 was achieved (see Graph 13).

The College's endowment fund is $19 million (Graph 14). This is a decrease of $10,000,000 since 2004-05 most of which was used for the renewal campaign. Endowment funds for the non-residential campuses, in cases where they exist, are small (Graph 15). For those non-residential campuses that have endowments (McGregor, New England, and Seattle), the growth over the reporting period has been from a total of $253,599 in 2003 to $574,722 in 2007. (Please note that the amount shown in the Graph does not include total accumulated interest, but only principal).

Grant and contract revenue increased for all campuses contributing to diversity of revenue (Graph 16). The annual total grant and contract revenue has increased from $4.2 million in 2003 to $7.0 million in 2006 or by 67% but decreased to $6.2 million in 2007 (see Table 3).

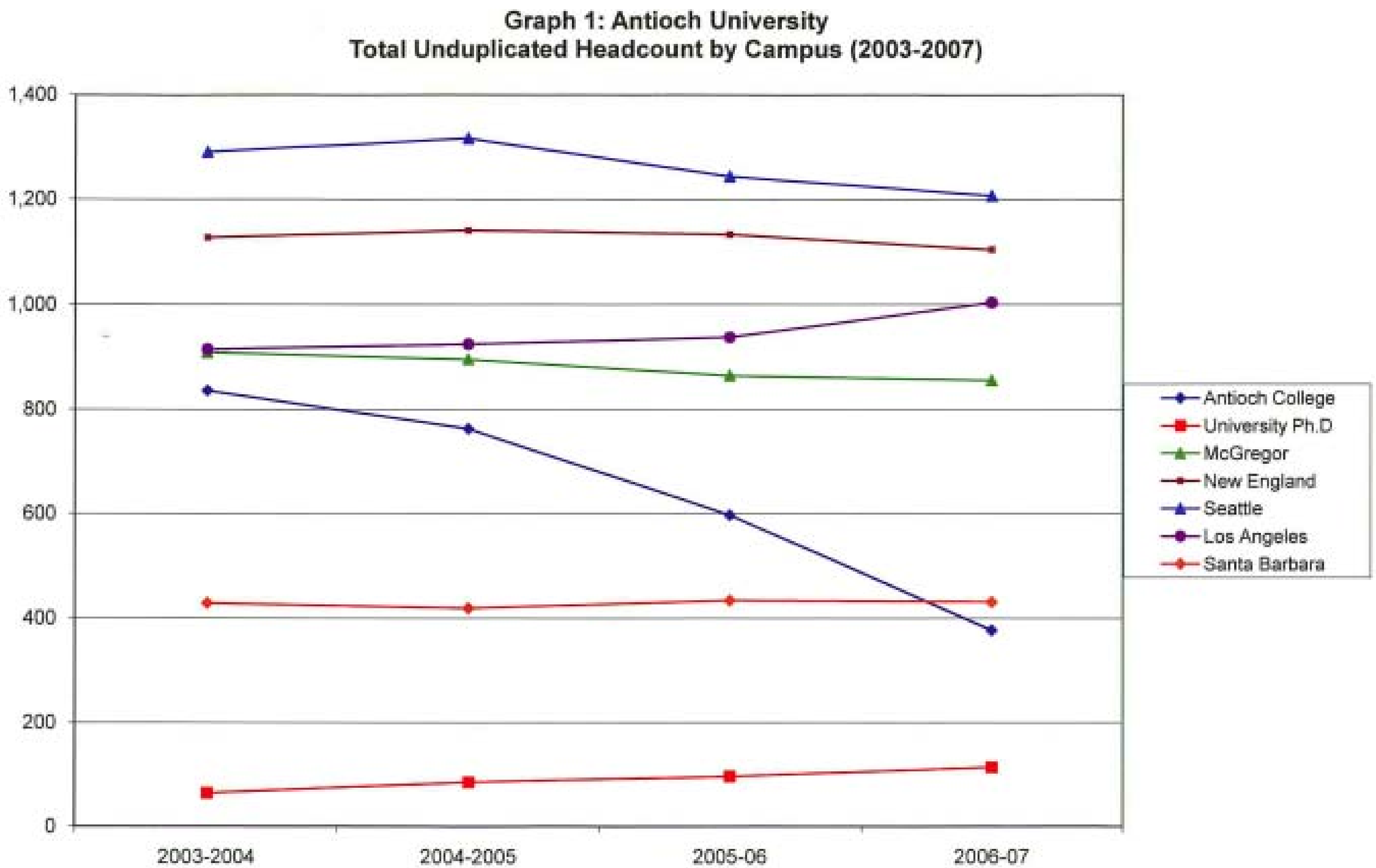
The increasing percentage of our Antioch students at all of the campuses who rely on financial aid is probably not surprising (Graph 17). For the purposes of this report, financial aid includes Federal and state grant programs, loans, scholarships and tuition discounts. The average percentage has increased from about 62% to 71% during the reporting period. It should be noted that the increase at the non-residential campuses probably reflects an increase in loans because graduate students are not eligible for Federal grant programs. Trends in total student financial aid amounts awarded and the numbers of students receiving aid (Graphs 18 and 19) are reflective of enrollment trends for the various campuses during the reporting period. Although the overall number of students receiving aid has tended to be relatively flat, the total student financial aid awarded by all campuses has increased from $49 million in FY 2003 to $61.7 million in FY 2007 and the average financial aid per student has increased from $14,312 in 2003 to $18,239 in 2007, an increase of 27.4% (Graph 20).

Core faculty employment, as measured by full time equivalents (FTE) has decreased about 5% over the past year with all campuses posting decreases except for Los Angeles. Total faculty including adjuncts and associates decreased by 7.6% (Graph 21). Student/faculty ratios on the non-residential campuses range from 16.3 at New England to 23.7 at Seattle and Los Angeles (Graph 22). Utilization in terms of FTE of associate and adjunct faculty in relation to core faculty varied throughout the system (Graph 23). Three campuses (McGregor, Los Angeles, and Santa Barbara) had relatively high ratios of 0.84 – 0.95; the ratio at the College fell from 0.42 to 0.17. Salaries and benefits made up between 55% to 70% of total campus expenses (Graph 23).

The ratio of students to administrators/staff varied over the system. It was 3.0 at the College, reflecting that it is a residential campus. The non-residential campuses ranged from 18.1 at Seattle to 28.4 at Los Angeles. The gender distribution of core faculty also varied with a tendency for there to be more female faculty than male. Administrative/staff

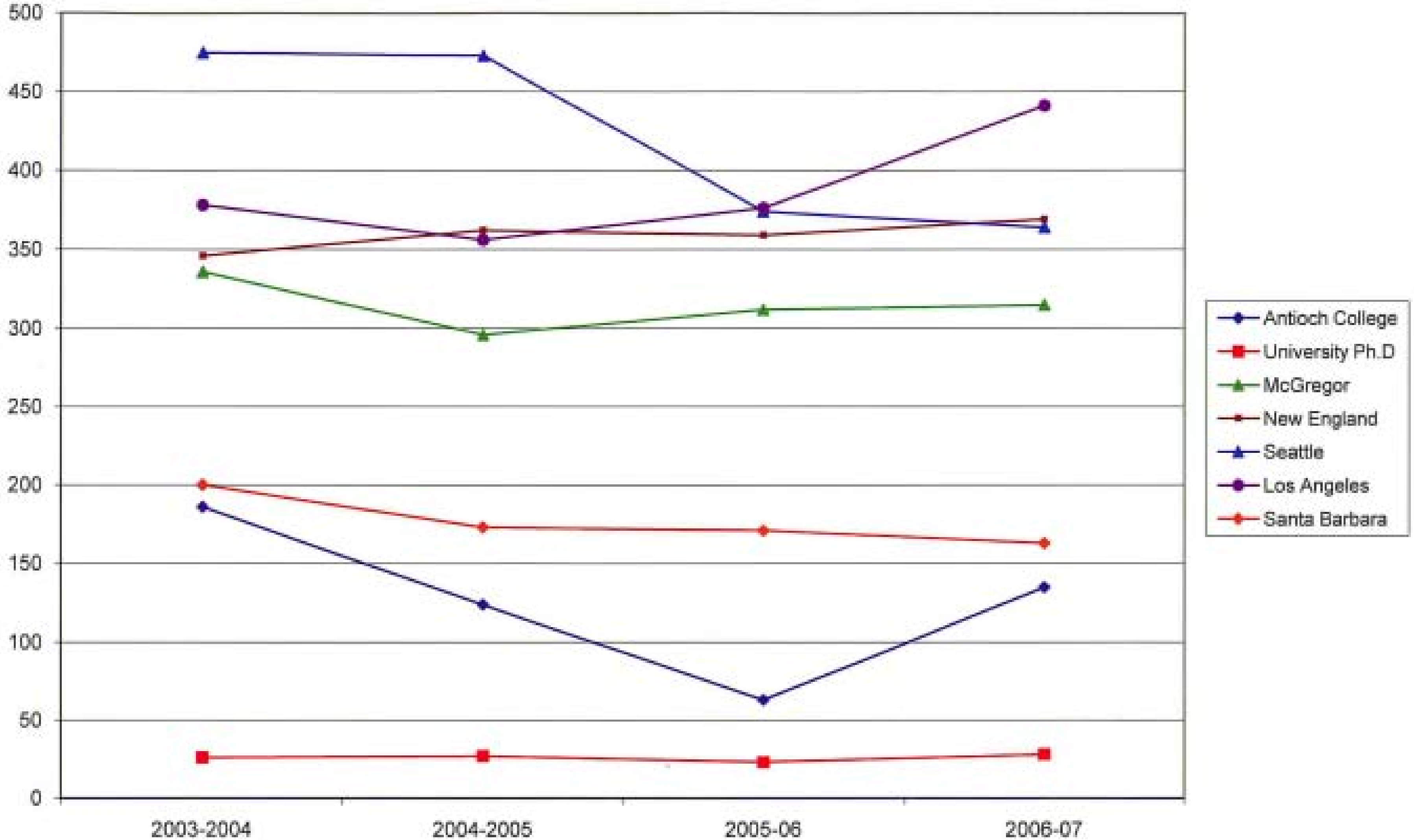
employees tended to be female. In terms of ethnicity for both faculty and staff, the non-minority (Caucasian) percentage varied by location. For core faculty, the range was from 63.2% in Seattle to 94.4% in New England; for staff, from 65.6% in Los Angeles to 96.2% in New England. Seattle and Santa Barbara recorded 13% of their faculty as Asian/Pacific Islander. Los Angeles reported that 19% of their faculty were African American. The percentage of African American staff at the Ohio campuses was 16.4% for the College and 18.8% at McGregor. The significant minority distribution of staff at the Los Angeles campus was 13.3% African American and 10% each for Asian and Hispanic. Additional faculty and staff demographic information can be found in the individual employment metrics reports in the Appendices.

The Appendices provide more specific information by campus in the categories of enrollment, revenue/expense, development, financial aid, and employment. As can be seen from most of the graphs, the consistent reporting of the data over the past years is now at a point that 5-year trends can be readily identified in these areas.



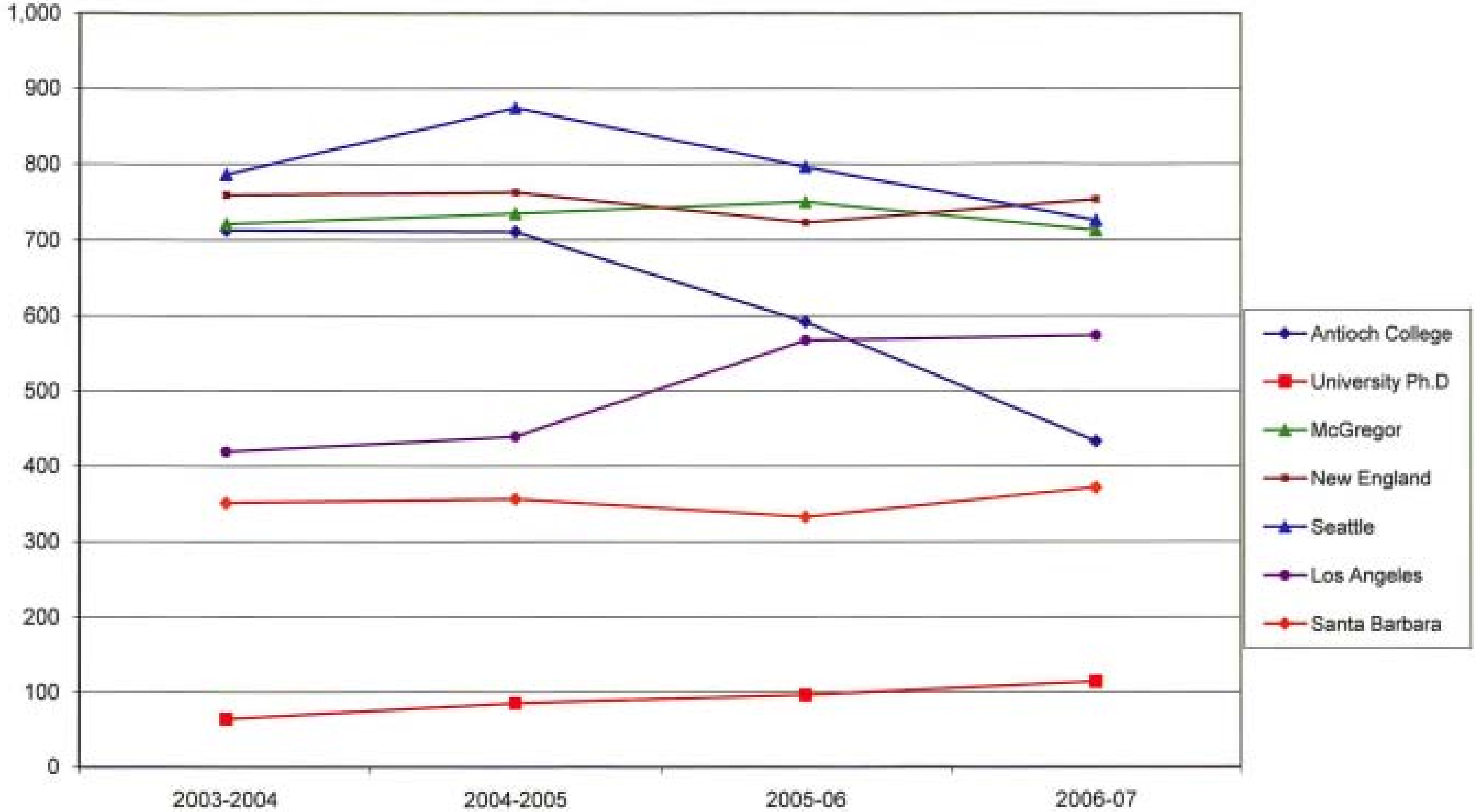
(see Table 1 for the specific headcount numbers)

**Graph 2: Antioch University
New Headcount by Campus (2003-2007)**



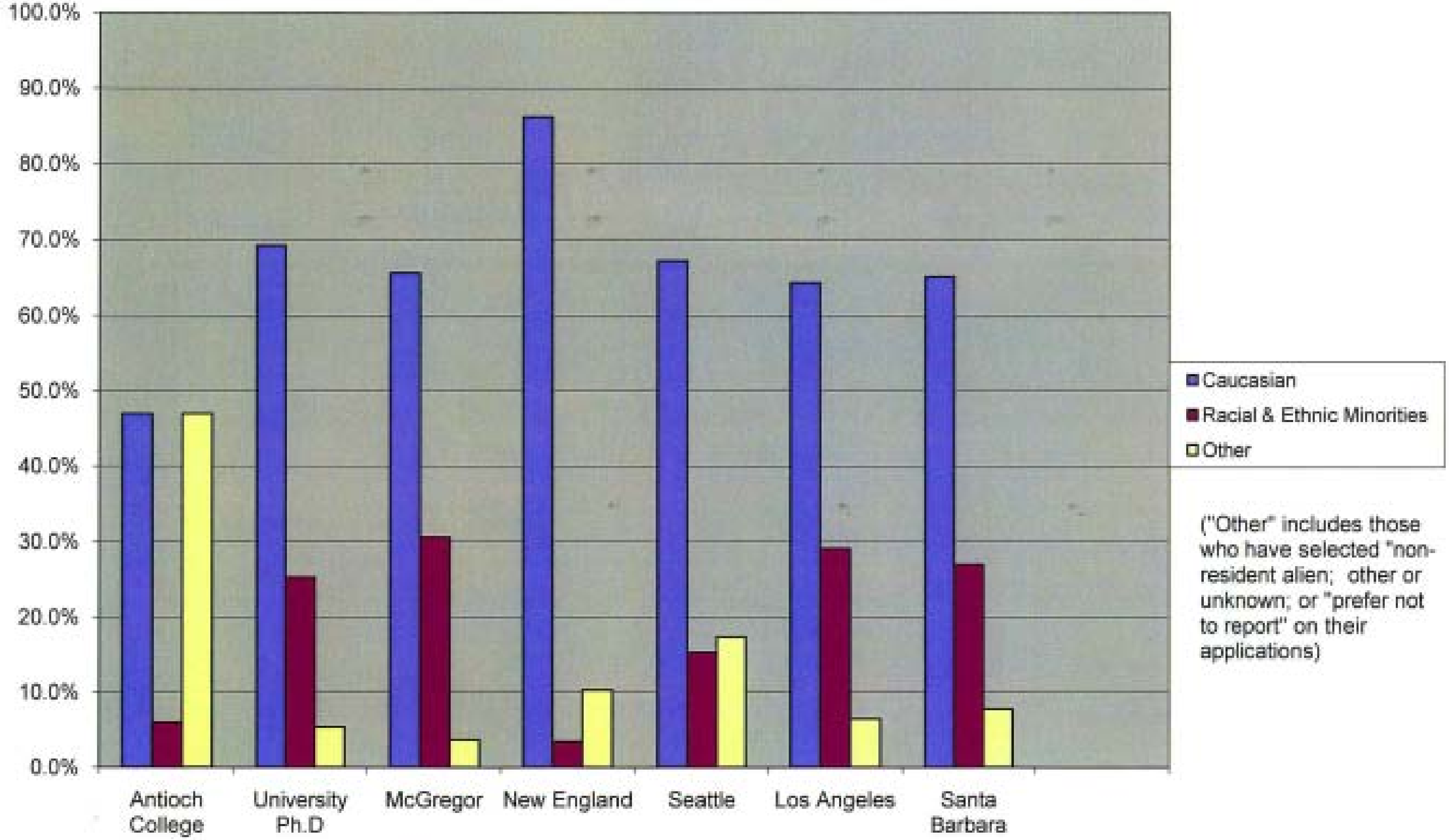
(see Table 1 for specific headcount numbers)

**Graph 3: Antioch University
Student FTE by Campus (2003-2007)
(Full Time Equivalent)**

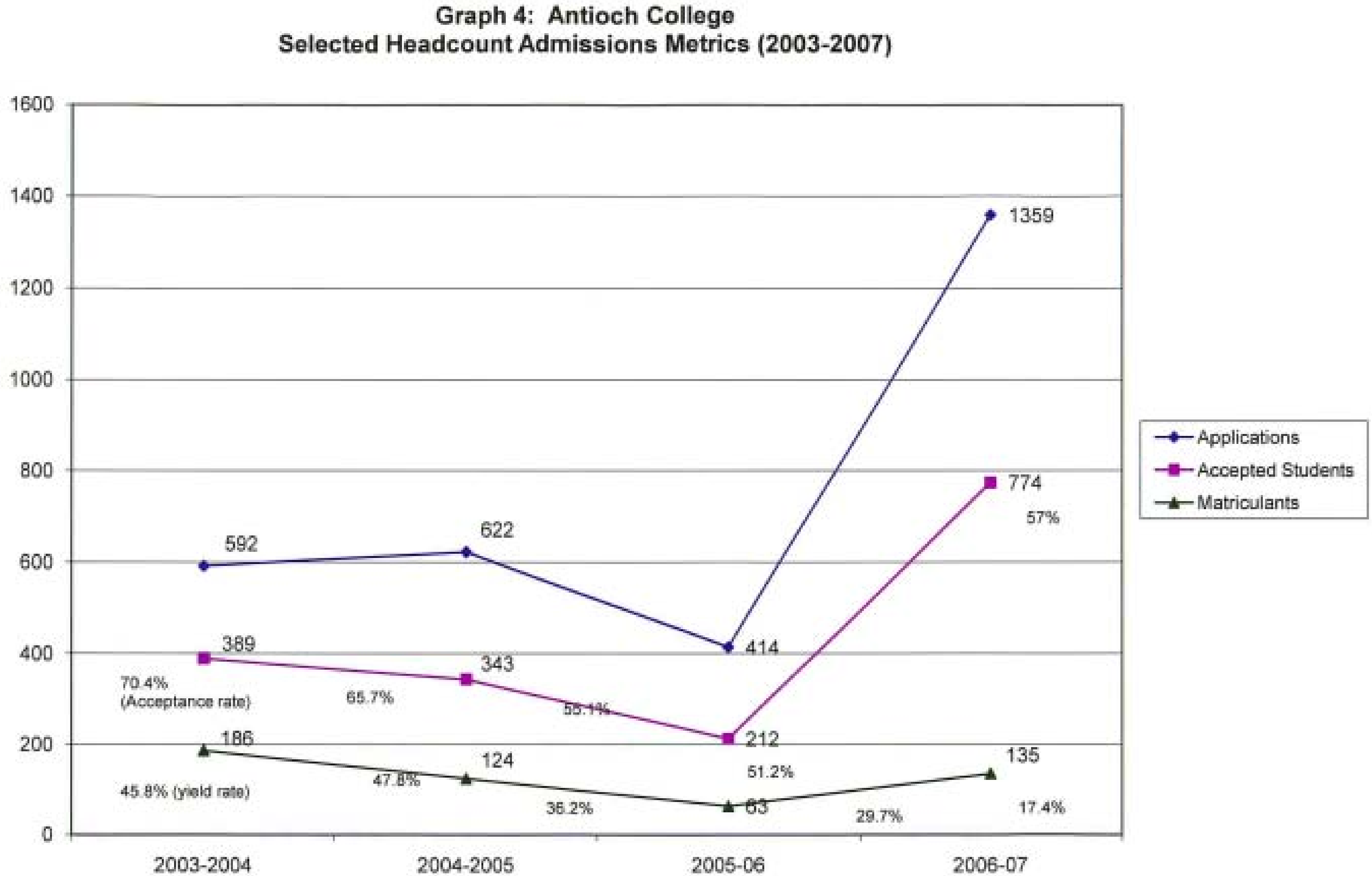


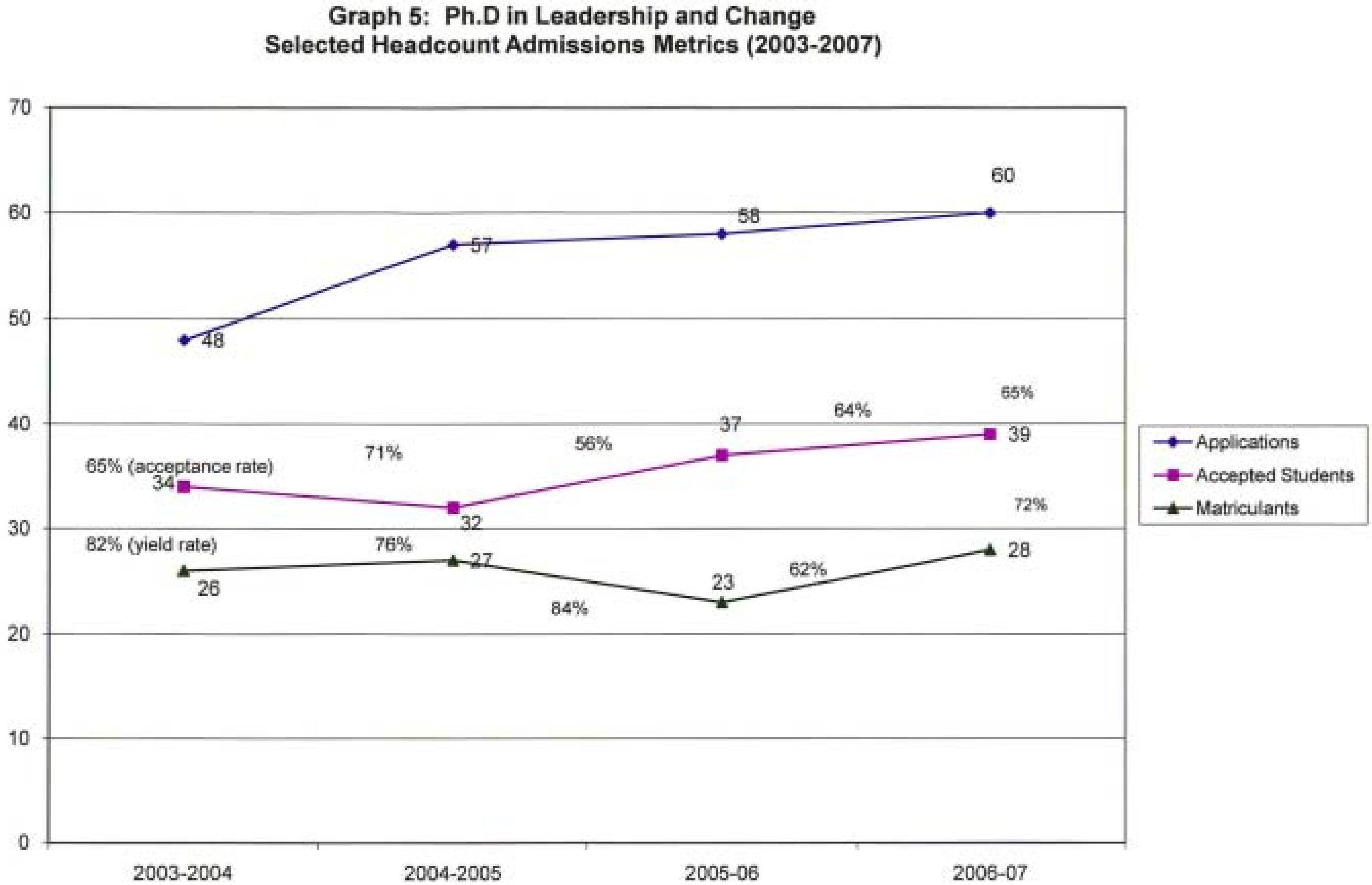
(see Table 1 for specific FTE numbers)

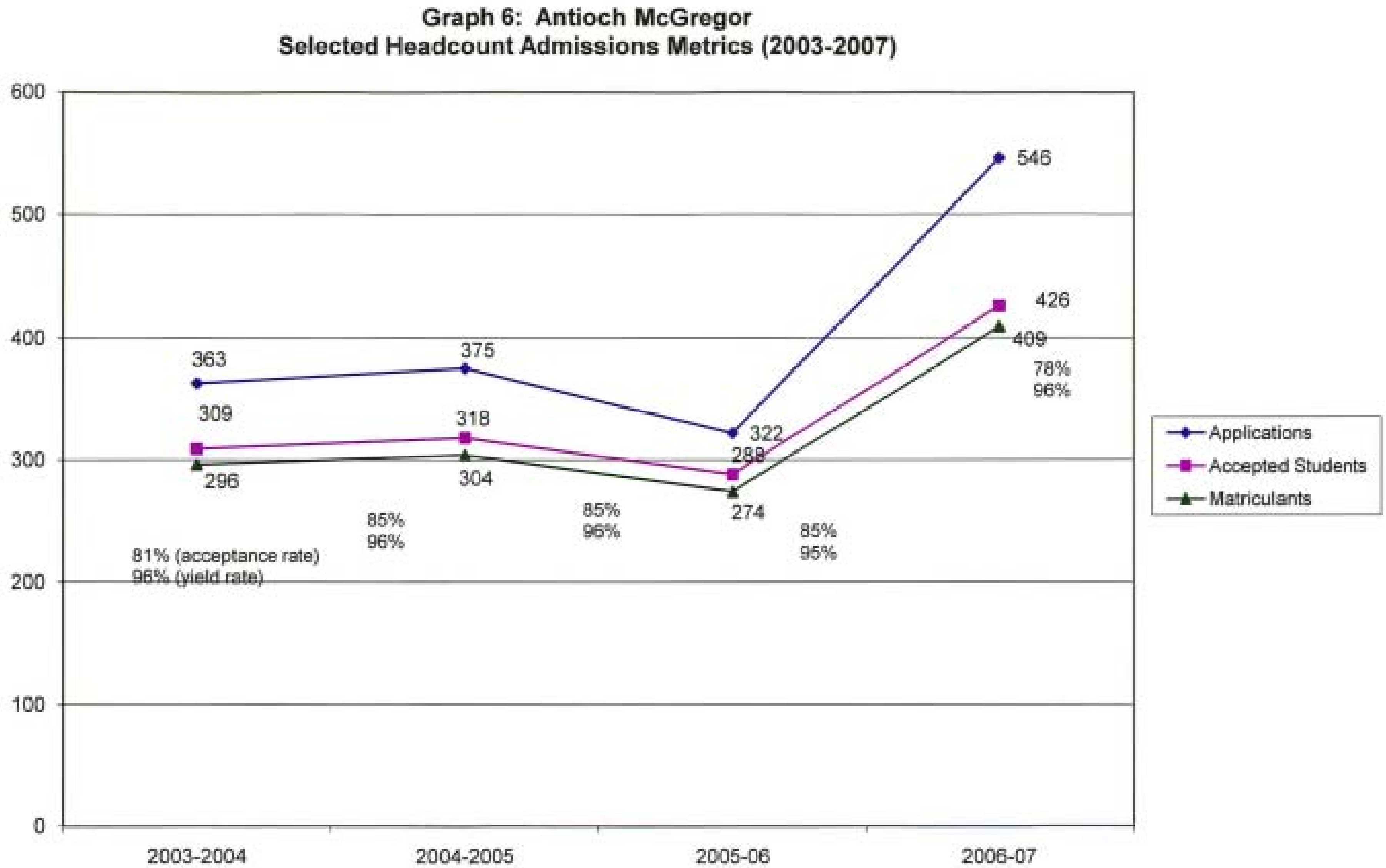
Chart 1: Antioch University System
2006-07 Racial and Ethnic Distribution by Campus
(Total Student Headcount Population)



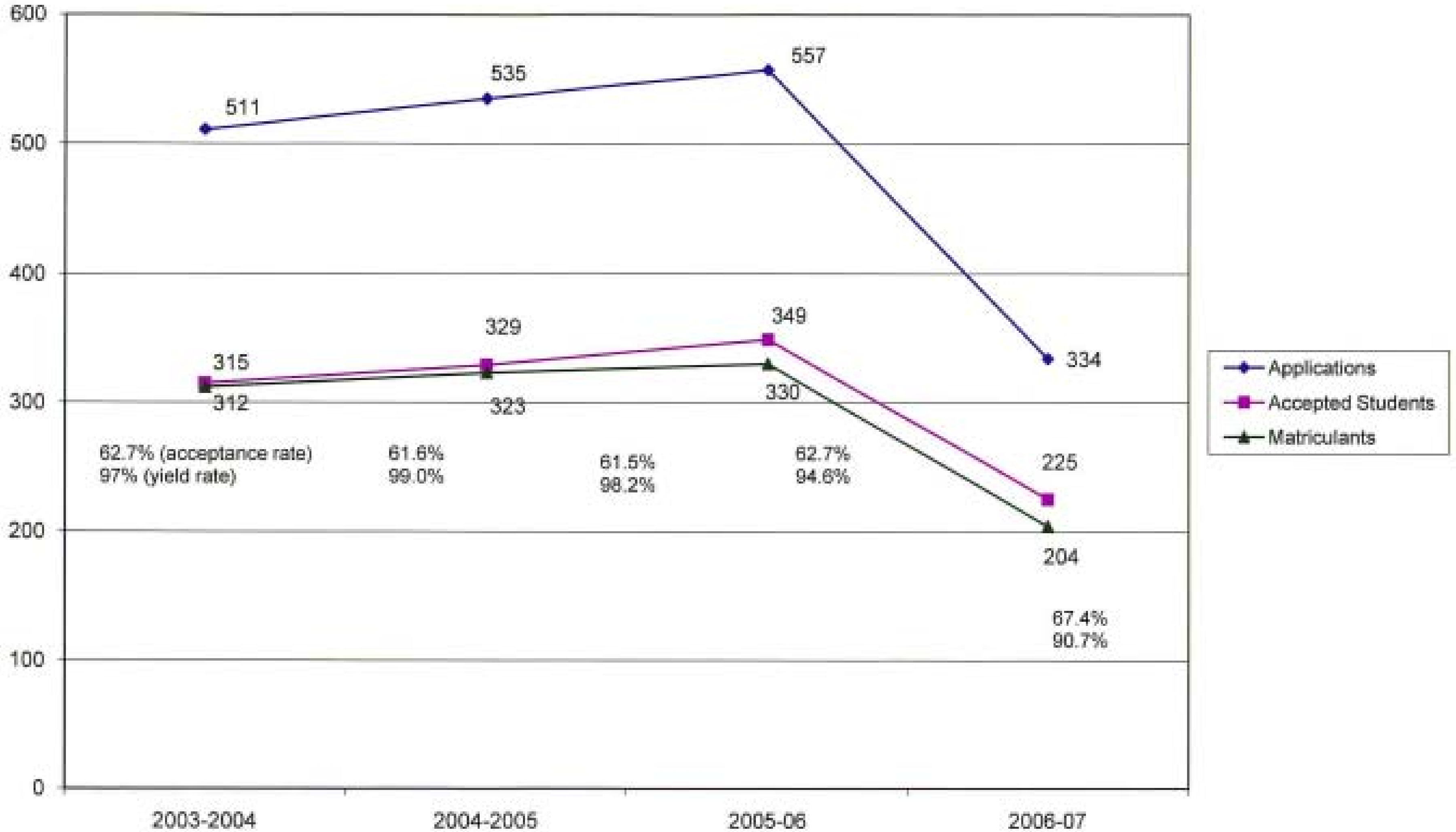
(see Enrollment Metrics reports in Appendices for more detailed information)

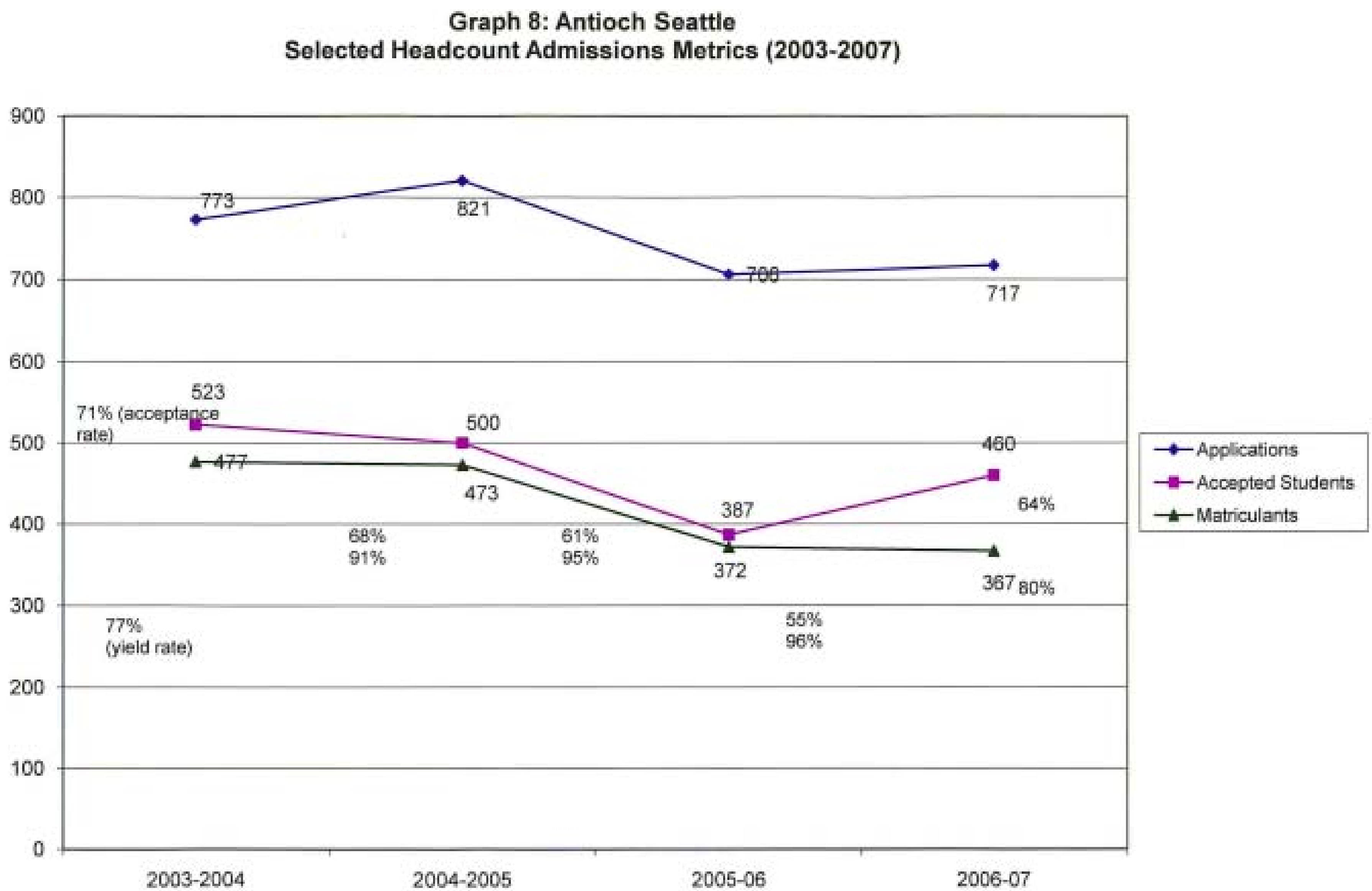

Graph 4: Antioch College
Selected Headcount Admissions Metrics (2003-2007)
1600
1400
1200
1000
800
600
400
200
0
2003-2004
2004-2005
2005-06
2006-07
Applications
Accepted Students
Matriculants
592
622
414
1359
389
343
212
774
186
124
63
135
70.4%
(Acceptance rate)
65.7%
55.1%
57%
45.8% (yield rate)
47.8%
36.2%
51.2%
29.7%
17.4%


Graph 5: Ph.D in Leadership and Change
Selected Headcount Admissions Metrics (2003-2007)
70
60
50
40
30
20
10
0
2003-2004
2004-2005
2005-06
2006-07
48
57
58
60
65% (acceptance rate)
34
71%
32
56%
37
64%
39
65%
82% (yield rate)
26
76%
27
84%
23
62%
28
72%
Applications
Accepted Students
Matriculants


Graph 6: Antioch McGregor
Selected Headcount Admissions Metrics (2003-2007)
600
500
400
300
200
100
0
546
426
409
78%
96%
363
375
309
318
322
288
296
304
274
85%
96%
85%
96%
85%
95%
81% (acceptance rate)
96% (yield rate)
2003-2004
2004-2005
2005-06
2006-07
Applications
Accepted Students
Matriculants

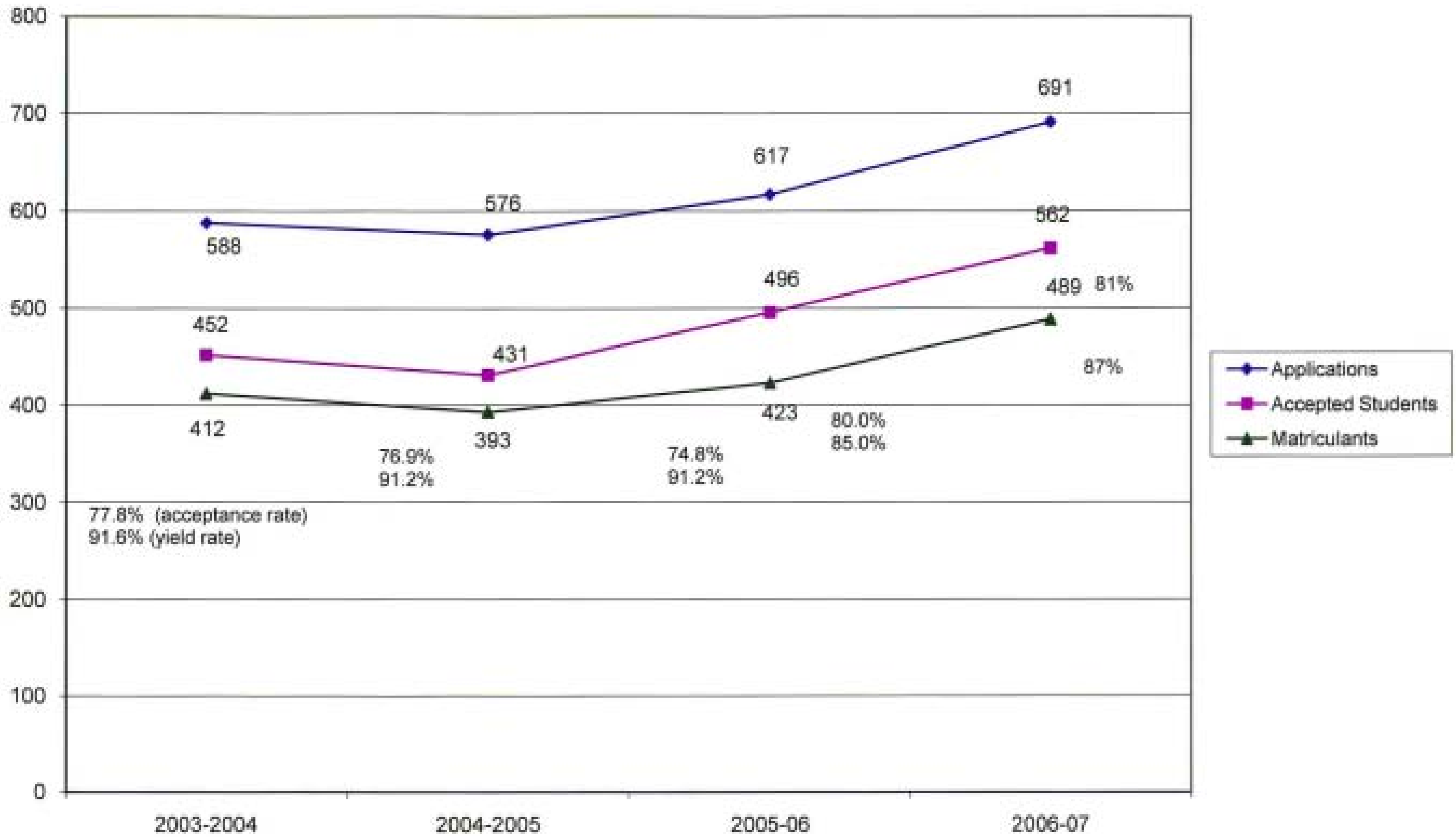
Graph 7: Antioch New England
Selected Headcount Admissions Metrics (2003-2007)





Graph 8: Antioch Seattle
Selected Headcount Admissions Metrics (2003-2007)
900
800
700
600
500
400
300
200
100
0
773
821
706
717
523
500
460
387
477
473
372
367
71% (acceptance rate)
77% (yield rate)
68%
91%
61%
95%
55%
96%
64%
80%
2003-2004
2004-2005
2005-06
2006-07
Applications
Accepted Students
Matriculants

Graph 9: Antioch Los Angeles
Selected Headcount Admissions Metrics (2003-2007)



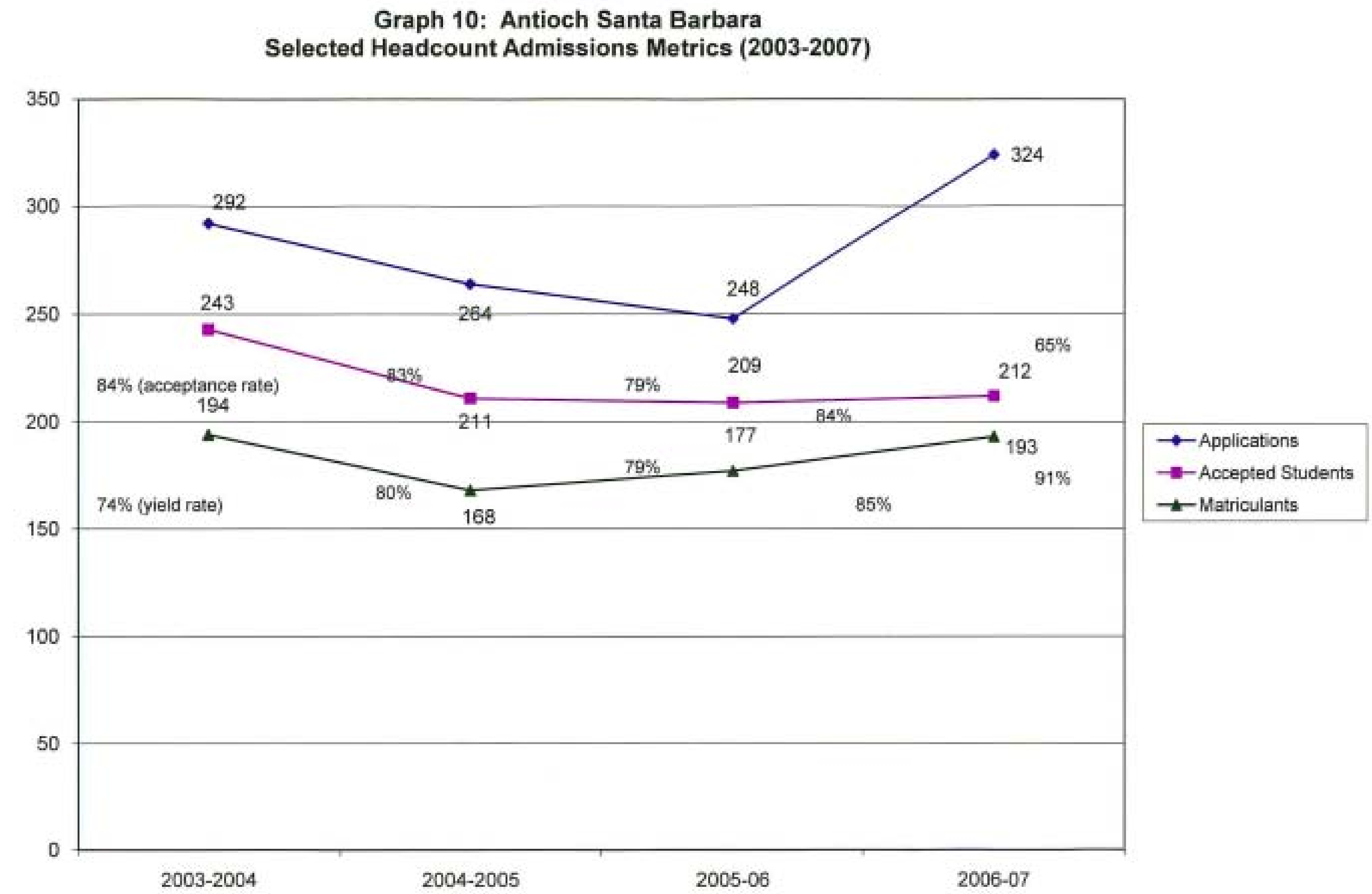

Graph 10: Antioch Santa Barbara
Selected Headcount Admissions Metrics (2003-2007)
350
300
250
200
150
100
50
0
292
264
248
324
243
211
209
212
194
168
177
193
84% (acceptance rate)
83%
79%
84%
65%
74% (yield rate)
80%
79%
85%
91%
2003-2004
2004-2005
2005-06
2006-07
Applications
Accepted Students
Matriculants

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TABLE 1
Enrollment Data

Total Unduplicated Headcount (Graph 1)

	2003-2004	2004-2005	2005-06	2006-07
Antioch College	836	763	597	377
University Ph.D	64	85	96	114
McGregor	909	896	865	856
New England	1,127	1,141	1,133	1,104
Seattle	1,291	1,317	1,244	1,207
Los Angeles	915	925	938	1,004
Santa Barbara	429	419	434	431
TOTAL	5,571	5,546	5,307	5,093

New Headcount (Graph 2)

	2003-2004	2004-2005	2005-06	2006-07
Antioch College	186	124	63	135
University Ph.D	26	27	23	28
McGregor	336	296	312	315
New England	346	362	359	369
Seattle	475	473	374	364
Los Angeles	378	356	376	441
Santa Barbara	200	173	171	163
TOTAL	1,947	1,811	1,678	1,815

FTE (Graph 3)

	2003-2004	2004-2005	2005-06	2006-07
Antioch College	713	711	592	433
University Ph.D	64	85	96	114
McGregor	721	735	750	713
New England	759	763	723	754
Seattle	786	874	796	726
Los Angeles	419	439	567	574
Santa Barbara	351	356	332	372
TOTAL	3,813	3,963	3,857	3,685

Ethnic Distribution 2006-07 (Chart 1)

	Caucasian	Racial & Ethnic Minorities	Other
Antioch College	47.0%	6.0%	47.0%
University Ph.D	69.3%	25.3%	5.4%
McGregor	65.7%	30.6%	3.7%
New England	86.2%	3.4%	10.3%
Seattle	67.3%	15.3%	17.4%
Los Angeles	64.4%	29.1%	6.5%

Santa Barbara	65.2%	27.0%	7.8%

ADMISSIONS INFORMATION (Graphs 4-10)

ANTIOCH COLLEGE

	2003-2004	2004-2005	2005-06	2006-07
Applications	592	622	414	1359
Accepted Students	389	343	212	774
Matriculants	186	124	63	135

Ph.D Program

	2003-2004	2004-2005	2005-06	2006-07
Applications	48	57	58	60
Accepted Students	34	32	37	39
Matriculants	26	27	23	28

McGregor

	2003-2004	2004-2005	2005-06	2006-07
Applications	363	375	322	546
Accepted Students	309	318	288	426
Matriculants	296	304	274	409

New England

	2003-2004	2004-2005	2005-06	2006-07
Applications	511	535	557	334
Accepted Students	315	329	349	225
Matriculants	312	323	330	204

Seattle

	2003-2004	2004-2005	2005-06	2006-07
Applications	773	821	706	717
Accepted Students	523	500	387	460
Matriculants	477	473	372	367

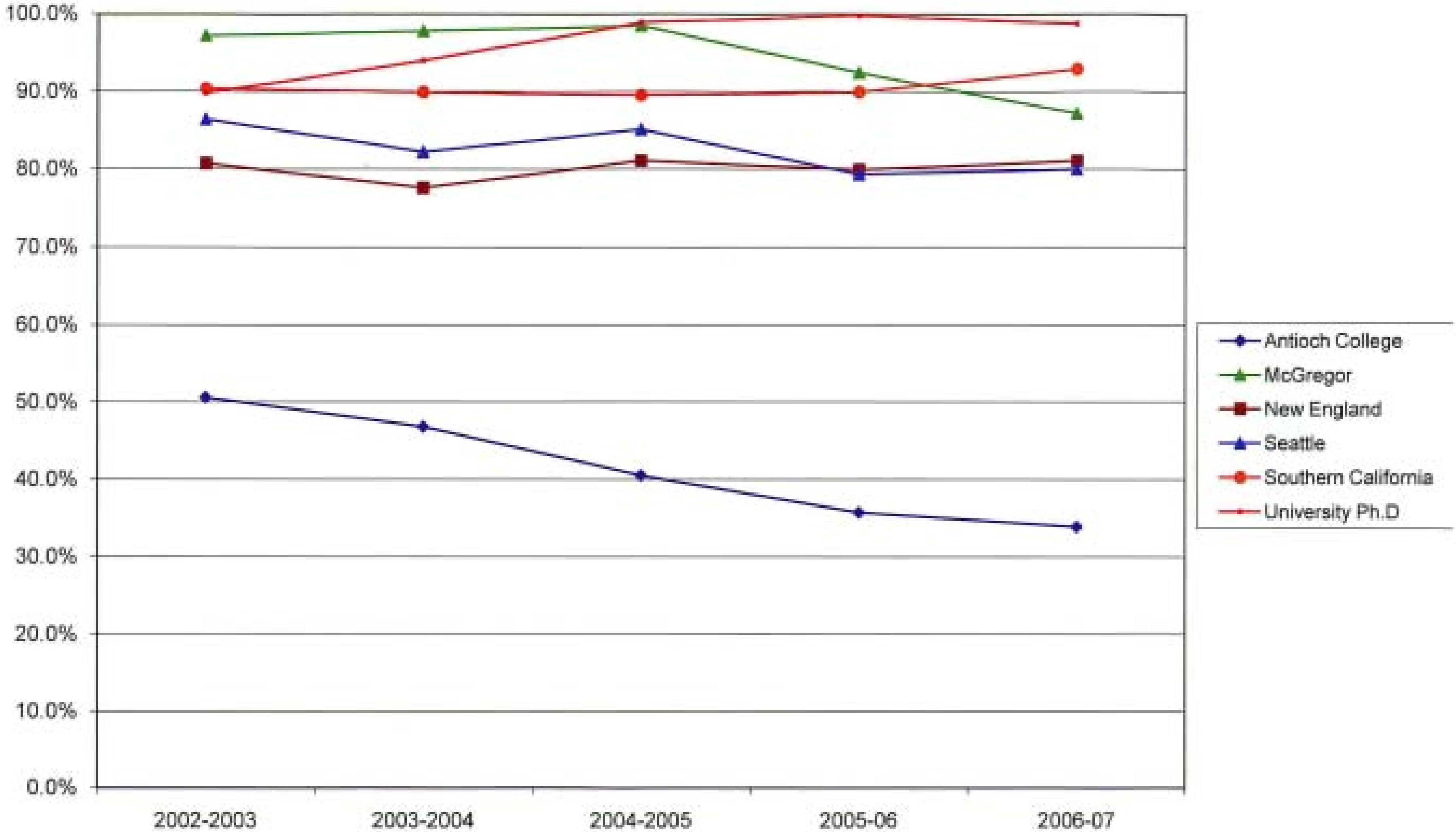
Los Angeles

	2003-2004	2004-2005	2005-06	2006-07
Applications	588	576	617	691
Accepted Students	452	431	496	562
Matriculants	412	393	423	489

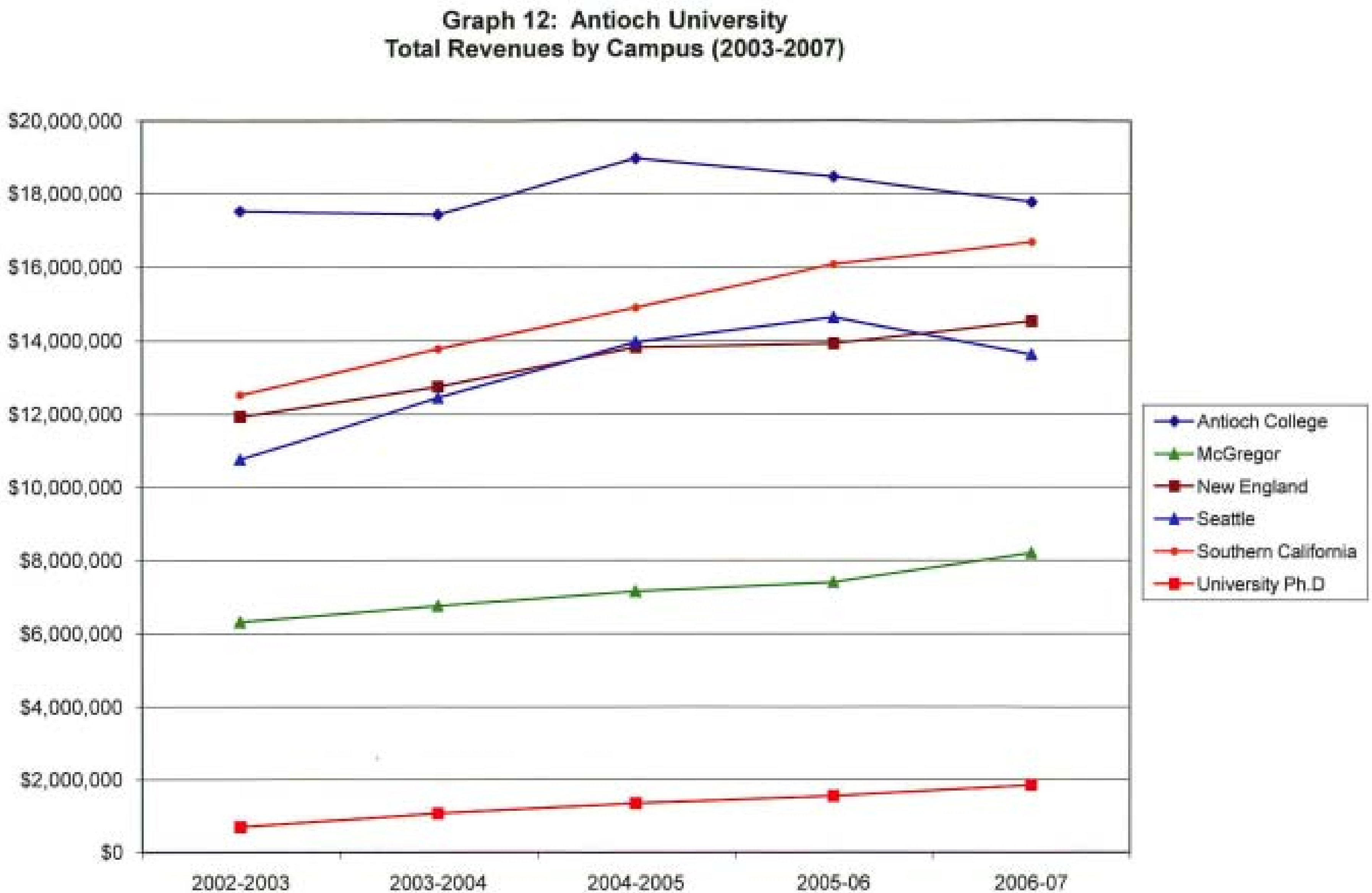
Santa Barbara

	2003-2004	2004-2005	2005-06	2006-07
Applications	292	264	248	324
Accepted Students	243	211	209	212
Matriculants	194	168	177	193

**Graph 11: Antioch University
Net Tuition as % of Total Revenue by Campus
2003-2007**



(see Table 2 for the specific percentages by campus)



(See Table 2 for specific revenue numbers by campus)

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TABLE 2
Revenue-Expense Data Sheet

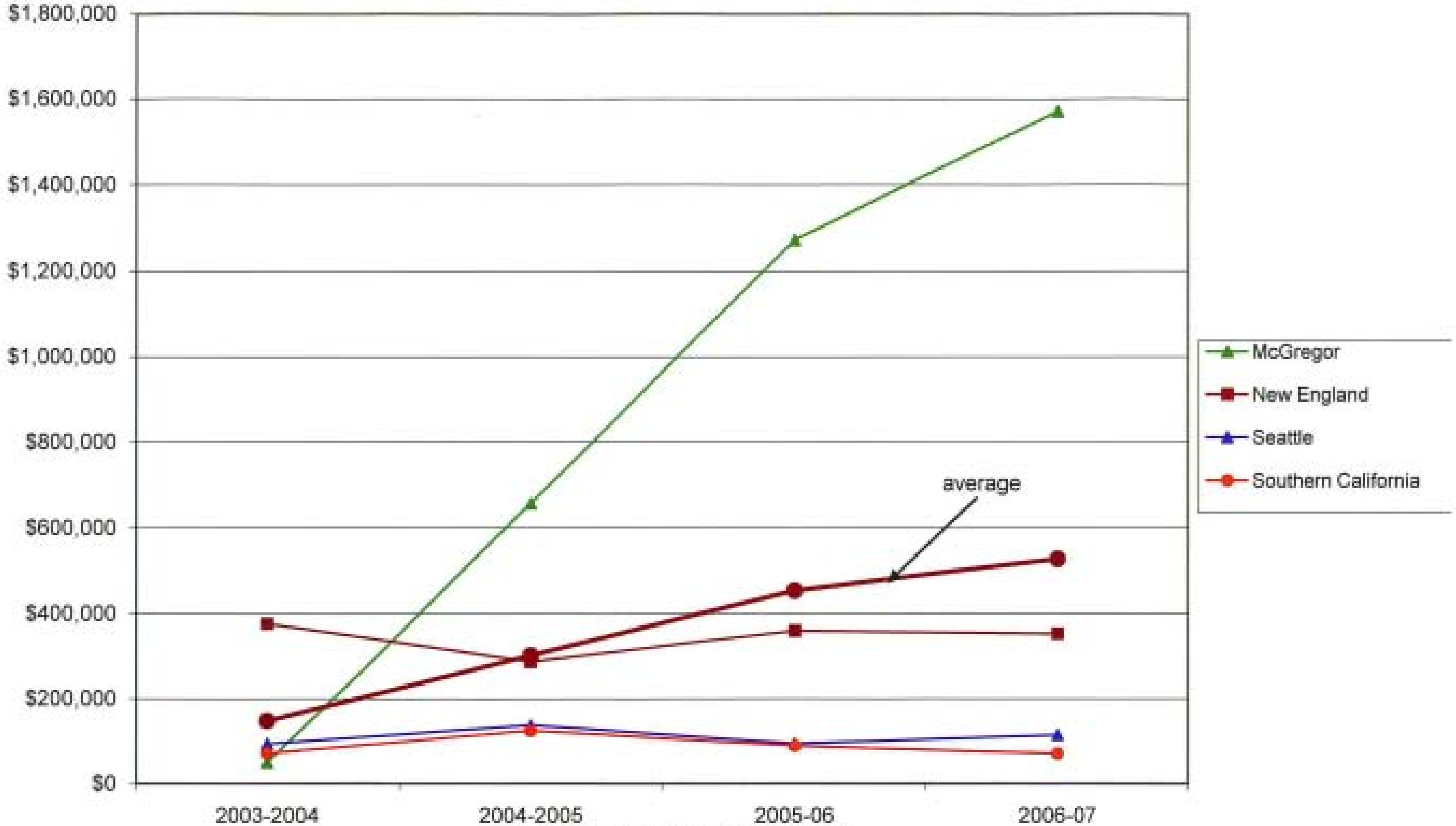
Net Tuition and Fees as a Percent of Revenue (Table 11)

CAMPUS	2002-2003	2003-2004	2004-2005	2005-06	2006-07
Antioch College	50.6%	46.8%	40.5%	35.7%	33.9%
McGregor	97.2%	97.8%	98.5%	92.4%	87.2%
New England	80.7%	77.6%	81.1%	79.9%	81.1%
Seattle	86.4%	82.2%	85.1%	79.3%	80.0%
Southern California	90.4%	89.9%	89.5%	89.9%	92.9%
University Ph.D	89.8%	94.0%	98.9%	99.8%	98.8%

Total Revenue (Table 12)

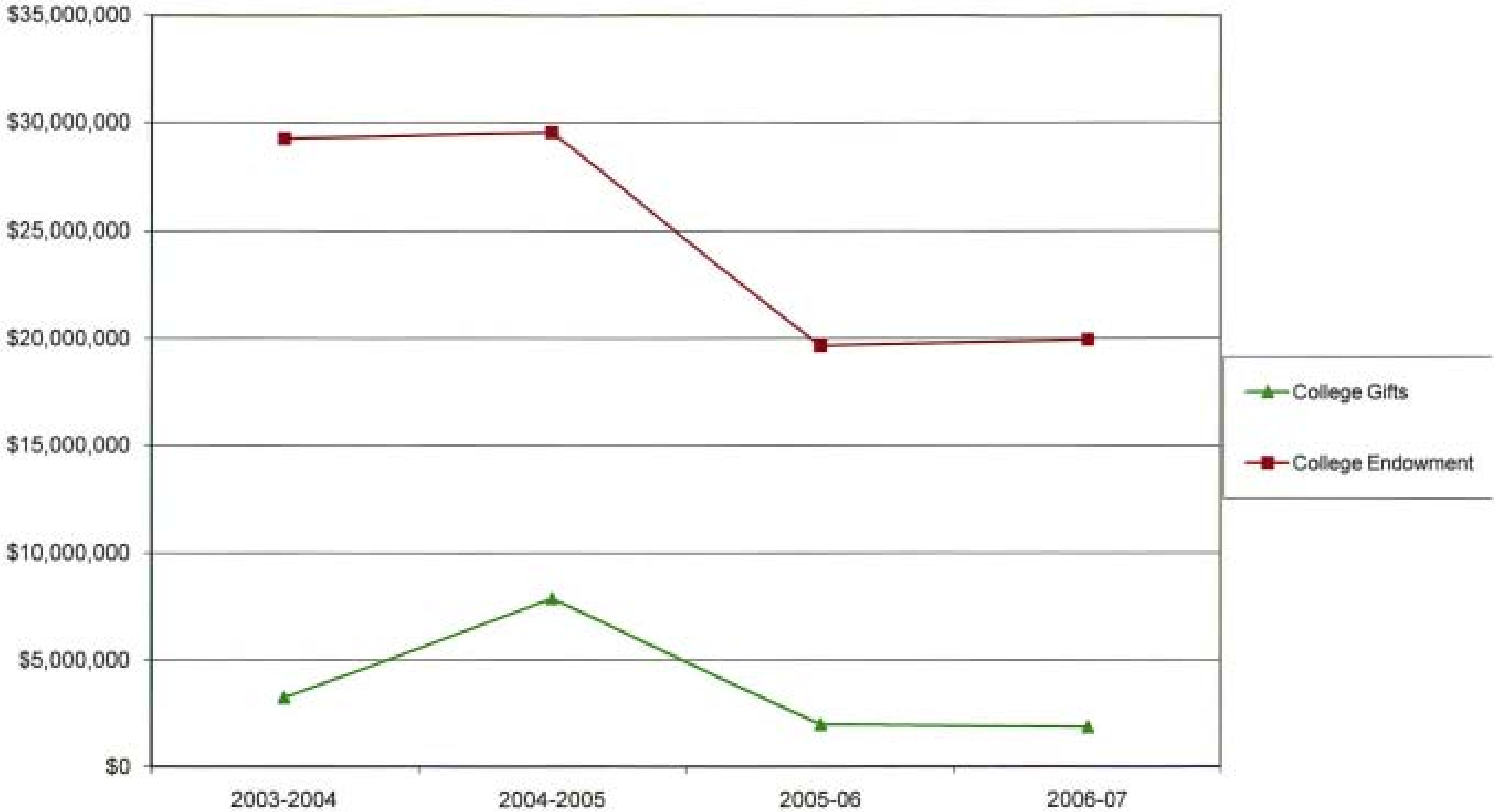
CAMPUS	2002-2003	2003-2004	2004-2005	2005-06	2006-07
Antioch College	$17,515,890	$17,417,292	$18,964,237	$18,457,319	$17,757,979
McGregor	$6,315,364	$6,751,687	$7,152,228	$7,405,326	$8,205,111
New England	$11,923,734	$12,745,435	$13,822,766	$13,924,797	$14,529,790
Seattle	$10,753,675	$12,444,846	$13,961,719	$14,635,418	$13,625,445
Southern California	$12,515,035	$13,771,892	$14,889,950	$16,065,931	$16,661,579
University Ph.D	$687,523	$1,063,414	$1,340,470	$1,545,065	$1,849,419
TOTAL	$59,711,221	$64,194,566	$70,131,370	$72,033,856	$72,629,323

Graph 13: Antioch University
Total Gift Revenue by Campus (2003-2007)
(Non-Residential Campuses)



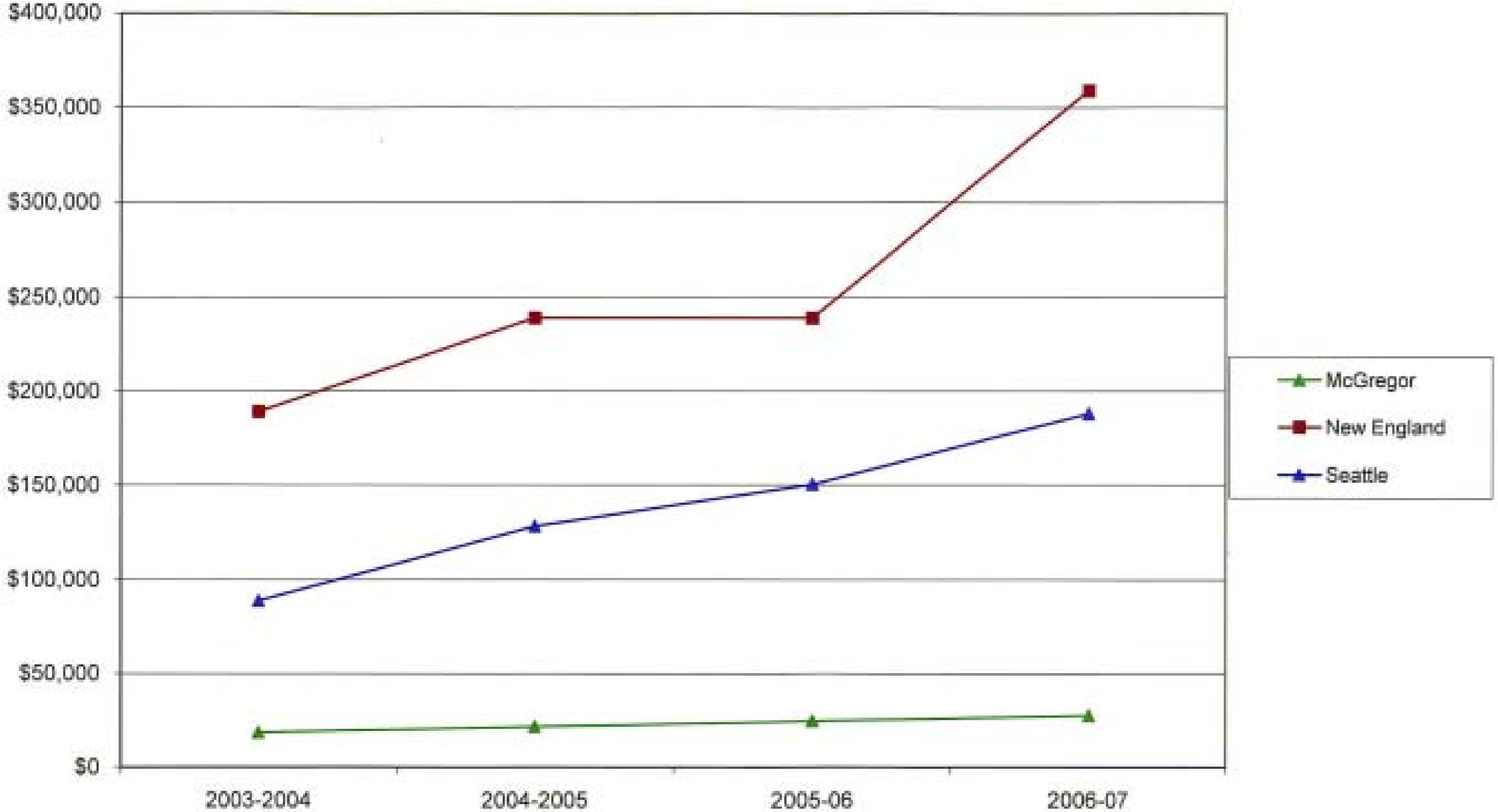
(See Table 4 for specific amounts)

Graph 14: Antioch University
Antioch College Gifts and Endowment (2003-2007)



(See Table 4 for specific amounts)

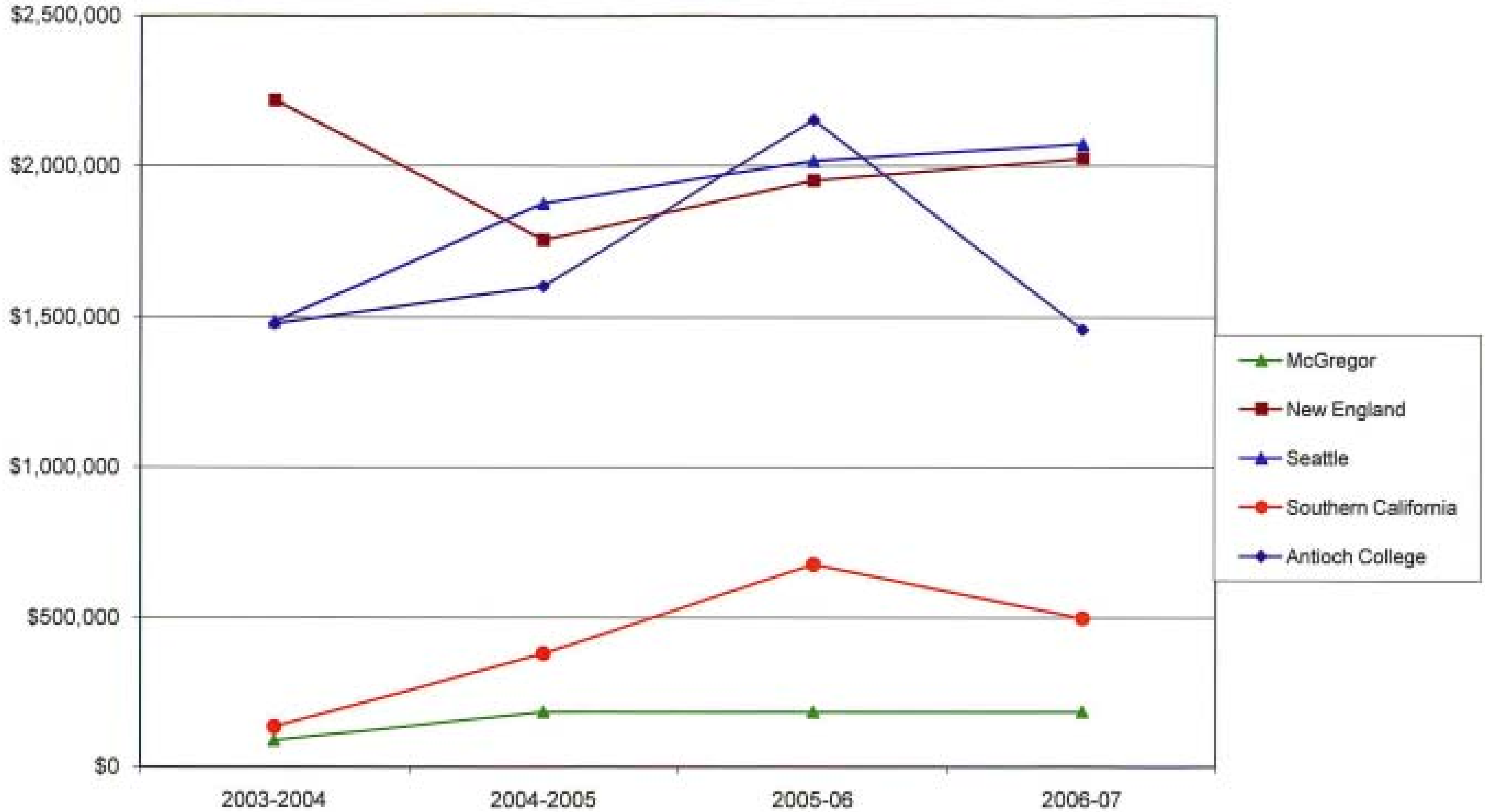
**Graph 15: Antioch University
Endowment Balances* by Campus (2003-2007)
(Non-Residential Campuses)**



(See Table 4 for specific amounts)

* - Note: does not include accumulated interest

Graph 16: Antioch University
Grants and Contracts by Campus (2003-2007)



(See Table 4 for specific amounts)

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TABLE 3
DEVELOPMENT DATA SHEET

Total Gift Revenue (Graph 13)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
College Gifts	$3,242,472	$7,882,154	$1,984,133	$1,866,557
McGregor	$49,704	$656,403	$1,272,717	$1,571,757
New England	$375,982	$286,959	$359,306	$352,344
Seattle	$93,274	$137,934	$93,824	$114,375
Southern California	$70,480	$124,560	$88,261	$70,173
TOTAL	$3,831,912	$9,088,010	$3,798,241	$3,975,206
AVERAGE (non-resid. campuses)	$147,360	$301,464	$453,527	$527,162

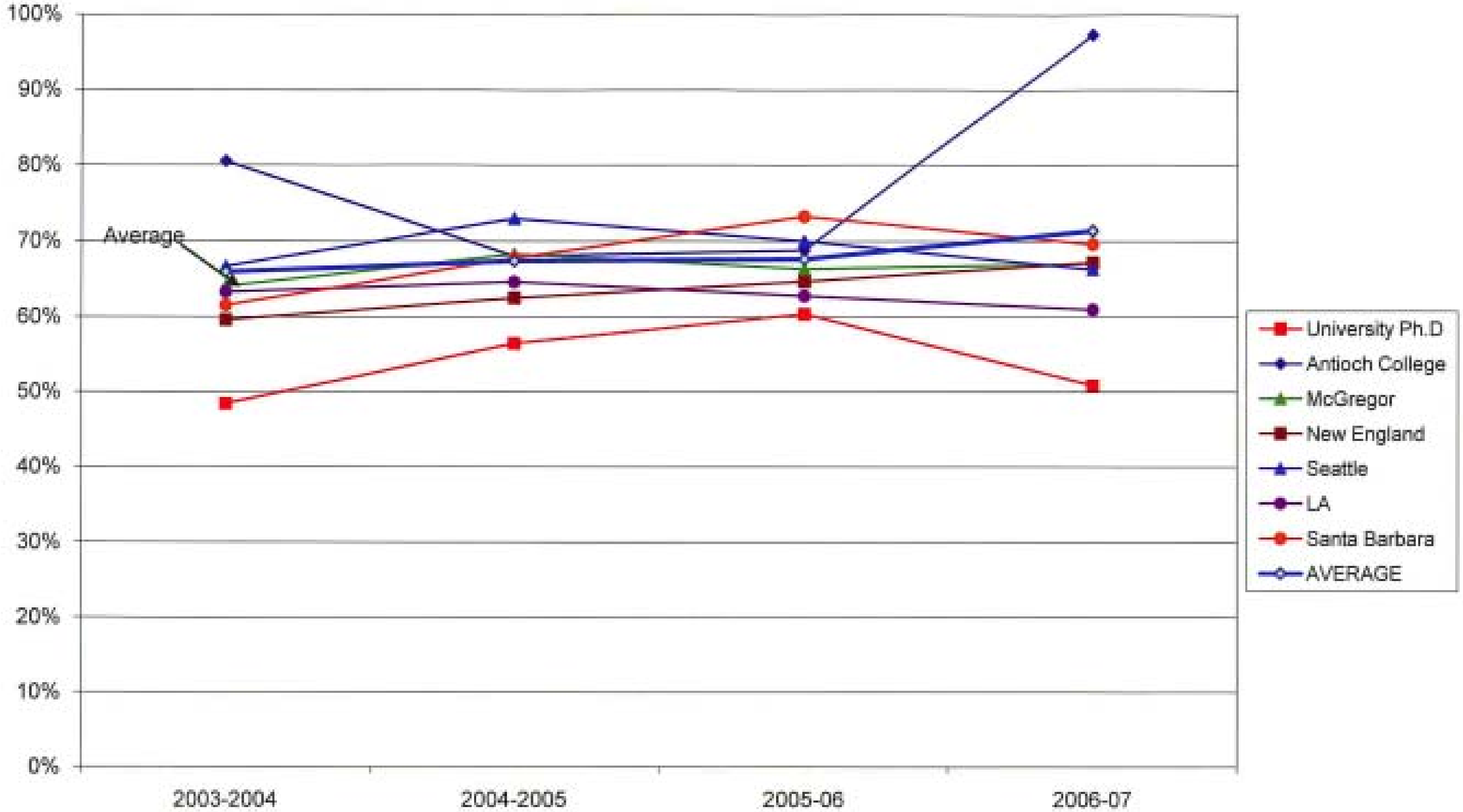
Endowment Fund Balance (Graph 14)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
College Endowment	$29,237,272	$29,527,319	$19,654,545	$19,936,005
McGregor	$18,600	$21,600	$24,600	$27,600
New England	$188,960	$238,960	$238,960	$359,054
Seattle	$88,824	$128,290	$150,511	$188,068
Southern California	$0	$0	$3	$4
TOTAL	$29,533,656	$29,916,169	$20,068,619	$20,510,731

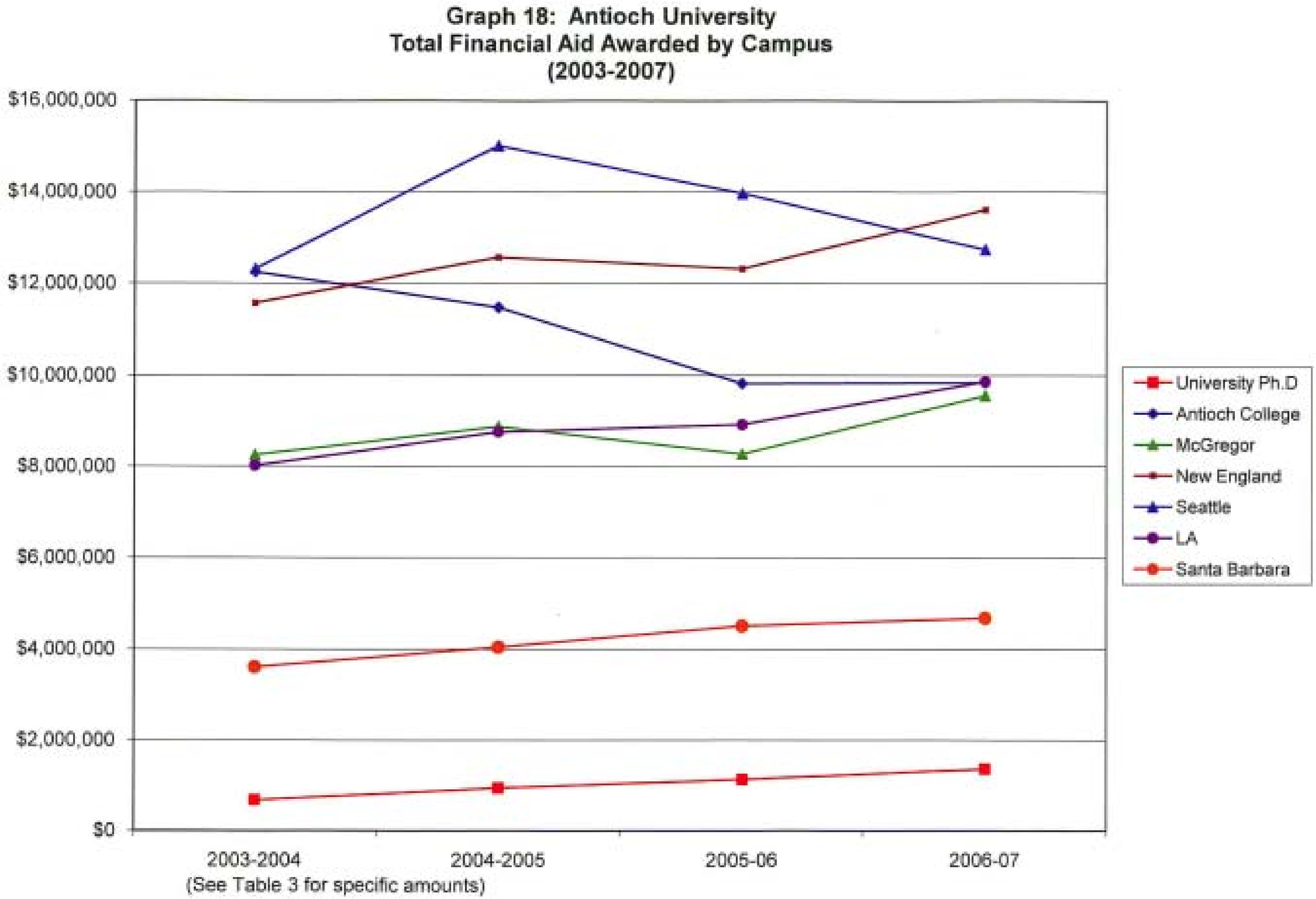
Grants and Contracts (Graph 15)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
Antioch College	$1,479,626	$1,603,503	$2,153,103	$1,459,111
McGregor	$89,383	$185,000	$185,000	$185,000
New England	$2,218,646	$1,756,376	$1,952,919	$2,025,517
Seattle	$1,486,352	$1,877,288	$2,017,735	$2,073,398
Southern California	$134,371	$380,256	$676,800	$497,627
TOTAL	$5,408,378	$5,802,423	$6,985,557	$6,240,653

Graph 17: Antioch University
Percent of Students Receiving Financial Aid by Campus
(2003-2007)

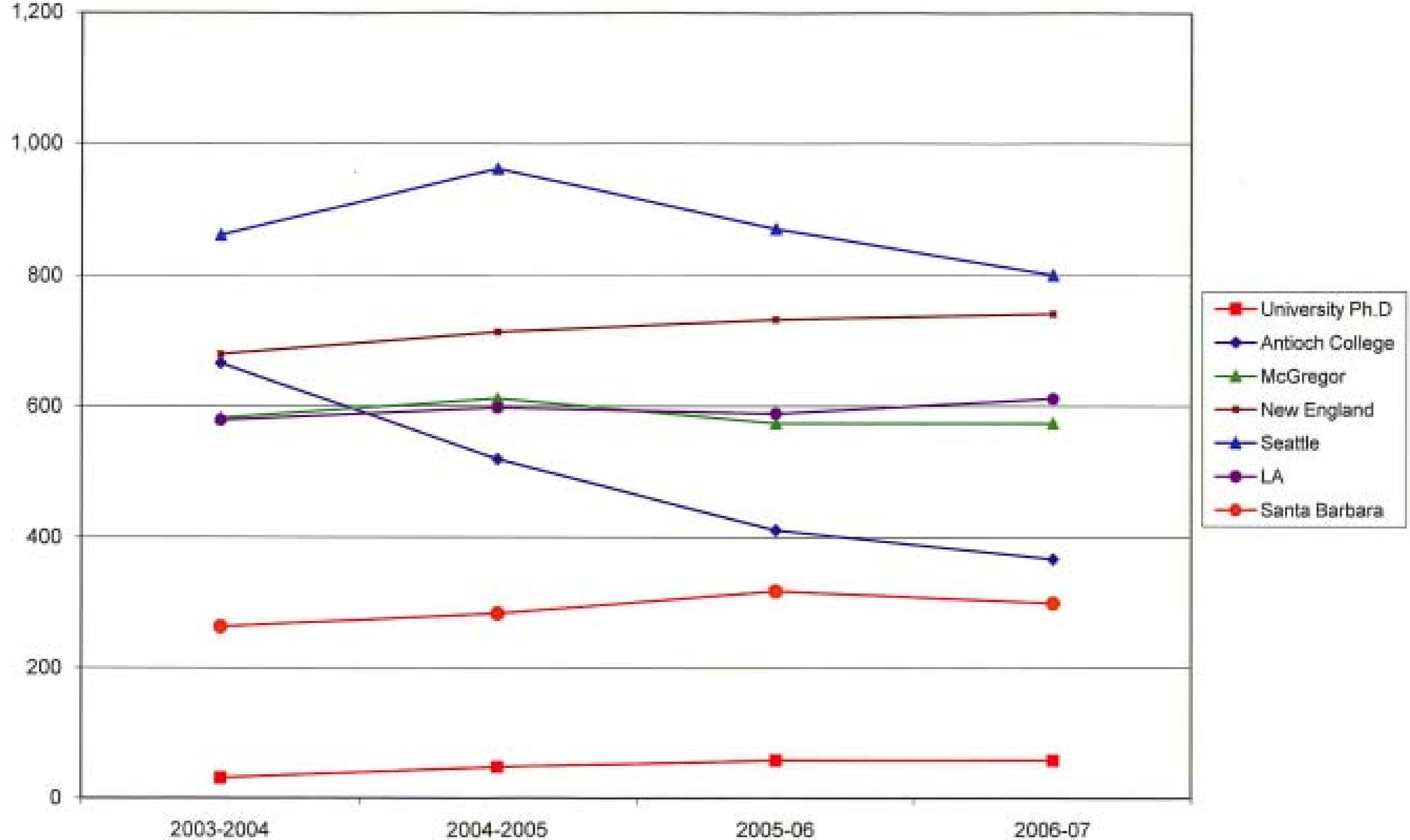


(see Table 3 for specific percentages)



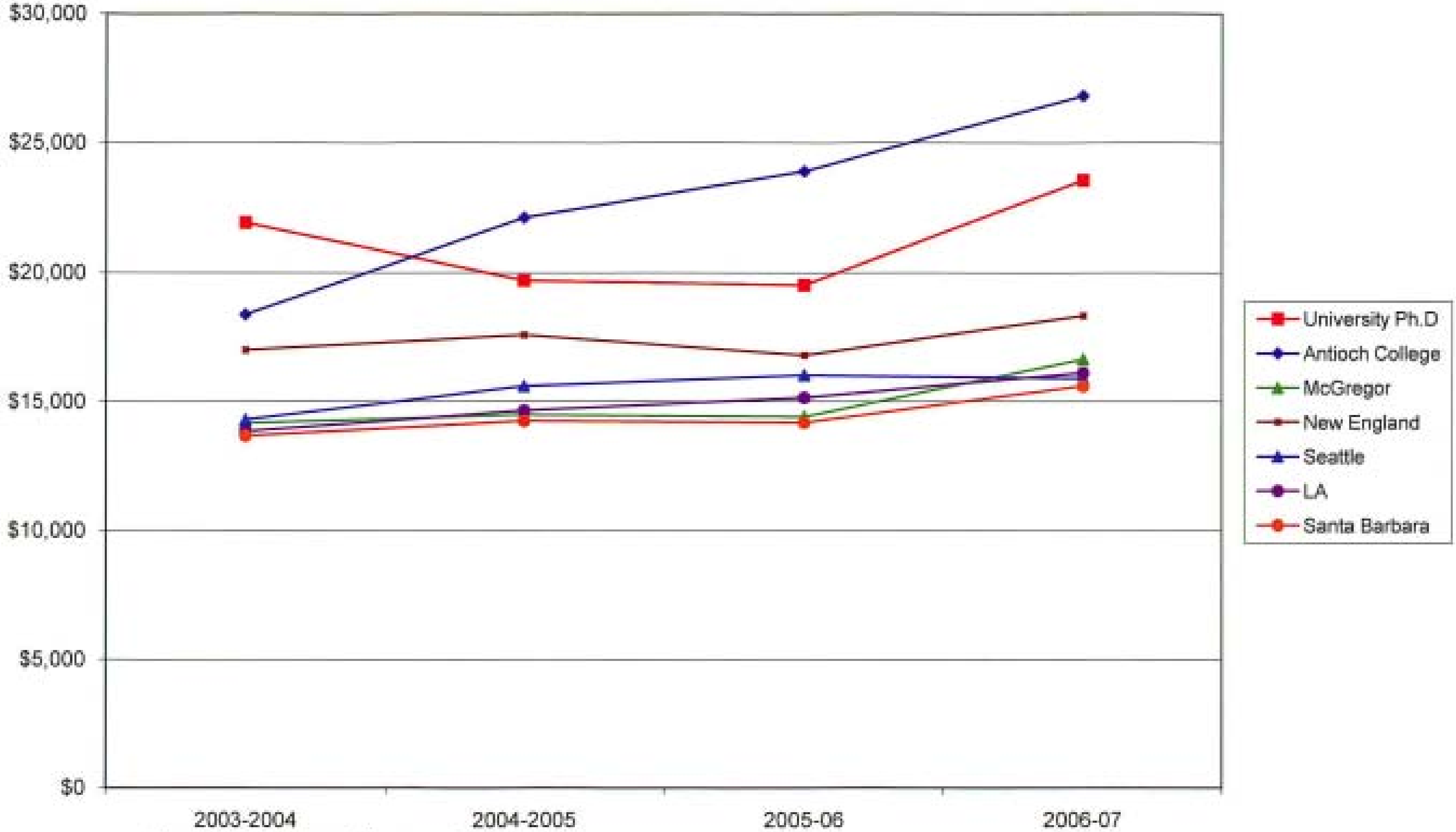
(See Table 3 for specific amounts)

Graph 19: Antioch University
Students Receiving Financial Aid by Campus
(2003-2007)



(See Table 3 for specific numbers)

Graph 20: Antioch University
Financial Aid Per Student by Campus
(2003-2007)



(See Table 3 for specific amounts)

10/9/2007

TABLE 4
Financial Aid Data Sheet

PERCENTAGE RECEIVING FINANCIAL AID (Graph 16)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
University Ph.D	48.4%	56.5%	60.4%	50.9%
Antioch College	80.5%	68.0%	68.8%	97.3%
McGregor	64.0%	68.3%	66.4%	67.1%
New England	59.6%	62.5%	64.7%	67.2%
Seattle	66.7%	73.0%	70.0%	66.3%
LA	63.3%	64.6%	62.8%	61.0%
Santa Barbara	61.5%	67.8%	73.3%	69.6%
AVERAGE	65.9%	67.4%	67.7%	71.4%

(average does not include University Ph.D)

TOTAL FINANCIAL AID AWARDED (Graph 17)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
University Ph.D	$679,777	$945,600	$1,132,250	$1,366,170
Antioch College	$12,244,311	$11,479,495	$9,822,694	$9,842,537
McGregor	$8,252,524	$8,878,403	$8,275,673	$9,560,368
New England	$11,570,939	$12,565,951	$12,313,915	$13,605,967
Seattle	$12,314,524	$15,013,664	$13,963,750	$12,733,258
LA	$8,019,095	$8,763,506	$8,924,949	$9,866,137
Santa Barbara	$3,607,910	$4,046,896	$4,509,966	$4,681,696
TOTAL	$56,689,081	$61,693,514	$58,943,197	$61,656,133

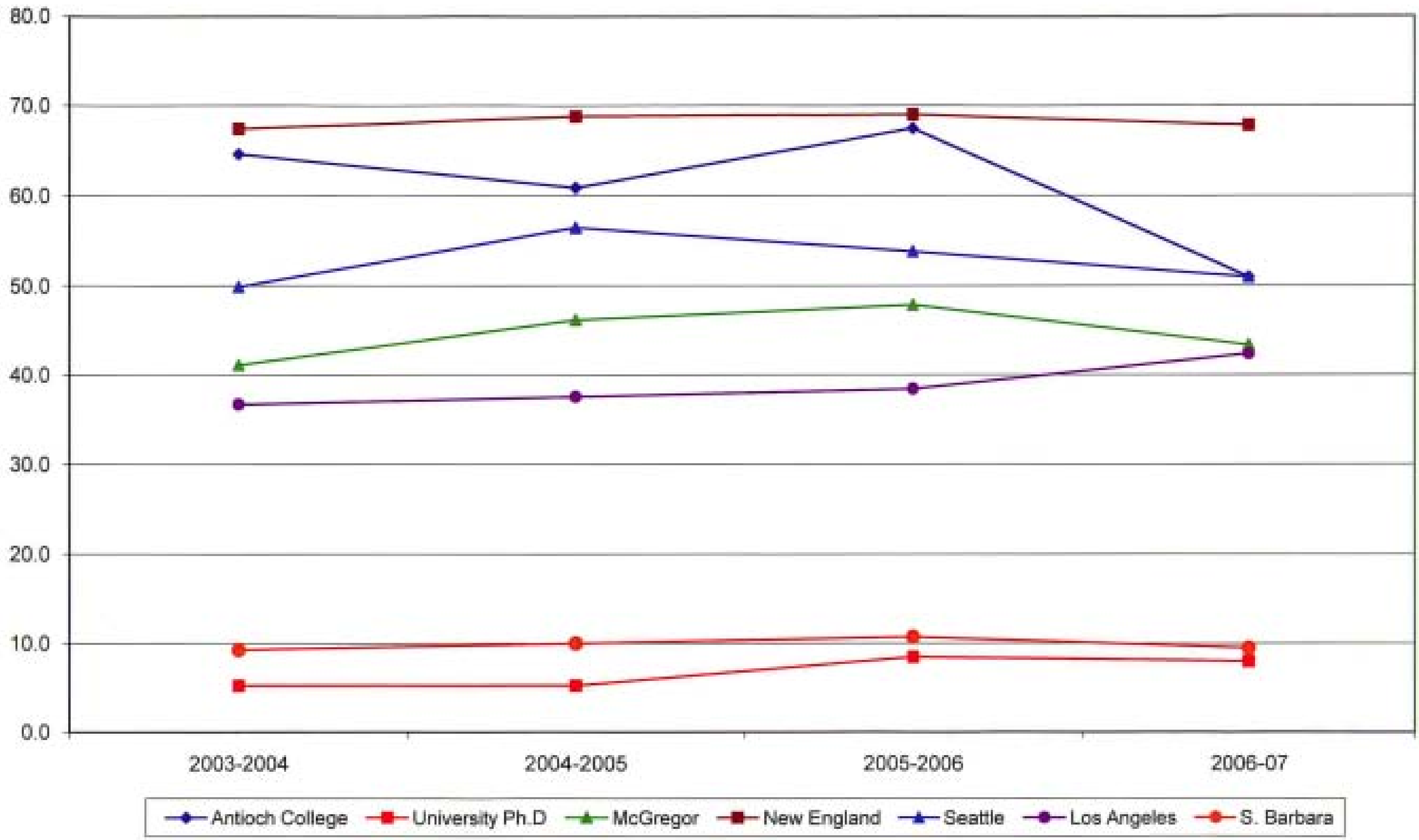
NO. STUDENTS RECEIVING FINANCIAL AID (Graph 18)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
University Ph.D	31	48	58	58
Antioch College	666	519	411	367
McGregor	582	612	574	574
New England	680	714	733	742
Seattle	861	962	871	801
LA	579	598	589	612
Santa Barbara	264	284	318	300
TOTAL	3663	3737	3554	3454

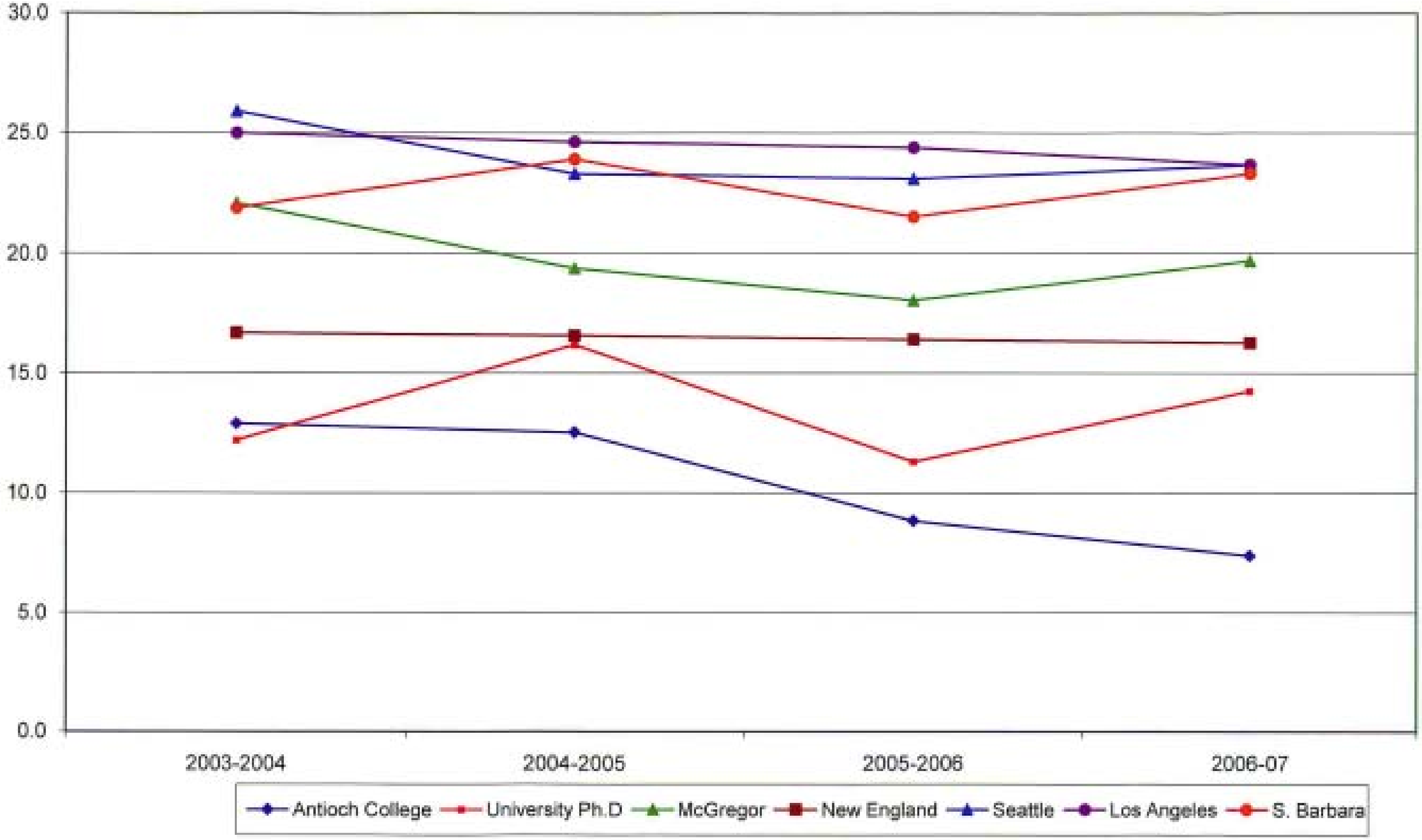
AVG. FINANCIAL AID PER STUDENT (Graph 19)

CAMPUS	2003-2004	2004-2005	2005-06	2006-07
University Ph.D	$21,928	$19,700	$19,522	$23,555
Antioch College	$18,385	$22,118	$23,899	$26,819
McGregor	$14,180	$14,507	$14,418	$16,656
New England	$17,016	$17,599	$16,799	$18,337
Seattle	$14,303	$15,607	$16,032	$15,897
LA	$13,850	$14,655	$15,153	$16,121
Santa Barbara	$13,666	$14,250	$14,182	$15,606
Average (excl. Ph.D)	$15,233	$16,456	$16,747	$18,239

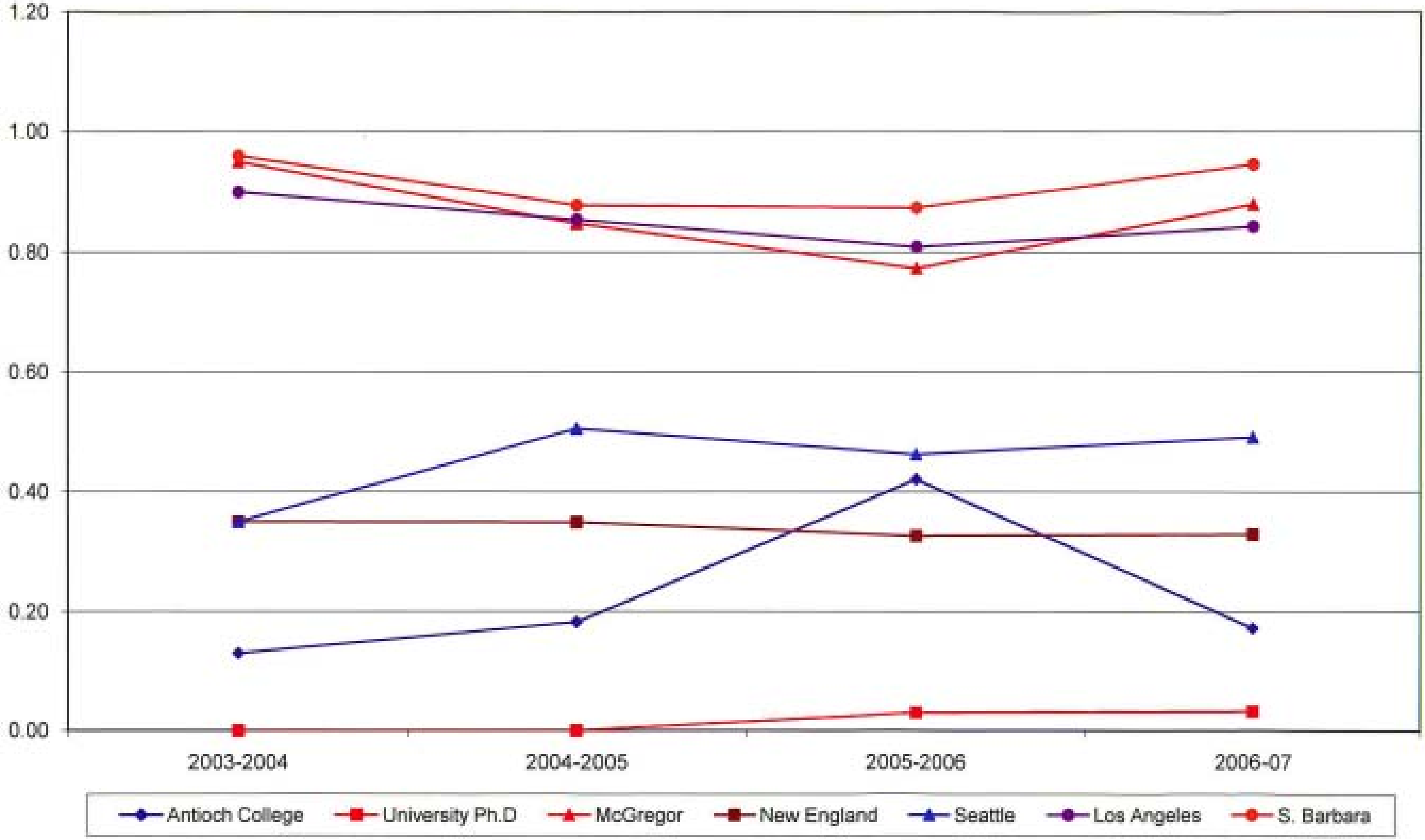
Graph 21: Antioch University
Total Faculty FTE (2003-2007)



Graph 22: Antioch University
Student/Total Faculty Ratios (2003-2007)



Graph 23: Antioch University
Assoc.-Adjunct/Core Faculty Ratios (2003-2007)



Graph 24 Antioch University
Percentage of Employee Compensation to Total Expenses (2003-2007)

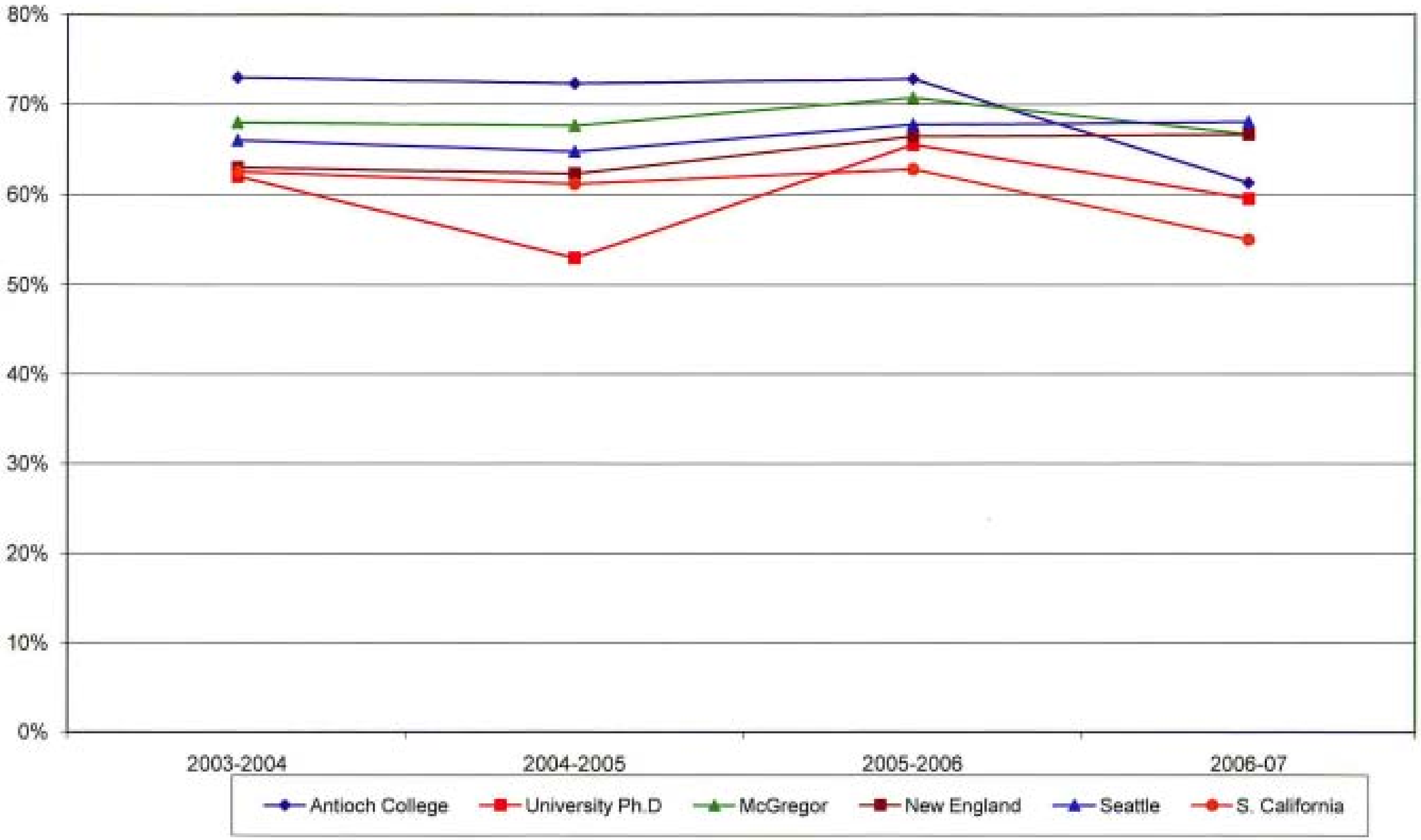


TABLE 5
Employment Data Sheet

Core Faculty FTE

	2003-2004	2004-2005	2005-2006	2006-07
Antioch College	57.00	51.50	47.50	43.50
University Ph.D	5.25	5.25	8.25	7.75
McGregor	21.10	25.00	27.00	23.00
New England	50.00	51.00	52.00	51.00
Seattle	35.00	37.52	36.80	34.20
Los Angeles	19.30	20.25	21.25	23.00
Santa Barbara	9.30	10.02	10.75	9.50
	196.95	200.54	203.55	191.95

Total Faculty FTE (Graph 20)

	2003-2004	2004-2005	2005-2006	2006-07
Antioch College	64.6	60.9	67.5	51.0
University Ph.D	5.3	5.3	8.5	8.0
McGregor	41.1	46.2	47.9	43.4
New England	67.4	68.8	69.0	67.8
Seattle	49.9	56.5	53.8	51.0
Los Angeles	36.7	37.6	38.5	42.4
Santa Barbara	18.2	18.8	20.2	18.5
	283.2	294.0	305.3	282.1

Student/Total Faculty Ratios (Graph 21)

	2003-2004	2004-2005	2005-2006	2006-07
Antioch College	12.9	12.5	8.8	7.4
University Ph.D	12.2	16.2	11.3	14.3
McGregor	22.1	19.4	18.1	19.7
New England	16.7	16.6	16.4	16.3
Seattle	25.9	23.3	23.1	23.7
Los Angeles	25.0	24.6	24.4	23.7
Santa Barbara	21.9	23.9	21.5	23.3

Adjunct - Associate/Core Faculty Ratio (Graph 22)

	2003-2004	2004-2005	2005-2006	2006-07
Antioch College	0.13	0.18	0.42	0.17
University Ph.D	0.00	0.00	0.03	0.03
McGregor	0.95	0.85	0.77	0.88
New England	0.35	0.35	0.33	0.33
Seattle	0.35	0.51	0.46	0.49
Los Angeles	0.90	0.85	0.81	0.84
Santa Barbara	0.96	0.88	0.87	0.95

Percentage Employee Compensation to Total Expenditures (Graph 23)

	2003-2004	2004-2005	2005-2006	2006-07
Antioch College	0.73	0.72	0.73	0.61
University Ph.D	0.62	0.53	0.66	0.60
McGregor	0.68	0.68	0.71	0.67
New England	0.63	0.62	0.66	0.67
Seattle	0.66	0.65	0.68	0.68
Southern California	0.63	0.61	0.63	0.55

APPENDICES

Antioch College:	Blue
University Ph.D:	Pink
McGregor:	White
New England:	Yellow
Seattle:	Green
Southern California:	Orange

APPENDIX 1.1
Campus Name: Antioch College

ENROLLMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2007/08 BUDGET
STUDENT DATA				
UNDERGRADUATE PROGRAMS				
Headcount-Total Students	836	763	597	247
Headcount-New Students	186	124	63	67
FTE-Total Students (Fall Term)	713	711	592	314
Credits-Total Students (Annual)	28,687	24,639	20,502	5,138
Ave. credit load per student	34.3	32.3	34.3	20.8
Full-Time Students (Fall Term)		469.0	376.0	224.0
Part-Time Students (Fall Term)		5.0	2.0	4.0
Graduation Rates				
BA (First Time)	26.6%	40.6%		
Retention Rates				
BA (First Time)				
After 1 Year	66.5%	58.5%	62.3%	
After 2 Years	52.5%	56.5%		
BA (Transfer)				
After 1 Year	75.8%	71.8%	62.5%	
After 2 Years	48.5%	51.3%		
Ethnicity				
% African American	5.4%	3.2%	3.3%	
% Asian/Pacific Islander	1.0%	1.8%	1.4%	
% Indian/Alaska Native	0.7%	1.0%	1.0%	
% Hispanic	4.1%	2.5%	2.4%	
% Caucasian	58.7%	55.3%	55.9%	
% Non-resident alien	0.3%	0.2%	0.5%	
% Other/Unknown	28.4%	35.2%	3.6%	
% Prefer Not to Report	1.4%	0.8%	4.0%	
% No Data Available			27.9%	
Total	100.0%	100.0%	100.0%	
Average Age				
Undergraduate	21	21	21	
Graduate				
GENDER (%)				
Undergraduate				
Female	60.5	60.5%	58.8%	
Male	39.5	39.5%	40.9%	
% No Data Available	0	0.0%	0.3%	

ADMISSIONS METRICS (Annual)

# of inquiries	11497	7059	3497	13709
# of applications	592	622	414	992
# of accepted students	389	343	212	507
# of new matriculants	186	124	63	67
Conversion Rate	5.1%	8.8%	11.8%	7.2%
Acceptance Rate	65.7%	55.1%	51.2%	51.1%
Yield Rate	47.8%	36.2%	29.7%	13.2%
% new matric to applications	31.4%	19.9%	15.2%	6.8%

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.

FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load.

For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs.

The Fall Term's FTE will be reported as representative of the entire academic year.

Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.

Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.

Conversion Rate: The number of applicants divided by the number of inquiries

Acceptance Rate: The number of acceptances divided by the number of applicants

Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

APPENDIX 1.2
Campus Name: Antioch College

REVENUE AND EXPENSE METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIMINARY	FY 2007/08 BUDGET
Tuition and Fees(net of discounts)	$7,681,690	$6,587,377	$6,016,631	$4,655,694
Total Unrestricted Revenue (Fund 1)	$15,297,178	$15,682,385	$ 14,483,799	$ 12,519,770
Total Unrestricted Expense (Fund 1)	$15,149,727	$16,815,603	$ 18,161,899	$ 15,992,288
Net Fund 1 Revenue (Deficit)	**$147,451**	**-$1,133,218**	**-$3,678,100**	**-$3,472,518**
Total Restricted Revenue (Fund 2)*	$3,667,059	$2,774,934	$ 3,274,180	$ 3,146,831
Total Restricted Expense (Fund 2)	$3,814,968	$3,085,631	$ 2,052,478	$ 1,728,210
Net Fund 2 Revenue (Deficit)	**-$147,909**	**-$310,697**	**$1,221,702**	**$1,418,621**
Total Fund 1 & 2 Net Revenue	**($458)**	**($1,443,915)**	**($2,456,398)**	**($2,053,897)**
Other cash expenditures	($181,939)	$1,039,013	($749,553)	$0
Net Cash excess (shortfall)	**$181,481**	**($2,482,928)**	**($1,706,845)**	**($2,053,897)**
Unduplicated Student Headcount	763	597	377	247
Ratios and Metrics (based on Fund 1 only)				
Tuition & Fees as a % of Total Rev	40.5%	35.7%	33.9%	29.7%
Average Tuition & Fees per Student	$10,068	$11,034	$15,959	$18,849
Average Revenue per Student	$24,855	$30,917	$47,103	$63,428
Average Expenses per Student	$24,855	$33,335	$53,619	$71,743

*Does not include unexpended restricted revenue. Restricted revenue is only included once it has been expended and released from restriction. It then becomes part of the unrestricted operating funds of the University

APPENDIX 1.3
Campus Name: Antioch College

DEVELOPMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIMINARY
Gift Revenue Dollars				
Endowment	$356,839	$212,485	$310,214	$180,005
Scholarship	$162,110	$191,464	$176,490	$127,954
Other restricted	$1,001,281	$6,154,520	$593,499	$129,642
Unrestricted	$1,709,826	$1,306,801	$1,716,644	$1,366,167
Total	$3,230,056	$7,865,269	$2,796,847	$1,803,768
Designation				
% endowment	11.0%	2.7%	11.1%	10.0%
% scholarships	5.0%	2.4%	6.3%	7.1%
% other restricted	31.0%	78.2%	21.2%	7.2%
% unrestricted	52.9%	16.6%	61.4%	75.7%
Total	100.0%	100.0%	100.0%	100.0%
Gifts-in-Kind				
$ Value	$12,416	$16,885	$ -	$ 62,789
Total Gift Revenue				
Total $ and in-kind gifts	$3,242,472	$7,882,154	$2,796,847	$1,866,557
% Annual Growth	-15.5%	143.1%	-64.5%	-33.3%
Grants and Contracts				
Federal	$1,356,708	$1,249,750	$ 1,145,718	$ 1,140,988
State	$34,355	$41,431	$ 86,975	$ 79,125
Private	$88,563	$312,322	$ 920,410	$ 238,997
Total $ received	$1,479,626	$1,603,503	$2,153,103	$1,459,111
% Annual Growth	10.6%	8.4%	34.3%	-32.2%
Endowment Fund				
Total gift $ received	$356,839	$212,485	$310,214	$180,005
% Annual Growth	573.1%	-40.5%	46.0%	-42.0%
Fund Balance	**$29,237,272**	**$29,527,319**	**$19,654,545**	**$19,936,005**
Interest & dividends earned	$964,114	$961,246	$1,218,188	$1,327,885
Rate of Return	3.3%	3.3%	6.2%	6.7%

DEFINITIONS

Gift Revenue:
Endowment-Gifts designated by the donor for the individual campus endowment fund.
Endowment gifts are recorded centrally in Datatel in Fund #4, campus 80.

Scholarship-Gifts designated by the donor for scholarships for students of the campus.
Scholarship gifts are recorded in cost centers 81000-81999, 83000-83999 and 84000-84999 in the individual campuses.

Other Restricted-Gifts with use restricted by the donor to specific purposes other than endowment or scholarship.

Other Unrestricted-Gifts not restricted by the donor to a specific fund or purpose.

Gifts-in-kind:
Gifts received other than in cash, such as goods or services.

Endowment Funds:
Endowment funds managed centrally in Fund #4, but maintained for use by individual campuses.
Gifts to the endowment funds are recorded in Datatel under line item #4100-4120 in the cost center used for that particular fund in Campus 80.

Scholarship and other restricted funds:
Funds outstanding which have not been released for use as of the reporting date, designated by donors for specific purposes such as scholarships or for purposes other than endowment.

APPENDIX 1.4
Campus Name: Antioch College

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG				
$ Awarded	$766,644	$720,994	$728,525	$621,137
# of students	319	278	217	215
% of students	38.6%	36.4%	36.3%	57.0%
Ave $ received per student	$2,403	$2,594	$3,357	$2,889
Pell Grants				
$ Awarded	$661,983	$613,749	$417,938	$344,824
# of students	254	227	164	133
% of students	30.7%	29.8%	27.5%	35.3%
Ave $ received per student	$2,606	$2,704	$2,548	$2,593
Stafford Loans-Subsidized				
$ Awarded	$1,354,105	$1,195,059	$1,060,830	$805,786
# of students	404	346	281	220
% of students	48.9%	45.3%	47.1%	58.4%
Ave $ received per student	$3,352	$3,454	$3,775	$3,663
Stafford Loans-Unsubsidized				
$ Awarded	$241,369	$295,333	$366,150	$369,541
# of students	70	87	107	108
% of students	8.5%	11.4%	17.9%	28.6%
Ave $ received per student	$3,448	$3,395	$3,422	$3,422
Perkins Loans				
$ Awarded	$163,499	$224,815	$164,479	$270,865
# of students	127	166	111	157
% of students	15.4%	21.8%	18.6%	41.6%
Ave $ received per student	$1,287	$1,354	$1,482	$1,725
Alternative Loans				
$ Awarded	$120,665	$190,011	$176,967	$300,913
# of students	20	22	21	29
% of students	2.4%	2.9%	3.5%	7.7%
Ave $ received per student	$6,033	$8,637	$8,427	$10,376
Plus Loans				
$ Awarded	$1,021,223	$904,624	$774,121	$1,427,051
# of students	93	77	75	147
% of students	11.2%	10.1%	12.6%	39.0%
Ave $ received per student	$10,981	$11,748	$10,322	$9,708
Work Study-Federal				
$ Awarded	$848,288	$811,087	$659,483	$804,650
# of students	415	348	252	202
% of students	50.2%	45.6%	42.2%	53.6%
Ave $ received per student	$2,044	$2,331	$2,617	$3,983
Work Study-State				
$ Awarded			0	
# of students			0	
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student			$0	$0

Other Federal Aid				
$ Awarded	$16,139	$10,821	$0	$53,841
# of students	7	4	0	24
% of students	0.8%	0.5%	0.0%	0.0%
Ave $ received per student	$2,306	$2,705	$0	$0
Other State Aid				
$ Awarded	$354,805	$395,462	$257,816	$176,371
# of students	181	172	141	115
% of students	21.9%	22.5%	23.6%	30.5%
Ave $ received per student	$1,960	$2,299	$1,828	$1,534
Institutional Scholarship				
$ Awarded	$6,613,545	$6,022,410	$5,058,525	$4,289,340
# of students	656	506	400	351
% of students	79.3%	66.3%	67.0%	93.1%
Ave $ received per student	$10,082	$11,902	$12,646	$12,220
Other Financial Aid				
$ Awarded	$82,046	$95,130	$157,860	$378,218
# of students	40	37	82	118
% of students	4.8%	4.8%	13.7%	31.3%
Ave $ received per student	$2,051	$2,571	$1,925	$3,205
Total Financial Aid				
$ Awarded	**$12,244,311**	**$11,479,495**	**$9,822,694**	**$9,842,537**
# of students*	**666**	**519**	**411**	**367**
% of students**	**80.5%**	**68.0%**	**68.8%**	**97.3%**
Ave $ received per student	**$18,385**	**$22,118**	**$23,899**	**$26,819**

*Unduplicated # of students
**Based on annual unduplicated headcount

Annual Unduplicated Headcount (per above)	827	763	597	377

FINANCIAL AID DEFINITIONS

Total Students: The annual unduplicated headcount for the campus

$ Awarded: The sum of dollars awarded to students for each academic period of the yer per Report EXPL

# of Students: The sum of total students (unduplicated) receiving awards per Report EXPL

% of Students: The # of students receiving awards divided by the Total Students (unduplicated)

Average $ received per Student: The $ Awarded divided by the # of Students

3rd Party: Scholarships or payments received from employers and other outside non-Federal, non-State entities. Third Party payments are included in "Other Financial Aid."

APPENDIX 1.5
Campus Name: Antioch College

Employment Metrics

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIMINARY
FACULTY FTE				
Core Faculty FTE	57.0	51.5	47.5	43.5
Associate Faculty FTE	0.9	2.0	2.0	2.0
Adjunct Faculty FTE	6.7	7.4	18.0	5.5
TOTAL FACULTY FTE	**64.6**	**60.9**	**67.5**	**51.0**
ADMINISTRATOR/STAFF FTE				
Administrator FTE	56.8	54.3	55.5	59.3
Administrative Associate FTE	0.0	0.0	0.0	0.0
Unionized Staff FTE	75.0	68.3	67.5	65.5
Non-Union Staff FTE	1.0	1.0	1.0	**1.0**
TOTAL ADMIN. & STAFF FTE	**132.8**	**123.6**	**124.0**	**125.8**
TOTAL CAMPUS FTE	**197.4**	**184.5**	**191.5**	**176.8**
RATIOS:				
Unduplicated Student Headcount	836	763	597	377
Student/Core Faculty Ratio	**14.7**	**14.8**	**12.6**	**8.7**
Student/Total Faculty Ratio	**12.9**	**12.5**	**8.8**	**7.4**
Student/Admin & Staff Ratio	**6.3**	**6.2**	**4.8**	**3.0**
Adjunct - Associate/Core Faculty	**0.13**	**0.18**	**0.42**	**0.17**
Average Core Faculty Salary	$45,129	$45,152	$48,722	$50,788
Average Administrator Salary	$38,466	$39,851	$43,484	$44,296
Average Admin. Associate Salary	$0	$0	$0	$0
Average Union Annual Wages	$27,644	$28,426	$29,199	$29,771
Average Non Union Staff Salary	$27,851	$27,851	$29,286	$29,578
Total Campus Salaries	$8,332,188	$8,054,875	$8,409,697	$8,174,908
Total Campus Benefits	$2,961,844	$2,903,400	$3,099,488	$2,952,343
Ratio of Benefits to Salaries	**0.36**	**0.36**	**0.37**	**0.36**
Total Expenditures (Fund 1 Only)	$15,546,837	$15,149,727	$15,804,742	$18,161,898
Ratio of Salaries & Benefits to Expenditures	**0.73**	**0.72**	**0.73**	**0.61**
Gender Information				
Core Faculty				
Female (%)	54.4%	51.9%	50.0%	52.3%
Male (%)	45.6%	48.1%	50.0%	47.7%
Non-Faculty Staff				
Female (%)	65.2%	66.4%	50.0%	60.9%
Male (%)	34.8%	33.6%	50.0%	39.1%

Ethnicity Information

Core Faculty				
% African American	8.7%	5.8%	4.3%	4.5%
% Asian/Pacific Islander	1.8%	1.9%	2.2%	2.3%
% Indian/Alaska Native	1.8%	1.9%	2.2%	0.0%
% Hispanic	3.5%	3.8%	4.3%	4.5%
% Caucasian	84.2%	86.6%	87.0%	88.7%
% Non-resident alien	0.0%	0.0%	0.0%	0.0%
% Other/Unknown	0.0%	0.0%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%
Staff				
% African American	15.9%	18.8%	16.9%	16.4%
% Asian/Pacific Islander	0.0%	1.6%	0.8%	0.8%
% Indian/Alaska Native	0.0%	0.0%	0.0%	0.0%
% Hispanic	2.2%	0.8%	0.0%	1.5%
% Caucasian	81.9%	70.3%	82.3%	80.5%
% Non-resident alien	0.0%	8.5%	0.0%	0.8%
% Other/Unknown	0.0%	0.0%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Core Faculty: Benefited faculty positions (as budgeted in Datatel Accounting Line 5100)
Administrator: Deans, directors, & senior level admin/technical (budgeted in Datatel Accounting Line 5130)
Admin Associates: Salaried mid-level staff positions (budgeted in Datatel Accounting Line 5140)
Union Staff: Represented wage employees (budgeted in Datatel Accounting Line 5160)
Non-Union Staff: Hourly compensated (budgeted in Datatel Accounting Line 5170)

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 2.1
Campus Name: Ph.D in Leadership and Change

ENROLLMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
STUDENT DATA					
DOCTORAL PROGRAMS					
Headcount-Total Students	64	85	96	114	125
Headcount-New Students	26	27	23	28	27
FTE-Total Students (Fall Term)	64	85	96	114	125
Total Headcount (Fall Term)	64	85	96	114	125
Full Time (Fall Term)				114	125
Part-Time (Fall Term)					
Credits-Total Students (Annual)	234.0	596.0	923.0	1075.0	1188.0
Ave. credit load per student	3.7	7.0	9.6	9.4	9.5
Graduation Rates	NA	NA	NA	NA	NA *
Ph.D Leadership					
Retention Rates 1 year	92.0%	93.0%	91.0%	93.0%	
Retention Rates 2 years				91.0%	
Ethnicity					
% African American	17.0%	16.0%	15.0%	17.5%	19.0%
% Asian/Pacific Islander	1.5%	2.0%	2.0%	2.6%	4.0%
% Indian/Alaska Native	1.5%	1.0%	1.0%	3.5%	3.0%
% Hispanic	1.5%	1.0%	2.0%	1.7%	2.0%
% Caucasian	78.5%	80.0%	70.0%	69.3%	68.0%
% Non-resident alien			2.0%	3.4%	3.0%
% Other/Unknown				1.0%	1.0%
% Prefer Not to Report			8.0%	1.0%	
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Average Age					
Graduate	48	45	45	49	50
GENDER (%)					
Graduate					
Female	66	63.0%	64.0%	64.0%	63.0%
Male	34	37.0%	36.0%	36.0%	37.0%
ADMISSIONS METRICS (Annual)					
# of inquiries	796	640	685	704	605
# of applications	48	57	58	60	63
# of accepted students	34	32	37	39	39
# of new matriculants	26	27	23	28	27
Conversion Rate	6%	9%	8%	9%	10%
Acceptance Rate	71%	56%	64%	65%	62%
Yield Rate	76%	84%	62%	72%	69%
% new matric to applications	54%	47%	40%	47%	43%

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.

FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load. For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs. Programs on the semester system are to convert semester credits to quarter credits, multiplying by 3/2, and then use the 8 or 12 divisors. The Fall Term's FTE will be reported as representative of the entire academic year.

Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.
Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.
Conversion Rate: The number of applicants divided by the number of inquiries
Acceptance Rate: The number of acceptances divided by the number of applicants
Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

*** The Program's graduation rate metric is 7 years.**

APPENDIX 2.2

Campus Name: Ph.D in Leadership and Change

REVENUE AND EXPENSE METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIM.	FY 2007/08 BUDGET
Tuition and Fees(net of discounts)	$1,325,940	$1,541,840	$1,826,712	$2,022,150
Total Unrestricted Revenue (Fund 1)	$1,331,919	$1,542,190	$1,829,661	$2,078,393
Total Unrestricted Expense (Fund 1)	$1,291,694	$1,469,501	$1,704,560	$2,078,393
Net Fund 1 Revenue (Deficit)	**$40,225**	**$72,689**	**$125,101**	**$0**
Total Restricted Revenue (Fund 2)*	$8,551	$2,875	$19,758	$0
Total Restricted Expense (Fund 2)	$8,551	$2,609	$18,500	$0
Net Fund 2 Revenue (Deficit)	**$0**	**$266**	**$1,258**	**$0**
Total Fund 1 & 2 Net Revenue	**$40,225**	**$72,955**	**$126,359**	**$0**
Other cash expenditures	$12,507	($8,542)	$71	($3,000)
Net Cash excess (shortfall)	**$27,718**	**$81,497**	**$126,288**	**$3,000**
Unduplicated Student Headcount	85	96	114	125
Ratios and Metrics (based on Fund 1 only)				
Tuition & Fees as a % of Total Rev	98.9%	99.8%	98.8%	97.3%
Average Tuition Paid per Student	$15,599	$16,061	$16,024	$16,177
Average Revenue per Student	$15,670	$16,064	$16,050	$16,627
Average Expenses per Student	$15,196	$15,307	$14,952	$16,627

*Does not include unexpended restricted revenue. Restricted revenue is only included once it has been expended and released from restriction. It then becomes part of the unrestricted operating funds of the University.

APPENDIX 2.3
Campus Name: Ph.D in Leadership and Change

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Pell Grants				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Stafford Loans-Subsidized				
$ Awarded	$222,054	$321,788	$386,101	$434,675
# of students	29	43	49	67
% of students	45.3%	50.6%	51.0%	58.8%
Ave $ received per student	$7,657	$7,483	$7,880	$6,488
Stafford Loans-Unsubsidized				
$ Awarded	$309,361	$487,562	$575,399	$648,916
# of students	29	46	54	79
% of students	45.3%	54.1%	56.3%	69.3%
Ave $ received per student	$10,668	$10,599	$10,656	$8,214
Perkins Loans				
$ Awarded	$146,362	$102,000	$125,000	$144,738
# of students	25	17	23	28
% of students	39.1%	20.0%	24.0%	24.6%
Ave $ received per student	$5,854	$6,000	$5,435	$5,169
Alternative Loans				
$ Awarded				$8,000
# of students				1
% of students	0.0%	0.0%	0.0%	0.9%
Ave $ received per student				$8,000
Plus Loans				
$ Awarded				$104,241
# of students				5
% of students	0.0%	0.0%	0.0%	4.4%
Ave $ received per student				$26,060
Work Study-Federal				
$ Awarded				
# of students				0.00%
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Work Study-State				
$ Awarded				
# of students				0.00%
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				

Other Federal Aid				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Other State Aid				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Institutional Scholarship				
$ Awarded				$18,500
# of students				8
% of students	0.0%	0.0%	0.0%	7.0%
Ave $ received per student				$2,313
Other Financial Aid				
$ Awarded	$2,000	$34,250	$45,750	$7,100
# of students	1	4	5	1
% of students	1.6%	4.7%	5.2%	0.9%
Ave $ received per student	$2,000	$8,563	$9,150	$7,100
Total Financial Aid				
$ Awarded	**$679,777**	**$945,600**	**$1,132,250**	**$1,366,170**
# of students*	**31**	**48**	**58**	**58**
% of students**	**48.4%**	**56.5%**	**60.4%**	**50.9%**
Ave $ received per student	**$21,928**	**$19,700**	**$19,522**	**$23,555**

*Unduplicated # of students
**Based on annual unduplicated headcount

Annual Unduplicated Headcount (per above)	64	85	96	114

FINANCIAL AID DEFINITIONS

Total Students: The annual unduplicated headcount for the campus

$ Awarded: The sum of dollars awarded to students for each academic period of the yer per Report EXPL

# of Students: The sum of total students (unduplicated) receiving awards per Report EXPL

% of Students: The # of students receiving awards divided by the Total Students (unduplicated)

Average $ received per Student: The $ Awarded divided by the # of Students

3rd Party: Scholarships or payments received from employers and other outside non-Federal, non-State entities. Third Party payments are included in "Other Financial Aid."

APPENDIX 2.4
Campus Name: Ph.D in Leadership and Change

Employment Metrics

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
FACULTY FTE					
Core Faculty FTE	5.25	5.25	8.25	7.75	8.25
Associate Faculty FTE			0.25	0.25	
Adjunct Faculty FTE					
TOTAL FACULTY FTE	**5.25**	**5.25**	**8.50**	**8.00**	**8.25**
ADMINISTRATOR/STAFF FTE					
Administrator FTE	1.25	1.25	1.25	2.10	1.80
Administrative Associate FTE					
Unionized Staff FTE					
Non-Union Staff FTE	**1.00**	**1.00**	**1.00**	**1.00**	**1.00**
TOTAL ADMIN. & STAFF FTE	**2.25**	**2.25**	**2.25**	**3.10**	**2.80**
TOTAL CAMPUS FTE	**7.50**	**7.50**	**10.75**	**11.10**	**11.05**
RATIOS:					
Unduplicated Student Headcount	64	85	96	114	125
Student/Core Faculty Ratio	**12.2**	**16.2**	**11.6**	**14.7**	**15.2**
Student/Total Faculty Ratio	**12.2**	**16.2**	**11.3**	**14.3**	**15.2**
Student/Admin & Staff Ratio	**28.4**	**37.8**	**42.7**	**36.8**	**44.6**
Adjunct - Associate/Core Faculty	**0.00**	**0.00**	**0.03**	**0.03**	**0.00**
Average Core Faculty Salary	$76,207	$83,000	$84,500	$84,610	$89,274
Average Administrator Salary	$42,756	$46,000	$49,267	$56,220	$66,596
Average Admin. Associate Salary					
Average Union Annual Wages					
Average Non Union Staff Salary	$24,528	$29,089	$32,467	$35,006	$36,400
Total Campus Salaries	$496,484	$540,591	$755,784	$799,054	$937,148
Total Campus Benefits	$135,065	$143,968	$206,816	$215,744	$304,899
Ratio of Benefits to Salaries	**0.27**	**0.27**	**0.27**	**0.27**	**0.33**
Total Expenditures (Fund 1 Only)	$1,022,877	$1,291,694	$1,469,501	$1,704,560	$2,078,393
Ratio of Salaries & Benefits to Expenditures	**0.62**	**0.53**	**0.66**	**0.60**	**0.60**
Gender Information					
Core Faculty					
Female (%)	43.0%	43.0%	50.0%	50.0%	50.0%
Male (%)	57.0%	57.0%	50.0%	50.0%	50.0%
Non-Faculty Staff					
Female (%)	100.0%	100.0%	100.0%	100.0%	100.0%

Male (%)

Ethnicity Information					
Core Faculty					
% African American					
% Asian/Pacific Islander					
% Indian/Alaska Native	14.0%	14.0%	10.0%	10.0%	10.0%
% Hispanic					
% Caucasian	86.0%	86.0%	80.0%	80.0%	80.0%
% Non-resident alien					
% Other/Unknown			10.0%	10.0%	10.0%
% Prefer Not to Report					
Total	100.0%	100.0%	100.0%	100.0%	100.0%
Staff					
% African American					
% Asian/Pacific Islander					
% Indian/Alaska Native					
% Hispanic					
% Caucasian	100.0%	100.0%	100.0%	100.0%	100.0%
% Non-resident alien					
% Other/Unknown					
% Prefer Not to Report					
Total	100.0%	100.0%	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Core Faculty: Benefited faculty positions (as budgeted in Datatel Accounting Line 5100)
Administrator: Deans, directors, & senior level admin/technical (budgeted in Datatel Accounting Line 5130)
Admin Associates: Salaried mid-level staff positions (budgeted in Datatel Accounting Line 5140)
Union Staff: Represented wage employees (budgeted in Datatel Accounting Line 5160)
Non-Union Staff: Hourly compensated (budgeted in Datatel Accounting Line 5170)

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 3.1
Campus Name: McGregor

ENROLLMENT METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
STUDENT DATA				
UNDERGRADUATE PROGRAMS				
Headcount-Total Students	233	219	223	219
Headcount-New Students	53	81	79	80
FTE-Total Students (Fall Term)	120	104	118	132
Total Credits (Annual)	5054	4756.5	5174	5184
Full Time Students (Fall)	63	57	56	
Part Time Students (Fall)	99	95	104	
Ave. credit load per student/Yr	22.9	21.7	23.2	23.7
Total Headcount (Fall Term)	162.0	152.0	160.0	
Graduation Rates				
BA Completion	42.0%	35.0%	32.0%	
Retention Rates				
BA Completion				
After 1 Year	81.0%	80.0%	57.0%	
After 2 Years	64.0%	62.0%	54.0%	
MASTERS PROGRAMS				
Headcount-Total Students	663	646	641	679
Headcount-New Students	243	231	236	284
FTE-Total Students (Fall Term)	535	646	595	605
Total Credits (Annual)	16025	14630	14582	15976
Full Time Students - Fall	371	338	304	
Part Time Students - Fall	204	205	215	
Ave. credit load per student	25.4	22.6	22.7	23.5
Total Headcount (Fall Term)	575.0	543.0	519.0	
Graduation Rates				
Graduate Management	77.0%	75.0%	62.0%	
Conflict Resolution	77.0%	62.0%	74.0%	
Community College Mgt	0.0%	89.0%	86.0%	
Individualized Liberal & Prof Stud	45.0%	47.0%	50.0%	
Teacher Licensure	84.0%	78.0%	67.0%	
Leadership	79.0%	82.0%	84.0%	
Retention Rates				
Graduate Management				
After 1 Year	88.0%	93.0%	67.0%	
After 2 Years	81.0%	89.0%	62.0%	
Conflict Resolution				
After 1 Year	82.0%	79.0%	69.0%	
After 2 Years	81.0%	74.0%	63.0%	
Community College Management				
After 1 Year	0.0%	89.0%	100.0%	
After 2 Years	0.0%	89.0%	100.0%	

Individualized Liberal & Prof Studies				
After 1 Year	75.0%	78.0%	69.0%	
After 2 Years	50.0%	50.0%	63.0%	
Teacher Licensure				
After 1 Year	88.0%	92.0%	86.0%	
After 2 Years	85.0%	83.0%	82.0%	
Leadership				
After 1 Year	98.0%	95.0%	84.0%	
TOTAL UNDUPLICATED HEADCOUNT (Annual)	896	865	856	898
Ethnicity				
% African American	23.0%	26.3%	27.4%	
% Asian/Pacific Islander	0.8%	1.0%	0.7%	
% Indian/Alaska Native	0.4%	0.4%	1.0%	
% Hispanic	1.5%	1.3%	1.5%	
% Caucasian	70.0%	68.0%	65.7%	
% Non-resident alien	0.4%	0.4%	0.0%	
% Other/Unknown	3.9%	2.6%	3.7%	
% Prefer Not to Report	0.0%	0.0%	0.0%	
Total	100.0%	100.0%	100.0%	
Average Age				
Undergraduate	40	41	41	
Graduate	39	39	38	
GENDER (%)				
Undergraduate				
Female	74%	68%	69%	
Male	26%	32%	31%	
Graduate				
Female	74%	73%	74%	
Male	26%	27%	26%	
ADMISSIONS METRICS (Annual)				
# of inquiries	2210	2331	2350	
# of applications	490	488	546	
# of accepted students	403	414	426	
# of new matriculants	361	405	409	
Conversion Rate	17.0%	21%	23%	
Acceptance Rate	85.0%	85%	78%	
Yield Rate	96.0%	98%	96%	
% new matric to applications	81.0%	83%	75%	

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.

NOTE: The total annual unduplicated headcount may not equate to the sum of the headcounts in individual programs because of double counting of students who move from one program to another during the same academic year.

FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load.

For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs. Programs on the semester system are to convert semester credits to quarter credits, multiplying by 3/2, and then use the 8 or 12 divisors. The Fall Term's FTE will be reported as representative of the entire academic year.

Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.

Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.

Conversion Rate: The number of applicants divided by the number of inquiries

Acceptance Rate: The number of acceptances divided by the number of applicants

Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

APPENDIX 3.2

Campus Name: McGregor

REVENUE AND EXPENSE METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIM.	FY 2007/08 BUDGET
Tuition and Fees(net of discounts)	$7,042,123	$6,840,560	$7,152,695	$8,054,007
Total Unrestricted Revenue (Fund 1)	$7,055,229	$6,991,886	$7,870,492	$8,149,052
Total Unrestricted Expense (Fund 1)	$6,987,780	$7,167,387	$7,703,945	$7,975,052
Net Fund 1 Revenue (Deficit)	**$67,449**	**($175,501)**	**$166,547**	**$174,000**
Total Restricted Revenue (Fund 2)*	$96,999	$413,440	$334,619	$114,845
Total Restricted Expense (Fund 2)	$98,785	$229,366	$342,479	$114,845
Net Fund 2 Revenue (Deficit)	**($1,786)**	**$184,074**	**($7,860)**	**$0**
Total Fund 1 & 2 Net Revenue	**$65,663**	**$8,573**	**$158,687**	**$174,000**
Other cash expenditures**	($58,220)	($11,596,536)	$9,209,714	$1,065,676
Net Cash excess (shortfall)	**$123,883**	**$11,605,109**	**($9,051,027)**	**($891,676)**
Unduplicated Student Headcount	909	896	865	856
Ratios and Metrics (based on Fund 1 only)				
Tuition & Fees as a % of Total Rev	98.5%	92.4%	87.2%	97.5%
Average Tuition Paid per Student	$7,747	$7,635	$8,269	$9,409
Average Revenue per Student	$7,762	$7,803	$9,099	$9,520
Average Expenses per Student	$7,687	$7,999	$8,906	$9,317

*Does not include unexpended restricted revenue. Restricted revenue is only included once it has been expended and released from restriction. It then becomes part of the unrestricted operating funds of the University.

**"Other Cash Expenditures" reflect cash inflows in 2005-06 and cash outflows in 2006/07 and 2007/08 related to the Campus West construction project. FY 2007/08 reflect current year project expenditures to date.

APPENDIX 3.3
Campus Name: McGregor

DEVELOPMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL
Gift Revenue Dollars				
Endowment	$3,000	$3,000	$3,000	$3,000
Scholarship	$34,581	$7,955	$8,840	$8,000
Other restricted	$0	$643,580	$1,251,862	$1,558,447
Unrestricted	$12,123	$1,868	$9,015	$2,310
Total	$49,704	$656,403	$1,272,717	$1,571,757
Gifts-in-Kind	$0	$0	$0	$0
Total Gift Revenue	**$49,704**	**$656,403**	**$1,272,717**	**$1,571,757**
Grants and Contracts	**$89,383**	**$185,000**	$185,000	$185,000
Endowment Fund				
Total gift $ received	$3,000	$3,000	$3,000	$3,000
Fund Balance	**$18,600**	**$21,600**	$24,600	$27,600
Total Restricted Funds (other than endowment)	**$154,919**	**$836,535**	$1,445,702	$1,764,757

^Development metrics include both restricted and unrestricted revenue.

DEFINITIONS

Gift Revenue:
Endowment-Gifts designated by the donor for the individual campus endowment fund.
Endowment gifts are recorded centrally in Datatel in Fund #4, campus 80.

Scholarship-Gifts designated by the donor for scholarships for students of the campus.
Scholarship gifts are recorded in cost centers 81000-81999, 83000-83999 and 84000-84999 in the individual campuses.

Other Restricted-Gifts with use restricted by the donor to specific purposes other than endowment or scholarship.

Other Unrestricted-Gifts not restricted by the donor to a specific fund or purpose.

Gifts-in-kind:
Gifts received other than in cash, such as goods or services.

Endowment Funds:
Endowment funds managed centrally in Fund #4, but maintained for use by individual campuses.
Gifts to the endowment funds are recorded in Datatel under line item #4100-4120 in the cost center used for that particular fund in Campus 80.

Scholarship and other restricted funds:
Funds outstanding which have not been released for use as of the reporting date, designated by donors for specific purposes such as scholarships or for purposes other than endowment.

APPENDIX 3.4
Campus Name: McGregor

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG				
$ Awarded	$15,793	$9,335	$21,777	$31,687
# of students	42	27	64	69
% of students	4.6%	3.0%	7.4%	8.1%
Ave $ received per student	$376	$346	$340	$459
Pell Grants				
$ Awarded	$175,211	$154,445	$140,806	$177,978
# of students	77	73	65	69
% of students	8.5%	8.1%	7.5%	8.1%
Ave $ received per student	$2,275	$2,116	$2,166	$2,579
Stafford Loans-Subsidized				
$ Awarded	$3,598,446	$3,909,613	$3,600,444	$4,013,694
# of students	533	557	517	83
% of students	58.6%	62.2%	59.8%	9.7%
Ave $ received per student	$6,751	$7,019	$6,964	$48,358
Stafford Loans-Unsubsidized				
$ Awarded	$3,846,368	$4,287,182	$3,933,359	$4,370,762
# of students	504	547	507	564
% of students	55.4%	61.0%	58.6%	65.9%
Ave $ received per student	$7,632	$7,838	$7,758	$7,750
Perkins Loans				
$ Awarded	$151,428	$116,697	$111,500	$178,902
# of students	29	26	26	39
% of students	3.2%	2.9%	3.0%	4.6%
Ave $ received per student	$5,222	$4,488	$4,288	$4,587
Alternative Loans				
$ Awarded	$0	$0	$47,000	$47,079
# of students	0	0	4	4
% of students	0.0%	0.0%	0.5%	0.5%
Ave $ received per student			$11,750	$11,770
Plus Loans				
$ Awarded	$0	$0	$0	$251,612
# of students	0	0	0	23
% of students	0.0%	0.0%	0.0%	2.7%
Ave $ received per student				$10,940
Work Study-Federal				
$ Awarded	$5,750	$9,703	$10,500	$8,923
# of students	2	3	3	3
% of students	0.2%	0.3%	0.3%	0.4%
Ave $ received per student	$2,875	$3,234	$3,500	$2,974
Work Study-State				
$ Awarded	$0	$0	$0	$0
# of students	0	0	0	0
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				

Other Federal Aid				
$ Awarded	$316,325	$253,876	$229,108	$0
# of students	66	68	49	0
% of students	7.3%	7.6%	5.7%	0.0%
Ave $ received per student	$4,793	$3,733	$4,676	
Other State Aid				
$ Awarded	$122,277	$93,792	$101,253	$118,938
# of students	134	115	111	137
% of students	14.7%	12.8%	12.8%	16.0%
Ave $ received per student	$913	$816	$912	$868
Institutional Scholarship				
$ Awarded	$20,926	$32,000	$20,000	$0
# of students	10	16	10	0
% of students	1.1%	1.8%	1.2%	0.0%
Ave $ received per student	$2,093	$2,000	$2,000	
Other Financial Aid				
$ Awarded	$0	$11,760	$59,926	$360,793
# of students	0	1	12	77
% of students	0.0%	0.1%	1.4%	9.0%
Ave $ received per student		$11,760	$4,994	$4,686
Total Financial Aid				
$ Awarded	**$8,252,524**	**$8,878,403**	**$8,275,673**	**$9,560,368**
# of students*	**582**	**612**	**574**	**574**
% of students**	**64.0%**	**68.3%**	**66.4%**	**67.1%**
Ave $ received per student	**$14,180**	**$14,507**	**$14,418**	**$16,656**

*Unduplicated # of students

**Based on annual unduplicated headcount				
Annual Unduplicated Headcount (per above)	909	896	865	856

FINANCIAL AID DEFINITIONS

Total Students: The annual unduplicated headcount for the campus

$ Awarded: The sum of dollars awarded to students for each academic period of the yer per Report EXPL

# of Students: The sum of total students (unduplicated) receiving awards per Report EXPL

% of Students: The # of students receiving awards divided by the Total Students (unduplicated)

Average $ received per Student: The $ Awarded divided by the # of Students

3rd Party: Scholarships or payments received from employers and other outside non-Federal, non-State entities. Third Party payments are included in "Other Financial Aid."

APPENDIX 3.5
Campus Name: McGregor

Employment Metrics

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL
FACULTY FTE				
Core Faculty FTE	21.1	25.0	27.0	23.0
Associate Faculty FTE	1.8	1.8	0.7	0.45
Adjunct Faculty FTE	18.2	19.5	20.2	19.9
TOTAL FACULTY FTE	**41.1**	**46.2**	**47.9**	**43.4**
ADMINISTRATOR/STAFF FTE				
Administrator FTE	14.5	17.0	18.0	15.2
Administrative Associate FTE	0.0	0.0	0.0	0.0
Unionized Staff FTE	14.0	14.5	13.5	15.5
Non-Union Staff FTE	0.0	0.0	0.0	0.0
TOTAL ADMIN. & STAFF FTE	**28.5**	**31.5**	**31.5**	**30.7**
TOTAL CAMPUS FTE	**69.6**	**77.7**	**79.4**	**74.1**
RATIOS:				
Unduplicated Student Headcount	909	896	865	856
Student/Core Faculty Ratio	**43.1**	**35.8**	**32.0**	**37.2**
Student/Total Faculty Ratio	**22.1**	**19.4**	**18.1**	**19.7**
Student/Admin & Staff Ratio	**31.9**	**28.4**	**27.5**	**27.9**
Adjunct - Associate/Core Faculty	**0.95**	**0.85**	**0.77**	**0.88**
Average Core Faculty Salary	$53,620	$54,722	$54,457	$58,982
Average Administrator Salary	$44,651	$46,780	$44,860	$54,502
Average Admin. Associate Salary	$0	$0	$0	$0
Average Union Annual Wages	$28,985	$30,386	$32,557	$34,300
Average Non Union Staff Salary	$0	$0	$0	$0
Total Campus Salaries	$3,194,054	$3,569,531	$3,720,658	$3,883,165
Total Campus Benefits	$1,042,692	$1,159,414	$1,353,995	$1,481,174
Ratio of Benefits to Salaries	**0.33**	**0.32**	**0.36**	**0.38**
Total Expenditures (Fund 1 Only)	$6,243,650	$6,987,780	$7,173,827	$8,046,426
Ratio of Salaries & Benefits to Expenditures	**0.68**	**0.68**	**0.71**	**0.67**
Gender Information				
Core Faculty				
Female (%)	54.5%	60.0%	48.1%	52.2%
Male (%)	45.5%	40.0%	51.9%	47.8%
Non-Faculty Staff				
Female (%)	86.7%	80.6%	83.3%	75.0%
Male (%)	13.3%	19.4%	16.7%	25.0%

Ethnicity Information

Core Faculty				
% African American	13.7%	12.0%	14.8%	4.3%
% Asian/Pacific Islander	4.5%	4.0%	3.7%	4.3%
% Indian/Alaska Native	0.0%	0.0%	0.0%	0.0%
% Hispanic	4.5%	0.0%	3.7%	4.3%
% Caucasian	77.3%	84.0%	77.8%	87.1%
% Non-resident alien	0.0%	0.0%	0.0%	0.0%
% Other/Unknown	0.0%	0.0%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%
Staff				
% African American	16.7%	12.9%	13.3%	18.8%
% Asian/Pacific Islander	0.0%	0.0%	0.0%	0.0%
% Indian/Alaska Native	3.3%	3.2%	3.3%	3.1%
% Hispanic	0.0%	0.0%	0.0%	0.0%
% Caucasian	80.0%	83.9%	83.3%	78.1%
% Non-resident alien	0.0%	0.0%	0.0%	0.0%
% Other/Unknown	0.0%	0.0%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Core Faculty: Benefited faculty positions (as budgeted in Datatel Accounting Line 5100)
Administrator: Deans, directors, & senior level admin/technical (budgeted in Datatel Accounting Line 5130)
Admin Associates: Salaried mid-level staff positions (budgeted in Datatel Accounting Line 5140)
Union Staff: Represented wage employees (budgeted in Datatel Accounting Line 5160)
Non-Union Staff: Hourly compensated (budgeted in Datatel Accounting Line 5170)

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 4.1

Campus Name: Antioch New England

ENROLLMENT METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET (estimate)
STUDENT DATA				
Headcount- Undup All Students (Year)	1141	1133	1104	1060
MASTERS PROGRAMS				
Headcount-Unduplicated for the year	790	772	765	760
Headcount-New Students (year)	317	318	329	339
Full-Time Students (Fall Term)	503	460	470	440
Part-Time Students (Fall Term)	131	162	183	188
FTE-Total Students over year (see definition belov	682	632	652	646
Credits-Total Students (Year)	14614	13546	13975	13860
Ave. credit load per student per yr	18.5	17.5	18.3	18.2
Credits-Total Students Fall Term	6101.0	5784.0	6028.0	5676
FTE-Total Students Fall Term in semester hours	762.6	723.0	753.5	709.5

Graduation Rates (program lengths vary - avg 2 years)
(% Graduated, Still Enrolled & Attrit to Date updated)

	02-03 Entry	03-04 Entry	04-05 Entry
Applied Psychology Department Graduated	67.0%	76.00%	68.2%
Still Enrolled	0.0%	1.00%	12.5%
Attrition to Date WD or Disenrolled	33.0%	24.00%	17.3%
Education Department Graduated	92.0%	84.5%	84.2%
Still Enrolled	1.1%	1.2%	6.3%
Attrition to Date WD or Disenrolled	6.9%	14.3%	9.5%
Environ Studies Department Graduated	82.1%	73.9%	62.5%
Still Enrolled	11.5%	14.8%	27.3%
Attrition to Date - WD or Disenrolled	6.4%	11.4%	10.2%
Organization & Mgmt Department	89.1%	87.0%	90.3%
Still Enrolled	0.0%	0.0%	0.0%
Attrition to Date - WD or Disenrolled	10.9%	13.0%	9.7%

Retention

	04-05 Entry	05-06 Entry	06-07 Entry
Applied Psychology Department			
After 1 Year	87.5%	82.5%	91.4%
After 2 Years	81.7%	80.0%	2 yrs not up
Education Department			
After 1 Year	96.8%	92.2%	96.2%
After 2 Years	94.7%	92.2%	2 yrs not up
Environmental Studies Department			
After 1 Year	96.6%	93.3%	95.2%
After 2 Years	92.0%	93.3%	2 yrs not up
Organization & Management	x		

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
After 1 Year	93.3%	97.0%	92.0%	
After 2 Years	93.3%	97.0%	2 yrs not up	
DOCTORAL PROGRAMS				
Headcount-Total Students Undup Year	249	253	251	260
Headcount-New Students	45	41	40	47
Full Time Students (Fall Term)	210	207	198	205
Part-Time Students (Fall Term)	21	20	22	20
FTE-Total Students (year)	187	183	178	199
Credits-Total Students (Year)	4013.0	3931.0	3827.0	4264.0
Ave. credit load per student per year	16.1	15.5	15.2	16.4
Credits - Total Students Fall Term	1726.0	1713.0	1612.0	1950.0
FTE-Total Students Fall Term (semester hours)	215.8	214.1	201.5	243.8
(converted to quarter credits)	322.0	319.6	300.7	363.8
Graduation Rates (Programs min 5 years)	99-00 Entry	00-01 Entry	01-02 Entry	
Clinical Psychology Graduated (All years updated)	60.7%	62.1%	47.1%	
Still Enrolled	21.4%	13.8%	29.4%	
Attrition to Date	17.9%	24.1%	23.5%	
Environmental Studies Phd Graduated (all yrs update	50.0%	16.7%	11.1%	
Still Enrolled	10.0%	33.3%	66.7%	
Attrition to Date	40.0%	50.0%	22.2%	
Retention Rates	04-05 Entry	05-06 Entry	06-07 Entry	
Psy.D				
After 1 Year	93.3%	100.0%	92.3%	
After 2 Years	86.7%	93.3%	2 yrs not up	
ES-Phd				
After 1 Year	100.0%	72.7%	100.0%	
After 2 Years	85.7%	72.7%	2 yrs not up	
OTHER STUDENTS (Special, Visiting, etc.)				
Headcount-Total Undup Students (Year)	103	108	89	40
FTE - Fall 05 Special Students (Converted to Qtr)	21	20	40	8
Credits-Total Special Students Fall	113	105	214	45
TOTAL UNDUPLICATED HEADCOUNT (Annual)	1141	1133	1104	1060
Ethnicity				
% African American (02)	1.30%	0.97%	1.00%	
% Asian/Pacific Islander (03)	0.50%	0.44%	0.63%	
% Indian/Alaska Native (04)	0.08%	0.18%	0.18%	
% Hispanic (05)	1.70%	1.50%	1.63%	
% Caucasian (01)	88.10%	87.47%	86.23%	
% Non-resident alien (07)	1.70%	1.50%	2.36%	

% Other/Unknown (06)	6.60%	7.94%	7.97%
% Prefer Not to Report	0.00%	(%)	(%)
Total	99.98%	100.00%	100.00%
Average Age			
Graduate	36.2	36.1	36.4
GENDER (%)			
Graduate			
Female	76.16%	76.61%	76.36%
Male	23.84%	23.39%	23.64%

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL
ADMISSIONS METRICS (Annual) Updated			
# of inquiries	3138	3896	3561
# of applications (to date from that year's Inqui	535	557	334
# of accepted students (to date from Inq pool)	329	349	225
# of new matriculants (to date from Inquiry poo	323	330	204
Conversion Rate	17.0%	14.3%	9.4%
Acceptance Rate	61.5%	62.7%	67.4%
Yield Rate	98.2%	94.6%	90.7%
% new matric to applications	60.4%	59.2%	61.1%

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.
NOTE: The total annual unduplicated headcount may not equate to the sum of the headcounts in individual programs because of double counting of students who move from one program to another during the same academic year.
FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load. For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs. Programs on the semester system are to convert semester credits to quarter credits, multiplying by 3/2, and then use the 8 or 12 divisors. The Fall Term's FTE will be reported as representative of the entire academic year.
Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.
Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.
Conversion Rate: The number of applicants divided by the number of inquiries
Acceptance Rate: The number of acceptances divided by the number of applicants
Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

APPENDIX 4.2
Campus Name: Antioch New England

REVENUE AND EXPENSE METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIM.	FY 2007/08 BUDGET
Tuition and Fees(net of discounts)	$11,216,417	$11,125,925	$11,787,034	$12,902,827
Total Unrestricted Revenue (Fund 1)	$11,414,645	$11,307,065	$11,933,918	$13,076,327
Total Unrestricted Expense (Fund 1)	$11,285,149	$11,318,047	$11,545,816	$13,076,327
Net Fund 1 Revenue (Deficit)	**$129,496**	**($10,982)**	**$388,102**	**$0**
Total Restricted Revenue (Fund 2)*	$2,408,121	$2,617,732	$2,595,872	$1,514,978
Total Restricted Expense (Fund 2)	$2,473,056	$2,573,953	$2,560,826	$1,514,978
Net Fund 2 Revenue (Deficit)	**($64,935)**	**$43,779**	**$35,046**	**$0**
Total Fund 1 & 2 Net Revenue	**$64,561**	**$32,797**	**$423,148**	**$0**
Other cash expenditures	($44,864)	($29,020)	($78,294)	$5,000
Net Cash excess (shortfall)	**$109,425**	**$61,817**	**$501,442**	**($5,000)**
Unduplicated Student Headcount	1141	1,133	1,104	1,060
Ratios and Metrics (based on Fund 1 only)				
Tuition & Fees as a % of Total Rev	81.1%	79.9%	81.1%	88.4%
Average Tuition Paid per Student	$9,830	$9,820	$10,677	$12,172
Average Revenue per Student	$10,004	$9,980	$10,810	$12,336
Average Expenses per Student	$9,891	$9,989	$10,458	$12,336

*Does not include unexpended restricted revenue. Restricted revenue is only included once it has been expended and released from restriction. It then becomes part of the unrestricted operating funds of the University.

APPENDIX 4.3
Campus Name: Antioch New England

DEVELOPMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL
Gift Revenue Dollars				
Endowment	$20,000	$50,000	$0	$120,094
Scholarship	$61,330	$81,618	$63,820	$89,064
Other restricted	$235,728	$85,093	$231,220	$88,359
Unrestricted	$58,924	$70,248	$64,266	$54,826
Total	$375,982	$286,959	$359,306	$352,344
Gifts-in-Kind	$0	$0	$0	
Total Gift Revenue	**$375,982**	**$286,959**	**$359,306**	**$352,344**
Grants and Contracts	**$2,218,646**	**$1,756,376**	**$1,952,919**	**$2,025,517**
Endowment Fund				
Total gift $ received	$20,000	$50,000	$0	$120,094
Fund Balance	**$188,960**	**$238,960**	**$238,960**	**$359,054**
Total Restricted Funds (other than endowment)	**$297,058**	**$166,711**	**$295,040**	**$177,424**

^Development metrics include both restricted and unrestricted revenue.

DEFINITIONS

Gift Revenue:
Endowment-Gifts designated by the donor for the individual campus endowment fund.
Endowment gifts are recorded centrally in Datatel in Fund #4, campus 80.

Scholarship-Gifts designated by the donor for scholarships for students of the campus.
Scholarship gifts are recorded in cost centers 81000-81999, 83000-83999 and 84000-84999 in the individual campuses.

Other Restricted-Gifts with use restricted by the donor to specific purposes other than endowment or scholarshir

Other Unrestricted-Gifts not restricted by the donor to a specific fund or purpose.

Gifts-in-kind:
Gifts received other than in cash, such as goods or services.

Endowment Funds:
Endowment funds managed centrally in Fund #4, but maintained for use by individual campuses.
Gifts to the endowment funds are recorded in Datatel under line item #4100-4120 in the cost center used for that particular fund in Campus 80.

Scholarship and other restricted funds:
Funds outstanding which have not been released for use as of the reporting date, designated by donors for specific purposes such as scholarships or for purposes other than endowment.

APPENDIX 4.4
Campus Name: Antioch New England

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG	N/A	N/A	N/A	N/A
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Pell Grants	N/A	N/A	N/A	N/A
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Stafford Loans-Subsidized				
$ Awarded	$4,561,123	$4,740,311	$4,507,062	$5,165,373
# of students	583	606	582	604
% of students	51.1%	53.0%	51.4%	54.7%
Ave $ received per student	$7,824	$7,822	$7,744	$8,552
Stafford Loans-Unsubsidized				
$ Awarded	$5,199,082	$5,621,609	$5,624,444	$6,179,855
# of students	535	546	534	547
% of students	46.9%	47.8%	47.1%	49.5%
Ave $ received per student	$9,718	$10,296	$10,533	$11,298
Perkins Loans				
$ Awarded	$349,709	$281,621	$281,634	$268,364
# of students	116	92	98	72
% of students	10.2%	8.0%	8.6%	6.5%
Ave $ received per student	$3,015	$3,061	$2,874	$3,727
Alternative Loans				
$ Awarded	$253,189	$503,791	$481,691	$197,252
# of students	35	61	52	22
% of students	3.1%	5.3%	4.6%	2.0%
Ave $ received per student	$7,234	$8,259	$9,263	$8,966
Plus Loans	N/A	N/A	N/A	
$ Awarded				$167,317
# of students				21
% of students	0.0%	0.0%	0.0%	1.9%
Ave $ received per student				$7,967
Work Study-Federal				
$ Awarded	$524,375	$446,964	$453,623	$663,091
# of students	148	122	138	157
% of students	13.0%	10.7%	12.2%	14.2%
Ave $ received per student	$3,543	$3,664	$3,287	$4,224
Work Study-State	N/A	N/A	N/A	N/A
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				

Other Federal Aid					
$ Awarded	$91,396	$109,021	$134,138		$60,184
# of students	21	26	32		20
% of students	1.8%	2.3%	2.8%		1.8%
Ave $ received per student	$4,352	$4,193	$4,192		$3,009
Other State Aid	N/A	N/A	N/A	N/A	
$ Awarded					
# of students					
% of students	0.0%	0.0%	0.0%		0.0%
Ave $ received per student					
Institutional Scholarship					
$ Awarded	$257,746	$424,638	$416,077		$411,208
# of students	95	126	151		163
% of students	8.3%	11.0%	13.3%		14.8%
Ave $ received per student	$2,713	$3,370	$2,755		$2,523
Other Financial Aid					
$ Awarded	$334,319	$437,997	$415,246		$493,324
# of students	110	115	110		132
% of students	9.6%	10.1%	9.7%		12.0%
Ave $ received per student	$3,039	$3,809	$3,775		$3,737
Total Financial Aid					
$ Awarded	**$11,570,939**	**$12,565,951**	**$12,313,915**		**$13,605,967**
# of students*	**680**	**714**	**733**		**742**
% of students**	**59.6%**	**62.5%**	**64.7%**		**67.2%**
Ave $ received per student	**$17,016**	**$17,599**	**$16,799**		**$18,337**

*Unduplicated # of students
**Based on annual unduplicated headcount

Annual Unduplicated Headcount (per above)	1141	1143	1133	1104

FINANCIAL AID DEFINITIONS

Total Students: The annual unduplicated headcount for the campus

$ Awarded: The sum of dollars awarded to students for each academic period of the yer per Report EXPL

# of Students: The sum of total students (unduplicated) receiving awards per Report EXPL

% of Students: The # of students receiving awards divided by the Total Students (unduplicated)

Average $ received per Student: The $ Awarded divided by the # of Students

3rd Party: Scholarships or payments received from employers and other outside non-Federal, non-State entities. Third Party payments are included in "Other Financial Aid."

APPENDIX 4.5
Campus Name: Antioch New England

Employment Metrics

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
FACULTY FTE				
Core Faculty FTE	51.0	52.0	51.0	54.0
Associate Faculty FTE	3.6	1.6	2.0	2.4
Adjunct Faculty FTE	14.2	15.4	14.8	14.6
TOTAL FACULTY FT	**68.8**	**69.0**	**67.8**	**71.0**
ADMINISTRATOR/STAFF FTE				
Administrator FTE	12.0	12.0	11.0	15.0
Administrative Associa	16.0	20.0	22.0	16.0
Unionized Staff FTE	0.0	0.0	0.0	0.0
Non-Union Staff FTE	26.0	24.0	23.0	22.0
TOTAL ADMIN. & ST.	**54.0**	**56.0**	**56.0**	**53.0**
TOTAL CAMPUS FTE	**122.8**	**125.0**	**123.8**	**124.0**
RATIOS:				
Unduplicated Student	1,141	1,133	1,104	1,060
Student/Core Faculty	**22.4**	**21.8**	**21.6**	**19.6**
Student/Total Faculty	**16.6**	**16.4**	**16.3**	**14.9**
Student/Admin & Sta	**21.1**	**20.2**	**19.7**	**20.0**
Adjunct - Associate/(	**0.35**	**0.33**	**0.33**	**0.31**
Average Core Faculty	$49,230	$49,726	$54,638	$55,523
Average Administrat	$49,327	$53,261	$60,439	$56,310
Average Admin. Ass	$34,460	$34,248	$33,723	$42,640
Average Union Annu	$0	$0	$0	$0
Average Non Union S	$22,983	$25,052	$27,019	$27,597
Total Campus Salaries	$5,291,436	$5,535,317	$5,673,381	$6,006,472
Total Campus Benefits	$1,741,751	$1,982,018	$2,049,608	$2,350,691
Ratio of Benefits to S	**0.33**	**0.36**	**0.36**	**0.39**
Total Expenditures (Fu	$11,285,149	$11,318,047	$11,591,630	$13,076,325
Ratio of Salaries &	**0.62**	**0.66**	**0.67**	**0.64**
Gender Information				
Core Faculty				
Female (%)	51.0%	51.9%	47.1%	50.0%
Male (%)	49.0%	48.1%	52.9%	50.0%
Non-Faculty Admin & Staff				
Female (%)	79.6%	78.6%	75.0%	83.0%
Male (%)	20.4%	21.4%	25.0%	17.0%

Ethnicity Information

Core Faculty				
% African Americar	2.0%	1.9%	2.0%	3.7%
% Asian/Pacific Isla	2.0%	1.9%	2.0%	1.9%
% Indian/Alaska Native				
% Hispanic				
% Caucasian	96.1%	96.2%	96.1%	94.4%
% Non-resident alien				
% Other/Unknown				
% Prefer Not to Report				
Total	100.0%	100.0%	100.0%	100.0%
Admin & Staff				
% African American				
% Asian/Pacific Islander				
% Indian/Alaska Na	5.6%	1.8%	3.6%	3.8%
% Hispanic				
% Caucasian	94.4%	98.2%	96.4%	96.2%
% Non-resident alien				
% Other/Unknown				
% Prefer Not to Report				
Total	100.0%	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Core Faculty: Benefited faculty positions (as budgeted in Datatel Accounting Line 5100)
Administrator: Deans, directors, & senior level admin/technical (budgeted in Datatel Accounting Line 5130)
Admin Associates: Salaried mid-level staff positions (budgeted in Datatel Accounting Line 5140)
Union Staff: Represented wage employees (budgeted in Datatel Accounting Line 5160)
Non-Union Staff: Hourly compensated (budgeted in Datatel Accounting Line 5170)

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report.

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 5.1
Campus Name: Seattle

ENROLLMENT METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
STUDENT DATA				
UNDERGRADUATE PROGRAMS				
Headcount-Total Students	352	329	250	237
Headcount-New Students	123	99	82	94
Total Credits (Annual)	8003	7028	6439	6412
Ave. credit load per student	22.7	21.4	25.8	27.1
FTE-Total Students (Fall Term)	180.6	158.6	160.9	152.3
Full-Time Students (Fall Term)	99.0	80.0	89.0	
Part-Time Students (Fall Term)	151.0	136.0	115.0	
Graduation Rates				
BA Completion	34.8%	31.3%	43.7%	
BA w/ Teachers Certif.	71.1%	72.2%	81.8%	
Retention Rates				
BA Completion				
After 1 Year	77.3%	72.7%	73.8%	
After 2 Years	68.2%	67.7%	63.2%	
BA w/ Teachers Certif.				
After 1 Year	100.0%	97.0%	83.3%	
After 2 Years	84.4%	86.1%	84.8%	
MASTERS PROGRAMS				
Headcount-Total Students	943	880	788	648
Headcount-New Students	324	251	238	256
Total Credits (Annual)	21299	18328	14775	13994
Ave. credit load per student	22.6	20.8	18.8	21.6
FTE-Total Students (Fall Term)	664.3	598.1	489.7	525.9
Full-Time Students (Fall Term)	369.0	312.0	242.0	
Part-Time Students (Fall Term)	270.0	278.0	283.0	
Graduation Rates				
MAEd	40.0%	58.8%	63.2%	
MAEd (Site)	86.5%	84.3%	94.4%	
MAEd (w/Teachers Cert)	77.7%	81.7%	86.7%	
Psychology	18.7%	15.8%	9.8%	
Creative Change	44.6%	58.0%	66.1%	
Retention Rates				
MAEd				
After 1 Year	66.7%	85.0%	100.0%	
After 2 Years	80.0%	75.0%	89.5%	
MAEd (Site)				
After 1 Year	88.6%	90.6%	66.7%	
After 2 Years	92.3%	85.7%	94.4%	
MA (Teachers Cert)				
After 1 Year	91.7%	81.5%	81.5%	

After 2 Years	83.0%	83.3%	88.8%	
Psychology				
After 1 Year	91.3%	86.7%	82.8%	
After 2 Years	84.0%	90.4%	81.7%	
Creative Change				
After 1 Year	89.2%	93.0%	75.4%	
After 2 Years	60.0%	82.0%	77.4%	
DOCTORAL PROGRAMS				
Headcount-Total Students	20	41	75	114
Headcount-New Students	20	24	44	45
Total Credits (Annual)	474	996	1986	3432.0
Ave. credit load per student	23.7	24.3	26.5	30.1
FTE-Total Students (Fall Term)	24.4	39.3	75.8	118.7
Total Credits (Annual)	112			
Ave. credit load per student	18.7	#DIV/0!	0.0	#DIV/0!
FTE-Total Students (Fall Term)	4.9			
TOTAL UNDUPLICATED HEADCOUNT (Annual)	1,317	1,244	1,207	1,154
Ethnicity				
% African American	6.5%	3.9%	3.6%	
% Asian/Pacific Islander	3.3%	2.7%	2.7%	
% Indian/Alaska Native	3.2%	3.0%	2.9%	
% Hispanic	2.5%	70.7%	67.3%	
% Caucasian	70.3%	1.4%	0.4%	
% Non-resident alien	0.8%	10.6%	15.2%	
% Other/Unknown	12.7%	1.6%	1.8%	
% Prefer Not to Report	0.6%	100.0%	100.0%	
Total	100.0%	193.8%	193.9%	
Average Age				
Undergraduate	39.2	39.3	39.5	
Graduate	38.1	37.6	37.2	
GENDER (%)				
Undergraduate				
Female	74.3%	74.6%	74.2%	
Male	25.7%	25.4%	25.8%	
Graduate				
Female	76.5%	77.4%	78.2%	
Male	23.5%	22.6%	21.8%	
ADMISSIONS METRICS (Annual)				
# of inquiries	4015	3698	3406	
# of applications	821	706	717	
# of accepted students	500	387	460	
# of new matriculants	473	372	367	
Conversion Rate	20%	19%	21%	
Acceptance Rate	61%	55%	64%	
Yield Rate	95%	96%	80%	
% new matric to applications	58%	53%	51%	

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.

NOTE: The total annual unduplicated headcount may not equate to the sum of the headcounts in individual programs because of double counting of students who move from one program to another during the same academic year.

FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load. For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs. Programs on the semester system are to convert semester credits to quarter credits, multiplying by 3/2, and then use the 8 or 12 divisors. The Fall Term's FTE will be reported as representative of the entire academic year.

Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.

Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.

Conversion Rate: The number of applicants divided by the number of inquiries

Acceptance Rate: The number of acceptances divided by the number of applicants

Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

APPENDIX 5.2
Campus Name: Seattle

REVENUE AND EXPENSE METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIMINARY	FY 2007/08 BUDGET
Tuition and Fees (net of discounts)	$11,877,738	$11,611,675	$10,900,820	$12,682,013
Total Unrestricted Revenue (Fund 1)	$12,686,640	$12,433,168	$11,278,461	$13,955,634
Total Unrestricted Expenses (Fund 1)	$11,814,710	$12,189,275	$11,312,315	$13,936,634
Net Fund 1 Revenue (Deficit)	**$871,930**	**$243,893**	**($33,854)**	**$19,000**
Total Restricted Revenue (Fund 2)*	$1,275,079	$2,202,250	$2,346,984	$2,039,794
Total Restricted Expenses (Fund 2)	$1,355,080	$2,051,051	$2,293,618	$2,039,794
Net Fund 2 Revenue (Deficit)	**($80,001)**	**$151,199**	**$53,366**	**$0**
Total Fund 1 & 2 Net Revenue	**$791,929**	**$395,092**	**$19,512**	**$19,000**
Other cash expenditures or (surplus)	$337,082	$203,817	($215,625)	$18,430
Net Cash excess (shortfall)	**$454,847**	**$191,275**	**$235,137**	**$570**
Unduplicated Student Headcount	1,317	1,244	1,207	1,154
Ratios and Metrics (based on Fund 1 only)				
Tuition & Fees as a % of Total Rev	85.1%	79.3%	80.0%	79.3%
Average Tuition Paid per Student	$9,019	$9,334	$9,031	$10,990
Average Revenue per Student	$9,633	$9,995	$9,344	$12,093
Average Expenses per Student	$8,971	$9,798	$9,372	$12,077

*Does not include unexpended restricted revenue. Restricted revenue is only included once it has been expended and released from restriction. It then becomes part of the unrestricted operating funds of the University.

APPENDIX 5.3
Campus Name: Seattle

DEVELOPMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL
Gift Revenue Dollars				
Endowment	$20,785	$39,466	$22,221	$37,557
Scholarship	$9,415	$10,008	$5,257	$5,608
Other restricted	$11,805	$18,901	$38,928	$42,760
Unrestricted	$16,741	$15,559	$22,986	$12,778
Total	$58,746	$83,934	$89,392	$98,703
Gifts-in-Kind	$34,528	$54,000	$4,432	$15,672
Total Gift Revenue	**$93,274**	**$137,934**	**$93,824**	**$114,375**
Grants and Contracts	**$1,486,352**	**$1,877,288**	**$2,017,735**	**$2,073,398**
Endowment Fund				
Total gift $ received	$20,785	$39,466	$22,221	$37,557
Fund Balance	**$88,824**	**$128,290**	**$150,511**	**$188,068**
Total Restricted Funds (other than endowment)	**$1,198,058**	**$0**	**$0**	**$83,144**

DEFINITIONS

Gift Revenue:
Endowment-Gifts designated by the donor for the individual campus endowment fund.
Endowment gifts are recorded centrally in Datatel in Fund #4, campus 80.

Scholarship-Gifts designated by the donor for scholarships for students of the campus.
Scholarship gifts are recorded in cost centers 81000-81999, 83000-83999 and 84000-84999 in the individual campuses.

Other Restricted-Gifts with use restricted by the donor to specific purposes other than endowment or scholarship.

Other Unrestricted-Gifts not restricted by the donor to a specific fund or purpose.

Gifts-in-kind:
Gifts received other than in cash, such as goods or services.

Endowment Funds:
Endowment funds managed centrally in Fund #4, but maintained for use by individual campuses.
Gifts to the endowment funds are recorded in Datatel under line item #4100-4120 in the cost center used for that particular fund in Campus 80.

Scholarship and other restricted funds:
Funds outstanding which have not been released for use as of the reporting date, designated by donors for specific purposes such as scholarships or for purposes other than endowment.

Total Restricted Funds: Effective 2005-06 grant proceeds on deposit (e.g., Gates grant deposits for future expenditures) are recorded as deferred revenues (liabilities), not as restricted funds.

APPENDIX 5.4
Campus Name: Seattle

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG				
$ Awarded	$35,263	$34,150	$66,650	$71,801
# of students	38	46	92	95
% of students	2.9%	3.5%	7.4%	7.9%
Ave $ received per student	$928	$742	$724	$756
Pell Grants				
$ Awarded	$212,869	$249,777	$212,292	$227,112
# of students	106	125	104	107
% of students	8.2%	9.5%	8.4%	8.9%
Ave $ received per student	$2,008	$1,998	$2,041	$2,123
Stafford Loans-Subsidized				
$ Awarded	$5,160,825	$6,010,370	$5,340,695	$4,870,745
# of students	752	838	740	710
% of students	58.2%	63.6%	59.5%	58.8%
Ave $ received per student	$6,863	$7,172	$7,217	$6,860
Stafford Loans-Unsubsidized				
$ Awarded	$5,623,906	$6,764,564	$6,213,461	$5,536,752
# of students	700	813	748	694
% of students	54.2%	61.7%	60.1%	57.5%
Ave $ received per student	$8,034	$8,320	$8,307	$7,978
Perkins Loans				
$ Awarded	$322,420	$281,452	$234,034	$317,750
# of students	121	109	96	135
% of students	9.4%	8.3%	7.7%	11.2%
Ave $ received per student	$2,665	$2,582	$2,438	$2,354
Alternative Loans				
$ Awarded	$68,784	$398,932	$542,317	$253,105
# of students	15	47	65	32
% of students	1.2%	3.6%	5.2%	2.6%
Ave $ received per student	$4,586	$8,488	$8,343	$7,910
Plus Loans				
$ Awarded	$9,202	$40,623	$8,346	$346,952
# of students	2	5	2	39
% of students	0.2%	0.4%	0.2%	3.2%
Ave $ received per student	$4,601	$8,125	$4,173	$8,896
Work Study-Federal				
$ Awarded	$207,241	$190,373	$260,114	$236,664
# of students	60	57	73	63
% of students	4.6%	4.3%	5.9%	5.2%
Ave $ received per student	$3,454	$3,340	$3,563	$3,757
Work Study-State				
$ Awarded	$13,440	$24,303	$31,594	$50,935
# of students	6	7	7	12
% of students	0.5%	0.5%	0.6%	1.0%
Ave $ received per student	$2,240	$3,472	$4,513	$4,245

Other Federal Aid				
$ Awarded	$136,909	$144,987	$120,627	$90,660
# of students	30	16	21	23
% of students	2.3%	1.2%	1.7%	1.9%
Ave $ received per student	$4,564	$9,062	$5,744	$3,942
Other State Aid				
$ Awarded	$228,758	$395,671	$374,967	$375,813
# of students	71	116	112	107
% of students	5.5%	8.8%	9.0%	8.9%
Ave $ received per student	$3,222	$3,411	$3,348	$3,512
Institutional Scholarship				
$ Awarded	$66,835	$115,834	$111,700	$95,548
# of students	39	36	47	29
% of students	3.0%	2.7%	3.8%	2.4%
Ave $ received per student	$1,714	$3,218	$2,377	$3,295
Other Financial Aid				
$ Awarded	$228,072	$362,628	$446,953	$259,421
# of students	55	59	67	46
% of students	4.3%	4.5%	5.4%	3.8%
Ave $ received per student	$4,147	$6,146	$6,671	$5,640
Total Financial Aid				
$ Awarded	**$12,314,524**	**$15,013,664**	**$13,963,750**	**$12,733,258**
# of students*	**861**	**962**	**871**	**801**
% of students**	**66.7%**	**73.0%**	**70.0%**	**66.3%**
Ave $ received per student	**$14,303**	**$15,607**	**$16,032**	**$15,897**

*Unduplicated # of students
**Based on annual unduplicated headcount

Annual Unduplicated Headcount (per above)	1291	1318	1244	1208

APPENDIX 5.5
Campus Name: Seattle

Employment Metrics

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
FACULTY FTE				
Core Faculty FTE	37.5	36.8	34.2	39.8
Associate Faculty FTE	3.0	2.0	1.6	1.5
Adjunct Faculty FTE	16.0	15.0	15.2	15.5
TOTAL FACULTY FTE	**56.5**	**53.8**	**51.0**	**56.8**
ADMINISTRATOR/STAFF FTE				
Administrator FTE	25.0	24.0	27.7	28.1
Administrative Associate FTE	39.2	36.2	28.6	30.6
Unionized Staff FTE				
Non-Union Staff FTE	10.2	9.5	4.6	5.1
TOTAL ADMIN. & STAFF FTE	**74.4**	**69.6**	**60.9**	**63.8**
TOTAL CAMPUS FTE	**130.9**	**123.5**	**111.9**	**120.6**
RATIOS:				
Unduplicated Student Headcount	1,317	1,244	1,207	1,154
Student/Core Faculty Ratio	**35.1**	**33.8**	**35.3**	**29.0**
Student/Total Faculty Ratio	**23.3**	**23.1**	**23.7**	**20.3**
Student/Admin & Staff Ratio	**17.7**	**17.9**	**19.8**	**18.1**
Adjunct - Associate/Core Faculty	**0.51**	**0.46**	**0.49**	**0.43**
Average Core Faculty Salary	$53,574	$62,195	$58,702	$55,767
Average Administrator Salary	$61,362	$68,519	$61,175	$67,300
Average Admin. Associate Salary	$28,694	$29,327	$32,630	$34,627
Average Union Annual Wages	n/a	n/a	n/a	
Average Non Union Staff Salary	$24,036	$20,315	$24,285	$25,681
Total Campus Salaries	$6,060,635	$6,470,623	$5,979,090	$6,537,767
Total Campus Benefits	$1,593,215	$1,786,007	$1,716,880	$1,968,044
Ratio of Benefits to Salaries	**0.26**	**0.28**	**0.29**	**0.30**
Total Expenditures (Fund 1 Only)	$11,814,710	$12,189,275	$11,312,317	$13,027,717
Ratio of Salaries & Benefits to Expenditures	**0.65**	**0.68**	**0.68**	**0.65**
Gender Information				
Core Faculty				
Female (%)	55.9%	64.9%	63.2%	
Male (%)	44.1%	35.1%	36.8%	
Non-Faculty Staff				
Female (%)	74.4%	74.4%	57.4%	

Male (%)	25.6%	25.6%	42.6%

Ethnicity Information

Core Faculty			
% African American	7.3%	8.3%	5.3%
% Asian/Pacific Islander	9.8%	11.1%	13.2%
% Indian/Alaska Native	7.3%	2.8%	5.3%
% Hispanic	0.0%	0.0%	5.3%
% Caucasian	70.7%	66.7%	63.2%
% Non-resident alien	0.0%	0.0%	0.0%
% Other/Unknown	4.9%	11.1%	7.9%
% Prefer Not to Report	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%

Staff			
% African American	6.1%	6.6%	9.8%
% Asian/Pacific Islander	7.6%	8.2%	8.2%
% Indian/Alaska Native	10.6%	8.2%	8.2%
% Hispanic	3.0%	3.3%	0.0%
% Caucasian	69.7%	70.5%	70.5%
% Non-resident alien	0.0%	0.0%	0.0%
% Other/Unknown	3.0%	3.3%	3.3%
% Prefer Not to Report	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, employees from temporary agencies, or those working on personal service contracts (a.k.a. "independent contractors")

Core Faculty: Benefited faculty positions (as budgeted in Datatel Accounting Line 5100)
Administrator: Deans, directors, & senior level admin/technical (budgeted in Datatel Accounting Line 5130)
Admin Associates: Salaried mid-level staff positions (budgeted in Datatel Accounting Line 5140)
Union Staff: Represented wage employees (budgeted in Datatel Accounting Line 5160)
Non-Union Staff: Hourly compensated (budgeted in Datatel Accounting Line 5170)

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FT core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term.

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 6.1

Campus Name Los Angeles

ENROLLMENT METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
STUDENT DATA				
UNDERGRADUATE PROGRAMS				
Headcount-Total Students	257	243	279	265
Headcount-New Students	91	85	136	125
FTE-Total Students (Fall Term)	134.0	130.4	131.0	122.0
Total Headcount (Fall Term)	177	179	175	165
Full-Time Students (Fall Term)	75	62	63	60
Part-Time Students (Fall Term)	102	117	112	105
Credits-Total Students (Annual)	6,431	5,524	5,980	5,800
Ave. credit load per student	25.0	22.7	21.4	21.9
Graduation Rates				
BA Completion	63.9%	70.0%	57.1%	
Retention Rates				
BA Completion				
After 1 Year	86.0%	88.0%	74.0%	
After 2 Years	100.0%	74.0%	78.0%	
MASTERS PROGRAMS				
Headcount-Total Students	696	709	733	705
Headcount-New Students	265	291	305	295
FTE-Total Students (Fall Term)	305.0	437.0	442.8	408.0
Total Headcount (Fall Term)	505	537	579	550
Full-Time Students (Fall Term)	350	357	481	455
Part-Time Students (Fall Term)	155	180	98	95
Credits-Total Students (Annual)	15,511	16,124	16,641	15,800
Ave. credit load per student	22.3	22.7	22.7	22.4
Graduation Rates				
MAE	50.0%	100.0%	100.0%	
MAP	81.4%	64.3%	53.3%	
MAOM	50.0%	66.7%	0.0%	
MFA	73.9%	87.0%	87.9%	
MPIC	0.0%	25.0%	33.3%	
Retention Rates				
MAE				
After 1 Year	50.0%	56.0%	83.0%	
After 2 Years	50.0%	70.0%	28.0%	
MAP				
After 1 Year	89.0%	75.0%	86.0%	
After 2 Years	82.0%	87.0%	67.0%	
MPIC				
After 1 Year	86.0%	80.0%	100.0%	
After 2 Years	100.0%	86.0%	67.0%	
MAOM				
After 1 Year	57.0%	50.0%	100.0%	

After 2 Years	75.0%	57.0%	25.0%
MFA			
After 1 Year	90.0%	97.0%	96.0%
After 2 Years	80.0%	86.0%	97.0%
Total Unduplicated Headcount (Annual)	925	938	1004
Ethnicity			
% African American	11.8%	12.6%	13.9%
% Asian/Pacific Islander	3.6%	3.0%	3.4%
% Indian/Alaska Native	0.7%	0.3%	0.6%
% Hispanic	7.5%	9.0%	11.2%
% Caucasian	71.2%	68.6%	64.4%
% Non-resident alien	n/a	0.4%	0.2%
% Other/Unknown	5.2%	5.8%	5.2%
% Prefer Not to Report	n/a	0.3%	1.1%
Total	100.0%	100.0%	100.0%
Average Age			
Undergraduate	39	38	37
Graduate	40	39	39
GENDER (%)			
Undergraduate			
Female	74.3	71.6	65.9
Male	25.7	28.4	34.1
Graduate			
Female	75.9	76.1	76.9
Male	24.1	23.9	23.1
ADMISSIONS METRICS (Annual)			
# of inquiries	4,538	4,056	3366
# of applications	576	617	691
# of accepted students	431	496	562
# of new matriculants	393	423	489
Conversion Rate	12.7%	15%	21%
Acceptance Rate	74.8%	80%	81%
Yield Rate	91.2%	85%	87%
% new matric to applications	68.2%	69%	71%

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.
NOTE: The total annual unduplicated headcount may not equate to the sum of the headcounts in individual programs because of double counting of students who move from one program to another during the same academic year.

FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load. For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs. Programs on the semester system are to convert semester credits to quarter credits, multiplying by **3/2,** and then use the 8 or 12 divisors. The Fall Term's FTE will be reported as representative of the entire academic year.

Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.
Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.
Conversion Rate: The number of applicants divided by the number of inquiries
Acceptance Rate: The number of acceptances divided by the number of applicants
Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

NOTES:
Retention Rates: Available retention rates vary by program due to their start dates. MAE is determined on an academic year that begins in the Summer term. MFA is determined on an academic year that begins with the Summer/Fall semester.

APPENDIX 6.2
Campus Name: Santa Barbara

ENROLLMENT METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
STUDENT DATA				
UNDERGRADUATE PROGRAMS				
Headcount-Total Students	152	150	125	131
Headcount-New Students	59	60	30	79
Total Credits (Annual)	4034	3899	3479	3221
Ave. credit load per student	26.5	26.0	27.8	24.6
FTE-Total Students (Fall Term)	98.83	86.3	82.25	65.8
Full-Time Students (Fall Term)	52	39.0	35	30.0
Part-Time Students (Fall Term)	58	58.0	56	63.0
Total Headcount (Fall Term)	111	97	96	97
Graduation Rates				
BA Completion	49.0%	25.0%	34.0%	n/a
Retention Rates				
BA Completion				
After 1 Year	70.0%	68.0%	69.0%	n/a
After 2 Years	70.0%	51.0%	60.0%	n/a
MASTER'S PROGRAMS				
Headcount-Total Students	269	272	266	254
Headcount-New Students	107	111	113	147
Total Credits (Annual)	7644	7514	7339	7400
Ave. credit load per student	28.4	27.6	27.6	29.1
FTE-Total Students (Fall Term)	256.9	246.1	247.6	245.0
Full-Time Students (Fall Term)	137.0	131.0	127.0	166.0
Part-Time Students (Fall Term)	56.0	66.0	63.0	42.0
Total Headcount (Fall Term)	198.0	203.0	197.0	212.0
Graduation Rates				
MAP	61.0%	70.0%	66.0%	n/a
MAOM	4.0%	6.0%	42.0%	n/a
MAE	0.0%	18.0%	21.0%	n/a
Retention Rates				
MAP				
After 1 Year	91.0%	96.0%	86.0%	n/a
After 2 Years	73.0%	84.0%	89.0%	n/a
MAOM				
After 1 Year	63.0%	81.0%	68.0%	n/a
After 2 Years	54.0%	44.0%	63.0%	n/a
MAE				
After 1 Year	86.0%	67.0%	68.0%	n/a
After 2 Years	33.0%	43.0%	33.0%	n/a

DOCTORAL PROGRAMS				
Headcount-Total Students	n/a	16	33	48
Headcount-New Students		16	20	21
Total Credits (Annual)		211.0	1014	1475.0
Ave. credit load per student	n/a	13.2	30.7	30.7
FTE-Total Students (Fall Term)		23.6	41.6	48.0
Full-Time Students (Fall Term)			28.0	48.0
Part-Time Students (Fall Term)			0.0	0.0
Total Headcount (Fall Term)		16.0	28.0	48.0
Graduation Rates				
PSYD	n/a	n/a	n/a	n/a
Retention Rates				
PSYD				
After 1 Year	n/a	n/a	78.00%	n/a
After 2 Years	n/a	n/a	N/A	n/a
OTHER STUDENTS (Special, EFAP)				
Headcount-Total Students	29.0	9.0	24.0	25.0
Headcount-New Students	7.0	2.0	9.0	10.0
Total Credits (Annual)	81.0	25	78.0	80
Ave. credit load per student	2.8	2.8	3.3	3.2
FTE-Total Students (Fall Term)	n/a	n/a	n/a	n/a
Total Headcount (Fall Term)		6.0	6.0	7.0
TOTAL UNDUPLICATED HEADCOUNT (Annual)		434.0	431.0	440.0
Ethnicity				
% African American	4.4%	3.6%	3.0%	
% Asian/Pacific Islander	4.6%	5.0%	3.5%	
% Indian/Alaska Native	1.1%	0.7%	0.9%	
% Hispanic	14.9%	17.9%	19.5%	
% Caucasian	68.0%	65.1%	65.2%	
% Non-resident alien	1.8%	1.4%	2.1%	
% Other/Unknown	3.7%	4.5%	4.6%	
% Prefer Not to Report	1.6%	1.8%	1.1%	
Total	100.0%	100.0%	100.0%	
Average Age				
Undergraduate	35	36	37	
Graduate	36	36	36	
GENDER (%)				
Undergraduate				
Female	71.2%	72.0%	68.0%	
Male	28.8%	28.0%	32.0%	
Graduate				
Female	90.9%	79.1%	83.3%	
Male	19.1%	20.9%	16.7%	
ADMISSIONS METRICS (Annual)				
# of inquiries	1698	1001	1431	1325
# of applications	264	248	324	300

# of accepted students	211	209	212	220
# of new matriculants	168	177	193	180
Conversion Rate	15.0%	25%	23%	23%
Acceptance Rate	79.0%	84%	65%	73%
Yield Rate	79.0%	85%	91%	82%
% new matric to applications	64.0%	71%	60%	60%

DEFINITIONS:

HEADCOUNT: This is the unduplicated headcount for the entire academic year, i.e., counting each individual student one time during the year. Headcount does not include Leave of Absence (LOA), but it does include Enrollment Maintenance Fee (EMF) status. Headcount does not include Continuing Education.
NOTE: The total annual unduplicated headcount may not equate to the sum of the headcounts in individual programs because of double counting of students who move from one program to another during the same academic year.
FTE: Full Time Equivalent - Total credits divided by the minimum number of credits/full time load. For programs on the quarter system, this is 8 credits for graduate programs and 12 credits for undergraduate programs. Programs on the semester system are to convert semester credits to quarter credits, multiplying by 3/2, and then use the 8 or 12 divisors. The Fall Term's FTE will be reported as representative of the entire academic year.
Graduation Rate: This is a program-by-program metric. It is the number of students graduating within an individual program's graduation period divided by the total number of students who had entered the program at the start of that period.
Retention Rate: The number of students remaining in a program after 1 year and 2 years divided by the total number of students who had entered the program at the start of those periods.
Conversion Rate: The number of applicants divided by the number of inquiries
Acceptance Rate: The number of acceptances divided by the number of applicants
Yield Rate: The number of those enrolled (matriculated) divided by the number of acceptances

APPENDIX 6.3
Campus Name: Southern California

REVENUE AND EXPENSE METRICS

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 PRELIMINARY	FY 2007/08 BUDGET
Tuition and Fees (net of discounts)	$13,324,771	$14,442,532	$15,481,738	$16,969,845
Total Unrestricted Revenue (Fund 1)	$14,665,737	$15,798,438	$16,505,071	$17,299,545
Total Unrestricted Expense (Fund 1)	$14,809,994	$16,678,416	$16,391,462	$17,299,247
Net Fund 1 Revenue (Deficit)	**($144,257)**	**($879,978)**	**$113,609**	**$298**
Total Restricted Revenue (Fund 2)*	$224,213	$267,493	$156,508	$868,245
Total Restricted Expense (Fund 2)	$224,213	$267,493	$156,508	$868,245
Net Fund 2 Revenue (Deficit)	**$0**	**$0**	**$0**	**$0**
Total Fund 1 & 2 Net Revenue	**($144,257)**	**($879,978)**	**$113,609**	**$298**
Other cash expenditures	($232,858)	($85,643)	($182,726)	$0
Net Cash excess (shortfall)	**$88,601**	**($794,335)**	**$296,335**	**$298**
Unduplicated Student Headcount	1362	1,372	1,435	1444
Ratios and Metrics (based on Fund 1 only)				
Tuition & Fees as a % of Total Rev	89.5%	89.9%	92.9%	93.4%
Annual Tuition Earned per Student	$9,783	$10,527	$10,789	$11,752
Annual Revenue per Student	$10,768	$11,515	$11,502	$11,980
Annual Expenses per Student	$10,874	$12,156	$11,423	$11,980

*Does not include unexpended restricted revenue. Restricted revenue is only included once it has been expended and released from restriction. It then becomes part of the unrestricted operating funds of the University.

APPENDIX 6.4
Campus Name: Southern California

DEVELOPMENT METRICS

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL
Gift Revenue Dollars				
Endowment	$0	$0	$3	$4
Scholarship	$4,435	$30,740	$26,132	$266,821
Other restricted	$1,025	$26,822	$0	$0
Unrestricted	$65,020	$66,998	$62,126	$49,565
Total	$70,480	$124,560	$88,261	$316,390
Gifts-in-Kind	$0	$0	$0	$0
Total Gift Revenue	**$70,480**	**$124,560**	**$88,261**	**$70,173**
Grants and Contracts	$134,371	$380,256	$676,800	$497,627
Endowment Fund				
Total gift $ received	$0	$0	$3	$4
Fund Balance	**$0**	**$0**	**$3**	**$4**
Total Restricted Funds (other than endowment)	**$204,851**	**$504,816**	**$765,061**	**$567,800**

^Development metrics include both restricted and unrestricted revenue.

DEFINITIONS

Gift Revenue:
Endowment-Gifts designated by the donor for the individual campus endowment fund.
Endowment gifts are recorded centrally in Datatel in Fund #4, campus 80.

Scholarship-Gifts designated by the donor for scholarships for students of the campus.
Scholarship gifts are recorded in cost centers 81000-81999, 83000-83999 and 84000-84999 in the individual campuses.

Other Restricted-Gifts with use restricted by the donor to specific purposes other than endowment or scholarship.

Other Unrestricted-Gifts not restricted by the donor to a specific fund or purpose.

Gifts-in-kind:
Gifts received other than in cash, such as goods or services.

Endowment Funds:
Endowment funds managed centrally in Fund #4, but maintained for use by individual campuses.
Gifts to the endowment funds are recorded in Datatel under line item #4100-4120 in the cost center used for that particular fund in Campus 80.

Scholarship and other restricted funds:
Funds outstanding which have not been released for use as of the reporting date, designated by donors for specific purposes such as scholarships or for purposes other than endowment.

APPENDIX 6.5
Campus Name: Los Angeles

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG				
$ Awarded	$31,278	$32,336	$67,139	$74,613
# of students	67	63	73	57
% of students	7.3%	6.8%	7.8%	5.7%
Ave $ received per student	$467	$513	$920	$1,309
Pell Grants				
$ Awarded	$129,437	$116,791	$128,372	$100,579
# of students	78	68	73	55
% of students	8.5%	7.4%	7.8%	5.5%
Ave $ received per student	$1,659	$1,718	$1,759	$1,829
Stafford Loans-Subsidized				
$ Awarded	$3,445,287	$3,639,827	$3,557,183	$3,780,602
# of students	509	527	518	545
% of students	55.6%	57.0%	55.2%	54.3%
Ave $ received per student	$6,769	$6,907	$6,867	$6,937
Stafford Loans-Unsubsidized				
$ Awarded	$3,740,401	$4,211,752	$4,111,341	$4,231,529
# of students	470	516	512	530
% of students	51.4%	55.8%	54.6%	52.8%
Ave $ received per student	$7,958	$8,162	$8,030	$7,984
Perkins Loans				
$ Awarded	$198,810	$218,107	$153,476	$294,602
# of students	63	73	57	93
% of students	6.9%	7.9%	6.1%	9.3%
Ave $ received per student	$3,156	$2,988	$2,693	$3,168
Alternative Loans				
$ Awarded			$471,319	$266,675
# of students			41	25
% of students	0.0%	0.0%	4.4%	2.5%
Ave $ received per student			$11,496	$10,667
Plus Loans				
$ Awarded	$35,000	$59,060	$17,500	$617,190
# of students	2	5	2	62
% of students	0.2%	0.5%	0.2%	6.2%
Ave $ received per student	$17,500	$11,812	$8,750	$9,955
Work Study-Federal				
$ Awarded	$133,873	$133,953	$119,860	$150,021
# of students	34	23	34	31
% of students	3.7%	2.5%	3.6%	3.1%
Ave $ received per student	$3,937	$5,824	$3,525	$4,839
Work Study-State				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				

Other Federal Aid				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				
Other State Aid				
$ Awarded	$77,722	$32,450	$35,378	$61,022
# of students	14	5	6	8
% of students	1.5%	0.5%	0.6%	0.8%
Ave $ received per student	$5,552	$6,490	$5,896	$7,628
Institutional Scholarship				
$ Awarded	$102,780	$107,511	$171,526	$174,610
# of students	171	185	151	142
% of students	18.7%	20.0%	16.1%	14.1%
Ave $ received per student	$601	$581	$1,136	$1,230
Other Financial Aid				
$ Awarded	$124,508	$211,719	$91,855	$114,694
# of students	16	24	13	16
% of students	1.7%	2.6%	1.4%	1.6%
Ave $ received per student	$7,782	$8,822	$7,066	$7,168
Total Financial Aid				
$ Awarded	**$8,019,095**	**$8,763,506**	**$8,924,949**	**$9,866,137**
# of students*	**579**	**598**	**589**	**612**
% of students**	**63.3%**	**64.6%**	**62.8%**	**61.0%**
Ave $ received per student	**$13,850**	**$14,655**	**$15,153**	**$16,121**

*Unduplicated # of students
**Based on annual unduplicated headcount

Annual Unduplicated Headcount (per above)	915	925	938	1004

FINANCIAL AID DEFINITIONS

<u>Total Students</u>: The annual unduplicated headcount for the campus

<u>$ Awarded</u>: The sum of dollars awarded to students for each academic period of the yer per Report EXPL

<u># of Students</u>: The sum of total students (unduplicated) receiving awards per Report EXPL

<u>% of Students</u>: The # of students receiving awards divided by the Total Students (unduplicated)

<u>Average $ received per Student</u>: The $ Awarded divided by the # of Students

<u>3rd Party</u>: Scholarships or payments received from employers and other outside non-Federal, non-State entities. Third Party payments are included in "Other Financial Aid."

APPENDIX 6.6

Campus Name: Santa Barbara

FINANCIAL AID METRICS

	FY 2003/04	FY 2004/05	FY 2005/06	FY 2006/07
SEOG				
$ Awarded	$14,100	$16,121	$33,365	$37,374
# of students	50	50	48	30
% of students	11.7%	11.9%	11.1%	7.0%
Ave $ received per student	$282	$322	$695	$1,246
Pell Grants				
$ Awarded	$109,431	$77,725	$79,148	$57,327
# of students	50	50	48	30
% of students	11.7%	11.9%	11.1%	7.0%
Ave $ received per student	$2,189	$1,555	$1,649	$1,911
Stafford Loans-Subsidized				
$ Awarded	$1,454,611	$1,635,669	$1,906,313	$1,827,655
# of students	231	252	288	262
% of students	53.8%	60.1%	66.4%	60.8%
Ave $ received per student	$6,297	$6,491	$6,619	$6,976
Stafford Loans-Unsubsidized				
$ Awarded	$1,476,487	$1,712,986	$1,887,649	$1,919,713
# of students	213	236	263	252
% of students	49.7%	56.3%	60.6%	58.5%
Ave $ received per student	$6,932	$7,258	$7,177	$7,618
Perkins Loans				
$ Awarded	$91,330	$89,740	$73,075	$115,250
# of students	36	38	28	44
% of students	8.4%	9.1%	6.5%	10.2%
Ave $ received per student	$2,537	$2,362	$2,610	$2,619
Alternative Loans				
$ Awarded	$119,000	$132,340	$104,275	$87,152
# of students	10	12	8	6
% of students	2.3%	2.9%	1.8%	1.4%
Ave $ received per student	$11,900	$11,028	$13,034	$14,525
Plus Loans				
$ Awarded	$12,000	$57,300	$32,562	$273,936
# of students	2	2	3	34
% of students	0.5%	0.5%	0.7%	7.9%
Ave $ received per student	$6,000	$28,650	$10,854	$8,057
Work Study-Federal				
$ Awarded	$64,646	$73,506	$68,470	$54,015
# of students	18	15	20	30
% of students	4.2%	3.6%	4.6%	7.0%
Ave $ received per student	$3,591	$4,900	$3,424	$1,801
Work Study-State				
$ Awarded				
# of students				
% of students	0.0%	0.0%	0.0%	0.0%
Ave $ received per student				

Other Federal Aid				
$ Awarded	$4,725		$4,504	$725
# of students	1		2	1
% of students	0.2%	0.0%	0.5%	0.2%
Ave $ received per student	$4,725		$2,252	$725
Other State Aid				
$ Awarded	$105,464	$94,269	$93,991	$60,489
# of students	14	9	14	9
% of students	3.3%	2.1%	3.2%	2.1%
Ave $ received per student	$7,533	$10,474	$6,714	$6,721
Institutional Scholarship				
$ Awarded	$39,450	$62,350	$165,687	$209,748
# of students	57	94	167	151
% of students	13.3%	22.4%	38.5%	35.0%
Ave $ received per student	$692	$663	$992	$1,389
Other Financial Aid				
$ Awarded	$116,666	$94,890	60,926.99	38,311.64
# of students	20	17	12	11
% of students	4.7%	4.1%	2.8%	2.6%
Ave $ received per student	$5,833	$5,582	$5,077	$3,483
Total Financial Aid				
$ Awarded	**$3,607,910**	**$4,046,896**	**$4,509,966**	**$4,681,696**
# of students*	**264**	**284**	**318**	**300**
% of students**	**61.5%**	**67.8%**	**73.3%**	**69.6%**
Ave $ received per student	**$13,666**	**$14,250**	**$14,182**	**$15,606**

*Unduplicated # of students
**Based on annual unduplicated headcount

Annual Unduplicated Headcount (per above)	429	419	434	431

FINANCIAL AID DEFINITIONS

Total Students: The annual unduplicated headcount for the campus

$ Awarded: The sum of dollars awarded to students for each academic period of the yer per Report EXPL

# of Students: The sum of total students (unduplicated) receiving awards per Report EXPL

% of Students: The # of students receiving awards divided by the Total Students (unduplicated)

Average $ received per Student: The $ Awarded divided by the # of Students

3rd Party: Scholarships or payments received from employers and other outside non-Federal, non-State entities. Third Party payments are included in "Other Financial Aid."

APPENDIX 6.7
Campus Name: Los Angeles

Employment Metrics

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
FACULTY FTE				
Core Faculty FTE	20.3	21.3	23.0	23.5
Associate Faculty FTE	4.7	4.5	4.4	4.6
Adjunct Faculty FTE	12.6	12.7	15.0	21.0
TOTAL FACULTY FTE	**37.6**	**38.5**	**42.4**	**49.1**
ADMINISTRATOR/STAFF FTE				
Administrator FTE	7.0	3.5	6.9	8.2
Administrative Associate FTE	14.0	12.0	22.4	18.5
Unionized Staff FTE	0.0	0.0	0.0	0.0
Non-Union Staff FTE	**14.7**	**13.5**	**10.9**	**7.4**
TOTAL ADMIN. & STAFF FTE	**35.7**	**29.0**	**40.2**	**34.1**
TOTAL CAMPUS FTE	**73.3**	**67.5**	**82.6**	**83.2**
RATIOS:				
Unduplicated Student Headcount	925	938	1,004	970
Student/Core Faculty Ratio	**45.7**	**44.1**	**43.7**	**41.3**
Student/Total Faculty Ratio	**24.6**	**24.4**	**23.7**	**19.8**
Student/Admin & Staff Ratio	**25.9**	**32.3**	**25.0**	**28.4**
Adjunct - Associate/Core Faculty	**0.85**	**0.81**	**0.84**	**1.09**
Average Core Faculty Salary	$62,689	$70,156	$70,156	$69,440
Average Administrator Salary	$70,056	$85,677	$85,677	$73,491
Average Admin. Associate Salary	$36,763	$39,729	$39,729	$44,499
Average Union Annual Wages	$0	$0	$0	$0
Average Non Union Staff Salary	$30,243	$31,226	$31,226	$31,476
Total Campus Salaries	$4,240,436	$4,072,842	$4,277,931	$4,665,212
Total Campus Benefits	$1,277,909	$1,169,984	$1,308,191	$1,617,491
Ratio of Benefits to Salaries	**0.30**	**0.29**	**0.31**	**0.35**
Total Expenditures (Fund 1 Only) (S.	$9,802,262	$8,264,766	$8,373,746	$11,210,921
% Total Compensation to Total Expenditures	56.3%	63.4%	66.7%	56.0%
Gender Information				
Core Faculty				
Female (%)	59.0%	67.0%	67.0%	
Male (%)	41.0%	33.0%	33.0%	
Non-Faculty Staff				
Female (%)	59.0%	62.1%	62.1%	
Male (%)	41.0%	37.9%	37.9%	

Ethnicity Information

Core Faculty

% African American	21.1%	19.0%	19.0%
% Asian/Pacific Islander	5.3%	4.8%	4.8%
% Indian/Alaska Native	0.0%	0.0%	0.0%
% Hispanic	5.3%	4.8%	4.8%
% Caucasian	68.3%	71.4%	71.4%
% Non-resident alien	0.0%	0.0%	0.0%
% Other/Unknown	0.0%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%

Staff

% African American	13.2%	13.8%	13.8%
% Asian/Pacific Islander	18.4%	10.3%	10.3%
% Indian/Alaska Native	0.0%	0.0%	0.0%
% Hispanic	10.5%	10.3%	10.3%
% Caucasian	55.3%	65.6%	65.6%
% Non-resident alien	0.0%	0.0%	0.0%
% Other/Unknown	2.6%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Core Faculty: As budgeted in Datatel Accounting Line 5100
Administrator: As budgeted in Datatel Accounting Line 5130
Admin Associates: As budgeted in Datatel Accounting Line 5140
Union Staff: As budgeted in Datatel Accounting Line 5160
Non-Union Staff: As budgeted in Datatel Accounting Line 5170

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 6.8
Campus Name: Santa Barbara

Employment Metrics

	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL	FY 2006/07 ACTUAL	FY 2007/08 BUDGET
FACULTY FTE				
Core Faculty FTE	10.0	10.8	9.5	14.0
Associate Faculty FTE	1.7	1.3	0.9	1.2
Adjunct Faculty FTE	7.1	8.1	8.1	9.4
TOTAL FACULTY FTE	**18.8**	**20.2**	**18.5**	**24.5**
ADMINISTRATOR/STAFF FTE				
Administrator FTE	5.8	5.0	5.0	6.0
Administrative Associate FTE	10.4	12.0	12.0	13.0
Unionized Staff FTE	0.0	0.0	0.0	0.0
Non-Union Staff FTE	**5.3**	**1.5**	**0.0**	**1.5**
TOTAL ADMIN. & STAFF FTE	**21.5**	**18.5**	**17.0**	**20.5**
TOTAL CAMPUS FTE	**40.3**	**38.7**	**35.5**	**45.0**
RATIOS:				
Unduplicated Student Headcount	450	434	431	440
Student/Core Faculty Ratio	**44.9**	**40.4**	**45.4**	**31.4**
Student/Total Faculty Ratio	**23.9**	**21.5**	**23.3**	**18.0**
Student/Admin & Staff Ratio	**21.0**	**23.4**	**25.4**	**21.5**
Adjunct - Associate/Core Faculty	**0.88**	**0.87**	**0.95**	**0.75**
Average Core Faculty Salary	$66,585	$69,530	$78,780	$73,889
Average Administrator Salary	$48,754	$78,791	$70,496	$74,959
Average Admin. Associate Salary	$33,382	$34,442	$39,693	$41,016
Average Union Annual Wages	$0	$0	$0	$0
Average Non Union Staff Salary	$30,708	$28,963	$0	$30,782
Total Campus Salaries	$2,262,713	$2,450,438	$2,564,920	$2,976,516
Total Campus Benefits	$781,379	$874,390	$846,992	$935,968
Ratio of Benefits to Salaries	**0.35**	**0.36**	**0.33**	**0.31**
Gender Information				
Core Faculty				
Female (%)	80.0%	85.0%	75.0%	73.0%
Male (%)	20.0%	15.0%	25.0%	27.0%
Non-Faculty Staff				
Female (%)	62.5%	67.0%	78.0%	81.0%
Male (%)	37.5%	33.0%	22.0%	19.0%
Ethnicity Information				
Core Faculty				
% African American	10.0%	10.0%	8.3%	6.6%
% Asian/Pacific Islander	0.0%	0.0%	8.3%	13.3%

% Indian/Alaska Native	0.0%	0.0%		
% Hispanic	0.0%	0.0%	8.3%	6.6%
% Caucasian	90.0%	90.0%	75.0%	73.3%
% Non-resident alien	0.0%	0.0%		
% Other/Unknown	0.0%	0.0%		
% Prefer Not to Report	0.0%	0.0%		
Total	100.0%	100.0%	99.9%	99.8%
Staff				
% African American	0.0%	0.0%		
% Asian/Pacific Islander	0.0%	0.0%	5.5%	9.5%
% Indian/Alaska Native	0.0%	0.0%		
% Hispanic	9.1%	10.0%		4.8%
% Caucasian	90.9%	90.0%	94.4%	85.7%
% Non-resident alien	0.0%	0.0%		
% Other/Unknown	0.0%	0.0%		
% Prefer Not to Report	0.0%	0.0%		
Total	100.0%	100.0%	99.9%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Core Faculty: As budgeted in Datatel Accounting Line 5100
Administrator: As budgeted in Datatel Accounting Line 5130
Admin Associates: As budgeted in Datatel Accounting Line 5140
Union Staff: As budgeted in Datatel Accounting Line 5160
Non-Union Staff: As budgeted in Datatel Accounting Line 5170

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report

Total Salaries and Benefits may be taken from the Datatel FSRP reports.

APPENDIX 6.9

Campus Name: SC Region

Employment Metrics

	FY 2003/04 ACTUAL	FY 2004/05 ACTUAL	FY 2005/06 ACTUAL
ADMINISTRATOR/STAFF FTE			
Administrator FTE	2.5	1.0	8.8
Administrative Associate FTE	2.0	2.0	6.8
Unionized Staff FTE	0.0	0.0	0.0
Non-Union Staff FTE	**0.0**	**0.0**	**6.2**
TOTAL ADMIN. & STAFF FTE	**4.5**	**3.0**	**21.7**
Average Administrator Salary	$85,747	$88,795	$74,462
Average Admin. Associate Salary	$37,904	$59,529	$51,441
Average Union Annual Wages	$0	$0	$0
Average Non Union Staff Salary	$0	$0	$46,006
Total Regional Salaries	$299,394	$292,308	$1,289,331
Total Regional Benefits	$125,664	$86,070	$500,226
Ratio of Benefits to Salaries	**0.42**	**0.29**	**0.39**
Gender Information			
Non-Faculty Staff			
Female (%)	80.0%	67.0%	50.0%
Male (%)	20.0%	33.0%	50.0%
Ethnicity Information			
Staff			
% African American	40.0%	67.0%	9.1%
% Asian/Pacific Islander	0.0%	0.0%	9.1%
% Indian/Alaska Native	0.0%	0.0%	0.0%
% Hispanic	0.0%	0.0%	4.6%
% Caucasian	40.0%	33.0%	77.2%
% Non-resident alien	20.0%	0.0%	0.0%
% Other/Unknown	0.0%	0.0%	0.0%
% Prefer Not to Report	0.0%	0.0%	0.0%
Total	100.0%	100.0%	100.0%

DEFINITIONS

Employee numbers are for hired employees only (those for whom we collect payroll taxes); they do not include work-study students, part-time temporaries, employees from temporary agencies, or those on personal service contracts (a.k.a. "independent contractors"). All reporting and measurements are to be for Fund 1 employees only.

Administrator: As budgeted in Datatel Accounting Line 5130
Admin Associates: As budgeted in Datatel Accounting Line 5140
Union Staff: As budgeted in Datatel Accounting Line 5160

Non-Union Staff: As budgeted in Datatel Accounting Line 5170

Note: All personnel FTE will be calculated according to the categories in which they are budgeted. If a person is split between two categories, then that person's FTE will be calculated consistently (e.g., 0.8 FTE core faculty, 0.2 administrator).

All employment measures are to be made at the commencement of the Fall Term and will be consistent with the data collected for the November IPEDS census report

Total Salaries and Benefits may be taken from the Datatel FSRP reports.