

AGB

INSTITUTIONAL
STRATEGIES



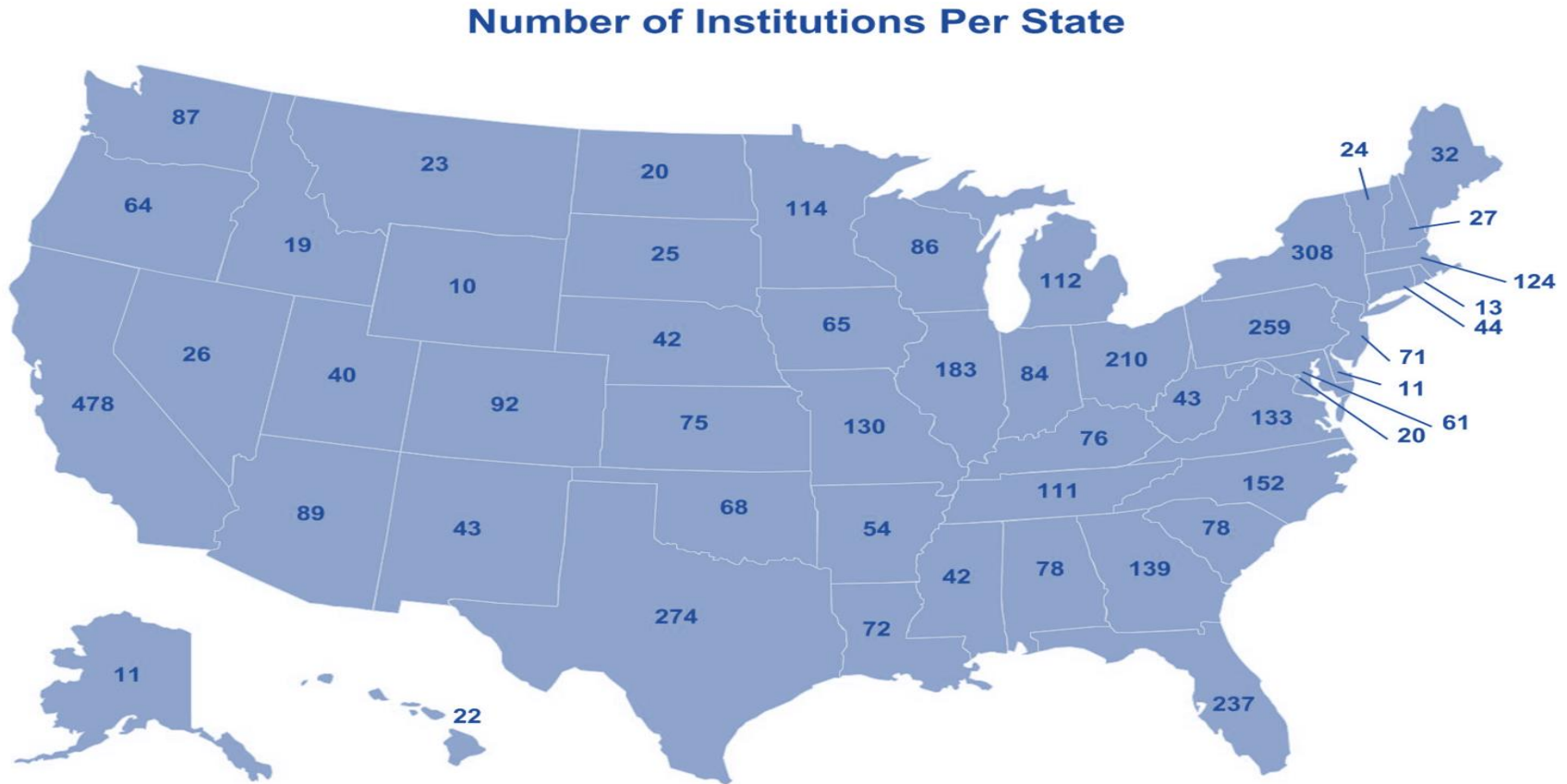
MISSISSIPPI STATE
UNIVERSITY™

The Importance
of
Student Success

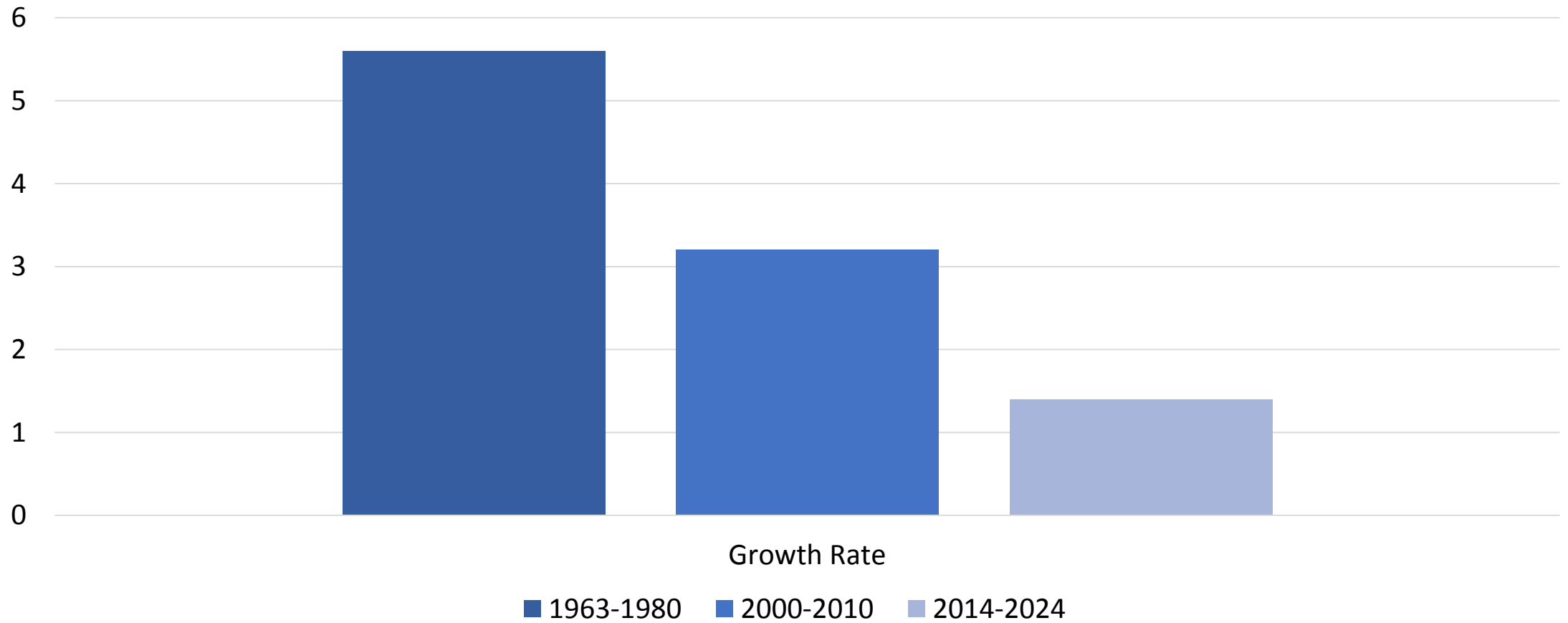
April, 2017

The fundamental value of student success

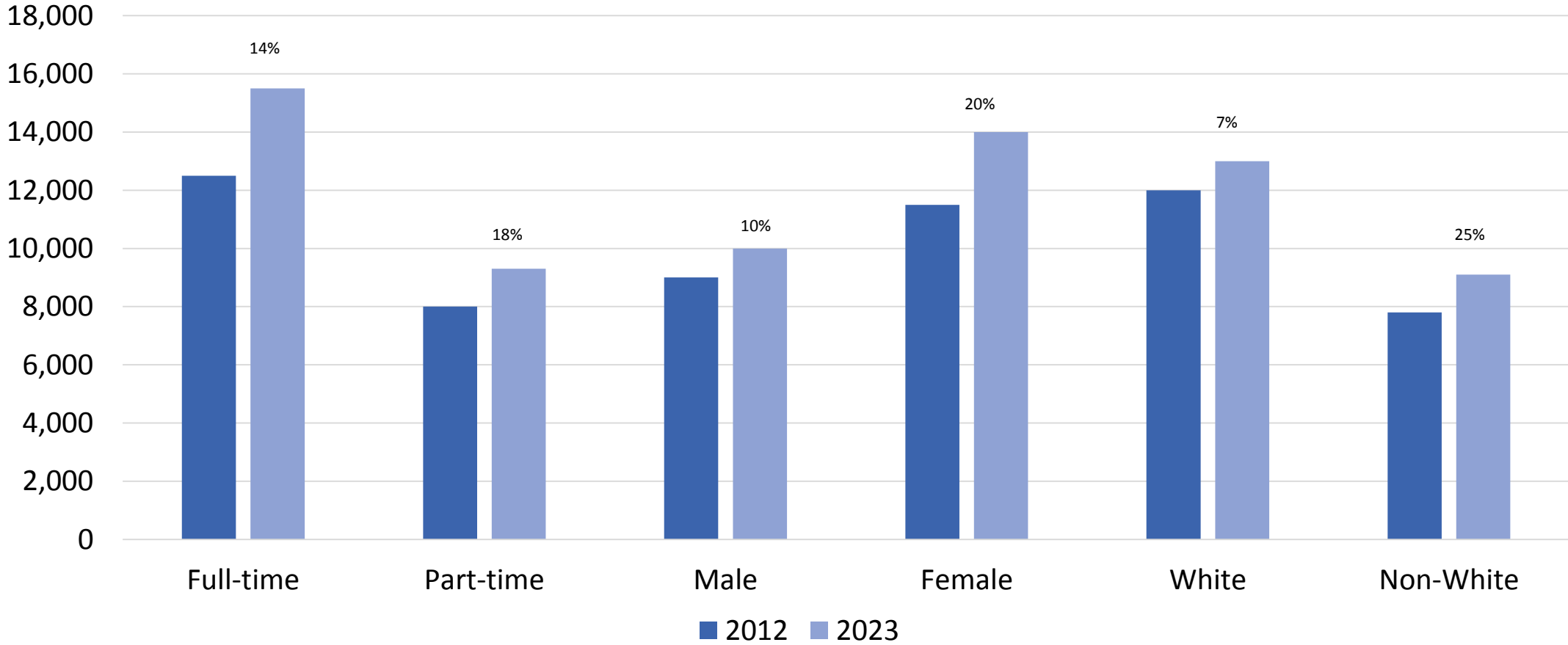
Number of institutions by state



Expected Enrollment Growth Rate



Each subpopulation has completion risks



Lower Net Tuition Per Student

The average tuition price published at four-year private colleges is \$32,405

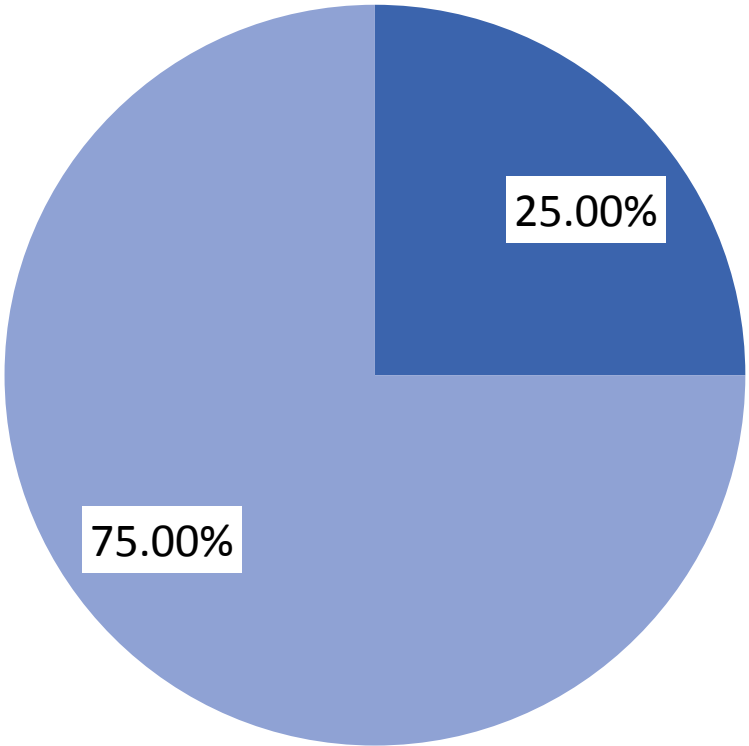
- The average freshman discount in 2015 was 48% (new students)
 - Net tuition revenue of \$14,809
- Some private colleges have discount rates as high as 65%
 - Net tuition revenue of \$11,341

The average in-state tuition for public institutions is \$9,410

- Public institutions are now starting to discount or offer out-of-state students in-state tuition

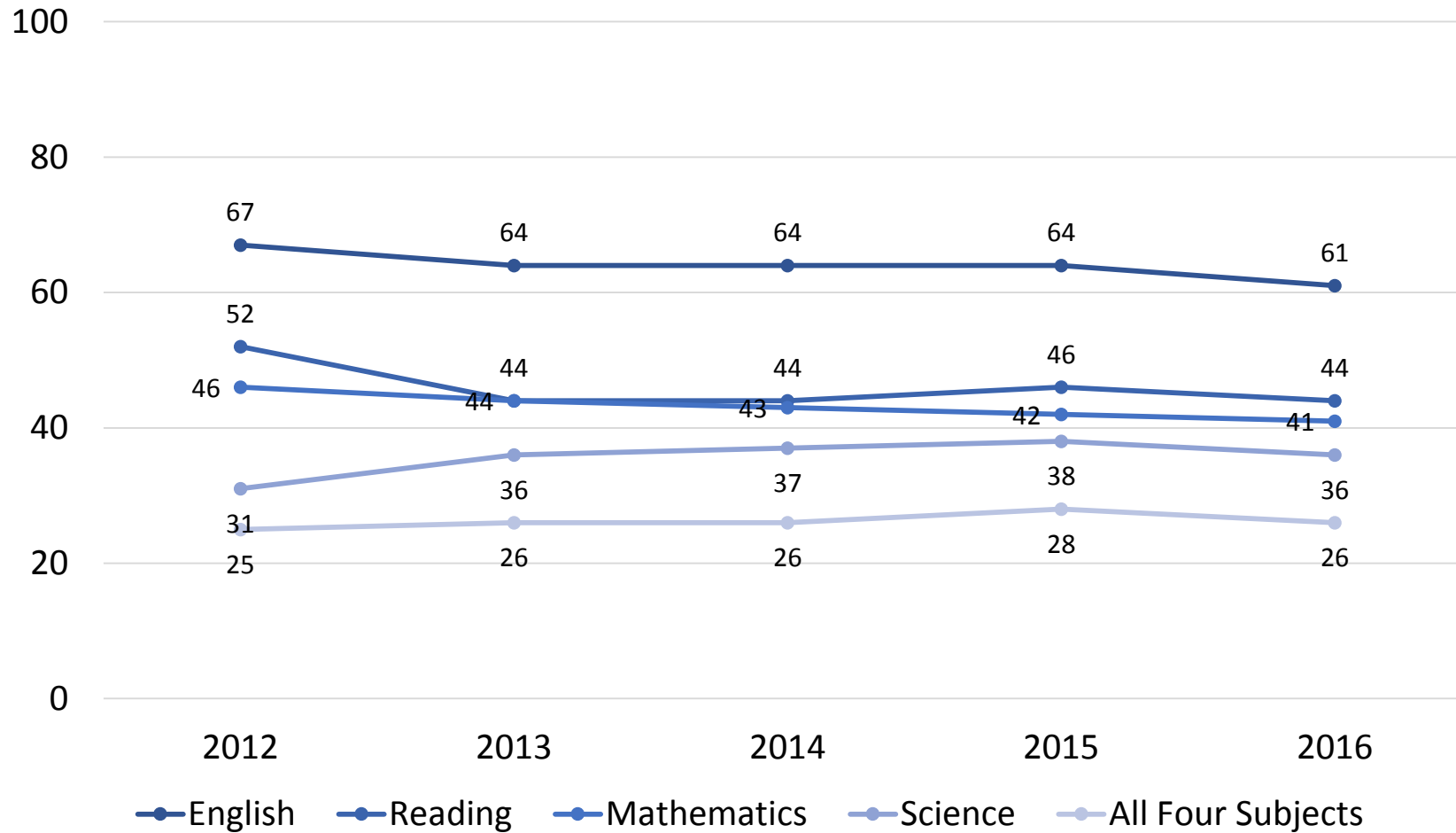
Median household income for the United States was \$56,516 in 2015 – discounting pressures will continue (2009 - \$56,731)

Transfer

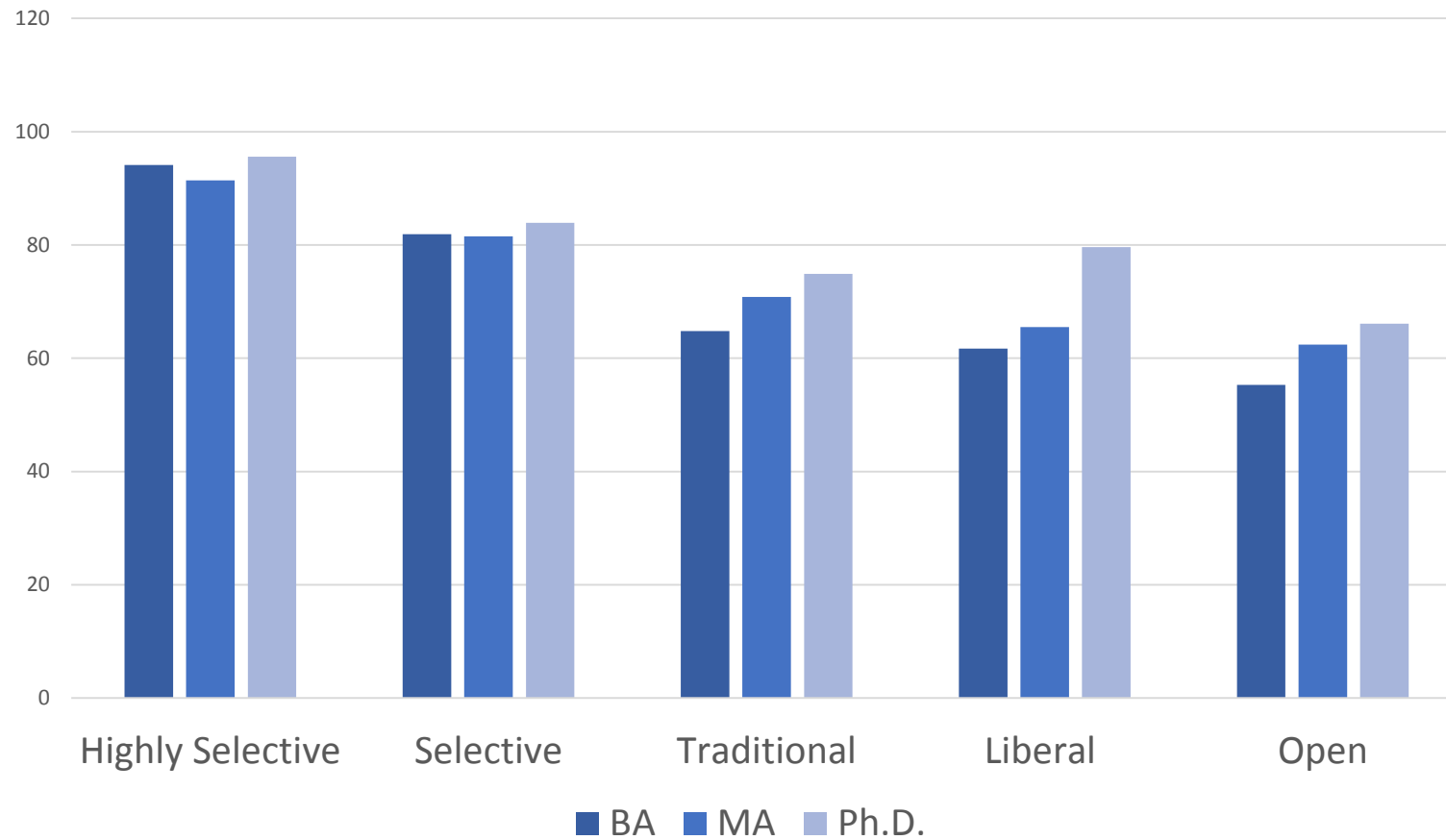


- Students Attending One College
- Students Attending Two or More Colleges

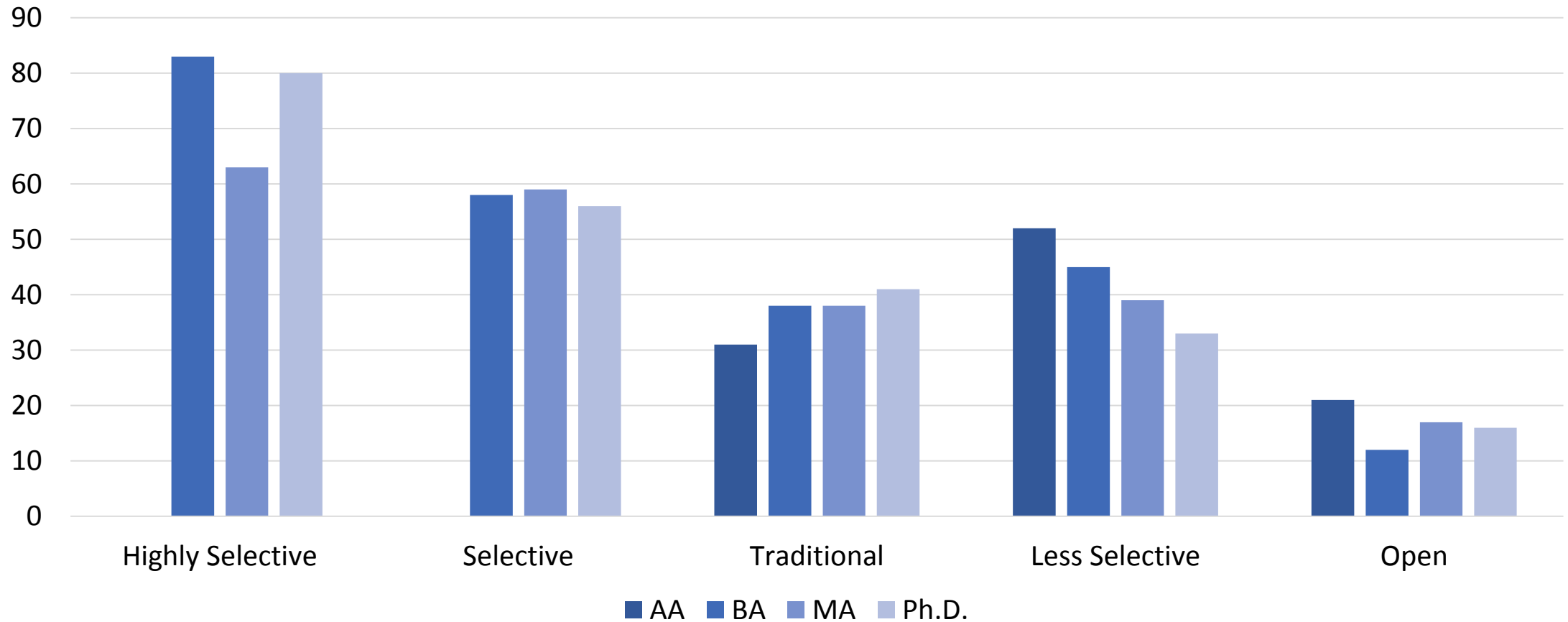
Readiness Trend



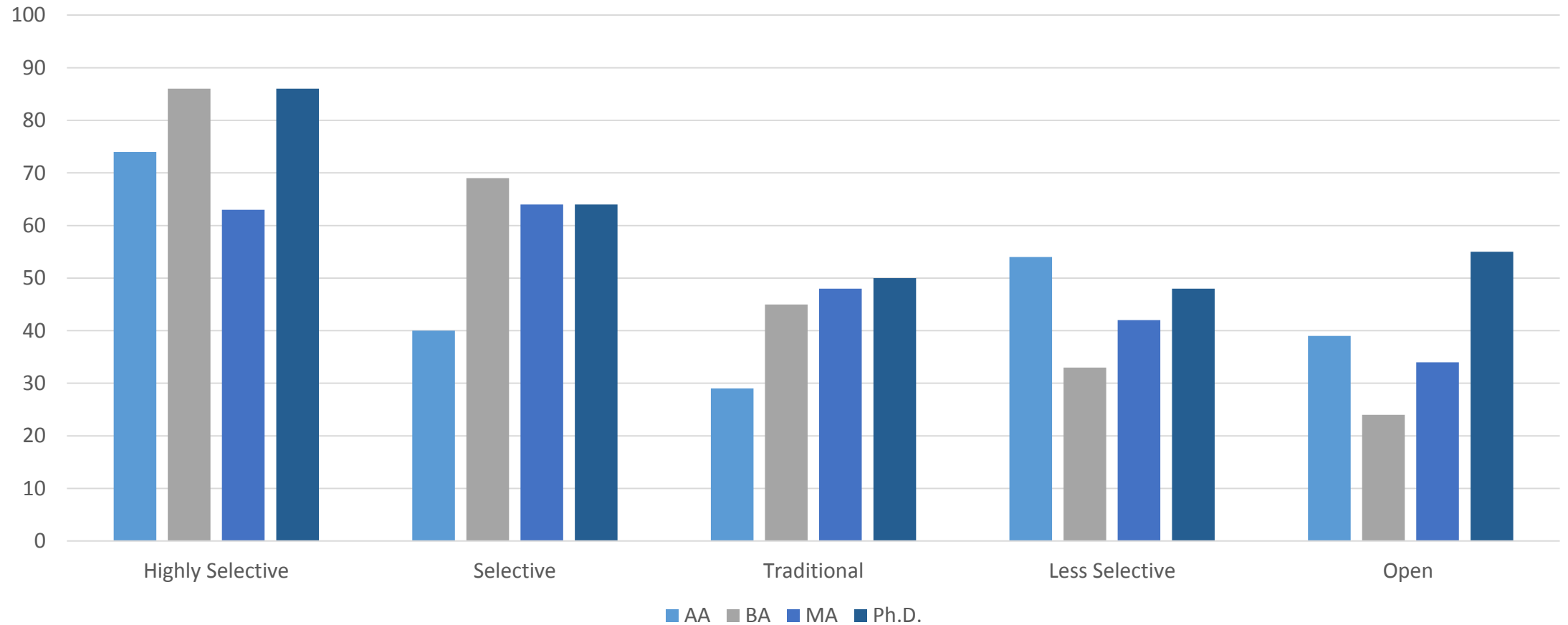
Retention Rates by Selectivity Four-Year Private



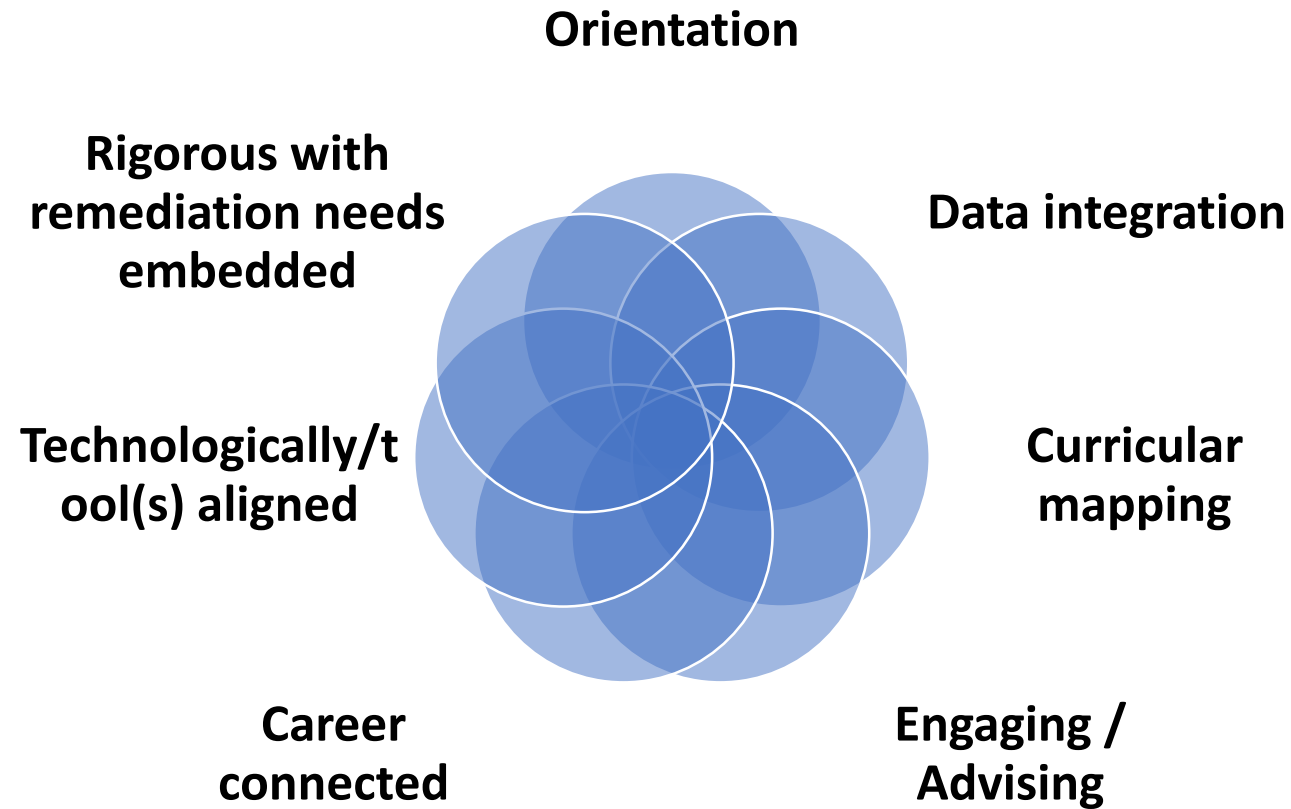
Graduation Rates – Private



Graduation Rates - Publics



Retention Strategies



Student Success and Completion

Roadmap to Completion

Internship and Employment Partnerships

Supplemental Instruction / Peer Led Tutoring

Financial aid retention specialist

Academic out-of-the classroom
engagement/involvement linked to residence
halls

Metrics

First to second term rate

First to second year rate

First to third year rate by Major

4 year graduation rate

Placement rate (and where)

Creativity and Innovation Requirements

Level of Creativity and Innovation	High	Using creativity and innovation to significantly improve competitive position	New Programs Blended delivery Technology Speed and service Affiliations New policies Student acquisition Lowering costs	Prosperity is here
	Low	Reduce costs, slight adjustments, reallocation of resources	Cost cutting and survival mentality is not a viable strategy for prosperity	Many institutions are here
		Low	High	

Financial Challenge

Potential litigation

- Academic advising
- Degree completion promise
- No job
- Job lower than pay average
- Loan debt beyond capacity to pay given data on major
- Inadequately prepared for job based on institutions own data

Contact Information



Ensuring Institutional Strength

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