

INDIANA STATE UNIVERSITY

Summary Modeling Report | May 2012



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Profile Analysis

As a part of the modeling and analysis process, Maguire Associates arrays data to identify areas of opportunity from a high level. The Profile Analysis displays key student demographic information, financial/need data, expenditure and revenue calculations for easy review. Below are our primary observations based on the data:

Successful recruitment. For Indiana State University (ISU), it is clear that new and successful recruitment initiatives have been undertaken over the past three years (2009-2011). The number of freshmen applications has substantially increased, helping to drive more admitted students and enrollments while maintaining the SAT average and increasing students' average GPAs.

Significant increases in the number of students visiting campus, and being contacted by the admissions team via email and/or telephone has helped boost enrollment and yield. Improved student recruitment combined with deliberate increases in institutional gift aid, clearly seen by the steady increase in aid offered and accepted, has proved successful in increasing student enrollment.

Declining yield. We immediately noticed the dramatic decline in the yield from the Fall 2010 cohort to the Fall 2011 cohort. Given conversations with the ISU enrollment team, much of the decline in the yield may be attributable to significant melt over the summer of 2011. Of note: Maguire Associates has experienced significant declines in yield among most of our clients (public and private) over the past three years. We attribute a portion of this decline to the following:

1. *Institutional efforts to boost application volume through "Fast Applications."* These shorter versions of applications result in a greater number of "softer" applicant pools which result in reduced yield.
2. *Students applying to more colleges.* More applications in the system, but for the same number of students. This results in softer application pools and results in decreased yield.
3. *Double- and triple-depositing.* Our survey research shows that about 10% of students double- or triple- deposit—and these are the ones who admit it. This percentage has been increasing over the years. While tuition and fees have skyrocketed during the past decade, application fees have remained relatively constant. Families are willing to forego a \$200-\$500 application deposit to have some extra time to negotiate a few thousand dollars more in institutional aid. This practice results in a significant amount of melt during the months prior to September.

Corrections population. Focusing specifically on freshmen, the loss of 100 plus corrections students is significant, but this was anticipated and enrollment of “regular” freshmen has increased each of the prior three years. When controlling for non-traditional students, the modeling population students have increased enrollment year as well, although only by 5 students from Fall 2010 to Fall 2011.



	2009-2010			2010-2011			2011-2012			
	2009-2010 Final			2010-2011 Final			As of: 9/22/11			
	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled	
Student Information	Students	13529	6905	3331	18086	8465	4083	15706	8171	3266
	yield		51.0%	48.2%		46.8%	48.2%		52.0%	40.0%
	Average SAT	935	942	940	935	943	936	937	950	935
	Average GPA	2.84	2.93	2.93	2.96	2.95	2.94	2.92	3.06	3.01
	Average Distance from Campus	231	223	130	212	204	128	170	159	116
	Part Time Enrolled	523	515	523	631	621	631	234	231	234
	% of total	3.9%	7.5%	15.7%	3.5%	7.3%	15.5%	1.5%	2.8%	7.2%
	Transfer Students	4180	2343	1061	4592	2432	1113	2790	1438	689
	% of total	30.9%	33.9%	31.9%	25.4%	28.7%	27.3%	17.8%	17.6%	21.1%
	Corrections Program	866	656	346	663	503	247	499	300	22
	% of total	6.4%	9.5%	10.4%	3.7%	5.9%	6.0%	3.2%	3.7%	0.7%
	Gender (male)	5936	3234	1739	7844	3879	2053	6777	3582	1534
	% of total	43.9%	46.8%	52.2%	43.4%	45.8%	50.3%	43.1%	43.8%	47.0%
	IN Resident	9396	5004	2756	12959	6267	3409	11702	6306	2749
	% of total	69.5%	72.5%	82.7%	71.7%	74.0%	83.5%	74.5%	77.2%	84.2%
	IL Resident	1063	477	201	1812	757	316	1931	905	284
	% of total	7.9%	6.9%	6.0%	10.0%	8.9%	7.7%	12.3%	11.1%	8.7%
KY Resident	71	23	10	93	27	6	60	19	3	
% of total	0.5%	0.3%	0.3%	0.5%	0.3%	0.1%	0.4%	0.2%	0.1%	
CA Resident	494	288	61	511	272	58	276	148	31	
% of total	3.7%	4.2%	1.8%	2.8%	3.2%	1.4%	1.8%	1.8%	0.9%	
Minority Student	3794	1673	782	5254	2153	1038	4861	2069	819	
% of total	28.0%	24.2%	23.5%	29.1%	25.4%	25.4%	30.9%	25.3%	25.1%	
Recruitment	Applied Online	9191	4134	1867	13594	5852	2741	12278	6177	2509
	% of total	67.9%	59.9%	56.0%	75.2%	69.1%	67.1%	78.2%	75.6%	76.8%
	Campus Visit	1466	1024	793	2118	1434	1141	2227	1643	1175
	% of total	10.8%	14.8%	23.8%	11.7%	16.9%	27.9%	14.2%	20.1%	36.0%
	Telephone Call	1966	1230	781	2497	1575	1032	2059	1439	983
% of total	14.5%	17.8%	23.4%	13.8%	18.6%	25.3%	13.1%	17.6%	30.1%	
Email Contact	3755	2246	1235	5507	3212	1938	6520	3818	1892	
% of total	27.8%	32.5%	37.1%	30.4%	37.9%	47.5%	41.5%	46.7%	57.9%	
Majors	Major: Nursing	2884	1375	372	3658	1625	481	2687	1346	444
	% of total	21.3%	19.9%	11.2%	20.2%	19.2%	11.8%	17.1%	16.5%	13.6%
	Major: Criminal Justice	635	308	180	915	425	261	844	406	209
	% of total	4.7%	4.5%	5.4%	5.1%	5.0%	6.4%	5.4%	5.0%	6.4%
	Major: Business	1653	795	379	2523	1177	588	2598	1360	609
	% of total	12.2%	11.5%	11.4%	14.0%	13.9%	14.4%	16.5%	16.6%	18.6%
Major: Education	1359	666	392	1836	884	515	1535	799	366	
% of total	10.0%	9.6%	11.8%	10.2%	10.4%	12.6%	9.8%	9.8%	11.2%	
Major: Undecided	1575	1013	581	1501	942	509	870	626	301	
% of total	11.6%	14.7%	17.4%	8.3%	11.1%	12.5%	5.5%	7.7%	9.2%	
FAFSA Information	FAFSA Submitted	6327	4357	2839	8548	5532	3596	7842	5343	2950
	% of total	46.8%	63.1%	85.2%	47.3%	65.4%	88.1%	49.9%	65.4%	90.3%
	ISU Listed First on FAFSA	3792	3083	2308	4676	3643	2728	4295	3322	2351
	% of total	28.0%	44.6%	69.3%	25.9%	43.0%	66.8%	27.3%	40.7%	72.0%
	IU Listed Top 3 on FAFSA	475	267	130	747	382	217	678	422	178
	% of total	3.5%	3.9%	3.9%	4.1%	4.5%	5.3%	4.3%	5.2%	5.5%
Ball State Listed Top 3 on FAFSA	769	444	211	1039	500	254	932	571	229	
% of total	5.7%	6.4%	6.3%	5.7%	5.9%	6.2%	5.9%	7.0%	7.0%	
Purdue Listed Top 3 on FAFSA	312	169	88	473	232	126	370	251	102	
% of total	2.3%	2.4%	2.6%	2.6%	2.7%	3.1%	2.4%	3.1%	3.1%	
Financials	Avg. Demonstrated Financial Need		\$7,200	\$6,731		\$8,500	\$7,659		\$9,433	\$8,535
	Expected Family Contribution		\$7,518	\$7,933		\$7,211	\$7,907		\$8,066	\$8,836
	Average Institutional Aid		\$1,086	\$1,308		\$1,256	\$1,467		\$1,911	\$2,044
	Total Institutional Aid		\$7,497,115	\$4,358,085		\$10,628,415	\$5,988,817		\$15,612,051	\$6,675,845
	Tuition & Fee Discount Rate*			14.7%			16.0%			21.6%
	Total Discount Rate			11.5%			11.8%			14.8%
	Net Tuition Revenue			\$25,309,121			\$31,514,133			\$24,162,175
	Net Total Revenue			\$33,413,939			\$44,576,253			\$38,578,175
	In-State Tuition			\$7,226			\$7,514			\$7,782
	Out-of-State Tuition			\$15,802			\$16,426			\$17,006
Fees			\$200			\$200			\$200	
Room & Board			\$7,463			\$7,752			\$8,500	

Wednesday, October 05, 2011



	2009-2010			2010-2011			2011-2012		
	Fall 2009 Freshmen Final			Fall 2010 Freshmen Final			Fall 2011 Freshmen As of: 9/22/11		
	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled
Student Information									
Students	7606	3675	1862	11615	5089	2565	12570	6466	2464
yield		48.3%	50.7%		43.8%	50.4%		51.4%	38.1%
Average SAT	941	944	939	939	944	933	938	950	933
Average GPA	2.90	3.02	3.00	3.04	3.01	2.98	2.94	3.09	3.04
Average Distance from Campus	123	105	86	125	109	87	132	116	97
Part Time Enrolled	51	50	51	117	117	117	12	12	12
% of total	0.7%	1.4%	2.7%	1.0%	2.3%	4.6%	0.1%	0.2%	0.5%
Transfer Students	1	0	0	0	0	0	0	0	0
% of total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Corrections Program	426	345	157	301	238	106	304	188	0
% of total	5.6%	9.4%	8.4%	2.6%	4.7%	4.1%	2.4%	2.9%	0.0%
Gender (male)	3507	1802	964	5222	2391	1268	5470	2850	1150
% of total	46.1%	49.0%	51.8%	45.0%	47.0%	49.4%	43.5%	44.1%	46.7%
IN Resident	6104	3098	1656	9311	4205	2237	9829	5261	2132
% of total	80.3%	84.3%	88.9%	80.2%	82.6%	87.2%	78.2%	81.4%	86.5%
IL Resident	678	266	101	1376	555	220	1659	756	220
% of total	8.9%	7.2%	5.4%	11.8%	10.9%	8.6%	13.2%	11.7%	8.9%
KY Resident	17	7	3	30	5	1	40	12	3
% of total	0.2%	0.2%	0.2%	0.3%	0.1%	0.0%	0.3%	0.2%	0.1%
CA Resident	32	12	5	49	10	5	56	15	1
% of total	0.4%	0.3%	0.3%	0.4%	0.2%	0.2%	0.4%	0.2%	0.0%
Minority Student	2351	991	466	3569	1416	721	3960	1699	679
% of total	30.9%	27.0%	25.0%	30.7%	27.8%	28.1%	31.5%	26.3%	27.6%
Recruitment									
Applied Online	4959	2209	1120	8632	3626	1820	9930	5027	1965
% of total	65.2%	60.1%	60.2%	74.3%	71.3%	71.0%	79.0%	77.7%	79.7%
Campus Visit	1227	850	674	1864	1261	1017	2025	1500	1066
% of total	16.1%	23.1%	36.2%	16.0%	24.8%	39.6%	16.1%	23.2%	43.3%
Telephone Call	1109	595	452	1615	908	673	1438	1001	715
% of total	14.6%	16.2%	24.3%	13.9%	17.8%	26.2%	11.4%	15.5%	29.0%
Email Contact	1967	1082	744	3168	1835	1301	5344	3083	1527
% of total	25.9%	29.4%	40.0%	27.3%	36.1%	50.7%	42.5%	47.7%	62.0%
Majors									
Major: Nursing	760	316	139	1253	450	202	1576	759	289
% of total	10.0%	8.6%	7.5%	10.8%	8.8%	7.9%	12.5%	11.7%	11.7%
Major: Criminal Justice	318	134	75	535	211	127	679	309	143
% of total	4.2%	3.6%	4.0%	4.6%	4.1%	5.0%	5.4%	4.8%	5.8%
Major: Business	952	429	196	1716	780	385	2205	1138	473
% of total	12.5%	11.7%	10.5%	14.8%	15.3%	15.0%	17.5%	17.6%	19.2%
Major: Education	956	433	261	1408	644	362	1310	673	286
% of total	12.6%	11.8%	14.0%	12.1%	12.7%	14.1%	10.4%	10.4%	11.6%
Major: Undecided	1271	815	484	1378	844	472	824	600	287
% of total	16.7%	22.2%	26.0%	11.9%	16.6%	18.4%	6.6%	9.3%	11.6%
FAFSA Information									
FAFSA Submitted	4008	2635	1733	5949	3625	2415	6174	4222	2321
% of total	52.7%	71.7%	93.1%	51.2%	71.2%	94.2%	49.1%	65.3%	94.2%
ISU Listed First on FAFSA	2236	1838	1465	3011	2336	1875	3211	2546	1882
% of total	29.4%	50.0%	78.7%	25.9%	45.9%	73.1%	25.5%	39.4%	76.4%
IU Listed Top 3 on FAFSA	397	209	100	654	322	177	611	379	149
% of total	5.2%	5.7%	5.4%	5.6%	6.3%	6.9%	4.9%	5.9%	6.0%
Ball State Listed Top 3 on FAFSA	625	350	154	909	425	208	867	534	205
% of total	8.2%	9.5%	8.3%	7.8%	8.4%	8.1%	6.9%	8.3%	8.3%
Purdue Listed Top 3 on FAFSA	260	134	68	417	196	103	337	234	92
% of total	3.4%	3.6%	3.7%	3.6%	3.9%	4.0%	2.7%	3.6%	3.7%
Financials									
Avg. Demonstrated Financial Need		\$7,385	\$6,979		\$9,025	\$8,168		\$10,014	\$9,241
Expected Family Contribution		\$8,991	\$9,483		\$8,426	\$9,256		\$8,616	\$9,204
Average Institutional Aid		\$1,551	\$1,784		\$1,805	\$1,980		\$2,167	\$2,358
Total Institutional Aid		\$5,701,164	\$3,322,585		\$9,187,771	\$5,079,109		\$14,012,302	\$5,809,815
Tuition & Fee Discount Rate*			21.3%			22.4%			25.6%
Total Discount Rate			14.5%			14.6%			15.7%
Net Tuition Revenue			\$12,271,283			\$17,630,437			\$16,920,201
Net Total Revenue			\$19,607,412			\$29,762,317			\$31,089,701
In-State Tuition			\$7,226			\$7,514			\$7,782
Out-of-State Tuition			\$15,802			\$16,426			\$17,006
Fees			\$200			\$200			\$200
Room & Board			\$7,463			\$7,752			\$8,500

Wednesday, October 05, 2011



	2009-2010			2010-2011			2011-2012			
	Fall 2009 EMFASYS Final			Fall 2010 EMFASYS Final			Fall 2011 EMFASYS As of: 9/22/11			
	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled	
Student Information	Students	6816	3082	1531	10862	4528	2257	11689	5885	2262
	yield		45.2%	49.7%		41.7%	49.8%		50.3%	38.4%
	Average SAT	939	942	935	938	942	929	937	949	930
	Average GPA	2.90	3.01	2.99	3.04	3.00	2.97	2.94	3.08	3.03
	Average Distance from Campus	124	108	86	124	107	86	127	110	91
	Part Time Enrolled	48	47	48	113	113	113	11	11	11
	% of total	0.7%	1.5%	3.1%	1.0%	2.5%	5.0%	0.1%	0.2%	0.5%
	Transfer Students	1	0	0	0	0	0	0	0	0
	% of total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Corrections Program	0	0	0	0	0	0	0	0	0
	% of total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Gender (male)	2879	1327	708	4632	1952	1041	4760	2389	1014
	% of total	42.2%	43.1%	46.2%	42.6%	43.1%	46.1%	40.7%	40.6%	44.8%
	IN Resident	5536	2624	1378	8827	3796	1976	9350	4912	2002
	% of total	81.2%	85.1%	90.0%	81.3%	83.8%	87.5%	80.0%	83.5%	88.5%
IL Resident	653	241	77	1359	539	205	1641	739	205	
% of total	9.6%	7.8%	5.0%	12.5%	11.9%	9.1%	14.0%	12.6%	9.1%	
KY Resident	16	6	2	30	5	1	37	9	1	
% of total	0.2%	0.2%	0.1%	0.3%	0.1%	0.0%	0.3%	0.2%	0.0%	
CA Resident	28	9	3	46	8	4	45	10	1	
% of total	0.4%	0.3%	0.2%	0.4%	0.2%	0.2%	0.4%	0.2%	0.0%	
Minority Student	2119	794	355	3330	1240	622	3717	1544	622	
% of total	31.1%	25.8%	23.2%	30.7%	27.4%	27.6%	31.8%	26.2%	27.5%	
Recruitment	Applied Online	4690	2053	1016	8267	3384	1665	9467	4738	1814
	% of total	68.8%	66.6%	66.4%	76.1%	74.7%	73.8%	81.0%	80.5%	80.2%
	Campus Visit	1166	791	615	1805	1202	959	1963	1438	1005
	% of total	17.1%	25.7%	40.2%	16.6%	26.5%	42.5%	16.8%	24.4%	44.4%
	Telephone Call	1053	544	406	1558	853	629	1378	943	665
% of total	15.4%	17.7%	26.5%	14.3%	18.8%	27.9%	11.8%	16.0%	29.4%	
Email Contact	1820	988	672	2974	1697	1207	5047	2866	1403	
% of total	26.7%	32.1%	43.9%	27.4%	37.5%	53.5%	43.2%	48.7%	62.0%	
Majors	Major: Nursing	745	304	129	1236	437	192	1554	742	275
	% of total	10.9%	9.9%	8.4%	11.4%	9.7%	8.5%	13.3%	12.6%	12.2%
	Major: Criminal Justice	309	126	68	511	191	108	662	295	132
	% of total	4.5%	4.1%	4.4%	4.7%	4.2%	4.8%	5.7%	5.0%	5.8%
	Major: Business	850	370	167	1582	683	336	2054	1052	429
% of total	12.5%	12.0%	10.9%	14.6%	15.1%	14.9%	17.6%	17.9%	19.0%	
Major: Education	920	401	233	1359	606	328	1275	639	264	
% of total	13.5%	13.0%	15.2%	12.5%	13.4%	14.5%	10.9%	10.9%	11.7%	
Major: Undecided	1225	774	445	1355	824	455	806	582	269	
% of total	18.0%	25.1%	29.1%	12.5%	18.2%	20.2%	6.9%	9.9%	11.9%	
FAFSA Information	FAFSA Submitted	3505	2198	1448	5535	3258	2156	5751	3906	2181
	% of total	51.4%	71.3%	94.6%	51.0%	72.0%	95.5%	49.2%	66.4%	96.4%
	ISU Listed First on FAFSA	1767	1432	1201	2639	2011	1654	2820	2260	1771
	% of total	25.9%	46.5%	78.4%	24.3%	44.4%	73.3%	24.1%	38.4%	78.3%
	IU Listed Top 3 on FAFSA	388	200	92	636	304	159	599	367	137
	% of total	5.7%	6.5%	6.0%	5.9%	6.7%	7.0%	5.1%	6.2%	6.1%
Ball State Listed Top 3 on FAFSA	565	297	119	891	408	193	859	526	197	
% of total	8.3%	9.6%	7.8%	8.2%	9.0%	8.6%	7.3%	8.9%	8.7%	
Purdue Listed Top 3 on FAFSA	254	128	62	410	189	96	329	226	84	
% of total	3.7%	4.2%	4.0%	3.8%	4.2%	4.3%	2.8%	3.8%	3.7%	
Financials	Avg. Demonstrated Financial Need		\$7,398	\$6,901		\$9,214	\$8,275		\$10,160	\$9,275
	Expected Family Contribution		\$9,946	\$10,133		\$8,730	\$9,412		\$8,806	\$8,939
	Average Institutional Aid		\$1,401	\$1,394		\$1,761	\$1,803		\$2,104	\$2,047
	Total Institutional Aid		\$4,317,914	\$2,134,636		\$7,971,585	\$4,069,649		\$12,381,510	\$4,629,907
	Tuition & Fee Discount Rate*			16.8%			20.4%			22.6%
	Total Discount Rate			11.2%			13.2%			13.9%
	Net Tuition Revenue			\$10,546,698			\$15,845,121			\$15,823,617
	Net Total Revenue			\$16,964,878			\$26,868,465			\$28,658,617
	In-State Tuition			\$7,226			\$7,514			\$7,782
	Out-of-State Tuition			\$15,802			\$16,426			\$17,006
Fees			\$200			\$200			\$200	
Room & Board			\$7,463			\$7,752			\$8,500	

Wednesday, October 05, 2011

Freshman Matrix Analysis

Maguire Associates also reviewed ISU's data in a matrix array by student quality (High School GPA) and demonstrated financial need for the most recent class. Several segments of the accepted student pool were also analyzed to look for areas of opportunity that ISU may be able to target with strategic investments of institutional gift aid. Several interesting patterns and insights emerged.

ISU's institutional aid (scholarship) awarding strategy is effective. As we would expect, higher quality students yield at lower rates than lower quality students. However, given ISU's position in the market relative to other Indiana institutions, the 31.8% yield on the highest GPA students is quite strong. This is most evident among high GPA students with need who yield at 53.1%--only 1.8% lower than the entire pool of students with demonstrated need.

Area of opportunity. Within the current awarding paradigm there is one area of opportunity that is immediately evident. Opportunity exists to yield more students with an average High School GPA of 2.8-3.0. The yield for all admitted students with a GPA of 2.8-3.0 is 36.9%. Students with GPAs ranging from 3.0-3.3 yielded at a 39.3% rate while students with GPAs from 2.5-2.8 yield at 43.6%. This yield discrepancy indicates that, within the 2.8-3.0 GPA admitted student pool, opportunity likely exists for a strategic infusion of institutional aid, specifically of the need-based type as the existing merit scholarship strategy does not currently target these students with awards.

The average institutional aid award to the 2.8-3.0 students was \$1,158, well below the \$2,655 to 3.0-3.3 students, but far above the \$276 given to 2.5-2.8 GPA students. Looking only at Indiana residents, the average award to students with a 2.8-3.0 GPA was \$174, well below the offer for 3.0-3.3 students of \$1,284 and above the \$77 for 2.5-2.8 GPA's for yields of 38.8%, 40.6% and 48.5% respectively.

As these are desirable students (B-ish students on average), some kind of discounting through institutional aid may very well help drive increased enrollment as these students may respond enthusiastically to some sort of award (or "reward") for their solid (if not stellar) academic standing. It is important to note that the Illinois, Kentucky and Ohio student scholarships require a 2.75 GPA to be considered, so expanding aid to Indiana residents with GPA's below a 3.0 would not be a dramatic shift.

Distance from campus matters. Two segments were analyzed: 1. Students who reside within 60 miles of campus, who may commute, and, 2. Students reside beyond 60 miles from ISU, who must reside in university housing. We were not surprised to see that students within the 60 mile radius of campus yielded better than students from farther away, mostly due to the large majority of out-of-state students living beyond 60 miles of campus. This core area within 60 miles of campus yielded 13% better than Indiana as a whole, aligning with ISU's access mission for the Wabash Valley.

FAFSA counts. The importance of students submitting the FAFSA cannot be understated. Students submitting the FAFSA, *even if they have \$0 need*, are far more likely to enroll at ISU-- regardless of their place of residence. Taking the time and effort to complete and send a FAFSA to ISU is a key indicator of student interest and likelihood of enrolling. Although FAFSA submission occurs later in the recruitment cycle it can be used to help allocate valuable counselor hours during spring yield events. In other words, spend recruitment time and resources on families who sent in their FAFSAs as they will be the most likely to enroll in September.

Key To Reading Matrix Information

	SAT Scores →				Actual Data
	<990	990-1079	1080-1179	1180+	Total
Yield →	Yield=%22.0	Yield=% 19.0	Yield=% 19.0	Yield=% 16.0	Yield=% 19.0
Average grant awarded to students who enrolled →	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$176	Avg. Grant: (E)=\$1,602	Avg. Grant: (E)=\$325
Average grant awarded to students who did not enroll →	(N)=\$5	(N)=\$0	(N)=\$25	(N)=\$287	(N)=\$71
Average grant awarded overall →	(T)=\$4	(T)=\$0	(T)=\$53	(T)=\$496	(T)=\$119
Net Total Revenue →	NTR=\$4,183,000	NTR=\$3,671,000	NTR=\$3,644,000	NTR=\$2,294,000	NTR=\$13,792,000
# who enrolled / # students accepted →	176/793	152/786	152/812	101/636	581/3027

Need = 0

Indiana State University
Fall 2011 EMFASYS Population Actual Data

NO NEED	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
No FAFSA	Yield=20.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$40,946 3/15	Yield=8.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$172,284 12/148	Yield=6.9% Avg. Grant: (E)=\$126 (N)=\$258 (T)=\$248 NTR=\$308,186 23/334	Yield=4.6% Avg. Grant: (E)=\$158 (N)=\$1,115 (T)=\$1,071 NTR=\$144,884 12/264	Yield=3.5% Avg. Grant: (E)=\$2,140 (N)=\$2,264 (T)=\$2,260 NTR=\$157,081 15/424	Yield=3.5% Avg. Grant: (E)=\$2,083 (N)=\$3,011 (T)=\$2,978 NTR=\$96,319 9/254	Yield=1.3% Avg. Grant: (E)=\$3,493 (N)=\$3,572 (T)=\$3,571 NTR=\$83,869 7/540	Yield=4.1% Avg. Grant: (E)=\$989 (N)=\$2,070 (T)=\$2,026 NTR=\$1,003,568 81/1979
	Filed FAFSA	Yield=72.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$124,080 8/11	Yield=60.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$632,638 45/75	Yield=63.9% Avg. Grant: (E)=\$267 (N)=\$44 (T)=\$186 NTR=\$1,319,089 92/144	Yield=56.2% Avg. Grant: (E)=\$475 (N)=\$575 (T)=\$519 NTR=\$751,082 59/105	Yield=59.5% Avg. Grant: (E)=\$1,783 (N)=\$2,158 (T)=\$1,935 NTR=\$1,157,628 116/195	Yield=54.5% Avg. Grant: (E)=\$2,519 (N)=\$2,157 (T)=\$2,354 NTR=\$474,083 55/101	Yield=57.3% Avg. Grant: (E)=\$5,071 (N)=\$3,801 (T)=\$4,528 NTR=\$877,233 122/213
Total		Yield=42.3% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$165,026 11/26	Yield=25.6% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$804,922 57/223	Yield=24.1% Avg. Grant: (E)=\$239 (N)=\$227 (T)=\$230 NTR=\$1,627,275 115/478	Yield=19.2% Avg. Grant: (E)=\$422 (N)=\$1,031 (T)=\$914 NTR=\$895,966 71/369	Yield=21.2% Avg. Grant: (E)=\$1,824 (N)=\$2,247 (T)=\$2,158 NTR=\$1,314,709 131/619	Yield=18.0% Avg. Grant: (E)=\$2,458 (N)=\$2,876 (T)=\$2,800 NTR=\$570,401 64/355	Yield=17.1% Avg. Grant: (E)=\$4,986 (N)=\$3,606 (T)=\$3,842 NTR=\$951,101 129/753

NEED	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$24,464 2/2	Yield=58.3% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$107,598 7/12	Yield=49.1% Avg. Grant: (E)=\$100 (N)=\$539 (T)=\$324 NTR=\$357,942 26/53	Yield=67.9% Avg. Grant: (E)=\$1,113 (N)=\$1,042 (T)=\$1,090 NTR=\$224,729 19/28	Yield=58.8% Avg. Grant: (E)=\$1,873 (N)=\$2,315 (T)=\$2,055 NTR=\$388,875 40/68	Yield=75.0% Avg. Grant: (E)=\$2,645 (N)=\$2,055 (T)=\$2,497 NTR=\$314,293 33/44	Yield=63.0% Avg. Grant: (E)=\$4,427 (N)=\$3,015 (T)=\$3,905 NTR=\$310,207 46/73	Yield=61.8% Avg. Grant: (E)=\$2,252 (N)=\$1,802 (T)=\$2,080 NTR=\$1,728,107 173/280
	\$4,000 - \$6,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/2	Yield=57.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$114,856 8/14	Yield=56.8% Avg. Grant: (E)=\$48 (N)=\$63 (T)=\$54 NTR=\$251,622 21/37	Yield=52.9% Avg. Grant: (E)=\$787 (N)=\$350 (T)=\$581 NTR=\$215,237 18/34	Yield=62.5% Avg. Grant: (E)=\$2,060 (N)=\$1,997 (T)=\$2,036 NTR=\$186,440 20/32	Yield=64.5% Avg. Grant: (E)=\$2,585 (N)=\$2,816 (T)=\$2,667 NTR=\$168,171 20/31	Yield=62.9% Avg. Grant: (E)=\$4,013 (N)=\$3,221 (T)=\$3,719 NTR=\$182,262 22/35
\$6,000 - \$8,000		Yield=60.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$23,946 3/5	Yield=72.1% Avg. Grant: (E)=\$126 (N)=\$42 (T)=\$102 NTR=\$286,042 31/43	Yield=64.8% Avg. Grant: (E)=\$143 (N)=\$179 (T)=\$156 NTR=\$685,469 70/108	Yield=58.5% Avg. Grant: (E)=\$983 (N)=\$462 (T)=\$767 NTR=\$326,192 38/65	Yield=67.5% Avg. Grant: (E)=\$2,388 (N)=\$2,114 (T)=\$2,299 NTR=\$583,288 83/123	Yield=63.3% Avg. Grant: (E)=\$2,622 (N)=\$3,275 (T)=\$2,862 NTR=\$396,956 50/79	Yield=64.6% Avg. Grant: (E)=\$4,831 (N)=\$4,334 (T)=\$4,655 NTR=\$432,034 71/110
	\$8,000 - \$12,000	Yield=75.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$49,446 3/4	Yield=51.4% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$313,158 19/37	Yield=64.1% Avg. Grant: (E)=\$26 (N)=\$0 (T)=\$17 NTR=\$832,753 50/78	Yield=51.9% Avg. Grant: (E)=\$813 (N)=\$20 (T)=\$432 NTR=\$441,520 27/52	Yield=53.9% Avg. Grant: (E)=\$2,341 (N)=\$2,834 (T)=\$2,569 NTR=\$630,800 42/78	Yield=34.3% Avg. Grant: (E)=\$2,420 (N)=\$2,208 (T)=\$2,280 NTR=\$168,744 12/35	Yield=53.2% Avg. Grant: (E)=\$4,750 (N)=\$2,995 (T)=\$3,929 NTR=\$436,885 33/62
\$12,000 - \$15,000		Yield=57.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$65,928 4/7	Yield=68.9% Avg. Grant: (E)=\$164 (N)=\$0 (T)=\$113 NTR=\$515,800 31/45	Yield=60.7% Avg. Grant: (E)=\$262 (N)=\$0 (T)=\$159 NTR=\$855,610 51/84	Yield=47.6% Avg. Grant: (E)=\$509 (N)=\$404 (T)=\$454 NTR=\$319,460 20/42	Yield=57.3% Avg. Grant: (E)=\$2,987 (N)=\$2,927 (T)=\$2,962 NTR=\$590,958 43/75	Yield=29.0% Avg. Grant: (E)=\$4,347 (N)=\$2,775 (T)=\$3,232 NTR=\$127,664 9/31	Yield=48.9% Avg. Grant: (E)=\$5,321 (N)=\$4,246 (T)=\$4,772 NTR=\$267,610 22/45
	\$15,000 - \$17,000	Yield=63.2% Avg. Grant: (E)=\$508 (N)=\$143 (T)=\$373 NTR=\$200,918 12/19	Yield=61.0% Avg. Grant: (E)=\$147 (N)=\$471 (T)=\$273 NTR=\$1,234,374 75/123	Yield=64.0% Avg. Grant: (E)=\$269 (N)=\$221 (T)=\$252 NTR=\$2,707,609 167/261	Yield=51.6% Avg. Grant: (E)=\$403 (N)=\$479 (T)=\$440 NTR=\$1,334,556 83/161	Yield=55.4% Avg. Grant: (E)=\$2,787 (N)=\$2,447 (T)=\$2,635 NTR=\$1,429,794 103/186	Yield=59.8% Avg. Grant: (E)=\$3,492 (N)=\$3,479 (T)=\$3,487 NTR=\$645,725 49/82	Yield=40.6% Avg. Grant: (E)=\$5,160 (N)=\$4,008 (T)=\$4,476 NTR=\$474,158 41/101
> \$17,000		Yield=16.7% Avg. Grant: (E)=\$0 (N)=\$320 (T)=\$267 NTR=\$25,706 1/6	Yield=28.3% Avg. Grant: (E)=\$38 (N)=\$152 (T)=\$120 NTR=\$333,678 13/46	Yield=22.5% Avg. Grant: (E)=\$880 (N)=\$1,118 (T)=\$1,065 NTR=\$546,180 22/98	Yield=39.1% Avg. Grant: (E)=\$5,261 (N)=\$6,731 (T)=\$6,157 NTR=\$485,637 25/64	Yield=42.1% Avg. Grant: (E)=\$6,860 (N)=\$6,864 (T)=\$6,862 NTR=\$728,329 40/95	Yield=30.9% Avg. Grant: (E)=\$6,693 (N)=\$7,012 (T)=\$6,913 NTR=\$314,718 17/55	Yield=43.5% Avg. Grant: (E)=\$7,446 (N)=\$7,211 (T)=\$7,313 NTR=\$645,419 40/92
	Total	Yield=55.6% Avg. Grant: (E)=\$244 (N)=\$130 (T)=\$193 NTR=\$390,408 25/45	Yield=57.5% Avg. Grant: (E)=\$111 (N)=\$207 (T)=\$152 NTR=\$2,905,506 184/320	Yield=56.6% Avg. Grant: (E)=\$227 (N)=\$411 (T)=\$307 NTR=\$6,237,185 407/719	Yield=51.6% Avg. Grant: (E)=\$1,173 (N)=\$1,559 (T)=\$1,360 NTR=\$3,347,330 230/446	Yield=56.5% Avg. Grant: (E)=\$2,972 (N)=\$3,320 (T)=\$3,124 NTR=\$4,538,483 37/1657	Yield=53.2% Avg. Grant: (E)=\$3,280 (N)=\$3,842 (T)=\$3,543 NTR=\$2,136,270 190/357	Yield=53.1% Avg. Grant: (E)=\$5,157 (N)=\$4,495 (T)=\$4,846 NTR=\$2,748,574 275/518

GRAND TOTAL	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=50.7% Avg. Grant: (E)=\$169 (N)=\$74 (T)=\$122 NTR=\$555,434 36/71	Yield=44.4% Avg. Grant: (E)=\$85 (N)=\$93 (T)=\$90 NTR=\$3,710,428 241/543	Yield=43.6% Avg. Grant: (E)=\$330 (N)=\$312 (T)=\$276 NTR=\$7,864,460 522/1197	Yield=36.9% Avg. Grant: (E)=\$996 (N)=\$1,253 (T)=\$1,158 NTR=\$4,243,295 301/815	Yield=39.3% Avg. Grant: (E)=\$2,672 (N)=\$2,644 (T)=\$2,655 NTR=\$5,853,192 502/1276	Yield=35.7% Avg. Grant: (E)=\$3,073 (N)=\$3,228 (T)=\$3,173 NTR=\$2,706,671 254/712	Yield=31.8% Avg. Grant: (E)=\$5,102 (N)=\$3,855 (T)=\$4,251 NTR=\$3,709,675 404/1271	Yield=38.4% Avg. Grant: (E)=\$2,048 (N)=\$2,139 (T)=\$2,104 NTR=\$28,643,153 2260/5885

■ N > E

Indiana State University
Fall 2011 EMFASYS Population, Lives Within 60 Miles of Campus

NO NEED	High School GPA							Total	
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50		
No FAFSA	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$7,982 1/2	Yield=15.8% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$23,946 3/19	Yield=17.0% Avg. Grant: (E)=\$113 (N)=\$0 (T)=\$19 NTR=\$62,956 8/47	Yield=15.0% Avg. Grant: (E)=\$67 (N)=\$508 (T)=\$442 NTR=\$47,492 6/40	Yield=2.7% Avg. Grant: (E)=\$1,573 (N)=\$1,829 (T)=\$1,801 NTR=\$57,683 9/82	Yield=10.4% Avg. Grant: (E)=\$1,675 (N)=\$2,650 (T)=\$2,548 NTR=\$31,535 5/48	Yield=2.7% Avg. Grant: (E)=\$1,530 (N)=\$3,519 (T)=\$3,466 NTR=\$19,356 3/113	Yield=10.0% Avg. Grant: (E)=\$812 (N)=\$2,063 (T)=\$1,938 NTR=\$250,950 35/351	
	Filed FAFSA	Yield=66.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$15,964 2/3	Yield=71.4% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$128,954 15/21	Yield=60.4% Avg. Grant: (E)=\$299 (N)=\$68 (T)=\$208 NTR=\$232,024 29/48	Yield=66.7% Avg. Grant: (E)=\$188 (N)=\$629 (T)=\$335 NTR=\$202,642 26/39	Yield=71.3% Avg. Grant: (E)=\$1,645 (N)=\$1,572 (T)=\$1,624 NTR=\$483,954 72/101	Yield=63.5% Avg. Grant: (E)=\$2,678 (N)=\$2,126 (T)=\$2,477 NTR=\$249,037 40/63	Yield=66.7% Avg. Grant: (E)=\$4,565 (N)=\$3,337 (T)=\$4,156 NTR=\$243,985 66/99	Yield=66.8% Avg. Grant: (E)=\$2,162 (N)=\$1,727 (T)=\$2,017 NTR=\$1,556,560 250/374
		Total	Yield=60.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$23,946 3/5	Yield=45.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$152,900 18/40	Yield=39.0% Avg. Grant: (E)=\$259 (N)=\$22 (T)=\$115 NTR=\$294,980 37/95	Yield=40.5% Avg. Grant: (E)=\$165 (N)=\$542 (T)=\$389 NTR=\$250,134 32/79	Yield=44.3% Avg. Grant: (E)=\$1,637 (N)=\$1,756 (T)=\$1,703 NTR=\$541,637 81/183	Yield=40.5% Avg. Grant: (E)=\$2,567 (N)=\$2,467 (T)=\$2,508 NTR=\$280,572 45/111	Yield=32.6% Avg. Grant: (E)=\$4,433 (N)=\$3,477 (T)=\$3,788 NTR=\$263,341 69/212

NEED	High School GPA							Total	
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50		
< \$4,000	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$7,982 1/1	Yield=66.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$15,964 2/3	Yield=38.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$63,856 8/21	Yield=90.0% Avg. Grant: (E)=\$1,398 (N)=\$1,600 (T)=\$1,418 NTR=\$59,258 9/10	Yield=67.7% Avg. Grant: (E)=\$2,234 (N)=\$1,908 (T)=\$2,129 NTR=\$132,196 23/34	Yield=90.9% Avg. Grant: (E)=\$2,848 (N)=\$2,100 (T)=\$2,780 NTR=\$121,121 20/22	Yield=80.0% Avg. Grant: (E)=\$4,282 (N)=\$2,697 (T)=\$3,965 NTR=\$127,625 32/40	Yield=72.5% Avg. Grant: (E)=\$2,715 (N)=\$1,344 (T)=\$2,338 NTR=\$528,002 95/131	
	\$4,000 - \$6,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=66.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$15,964 2/3	Yield=57.9% Avg. Grant: (E)=\$45 (N)=\$63 (T)=\$53 NTR=\$87,302 11/19	Yield=50.0% Avg. Grant: (E)=\$1,430 (N)=\$622 (T)=\$1,026 NTR=\$68,194 9/18	Yield=70.6% Avg. Grant: (E)=\$2,528 (N)=\$1,578 (T)=\$2,249 NTR=\$65,444 12/17	Yield=82.4% Avg. Grant: (E)=\$2,424 (N)=\$3,826 (T)=\$2,672 NTR=\$77,808 14/17	Yield=68.4% Avg. Grant: (E)=\$4,626 (N)=\$2,600 (T)=\$3,986 NTR=\$52,855 13/19	Yield=65.6% Avg. Grant: (E)=\$2,259 (N)=\$1,283 (T)=\$1,923 NTR=\$367,567 61/93
		\$6,000 - \$8,000	Yield=60.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$23,946 3/5	Yield=76.5% Avg. Grant: (E)=\$150 (N)=\$63 (T)=\$129 NTR=\$203,632 26/34	Yield=68.8% Avg. Grant: (E)=\$164 (N)=\$272 (T)=\$197 NTR=\$430,015 55/80	Yield=65.3% Avg. Grant: (E)=\$815 (N)=\$306 (T)=\$638 NTR=\$229,354 32/49	Yield=72.6% Avg. Grant: (E)=\$2,595 (N)=\$2,183 (T)=\$2,483 NTR=\$371,670 69/95	Yield=64.9% Avg. Grant: (E)=\$2,592 (N)=\$3,395 (T)=\$2,873 NTR=\$199,444 37/57	Yield=65.4% Avg. Grant: (E)=\$5,072 (N)=\$4,170 (T)=\$4,760 NTR=\$181,879 53/81
\$8,000 - \$12,000			Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$17,206 1/2	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=83.3% Avg. Grant: (E)=\$9,182 (N)=\$7,279 (T)=\$8,865 NTR=\$40,121 5/6
	\$12,000 - \$15,000		Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$17,206 1/1	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$17,206 1/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/2	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$19,855 2/4	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$2,100 (T)=\$2,100 NTR=\$0 0/1	Yield=83.3% Avg. Grant: (E)=\$7,279 (N)=\$4,100 (T)=\$6,749 NTR=\$49,638 5/6
		\$15,000 - \$17,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=50.0% Avg. Grant: (E)=\$1,295 (N)=\$1,600 (T)=\$1,448 NTR=\$15,911 1/2	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$9,928 1/2
> \$17,000			Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$500 (T)=\$500 NTR=\$0 0/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$125 (T)=\$125 NTR=\$0 0/4	Yield=75.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$1,820 NTR=\$51,618 3/4	Yield=60.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$29,783 3/5	Yield=20.0% Avg. Grant: (E)=\$7,279 (N)=\$5,459 (T)=\$5,823 NTR=\$9,928 1/5	Yield=71.4% Avg. Grant: (E)=\$6,335 (N)=\$7,279 (T)=\$6,605 NTR=\$108,709 10/14
	Total		Yield=66.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$31,928 4/6	Yield=72.1% Avg. Grant: (E)=\$126 (N)=\$83 (T)=\$114 NTR=\$252,766 31/43	Yield=59.4% Avg. Grant: (E)=\$125 (N)=\$290 (T)=\$192 NTR=\$615,585 76/128	Yield=63.9% Avg. Grant: (E)=\$972 (N)=\$656 (T)=\$858 NTR=\$408,424 53/83	Yield=69.6% Avg. Grant: (E)=\$2,714 (N)=\$2,576 (T)=\$2,672 NTR=\$634,859 110/158	Yield=69.9% Avg. Grant: (E)=\$2,695 (N)=\$3,703 (T)=\$2,999 NTR=\$408,301 72/103	Yield=70.8% Avg. Grant: (E)=\$5,201 (N)=\$4,116 (T)=\$4,885 NTR=\$570,754 119/168

GRAND TOTAL	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=63.6% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$55,874 7/11	Yield=59.0% Avg. Grant: (E)=\$80 (N)=\$29 (T)=\$59 NTR=\$405,666 49/83	Yield=50.7% Avg. Grant: (E)=\$169 (N)=\$149 (T)=\$159 NTR=\$910,565 113/223	Yield=62.5% Avg. Grant: (E)=\$668 (N)=\$586 (T)=\$629 NTR=\$658,558 85/162	Yield=56.0% Avg. Grant: (E)=\$2,257 (N)=\$2,018 (T)=\$2,152 NTR=\$1,176,496 191/341	Yield=54.7% Avg. Grant: (E)=\$2,646 (N)=\$2,862 (T)=\$2,744 NTR=\$688,873 117/214	Yield=49.5% Avg. Grant: (E)=\$4,919 (N)=\$3,640 (T)=\$4,273 NTR=\$834,095 188/380	Yield=53.0% Avg. Grant: (E)=\$2,327 (N)=\$2,021 (T)=\$2,183 NTR=\$4,730,125 750/1414
	<p align="center">■ N > E</p>							

Indiana State University
Fall 2011 EMFASYS Population, Reside Beyond 60 Miles of Campus

NO NEED	High School GPA							Total	
	< 2.20	2.20 - 2.20	2.50 - 2.50	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50		
No FAFSA	Yield=15.4% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$32,964 2/13	Yield=7.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$148,338 9/129	Yield=5.2% Avg. Grant: (E)=\$133 (N)=\$294 (T)=\$286 NTR=\$245,230 15/287	Yield=2.7% Avg. Grant: (E)=\$250 (N)=\$1,209 (T)=\$1,184 NTR=\$97,392 6/224	Yield=1.8% Avg. Grant: (E)=\$2,990 (N)=\$2,359 (T)=\$2,370 NTR=\$99,398 6/342	Yield=1.9% Avg. Grant: (E)=\$2,592 (N)=\$3,087 (T)=\$3,078 NTR=\$64,784 4/206	Yield=0.9% Avg. Grant: (E)=\$4,966 (N)=\$3,586 (T)=\$3,599 NTR=\$64,513 4/427	Yield=2.8% Avg. Grant: (E)=\$1,123 (N)=\$2,071 (T)=\$2,045 NTR=\$752,618 46/1628	
	Filed FAFSA	Yield=75.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$108,116 6/8	Yield=55.6% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$503,684 30/54	Yield=65.6% Avg. Grant: (E)=\$252 (N)=\$30 (T)=\$176 NTR=\$1,087,066 63/96	Yield=50.0% Avg. Grant: (E)=\$701 (N)=\$553 (T)=\$627 NTR=\$548,440 33/66	Yield=46.8% Avg. Grant: (E)=\$2,010 (N)=\$2,498 (T)=\$2,270 NTR=\$673,674 44/94	Yield=39.5% Avg. Grant: (E)=\$2,094 (N)=\$2,187 (T)=\$2,150 NTR=\$225,046 15/38	Yield=49.1% Avg. Grant: (E)=\$5,668 (N)=\$4,064 (T)=\$4,852 NTR=\$633,248 56/114	Yield=52.6% Avg. Grant: (E)=\$1,928 (N)=\$1,929 (T)=\$1,929 NTR=\$3,779,272 247/470
		Total	Yield=38.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$141,080 8/21	Yield=21.3% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$652,022 39/183	Yield=20.4% Avg. Grant: (E)=\$229 (N)=\$266 (T)=\$258 NTR=\$1,332,296 78/383	Yield=13.5% Avg. Grant: (E)=\$632 (N)=\$1,123 (T)=\$1,057 NTR=\$645,832 39/290	Yield=11.5% Avg. Grant: (E)=\$2,127 (N)=\$2,377 (T)=\$2,348 NTR=\$773,072 50/436	Yield=7.8% Avg. Grant: (E)=\$2,199 (N)=\$2,995 (T)=\$2,933 NTR=\$289,829 19/244	Yield=11.1% Avg. Grant: (E)=\$5,621 (N)=\$3,644 (T)=\$3,863 NTR=\$697,760 60/541

NEED	High School GPA							Total	
	< 2.20	2.20 - 2.20	2.50 - 2.50	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50		
< \$4,000	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$16,482 1/1	Yield=55.6% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$91,634 5/9	Yield=56.3% Avg. Grant: (E)=\$144 (N)=\$1,040 (T)=\$536 NTR=\$294,086 18/32	Yield=55.6% Avg. Grant: (E)=\$857 (N)=\$972 (T)=\$908 NTR=\$165,471 10/18	Yield=50.0% Avg. Grant: (E)=\$1,383 (N)=\$2,579 (T)=\$1,981 NTR=\$256,679 17/34	Yield=59.1% Avg. Grant: (E)=\$2,332 (N)=\$2,044 (T)=\$2,214 NTR=\$193,172 13/22	Yield=42.4% Avg. Grant: (E)=\$4,758 (N)=\$3,148 (T)=\$3,831 NTR=\$182,583 14/33	Yield=52.4% Avg. Grant: (E)=\$1,687 (N)=\$2,034 (T)=\$1,852 NTR=\$1,200,106 78/149	
	\$4,000 - \$6,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/2	Yield=54.6% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$98,892 6/11	Yield=55.6% Avg. Grant: (E)=\$50 (N)=\$63 (T)=\$56 NTR=\$164,320 10/18	Yield=56.3% Avg. Grant: (E)=\$144 (N)=\$0 (T)=\$81 NTR=\$147,043 9/16	Yield=53.3% Avg. Grant: (E)=\$1,358 (N)=\$2,296 (T)=\$1,796 NTR=\$120,996 8/15	Yield=42.9% Avg. Grant: (E)=\$2,959 (N)=\$2,438 (T)=\$2,661 NTR=\$90,363 6/14	Yield=56.3% Avg. Grant: (E)=\$3,128 (N)=\$3,753 (T)=\$3,402 NTR=\$129,407 9/16	Yield=52.2% Avg. Grant: (E)=\$1,220 (N)=\$1,417 (T)=\$1,314 NTR=\$751,021 48/92
		\$6,000 - \$8,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=55.6% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$82,410 5/9	Yield=53.6% Avg. Grant: (E)=\$67 (N)=\$0 (T)=\$36 NTR=\$255,454 15/28	Yield=37.5% Avg. Grant: (E)=\$1,880 (N)=\$728 (T)=\$1,160 NTR=\$96,838 6/16	Yield=50.0% Avg. Grant: (E)=\$1,366 (N)=\$1,984 (T)=\$1,675 NTR=\$211,618 14/28	Yield=59.1% Avg. Grant: (E)=\$2,708 (N)=\$3,009 (T)=\$2,831 NTR=\$197,512 13/22	Yield=62.1% Avg. Grant: (E)=\$4,122 (N)=\$4,753 (T)=\$4,361 NTR=\$250,155 18/29
\$8,000 - \$12,000			Yield=75.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$49,446 3/4	Yield=51.4% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$313,158 19/37	Yield=64.5% Avg. Grant: (E)=\$26 (N)=\$0 (T)=\$17 NTR=\$815,547 49/76	Yield=51.9% Avg. Grant: (E)=\$813 (N)=\$20 (T)=\$432 NTR=\$441,520 27/52	Yield=54.6% Avg. Grant: (E)=\$2,341 (N)=\$2,708 (T)=\$2,508 NTR=\$630,800 42/77	Yield=35.3% Avg. Grant: (E)=\$2,420 (N)=\$1,977 (T)=\$2,133 NTR=\$168,744 12/34	Yield=50.0% Avg. Grant: (E)=\$3,959 (N)=\$2,842 (T)=\$3,400 NTR=\$396,764 28/56
	\$12,000 - \$15,000		Yield=57.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$65,928 4/7	Yield=68.2% Avg. Grant: (E)=\$170 (N)=\$0 (T)=\$116 NTR=\$498,594 30/44	Yield=60.2% Avg. Grant: (E)=\$267 (N)=\$0 (T)=\$161 NTR=\$383,404 50/83	Yield=50.0% Avg. Grant: (E)=\$509 (N)=\$444 (T)=\$476 NTR=\$319,460 20/40	Yield=57.8% Avg. Grant: (E)=\$2,778 (N)=\$2,637 (T)=\$2,718 NTR=\$571,103 41/71	Yield=30.0% Avg. Grant: (E)=\$4,347 (N)=\$2,807 (T)=\$3,269 NTR=\$127,664 9/30	Yield=43.6% Avg. Grant: (E)=\$4,745 (N)=\$4,253 (T)=\$4,467 NTR=\$217,973 17/39
		\$15,000 - \$17,000	Yield=63.2% Avg. Grant: (E)=\$508 (N)=\$143 (T)=\$373 NTR=\$200,918 12/19	Yield=61.5% Avg. Grant: (E)=\$147 (N)=\$481 (T)=\$276 NTR=\$1,234,374 75/122	Yield=64.2% Avg. Grant: (E)=\$269 (N)=\$145 (T)=\$225 NTR=\$2,707,609 167/260	Yield=51.6% Avg. Grant: (E)=\$403 (N)=\$479 (T)=\$440 NTR=\$1,334,556 83/161	Yield=55.4% Avg. Grant: (E)=\$2,801 (N)=\$2,457 (T)=\$2,648 NTR=\$1,413,883 102/184	Yield=59.8% Avg. Grant: (E)=\$3,492 (N)=\$3,479 (T)=\$3,487 NTR=\$645,725 49/82	Yield=40.4% Avg. Grant: (E)=\$5,107 (N)=\$3,953 (T)=\$4,419 NTR=\$464,230 40/99
> \$17,000			Yield=16.7% Avg. Grant: (E)=\$0 (N)=\$320 (T)=\$267 NTR=\$25,706 1/6	Yield=28.9% Avg. Grant: (E)=\$38 (N)=\$141 (T)=\$111 NTR=\$333,678 13/45	Yield=23.4% Avg. Grant: (E)=\$880 (N)=\$1,173 (T)=\$1,105 NTR=\$546,180 22/94	Yield=36.7% Avg. Grant: (E)=\$5,978 (N)=\$6,717 (T)=\$6,446 NTR=\$434,019 22/60	Yield=41.1% Avg. Grant: (E)=\$6,826 (N)=\$6,848 (T)=\$6,839 NTR=\$698,547 37/90	Yield=32.0% Avg. Grant: (E)=\$6,657 (N)=\$7,194 (T)=\$7,022 NTR=\$304,791 16/50	Yield=38.5% Avg. Grant: (E)=\$7,816 (N)=\$7,205 (T)=\$7,440 NTR=\$536,710 30/78
	Total		Yield=53.9% Avg. Grant: (E)=\$290 (N)=\$144 (T)=\$223 NTR=\$358,480 21/39	Yield=55.2% Avg. Grant: (E)=\$108 (N)=\$219 (T)=\$158 NTR=\$2,652,740 153/277	Yield=56.0% Avg. Grant: (E)=\$251 (N)=\$435 (T)=\$332 NTR=\$5,621,600 331/591	Yield=48.8% Avg. Grant: (E)=\$1,233 (N)=\$1,705 (T)=\$1,475 NTR=\$2,938,906 177/363	Yield=52.3% Avg. Grant: (E)=\$3,081 (N)=\$3,471 (T)=\$3,267 NTR=\$3,903,625 26/1499	Yield=46.5% Avg. Grant: (E)=\$3,636 (N)=\$3,874 (T)=\$3,763 NTR=\$1,727,969 118/254	Yield=44.6% Avg. Grant: (E)=\$5,123 (N)=\$4,590 (T)=\$4,828 NTR=\$2,177,820 156/350

■ N > E

GRAND TOTAL	High School GPA							Total
	< 2.20	2.20 - 2.20	2.50 - 2.50	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=48.3% Avg. Grant: (E)=\$210 (N)=\$84 (T)=\$145 NTR=\$499,560 29/60	Yield=41.7% Avg. Grant: (E)=\$86 (N)=\$101 (T)=\$95 NTR=\$3,304,762 192/460	Yield=42.0% Avg. Grant: (E)=\$247 (N)=\$344 (T)=\$303 NTR=\$6,953,895 409/974	Yield=33.1% Avg. Grant: (E)=\$1,124 (N)=\$1,371 (T)=\$1,269 NTR=\$3,584,738 216/653	Yield=33.3% Avg. Grant: (E)=\$2,927 (N)=\$2,794 (T)=\$2,838 NTR=\$4,676,696 311/935	Yield=27.5% Avg. Grant: (E)=\$3,437 (N)=\$3,326 (T)=\$3,357 NTR=\$2,017,798 137/498	Yield=24.2% Avg. Grant: (E)=\$5,262 (N)=\$3,916 (T)=\$4,242 NTR=\$2,875,580 216/891	Yield=33.8% Avg. Grant: (E)=\$1,910 (N)=\$2,165 (T)=\$2,079 NTR=\$23,913,029 1510/4471

**Indiana State University
Fall 2011 In-State EMFASYS Population Actual Data**

		High School GPA						Total
NO NEED		< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
No FAFSA	Yield=23.1%	Yield=10.8%	Yield=8.7%	Yield=5.5%	Yield=3.5%	Yield=3.7%	Yield=1.1%	Yield=4.6%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$126	Avg. Grant: (E)=\$158	Avg. Grant: (E)=\$1,349	Avg. Grant: (E)=\$1,558	Avg. Grant: (E)=\$1,876	Avg. Grant: (E)=\$581
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$495	(N)=\$951	(N)=\$1,384	(N)=\$633
Filed FAFSA	(T)=\$0	(T)=\$0	(T)=\$11	(T)=\$9	(T)=\$524	(T)=\$973	(T)=\$1,390	(T)=\$631
	NTR=\$40,946	NTR=\$180,784	NTR=\$316,686	NTR=\$161,884	NTR=\$137,226	NTR=\$93,891	NTR=\$64,530	NTR=\$995,947
	3/13	12/111	23/264	12/220	13/377	8/215	5/455	76/1655
Total	Yield=66.7%	Yield=57.6%	Yield=60.2%	Yield=51.1%	Yield=56.7%	Yield=48.3%	Yield=56.6%	Yield=55.8%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$123	Avg. Grant: (E)=\$255	Avg. Grant: (E)=\$1,495	Avg. Grant: (E)=\$1,958	Avg. Grant: (E)=\$4,872	Avg. Grant: (E)=\$1,812
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$497	(N)=\$967	(N)=\$1,486	(N)=\$606
Total	(T)=\$0	(T)=\$0	(T)=\$74	(T)=\$130	(T)=\$1,063	(T)=\$1,446	(T)=\$3,401	(T)=\$1,278
	NTR=\$90,392	NTR=\$600,816	NTR=\$1,157,624	NTR=\$696,225	NTR=\$1,104,776	NTR=\$488,536	NTR=\$851,916	NTR=\$4,990,285
	6/9	38/66	77/128	45/88	93/164	43/89	99/175	401/719
Total	Yield=40.9%	Yield=28.3%	Yield=25.5%	Yield=18.5%	Yield=19.6%	Yield=16.8%	Yield=16.5%	Yield=20.1%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$124	Avg. Grant: (E)=\$234	Avg. Grant: (E)=\$1,477	Avg. Grant: (E)=\$1,895	Avg. Grant: (E)=\$4,728	Avg. Grant: (E)=\$1,616
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$495	(N)=\$954	(N)=\$1,399	(N)=\$629
Total	(T)=\$0	(T)=\$0	(T)=\$32	(T)=\$43	(T)=\$687	(T)=\$1,112	(T)=\$1,949	(T)=\$827
	NTR=\$131,338	NTR=\$781,600	NTR=\$1,474,310	NTR=\$858,109	NTR=\$1,242,002	NTR=\$582,427	NTR=\$916,446	NTR=\$5,986,232
	9/22	50/177	100/392	57/308	106/541	51/304	104/630	477/2374

		High School GPA						Total
NEED		< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
< \$4,000	Yield=100.0%	Yield=64.3%	Yield=52.1%	Yield=65.2%	Yield=54.6%	Yield=68.6%	Yield=57.1%	Yield=58.8%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$104	Avg. Grant: (E)=\$419	Avg. Grant: (E)=\$1,662	Avg. Grant: (E)=\$2,125	Avg. Grant: (E)=\$4,651	Avg. Grant: (E)=\$1,887
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$712	(N)=\$1,000	(N)=\$1,292	(N)=\$623
\$4,000 - \$6,000	(T)=\$0	(T)=\$0	(T)=\$54	(T)=\$273	(T)=\$1,230	(T)=\$1,771	(T)=\$3,211	(T)=\$1,366
	NTR=\$24,464	NTR=\$148,338	NTR=\$366,960	NTR=\$215,445	NTR=\$351,105	NTR=\$251,078	NTR=\$268,087	NTR=\$1,625,477
	2/2	9/14	25/48	15/23	30/55	24/35	32/56	137/233
\$6,000 - \$8,000	Yield=0.0%	Yield=50.0%	Yield=62.9%	Yield=48.4%	Yield=66.7%	Yield=64.0%	Yield=66.7%	Yield=60.3%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$45	Avg. Grant: (E)=\$399	Avg. Grant: (E)=\$1,668	Avg. Grant: (E)=\$2,365	Avg. Grant: (E)=\$3,366	Avg. Grant: (E)=\$1,546
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$864	(N)=\$1,000	(N)=\$2,125	(N)=\$638
\$8,000 - \$12,000	(T)=\$0	(T)=\$0	(T)=\$29	(T)=\$193	(T)=\$1,400	(T)=\$1,873	(T)=\$2,952	(T)=\$1,186
	NTR=\$0	NTR=\$98,892	NTR=\$293,604	NTR=\$215,740	NTR=\$266,409	NTR=\$166,377	NTR=\$221,283	NTR=\$1,262,305
	0/2	6/12	22/35	15/31	22/33	16/25	24/36	105/174
\$12,000 - \$15,000	Yield=60.0%	Yield=57.1%	Yield=50.7%	Yield=43.5%	Yield=58.1%	Yield=61.2%	Yield=56.3%	Yield=55.1%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$119	Avg. Grant: (E)=\$116	Avg. Grant: (E)=\$759	Avg. Grant: (E)=\$1,827	Avg. Grant: (E)=\$2,356	Avg. Grant: (E)=\$3,526	Avg. Grant: (E)=\$1,738
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$50	(N)=\$910	(N)=\$1,415	(N)=\$1,963	(N)=\$808
\$15,000 - \$20,000	(T)=\$0	(T)=\$68	(T)=\$59	(T)=\$358	(T)=\$1,443	(T)=\$1,991	(T)=\$2,842	(T)=\$1,320
	NTR=\$32,446	NTR=\$168,312	NTR=\$418,534	NTR=\$220,955	NTR=\$510,855	NTR=\$332,677	NTR=\$379,030	NTR=\$2,062,809
	3/5	16/28	37/73	20/46	54/93	41/67	45/80	216/392
\$20,000 - \$25,000	Yield=75.0%	Yield=53.9%	Yield=67.1%	Yield=55.4%	Yield=61.5%	Yield=47.6%	Yield=59.7%	Yield=59.1%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$25	Avg. Grant: (E)=\$451	Avg. Grant: (E)=\$1,972	Avg. Grant: (E)=\$2,446	Avg. Grant: (E)=\$4,052	Avg. Grant: (E)=\$1,500
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$600	(N)=\$1,091	(N)=\$1,444	(N)=\$547
\$25,000 - \$30,000	(T)=\$0	(T)=\$0	(T)=\$17	(T)=\$250	(T)=\$1,444	(T)=\$1,736	(T)=\$3,001	(T)=\$1,110
	NTR=\$49,446	NTR=\$346,122	NTR=\$839,287	NTR=\$496,967	NTR=\$696,466	NTR=\$280,730	NTR=\$497,207	NTR=\$3,206,225
	3/4	21/39	51/76	31/56	48/78	20/42	40/67	214/362
\$30,000 - \$35,000	Yield=66.7%	Yield=68.9%	Yield=61.9%	Yield=58.7%	Yield=65.8%	Yield=42.9%	Yield=52.6%	Yield=60.4%
	Avg. Grant: (E)=\$0	Avg. Grant: (E)=\$164	Avg. Grant: (E)=\$83	Avg. Grant: (E)=\$510	Avg. Grant: (E)=\$2,757	Avg. Grant: (E)=\$3,062	Avg. Grant: (E)=\$5,976	Avg. Grant: (E)=\$1,652
	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$0	(N)=\$1,426	(N)=\$1,715	(N)=\$1,972	(N)=\$820
\$35,000 - \$40,000	(T)=\$0	(T)=\$113	(T)=\$51	(T)=\$299	(T)=\$2,302	(T)=\$2,292	(T)=\$4,080	(T)=\$1,322
	NTR=\$65,928	NTR=\$505,852	NTR=\$852,769	NTR=\$431,244	NTR=\$713,689	NTR=\$201,300	NTR=\$210,111	NTR=\$2,980,893
	4/6	31/45	52/84	27/46	52/79	15/35	20/38	201/333
\$40,000 - \$45,000	Yield=63.2%	Yield=65.4%	Yield=68.0%	Yield=57.2%	Yield=61.8%	Yield=63.2%	Yield=52.1%	Yield=62.3%
	Avg. Grant: (E)=\$508	Avg. Grant: (E)=\$146	Avg. Grant: (E)=\$255	Avg. Grant: (E)=\$479	Avg. Grant: (E)=\$2,890	Avg. Grant: (E)=\$3,346	Avg. Grant: (E)=\$4,934	Avg. Grant: (E)=\$1,519
	(N)=\$0	(N)=\$0	(N)=\$5	(N)=\$10	(N)=\$1,328	(N)=\$1,844	(N)=\$2,070	(N)=\$725
\$45,000 - \$50,000	(T)=\$321	(T)=\$96	(T)=\$176	(T)=\$279	(T)=\$2,293	(T)=\$2,793	(T)=\$3,562	(T)=\$1,220
	NTR=\$191,694	NTR=\$1,453,898	NTR=\$3,212,856	NTR=\$1,648,311	NTR=\$1,780,515	NTR=\$722,491	NTR=\$715,996	NTR=\$9,725,761
	12/19	89/136	198/291	103/180	131/212	55/87	62/119	650/1044
Total	Yield=63.2%	Yield=62.8%	Yield=63.4%	Yield=55.2%	Yield=61.3%	Yield=58.8%	Yield=56.3%	Yield=60.0%
	Avg. Grant: (E)=\$254	Avg. Grant: (E)=\$116	Avg. Grant: (E)=\$166	Avg. Grant: (E)=\$495	Avg. Grant: (E)=\$2,380	Avg. Grant: (E)=\$2,715	Avg. Grant: (E)=\$4,376	Avg. Grant: (E)=\$1,600
	(N)=\$0	(N)=\$0	(N)=\$2	(N)=\$12	(N)=\$1,065	(N)=\$1,451	(N)=\$1,836	(N)=\$711
Total	(T)=\$160	(T)=\$73	(T)=\$106	(T)=\$279	(T)=\$1,870	(T)=\$2,194	(T)=\$3,266	(T)=\$1,244
	NTR=\$363,978	NTR=\$2,721,414	NTR=\$5,984,010	NTR=\$3,228,662	NTR=\$4,319,039	NTR=\$1,954,653	NTR=\$2,291,714	NTR=\$20,863,470
	24/38	172/274	385/607	211/382	337/550	171/291	223/396	1523/2538

■ N > E

		High School GPA						Total
GRAND TOTAL		< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
Total	Yield=55.0%	Yield=49.2%	Yield=48.5%	Yield=38.8%	Yield=40.6%	Yield=37.3%	Yield=31.9%	Yield=40.7%
	Avg. Grant: (E)=\$185	Avg. Grant: (E)=\$90	Avg. Grant: (E)=\$158	Avg. Grant: (E)=\$440	Avg. Grant: (E)=\$2,164	Avg. Grant: (E)=\$2,527	Avg. Grant: (E)=\$4,488	Avg. Grant: (E)=\$1,604
	(N)=\$0	(N)=\$0	(N)=\$5	(N)=\$10	(N)=\$682	(N)=\$1,114	(N)=\$1,507	(N)=\$657
Total	(T)=\$102	(T)=\$44	(T)=\$77	(T)=\$174	(T)=\$1,284	(T)=\$1,641	(T)=\$2,457	(T)=\$1,043
	NTR=\$495,316	NTR=\$3,503,014	NTR=\$7,458,320	NTR=\$4,086,771	NTR=\$5,561,041	NTR=\$2,537,080	NTR=\$3,208,160	NTR=\$26,849,702
	33/60	222/451	485/999	268/690	443/1091	222/595	327/1026	2000/4912

Indiana State University
Fall 2011 Out-of-State EMFASYS Population Actual Data

NO NEED	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
No FAFSA	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/2	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/37	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$1,063 (T)=\$1,063 NTR=\$0 0/70	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$5,532 (T)=\$5,532 NTR=\$0 0/44	Yield=2.4% Avg. Grant: (E)=\$7,279 (N)=\$6,544 (T)=\$6,575 NTR=\$36,855 2/47	Yield=2.6% Avg. Grant: (E)=\$7,279 (N)=\$6,895 (T)=\$6,905 NTR=\$18,428 1/39	Yield=2.4% Avg. Grant: (E)=\$7,537 (N)=\$6,812 (T)=\$6,830 NTR=\$36,339 2/85	Yield=1.5% Avg. Grant: (E)=\$7,382 (N)=\$4,513 (T)=\$4,557 NTR=\$91,621 5/324
	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,706 1/1	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$42,912 2/4	Yield=88.9% Avg. Grant: (E)=\$1,820 (N)=\$0 (T)=\$1,617 NTR=\$182,591 8/9	Yield=50.0% Avg. Grant: (E)=\$4,623 (N)=\$7,279 (T)=\$5,951 NTR=\$63,250 3/6	Yield=46.7% Avg. Grant: (E)=\$6,140 (N)=\$7,069 (T)=\$6,635 NTR=\$111,460 7/15	Yield=100.0% Avg. Grant: (E)=\$7,279 (N)=\$0 (T)=\$7,279 NTR=\$58,138 5/5	Yield=25.0% Avg. Grant: (E)=\$7,279 (N)=\$7,764 (T)=\$7,643 NTR=\$75,138 5/20	Yield=51.7% Avg. Grant: (E)=\$4,651 (N)=\$6,719 (T)=\$5,651 NTR=\$559,193 31/60
	Yield=33.3% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,706 1/3	Yield=4.9% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$42,912 2/41	Yield=10.1% Avg. Grant: (E)=\$1,820 (N)=\$1,048 (T)=\$1,126 NTR=\$182,591 8/79	Yield=6.0% Avg. Grant: (E)=\$4,623 (N)=\$5,643 (T)=\$5,582 NTR=\$63,250 3/50	Yield=14.5% Avg. Grant: (E)=\$6,393 (N)=\$6,623 (T)=\$6,590 NTR=\$148,315 9/62	Yield=13.6% Avg. Grant: (E)=\$7,279 (N)=\$6,895 (T)=\$6,947 NTR=\$76,565 6/44	Yield=6.7% Avg. Grant: (E)=\$7,352 (N)=\$6,958 (T)=\$6,984 NTR=\$111,476 7/105	Yield=9.4% Avg. Grant: (E)=\$5,031 (N)=\$4,697 (T)=\$4,728 NTR=\$650,814 36/384

NEED	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,706 1/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$3,639 (T)=\$3,639 NTR=\$0 0/4	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$18,428 1/2	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$6,886 (T)=\$6,886 NTR=\$0 0/3	Yield=100.0% Avg. Grant: (E)=\$7,279 (N)=\$0 (T)=\$7,279 NTR=\$38,283 3/3	Yield=50.0% Avg. Grant: (E)=\$7,117 (N)=\$7,279 (T)=\$7,198 NTR=\$47,266 3/6	Yield=42.1% Avg. Grant: (E)=\$6,308 (N)=\$5,848 (T)=\$6,042 NTR=\$129,682 8/19
	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/3	Yield=100.0% Avg. Grant: (E)=\$7,279 (N)=\$0 (T)=\$7,279 NTR=\$9,928 1/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$18,428 1/2	Yield=66.7% Avg. Grant: (E)=\$12,795 (N)=\$7,279 (T)=\$10,956 NTR=\$17,322 2/3	Yield=40.0% Avg. Grant: (E)=\$10,037 (N)=\$3,639 (T)=\$6,198 NTR=\$45,677 4/10
	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=33.3% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,706 1/3	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$18,428 1/2	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=40.0% Avg. Grant: (E)=\$7,279 (N)=\$5,293 (T)=\$6,087 NTR=\$36,855 2/5	Yield=60.0% Avg. Grant: (E)=\$8,703 (N)=\$7,279 (T)=\$8,133 NTR=\$76,516 6/10	Yield=47.6% Avg. Grant: (E)=\$7,406 (N)=\$5,414 (T)=\$6,362 NTR=\$157,504 10/21
\$4,000 - \$6,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/3	Yield=100.0% Avg. Grant: (E)=\$7,279 (N)=\$0 (T)=\$7,279 NTR=\$9,928 1/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$18,428 1/2	Yield=66.7% Avg. Grant: (E)=\$12,795 (N)=\$7,279 (T)=\$10,956 NTR=\$17,322 2/3	Yield=40.0% Avg. Grant: (E)=\$10,037 (N)=\$3,639 (T)=\$6,198 NTR=\$45,677 4/10
	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/0	Yield=40.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$42,912 2/5	Yield=100.0% Avg. Grant: (E)=\$7,279 (N)=\$0 (T)=\$7,279 NTR=\$36,855 2/2	Yield=40.0% Avg. Grant: (E)=\$6,783 (N)=\$7,279 (T)=\$7,080 NTR=\$75,694 4/10	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=83.3% Avg. Grant: (E)=\$8,082 (N)=\$7,279 (T)=\$7,948 NTR=\$133,742 10/12	Yield=60.0% Avg. Grant: (E)=\$6,806 (N)=\$5,459 (T)=\$6,267 NTR=\$289,203 18/30
	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$0 0/1	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$42,912 2/2	Yield=80.0% Avg. Grant: (E)=\$2,393 (N)=\$0 (T)=\$1,915 NTR=\$84,751 4/5	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$2,426 (T)=\$2,426 NTR=\$0 0/3	Yield=37.5% Avg. Grant: (E)=\$7,279 (N)=\$7,279 (T)=\$7,279 NTR=\$38,283 3/8	Yield=40.0% Avg. Grant: (E)=\$7,279 (N)=\$5,552 (T)=\$6,243 NTR=\$36,855 2/5	Yield=58.3% Avg. Grant: (E)=\$6,495 (N)=\$9,671 (T)=\$7,819 NTR=\$91,976 7/12	Yield=50.0% Avg. Grant: (E)=\$5,080 (N)=\$6,038 (T)=\$5,559 NTR=\$294,776 18/36
\$6,000 - \$8,000	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,706 1/1	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,706 1/2	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=60.0% Avg. Grant: (E)=\$5,284 (N)=\$4,439 (T)=\$4,946 NTR=\$52,766 3/5	Yield=50.0% Avg. Grant: (E)=\$7,279 (N)=\$6,100 (T)=\$6,689 NTR=\$18,428 1/2	Yield=40.0% Avg. Grant: (E)=\$12,287 (N)=\$7,279 (T)=\$9,282 NTR=\$18,339 2/5	Yield=47.1% Avg. Grant: (E)=\$5,963 (N)=\$5,708 (T)=\$5,828 NTR=\$140,944 8/17
	Yield=16.7% Avg. Grant: (E)=\$0 (N)=\$320 (T)=\$267 NTR=\$25,706 1/6	Yield=28.3% Avg. Grant: (E)=\$38 (N)=\$152 (T)=\$120 NTR=\$333,678 13/46	Yield=22.5% Avg. Grant: (E)=\$880 (N)=\$1,118 (T)=\$1,065 NTR=\$546,180 22/98	Yield=39.1% Avg. Grant: (E)=\$5,261 (N)=\$6,731 (T)=\$6,157 NTR=\$485,637 25/64	Yield=42.1% Avg. Grant: (E)=\$6,860 (N)=\$6,864 (T)=\$6,862 NTR=\$728,329 40/95	Yield=30.9% Avg. Grant: (E)=\$6,693 (N)=\$7,012 (T)=\$6,913 NTR=\$314,718 17/55	Yield=43.5% Avg. Grant: (E)=\$7,446 (N)=\$7,211 (T)=\$7,313 NTR=\$645,419 40/92	Yield=34.7% Avg. Grant: (E)=\$5,300 (N)=\$4,607 (T)=\$4,847 NTR=\$3,079,667 158/456
	Yield=25.0% Avg. Grant: (E)=\$0 (N)=\$267 (T)=\$200 NTR=\$51,412 2/8	Yield=33.3% Avg. Grant: (E)=\$29 (N)=\$147 (T)=\$108 NTR=\$428,002 17/51	Yield=24.4% Avg. Grant: (E)=\$997 (N)=\$1,187 (T)=\$1,141 NTR=\$699,549 29/119	Yield=40.0% Avg. Grant: (E)=\$5,597 (N)=\$6,481 (T)=\$6,127 NTR=\$569,275 30/75	Yield=40.7% Avg. Grant: (E)=\$6,785 (N)=\$6,872 (T)=\$6,836 NTR=\$895,071 50/123	Yield=35.6% Avg. Grant: (E)=\$6,896 (N)=\$6,801 (T)=\$6,835 NTR=\$463,566 26/73	Yield=50.0% Avg. Grant: (E)=\$7,826 (N)=\$7,399 (T)=\$7,613 NTR=\$1,030,579 70/140	Yield=38.0% Avg. Grant: (E)=\$5,641 (N)=\$4,779 (T)=\$5,107 NTR=\$4,137,452 224/589

GRAND TOTAL	High School GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=27.3% Avg. Grant: (E)=\$0 (N)=\$200 (T)=\$145 NTR=\$77,118 3/11	Yield=20.7% Avg. Grant: (E)=\$26 (N)=\$68 (T)=\$60 NTR=\$470,914 19/92	Yield=18.7% Avg. Grant: (E)=\$1,175 (N)=\$1,125 (T)=\$1,135 NTR=\$882,140 37/198	Yield=26.4% Avg. Grant: (E)=\$5,508 (N)=\$6,053 (T)=\$5,909 NTR=\$632,524 33/125	Yield=31.9% Avg. Grant: (E)=\$6,725 (N)=\$6,767 (T)=\$6,754 NTR=\$1,043,386 59/185	Yield=27.4% Avg. Grant: (E)=\$6,968 (N)=\$6,843 (T)=\$6,877 NTR=\$540,131 32/117	Yield=31.4% Avg. Grant: (E)=\$7,783 (N)=\$7,142 (T)=\$7,343 NTR=\$1,142,055 77/245	Yield=26.7% Avg. Grant: (E)=\$5,557 (N)=\$4,739 (T)=\$4,957 NTR=\$4,788,266 260/973

■ N > E

Freshman Modeling Equations

Maguire Associates uses logistic regression modeling as its primary analytical tool for the construction of the EMFASYS model. The data presented in the tables below indicates the significant predictors of enrollment at ISU. For the freshmen, two models were constructed, one for students living within 60 miles of campus and a second for students beyond 60 miles. This was done so that the most accurate assumptions regarding cost of attendance could be made as housing information is not available until a student deposits.

Students Residing Beyond 60 Miles

R-Squared: .614

Variable	Effect	SE	Odds Ratio
IN Resident	0.840	.152	2.321
Gender (Male)	0.262	.096	1.299
Business Major	0.305	.120	1.357
Campus Visit	1.332	.105	3.788
SAT	-0.001	.000	.9987
HSGPA	-0.597	.140	.551
ISU Listed First on FAFSA	2.041	.097	7.695
Telephone Contact	0.820	.122	2.270
Email Contact	0.555	.092	1.742
Filed FAFSA	2.257	.171	9.555
Institutional Aid	0.0001	.000	1.00010
Purdue Listed FAFSA Top 3	-0.510	.227	.601
IUPUI Listed FAFSA Top 3	-0.445	.157	.641

The variables in the modeling equation for students living beyond 60 miles of ISU can be interpreted as follows:

- Indiana residents are 2.3 times more likely to enroll than non-Indiana residents.
- Males are 1.3 times more likely to enroll than females.
- Business majors are 1.36 times more likely to enroll than non-business majors.
- Students that visit campus are 3.8 times more likely to enroll than students that do not visit campus.
- Per 100 point **decrease** in SAT, students are 1.13 times more likely to enroll.
- Per 1 point decrease in GPA, students are 1.81 times more likely to enroll.
- Students that list ISU first on the FAFSA are 7.7 times more likely to enroll than students that do not list ISU first on the FAFSA.
- Students contacted by telephone are 2.27 times more likely to enroll than students not contacted by telephone.
- Students contacted by email are 1.74 times more likely to enroll than students not contacted by email.

- Students that submit the FAFSA to ISU are 9.55 times more likely to enroll than students that do not submit a FAFSA.
- Per \$1,000 of institutional aid, students are 1.1 times more likely to enroll.
- Students not listing Purdue in the first three FAFSA fields are 1.6 times more likely to enroll than students who do list Purdue in the first three FAFSA fields.
- Students not listing IUPUI in the first three FAFSA fields are 1.56 times more likely to enroll than students who do list IUPUI in the first three FAFSA fields.

Students Residing Within 60 Miles

R-Squared: .526

Variable	Effect	SE	Odds-Ratio
IN Resident	1.363	0.284	3.91
Telephone Contact	1.104	0.193	3.01
Email Contact	0.731	0.144	2.08
Filed FAFSA	1.244	0.224	3.47
ISU Listed First on FAFSA	2.289	0.164	9.87
Institutional Aid	0.00014	0.00004	1.0001
HSGPA	-0.300	0.214	0.741

- Indiana residents are 3.9 times more likely to enroll than non-Indiana residents.
- Students contacted by telephone are 3.01 times more likely to enroll than students not contacted by telephone.
- Students contacted by email are 2.08 times more likely to enroll than students not contacted by email.
- Students that submit the FAFSA to ISU are 3.47 times more likely to enroll than students that do not submit a FAFSA.
- Students that list ISU first on the FAFSA are 9.87 times more likely to enroll than students that do not list ISU first on the FAFSA.
- Per \$1,000 of institutional aid, students are 1.1 times more likely to enroll.
- Per 1 point decrease in GPA, students are 1.35 times more likely to enroll.

Freshman Price Sensitivity Segments

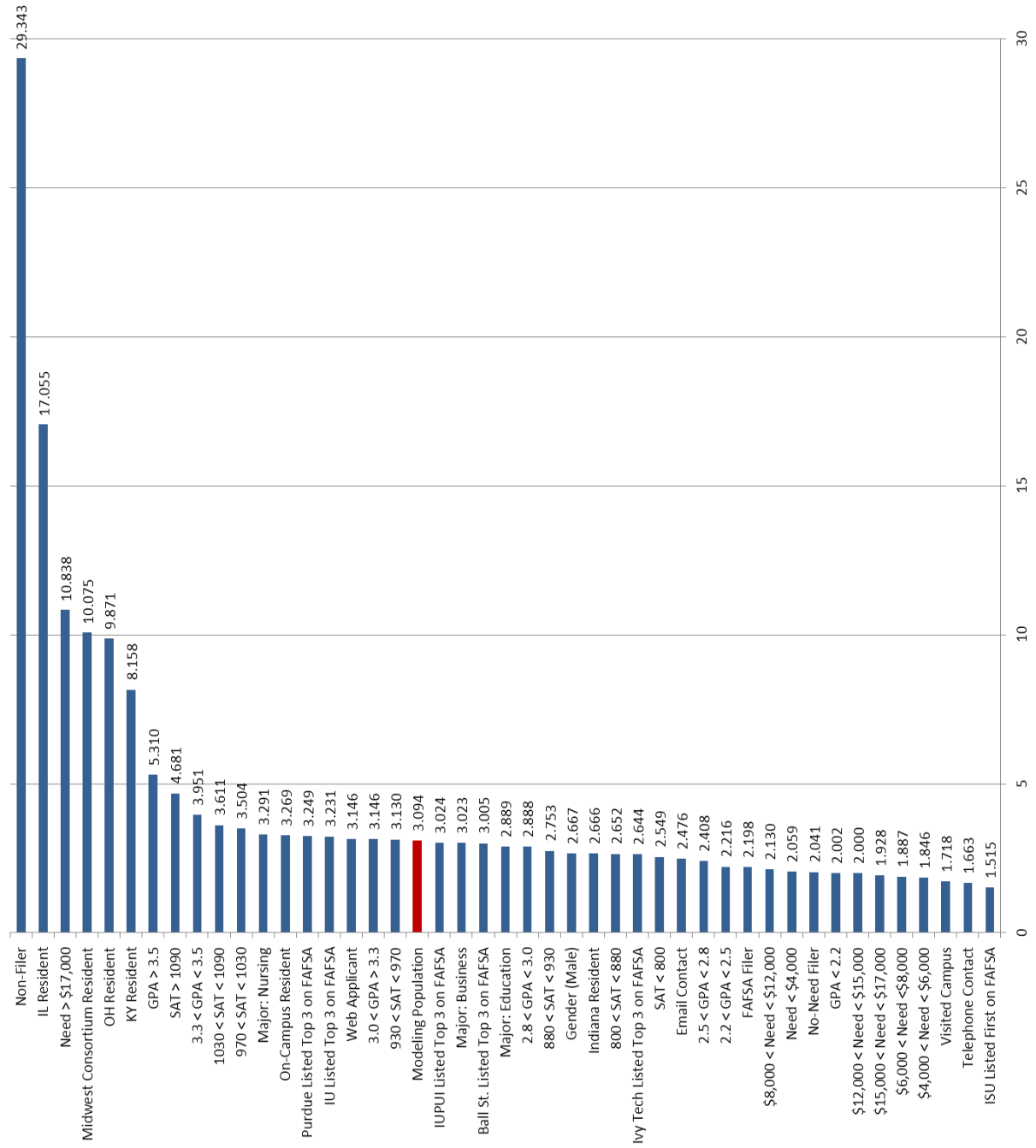
As a part of the overall analysis the price sensitivity of various sections of ISU's accepted student pool was calculated. Generally, the higher the number the more sensitive a particular sub-population is to change in price (or aid, for that matter).

From the analysis, the price (aid) sensitivity of the modeling population as a whole is 3.094. For context, Maguire Associates has seen this value range from almost 1:1 to over 80:1. With a value of 3.1, the current student pool of Indiana State University shows a low sensitivity to change in net price.

On the chart, it is possible to examine the sensitivity of various subpopulations. The distribution of many of the subpopulations/factors is in line with what is seen at other institutions; students listing the client first on the FAFSA, residing in the primary market or expressing interest in top majors are less price sensitive while non-filers, high quality & high need, and out of market students are more price sensitive.

While the student population at Indiana State University is not very price sensitive at the current time, this does not mean this will always be the case. As cost of attendance continues to rise and the economy remains flat, *net cost* (after all federal, state and institutional grant aid is taken into account) will remain an important consideration for students and families. As ISU's top-line sticker price increases and state grant aid decreases you will likely see a shift in the price sensitivity among prospective students.

ISU Freshmen Modeling Population Price Sensitivity



Scenarios for the Freshman Class

We explored viable scenarios for the incoming freshman class that included increases in student quality, revenue, enrollment and other institutional goals. As part of this work, we concluded that ISU would not benefit much from large-scale changes to the existing awarding paradigm. This aligns with the findings that ISU's primary student market displays a relatively low sensitivity to changes in net price. As a result, it would take large amounts of institutionally-funded grant and scholarship aid to shift current enrollment behaviors, resulting in revenue loss and increased tuition discounting.

Several populations of students were excluded from the scenarios because their yield behavior is different from "regular" students. These populations are: tuition remission/exchange, international, scholarship athletes, and corrections program students.


Scenario 1

- Assumes a 3.9% cost of attendance increase and a 7% growth in accepted students
- Significantly increases aid to out-of-state students
- Targets 2500 entering freshmen at a 28.2% tuition discount rate
- Achieves \$33,569,313 in total revenue

Scenario 2

- Assumes a 3.9% cost of attendance increase and a 7% growth in accepted students
- Significantly increases aid to out-of-state students
- Targets 2470 entering freshmen at a 24.6% tuition discount rate
- Achieves \$33,818,359 in total revenue

Due to the drastic shifts in aid patterns to out-of-state students in Scenarios 1 and 2, neither of the above strategies is practical to implement. Almost all out-of-state students would receive close to full tuition scholarships and the only revenues would come from room or board.

 Indiana State University <i>More. From day one.</i>	Prior Year Enrolled	Option 1	Option 2
		3.5%	3.5%
Students <i>yield</i>	2260 38.4%	2500 39.7%	2470 39.2%
Average SAT Score	930	927	927
High School GPA	3.03	3.02	3.02
Gender (male) <i>% Male Students</i>	1013 44.8%	1109 44.4%	1098 44.5%
Minority Students <i>% Minority Students</i>	622 27.5%	715 28.6%	700 28.3%
In-State Students <i>% In-state Students</i>	2000 88.5%	2098 83.9%	2093 84.7%
Illinois Residents <i>% of total</i>	205 9.1%	314 12.6%	296 12.0%
KY Residents <i>% of total</i>	1 0.0%	3 0.1%	3 0.1%
OH Resident <i>% of total</i>	10 0.4%	15 0.6%	14 0.6%
Midwest Resident <i>% of total</i>	12 0.5%	21 0.8%	19 0.8%
FAFSA Submitted <i>% of total</i>	2179 96.4%	2391 95.6%	2368 95.8%
FAFSA First Choice <i>% of total</i>	1769 78.3%	1884 75.4%	1879 76.1%
Students Over 60 Miles From Campus <i>% of total</i>	1510 66.8%	1711 68.4%	1685 68.2%
Students Within 60 Miles of Campus <i>% of total</i>	750 33.2%	790 31.6%	785 31.8%
Average Institutional Aid	\$ 2,048		
Average EMFASYS Award		\$ 2,700	\$ 2,343
Total Institutional Aid	\$ 4,629,407		
Total EMFASYS Award Recommendation		\$ 6,750,892	\$ 5,606,897
Tuition Discount Rate	22.7%	28.2%	24.6%
Total Discount Rate	13.9%	16.7%	14.6%
Net Tuition Revenue	\$ 15,808,153	\$ 17,221,456	\$ 17,157,347
Net Tuition Revenue Per Student	\$6,995	\$ 6,888	\$ 6,945
Net Total Revenue	\$ 28,643,153	\$ 33,569,313	\$ 32,756,303
Net Total Revenue Per Student	\$12,674	\$13,426	\$13,260

**Indiana State University: In-State Students
Option 2 Projected Maximum**

NO NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=32.0%	Yield=27.2%	Yield=24.8%	Yield=22.6%	Yield=22.0%	Yield=19.2%	Yield=17.7%	Yield=21.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$450	Avg. Grant: (Mean)=\$540	Avg. Grant: (Mean)=\$1,000	Avg. Grant: (Mean)=\$1,607	Avg. Grant: (Mean)=\$737
	(NTR)=\$113,117	(NTR)=\$764,615	(NTR)=\$1,512,863	(NTR)=\$1,013,664	(NTR)=\$1,523,156	(NTR)=\$671,659	(NTR)=\$1,303,571	(NTR)=\$6,902,646
	(N)=8	(N)=53	(N)=106	(N)=77	(N)=131	(N)=64	(N)=123	(N)=562
	Δ=-2	Δ=-2	Δ=-1	Δ=+9	Δ=+9	Δ=+6	Δ=+1	Δ=+20

NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=100.0%	Yield=66.7%	Yield=63.5%	Yield=60.7%	Yield=57.1%	Yield=65.9%	Yield=58.3%	Yield=61.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$450	Avg. Grant: (Mean)=\$900	Avg. Grant: (Mean)=\$1,530	Avg. Grant: (Mean)=\$2,700	Avg. Grant: (Mean)=\$1,202
	(NTR)=\$22,909	(NTR)=\$126,139	(NTR)=\$450,813	(NTR)=\$227,690	(NTR)=\$453,657	(NTR)=\$313,242	(NTR)=\$345,283	(NTR)=\$1,939,734
	(N)=2	(N)=8	(N)=33	(N)=17	(N)=40	(N)=29	(N)=42	(N)=171
	Δ=0	Δ=+2	Δ=+7	Δ=-1	Δ=0	Δ=-1	Δ=-1	Δ=+6
\$4,000 - \$6,000	Yield=50.0%	Yield=66.7%	Yield=69.4%	Yield=60.0%	Yield=60.6%	Yield=64.5%	Yield=55.9%	Yield=62.0%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$450	Avg. Grant: (Mean)=\$900	Avg. Grant: (Mean)=\$1,530	Avg. Grant: (Mean)=\$2,700	Avg. Grant: (Mean)=\$992
	(NTR)=\$24,905	(NTR)=\$149,302	(NTR)=\$323,156	(NTR)=\$268,107	(NTR)=\$217,487	(NTR)=\$189,151	(NTR)=\$177,770	(NTR)=\$1,349,878
	(N)=1	(N)=10	(N)=25	(N)=21	(N)=20	(N)=20	(N)=19	(N)=116
	Δ=+1	Δ=+2	Δ=+4	Δ=+4	Δ=0	Δ=+1	Δ=-1	Δ=+11
\$6,000 - \$8,000	Yield=80.0%	Yield=73.9%	Yield=65.2%	Yield=68.7%	Yield=67.2%	Yield=57.0%	Yield=63.6%	Yield=65.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$450	Avg. Grant: (Mean)=\$900	Avg. Grant: (Mean)=\$1,530	Avg. Grant: (Mean)=\$2,700	Avg. Grant: (Mean)=\$1,018
	(NTR)=\$31,595	(NTR)=\$342,613	(NTR)=\$755,144	(NTR)=\$429,702	(NTR)=\$809,547	(NTR)=\$380,116	(NTR)=\$493,327	(NTR)=\$3,242,043
	(N)=4	(N)=34	(N)=73	(N)=46	(N)=88	(N)=45	(N)=68	(N)=358
	Δ=+1	Δ=+3	Δ=+4	Δ=+9	Δ=+5	Δ=-3	Δ=+3	Δ=+22
\$8,000 - \$12,000	Yield=75.0%	Yield=65.0%	Yield=61.5%	Yield=50.0%	Yield=54.8%	Yield=38.9%	Yield=48.1%	Yield=54.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$450	Avg. Grant: (Mean)=\$1,350	Avg. Grant: (Mean)=\$1,620	Avg. Grant: (Mean)=\$2,700	Avg. Grant: (Mean)=\$963
	(NTR)=\$53,667	(NTR)=\$449,399	(NTR)=\$835,995	(NTR)=\$454,136	(NTR)=\$641,433	(NTR)=\$229,184	(NTR)=\$383,444	(NTR)=\$3,047,259
	(N)=3	(N)=26	(N)=48	(N)=27	(N)=40	(N)=14	(N)=26	(N)=183
	Δ=0	Δ=+7	Δ=0	Δ=+2	Δ=+2	Δ=+2	Δ=+3	Δ=+15
\$12,000 - \$15,000	Yield=50.0%	Yield=60.9%	Yield=62.4%	Yield=54.8%	Yield=55.6%	Yield=35.7%	Yield=42.9%	Yield=55.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$450	Avg. Grant: (Mean)=\$1,620	Avg. Grant: (Mean)=\$1,800	Avg. Grant: (Mean)=\$3,600	Avg. Grant: (Mean)=\$996
	(NTR)=\$61,007	(NTR)=\$497,093	(NTR)=\$929,589	(NTR)=\$399,308	(NTR)=\$637,434	(NTR)=\$149,513	(NTR)=\$211,520	(NTR)=\$2,885,465
	(N)=3	(N)=28	(N)=53	(N)=23	(N)=40	(N)=10	(N)=15	(N)=173
	Δ=-1	Δ=-1	Δ=+6	Δ=+3	Δ=0	Δ=+3	Δ=0	Δ=+11
\$15,000 - \$17,000	Yield=63.2%	Yield=60.5%	Yield=57.9%	Yield=53.8%	Yield=52.1%	Yield=50.0%	Yield=41.7%	Yield=54.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$675	Avg. Grant: (Mean)=\$1,620	Avg. Grant: (Mean)=\$1,980	Avg. Grant: (Mean)=\$3,600	Avg. Grant: (Mean)=\$988
	(NTR)=\$202,259	(NTR)=\$1,369,036	(NTR)=\$2,821,655	(NTR)=\$1,545,400	(NTR)=\$1,606,803	(NTR)=\$673,400	(NTR)=\$597,820	(NTR)=\$8,816,373
	(N)=12	(N)=78	(N)=161	(N)=92	(N)=101	(N)=43	(N)=43	(N)=530
	Δ=+1	Δ=+4	Δ=-6	Δ=+9	Δ=+1	Δ=-5	Δ=+4	Δ=+8
> \$17,000	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0
	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0
	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0
	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0
Total	Yield=62.5%	Yield=63.9%	Yield=61.2%	Yield=56.9%	Yield=57.4%	Yield=53.0%	Yield=52.7%	Yield=57.8%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$547	Avg. Grant: (Mean)=\$1,292	Avg. Grant: (Mean)=\$1,692	Avg. Grant: (Mean)=\$3,007	Avg. Grant: (Mean)=\$1,015
	(NTR)=\$396,342	(NTR)=\$2,933,582	(NTR)=\$6,116,352	(NTR)=\$3,324,343	(NTR)=\$4,366,361	(NTR)=\$1,934,606	(NTR)=\$2,209,165	(NTR)=\$21,280,75
	(N)=25	(N)=184	(N)=393	(N)=226	(N)=328	(N)=161	(N)=213	(N)=1530
	Δ=+2	Δ=+17	Δ=+15	Δ=+26	Δ=+7	Δ=-3	Δ=+8	Δ=+72

■ N > E

GRAND TOTAL

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=50.8%	Yield=49.1%	Yield=46.7%	Yield=41.1%	Yield=39.3%	Yield=35.3%	Yield=30.6%	Yield=39.8%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$522	Avg. Grant: (Mean)=\$1,077	Avg. Grant: (Mean)=\$1,495	Avg. Grant: (Mean)=\$2,494	Avg. Grant: (Mean)=\$940
	(NTR)=\$509,459	(NTR)=\$3,698,197	(NTR)=\$7,629,216	(NTR)=\$4,338,008	(NTR)=\$5,889,518	(NTR)=\$2,606,265	(NTR)=\$3,512,735	(NTR)=\$28,183,39
	(N)=33	(N)=237	(N)=499	(N)=303	(N)=459	(N)=225	(N)=336	(N)=2092
	Δ=0	Δ=+15	Δ=+14	Δ=+35	Δ=+16	Δ=+3	Δ=+9	Δ=+92

**Indiana State University: Out-of-State Freshmen
Option 2 Projected Maximum**

NO NEED

	HSGPA							
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	Total
	Yield=33.3%	Yield=15.9%	Yield=16.5%	Yield=14.8%	Yield=21.2%	Yield=14.9%	Yield=12.5%	Yield=15.8%
	Avg. Grant: (Mean)=\$15,162 (NTR)=\$16,264 (N)=1 Δ=0	Avg. Grant: (Mean)=\$18,768 (NTR)=\$93,545 (N)=7 Δ=+5	Avg. Grant: (Mean)=\$18,450 (NTR)=\$171,254 (N)=14 Δ=+6	Avg. Grant: (Mean)=\$18,749 (NTR)=\$97,783 (N)=8 Δ=+5	Avg. Grant: (Mean)=\$17,321 (NTR)=\$188,107 (N)=14 Δ=+5	Avg. Grant: (Mean)=\$18,548 (NTR)=\$69,588 (N)=7 Δ=+1	Avg. Grant: (Mean)=\$18,502 (NTR)=\$128,206 (N)=14 Δ=+7	Avg. Grant: (Mean)=\$18,340 (NTR)=\$764,748 (N)=65 Δ=+29

NEED

	HSGPA							
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	Total
< \$4,000	Yield=0.0%	Yield=0.0%	Yield=50.0%	Yield=50.0%	Yield=66.7%	Yield=100.0%	Yield=50.0%	Yield=50.0%
	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$16,758 (NTR)=\$3,948 (N)=0 Δ=-1	Avg. Grant: (Mean)=\$11,969 (NTR)=\$37,326 (N)=2 Δ=+2	Avg. Grant: (Mean)=\$12,284 (NTR)=\$17,145 (N)=1 Δ=0	Avg. Grant: (Mean)=\$10,121 (NTR)=\$31,123 (N)=2 Δ=+2	Avg. Grant: (Mean)=\$7,936 (NTR)=\$33,742 (N)=3 Δ=0	Avg. Grant: (Mean)=\$13,944 (NTR)=\$27,545 (N)=3 Δ=0	Avg. Grant: (Mean)=\$11,949 (NTR)=\$150,828 (N)=10 Δ=+2
\$4,000 - \$6,000	Yield=0.0%	Yield=0.0%	Yield=66.7%	Yield=0.0%	Yield=0.0%	Yield=50.0%	Yield=66.7%	Yield=45.5%
	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$4,704 (NTR)=\$29,338 (N)=2 Δ=+2	Avg. Grant: (Mean)=\$10,206 (NTR)=\$2,766 (N)=0 Δ=-1	Avg. Grant: (Mean)=\$18,900 (NTR)=\$2,092 (N)=0 Δ=0	Avg. Grant: (Mean)=\$9,323 (NTR)=\$17,626 (N)=1 Δ=0	Avg. Grant: (Mean)=\$9,990 (NTR)=\$29,471 (N)=2 Δ=0	Avg. Grant: (Mean)=\$9,183 (NTR)=\$81,293 (N)=5 Δ=+1
\$6,000 - \$8,000	Yield=0.0%	Yield=0.0%	Yield=33.3%	Yield=50.0%	Yield=0.0%	Yield=60.0%	Yield=54.5%	Yield=54.5%
	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$14,994 (NTR)=\$16,362 (N)=1 Δ=0	Avg. Grant: (Mean)=\$13,482 (NTR)=\$13,471 (N)=1 Δ=0	Avg. Grant: (Mean)=\$18,522 (NTR)=\$2,446 (N)=0 Δ=0	Avg. Grant: (Mean)=\$8,567 (NTR)=\$52,559 (N)=3 Δ=+1	Avg. Grant: (Mean)=\$9,008 (NTR)=\$83,822 (N)=6 Δ=0	Avg. Grant: (Mean)=\$10,637 (NTR)=\$168,660 (N)=12 Δ=+2
\$8,000 - \$12,000	Yield=0.0%	Yield=0.0%	Yield=60.0%	Yield=50.0%	Yield=54.5%	Yield=0.0%	Yield=61.5%	Yield=56.3%
	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Avg. Grant: (Mean)=\$8,466 (NTR)=\$43,126 (N)=3 Δ=+1	Avg. Grant: (Mean)=\$12,410 (NTR)=\$22,252 (N)=1 Δ=-1	Avg. Grant: (Mean)=\$11,049 (NTR)=\$94,106 (N)=6 Δ=+2	Avg. Grant: (Mean)=\$10,584 (NTR)=\$2,439 (N)=0 Δ=0	Avg. Grant: (Mean)=\$8,724 (NTR)=\$113,389 (N)=8 Δ=-2	Avg. Grant: (Mean)=\$9,764 (NTR)=\$275,312 (N)=18 Δ=0
\$12,000 - \$15,000	Yield=0.0%	Yield=100.0%	Yield=80.0%	Yield=66.7%	Yield=44.4%	Yield=40.0%	Yield=61.5%	Yield=56.4%
	Avg. Grant: (Mean)=\$17,010 (NTR)=\$3,710 (N)=0 Δ=0	Avg. Grant: (Mean)=\$500 (NTR)=\$39,959 (N)=2 Δ=0	Avg. Grant: (Mean)=\$5,945 (NTR)=\$77,533 (N)=4 Δ=0	Avg. Grant: (Mean)=\$8,736 (NTR)=\$18,925 (N)=2 Δ=+2	Avg. Grant: (Mean)=\$11,875 (NTR)=\$49,411 (N)=4 Δ=+1	Avg. Grant: (Mean)=\$12,322 (NTR)=\$34,455 (N)=2 Δ=0	Avg. Grant: (Mean)=\$10,099 (NTR)=\$103,473 (N)=8 Δ=+1	Avg. Grant: (Mean)=\$9,771 (NTR)=\$327,466 (N)=22 Δ=+4
\$15,000 - \$17,000	Yield=100.0%	Yield=50.0%	Yield=0.0%	Yield=100.0%	Yield=60.0%	Yield=50.0%	Yield=60.0%	Yield=61.1%
	Avg. Grant: (Mean)=\$3,150 (NTR)=\$15,621 (N)=1 Δ=0	Avg. Grant: (Mean)=\$5,983 (NTR)=\$24,991 (N)=1 Δ=0	Avg. Grant: (Mean)=\$11,592 (NTR)=\$1,588 (N)=0 Δ=0	Avg. Grant: (Mean)=\$7,936 (NTR)=\$18,813 (N)=1 Δ=+1	Avg. Grant: (Mean)=\$8,793 (NTR)=\$53,973 (N)=3 Δ=0	Avg. Grant: (Mean)=\$12,473 (NTR)=\$20,463 (N)=1 Δ=0	Avg. Grant: (Mean)=\$10,885 (NTR)=\$40,484 (N)=3 Δ=+1	Avg. Grant: (Mean)=\$9,293 (NTR)=\$175,934 (N)=11 Δ=+3
> \$17,000	Yield=50.0%	Yield=49.0%	Yield=49.5%	Yield=50.0%	Yield=48.0%	Yield=47.5%	Yield=44.9%	Yield=48.0%
	Avg. Grant: (Mean)=\$12,810 (NTR)=\$43,782 (N)=3 Δ=+2	Avg. Grant: (Mean)=\$10,994 (NTR)=\$421,416 (N)=24 Δ=+11	Avg. Grant: (Mean)=\$10,730 (NTR)=\$916,755 (N)=52 Δ=+30	Avg. Grant: (Mean)=\$12,219 (NTR)=\$541,528 (N)=34 Δ=+9	Avg. Grant: (Mean)=\$13,391 (NTR)=\$727,948 (N)=49 Δ=+9	Avg. Grant: (Mean)=\$12,822 (NTR)=\$430,121 (N)=28 Δ=+11	Avg. Grant: (Mean)=\$13,487 (NTR)=\$609,171 (N)=44 Δ=+4	Avg. Grant: (Mean)=\$12,356 (NTR)=\$3,690,721 (N)=234 Δ=+76
Total	Yield=44.4%	Yield=50.9%	Yield=50.4%	Yield=51.3%	Yield=48.5%	Yield=50.0%	Yield=48.7%	Yield=49.5%
	Avg. Grant: (Mean)=\$12,128 (NTR)=\$63,114 (N)=4 Δ=+2	Avg. Grant: (Mean)=\$10,499 (NTR)=\$490,315 (N)=28 Δ=+11	Avg. Grant: (Mean)=\$10,438 (NTR)=\$1,122,028 (N)=64 Δ=+35	Avg. Grant: (Mean)=\$12,037 (NTR)=\$634,899 (N)=41 Δ=+11	Avg. Grant: (Mean)=\$12,922 (NTR)=\$961,098 (N)=64 Δ=+14	Avg. Grant: (Mean)=\$12,159 (NTR)=\$591,405 (N)=39 Δ=+13	Avg. Grant: (Mean)=\$12,320 (NTR)=\$1,007,355 (N)=73 Δ=+3	Avg. Grant: (Mean)=\$11,849 (NTR)=\$4,870,214 (N)=312 Δ=+88

GRAND TOTAL

	HSGPA							
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	Total
Total	Yield=41.7%	Yield=35.4%	Yield=36.8%	Yield=36.6%	Yield=39.4%	Yield=36.8%	Yield=33.2%	Yield=36.2%
	Avg. Grant: (Mean)=\$12,734 (NTR)=\$79,378 (N)=5 Δ=+2	Avg. Grant: (Mean)=\$12,153 (NTR)=\$583,860 (N)=35 Δ=+16	Avg. Grant: (Mean)=\$11,876 (NTR)=\$1,293,283 (N)=78 Δ=+41	Avg. Grant: (Mean)=\$13,132 (NTR)=\$732,682 (N)=49 Δ=+16	Avg. Grant: (Mean)=\$13,712 (NTR)=\$1,149,205 (N)=78 Δ=+19	Avg. Grant: (Mean)=\$13,131 (NTR)=\$660,993 (N)=46 Δ=+14	Avg. Grant: (Mean)=\$13,315 (NTR)=\$1,135,560 (N)=87 Δ=+10	Avg. Grant: (Mean)=\$12,968 (NTR)=\$5,634,962 (N)=377 Δ=+117

 N > E

Scenario 3

- Assumes a 1.5% cost of attendance increase and a 7% growth in accepted students
- Increases aid to out of state students
- Targets 2419 entering freshmen at a 22.2% discount rate
- Achieves \$31,655,365 in total revenue

Scenario 4


- Assumes a 1.5% cost of attendance increase and a 7% growth in accepted students
- Increases aid to out of state students
- Targets 2431 entering freshmen at a 24.0% discount rate
- Achieves \$31,438,161 in total revenue, less than option 3 despite more students

Scenario 5

- Assumes a 1.5% cost of attendance increase and a 7% growth in accepted students
- Increases aid to out of state students
- Targets 2439 entering freshmen at a 28.5% discount rate
- Achieves \$31,332,105 in total revenue, less than options 3 and 4

Each scenario above (3-5) builds upon ISU's existing merit strategies to try and achieve ISU's enrollment goals. What can be clearly seen is that ISU is near a point of diminishing returns with its current freshman pool. Increases in institutionally-funded aid are not necessarily leading ISU towards its enrollment goals or generating sufficient revenue growth.

Enrollment growth will need to be driven by a combination of increased yield and tactical deployment of ISU's limited aid budget. Given these scenarios, we believe that the aid programs currently in use at ISU are well aligned with institutional goals. One area of opportunity that we have identified is to use smaller amounts of need based aid (\$500 to \$1,500) with students that possess 2.5-3.0 GPA's and send a FAFSA to ISU.

 Indiana State University <i>More. From day one.</i>	Prior Year Enrolled	Option 3	Option 4	Option 5
		1.5%	1.5%	1.5%
Students <i>yield</i>	2260 38.4%	2419 38.4%	2431 38.6%	2439 38.7%
Average SAT Score	930	928	929	929
High School GPA	3.03	3.03	3.03	3.03
Gender (male) <i>% Male Students</i>	1013 44.8%	1076 44.5%	1081 44.5%	1085 44.5%
Minority Students <i>% Minority Students</i>	622 27.5%	651 26.9%	653 26.9%	657 26.9%
In-State Students <i>% In-state Students</i>	2000 88.5%	2133 88.2%	2140 88.0%	2146 88.0%
Illinois Residents <i>% of total</i>	205 9.1%	226 9.3%	229 9.4%	231 9.5%
KY Residents <i>% of total</i>	1 0.0%	2 0.1%	2 0.1%	2 0.1%
OH Resident <i>% of total</i>	10 0.4%	10 0.4%	10 0.4%	10 0.4%
Midwest Resident <i>% of total</i>	12 0.5%	14 0.6%	14 0.6%	14 0.6%
FAFSA Submitted <i>% of total</i>	2179 96.4%	2336 96.6%	2349 96.6%	2356 96.6%
FAFSA First Choice <i>% of total</i>	1769 78.3%	1896 78.4%	1903 78.3%	1908 78.2%
Students Over 60 Miles From Campus <i>% of total</i>	1510 66.8%	1626 67.2%	1632 67.1%	1638 67.1%
Students Within 60 Miles of Campus <i>% of total</i>	750 33.2%	793 32.8%	800 32.9%	801 32.9%
Average Institutional Aid	\$ 2,048			
Average EMFASYS Award		\$ 2,000	\$ 2,164	\$ 2,254
Total Institutional Aid	\$ 4,629,407			
Total EMFASYS Award Recommendation		\$ 4,836,166	\$ 5,261,994	\$ 5,498,363
Tuition Discount Rate	22.7%	22.2%	24.0%	28.5%
Total Discount Rate	13.9%	13.3%	14.3%	14.9%
Net Tuition Revenue	\$ 15,808,153	\$ 16,938,675	\$ 16,665,145	\$ 16,506,298
Net Tuition Revenue Per Student	\$6,995	\$ 7,004	\$ 6,854	\$ 6,768
Net Total Revenue	\$ 28,643,153	\$ 31,655,365	\$ 31,438,161	\$ 31,332,105
Net Total Revenue Per Student	\$12,674	\$13,089	\$12,930	\$12,846

Key To Reading Matrix Information

Actual Data

	SAT Scores →				
	< 770	770 - 850	850 - 950	> 950	Total
Yield →	Yield=39.3%	Yield=32.7%	Yield=30.6%	Yield=30.4%	Yield=33.1%
Average grant awarded to students who enrolled →	Avg. Grant: (E)=\$15,054	Avg. Grant: (E)=\$14,691	Avg. Grant: (E)=\$13,790	Avg. Grant: (E)=\$14,511	Avg. Grant: (E)=\$14,539
Average grant awarded to students who did not enroll →	(N)=\$13,394	(N)=\$13,210	(N)=\$13,568	(N)=\$13,563	(N)=\$13,440
Average grant awarded overall →	(T)=\$14,046	(T)=\$13,694	(T)=\$13,636	(T)=\$13,851	(T)=\$13,804
Net Total Revenue →	NTR=\$2,708,662	NTR=\$2,415,130	NTR=\$2,380,886	NTR=\$2,360,866	NTR=\$9,865,544
# who enrolled / # students accepted →	112/285	97/297	93/304	97/319	399/1205

For need > 0 Matrices, need runs down the side

Projected Maximum Data

	< 770	770 - 850	850 - 950	> 950	Total
Yield →	Yield=34.7%	Yield=33.0%	Yield=33.7%	Yield=30.3%	Yield=32.8%
Average grant suggested by the model →	Avg. Grant: (Mean)=\$14,609	Avg. Grant: (Mean)=\$15,276	Avg. Grant: (Mean)=\$15,555	Avg. Grant: (Mean)=\$16,064	Avg. Grant: (Mean)=\$15,378
Projected enrollment by the model →	(N)=115	(N)=114	(N)=119	(N)=112	(N)=459
Difference between number of students enrolled by the model and actual number of students enrolled →	Δ=+3	Δ=+17	Δ=+26	Δ=+15	Δ=+60

Need = 0

For need > 0 Matrices, need runs down the side

**Indiana State University: In-State Students
Option 3 Projected Maximum**

NO NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=32.0%	Yield=27.2%	Yield=24.8%	Yield=22.0%	Yield=22.8%	Yield=19.5%	Yield=18.0%	Yield=21.8%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,300	Avg. Grant: (Mean)=\$1,300	Avg. Grant: (Mean)=\$1,965	Avg. Grant: (Mean)=\$985
	(NTR)=\$109,276	(NTR)=\$738,376	(NTR)=\$1,461,433	(NTR)=\$997,395	(NTR)=\$1,418,768	(NTR)=\$641,240	(NTR)=\$1,234,694	(NTR)=\$6,601,181
	(N)=8	(N)=53	(N)=106	(N)=75	(N)=136	(N)=65	(N)=125	(N)=569
	Δ=-2	Δ=-2	Δ=-1	Δ=+7	Δ=+14	Δ=+7	Δ=+3	Δ=+27

NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=100.0%	Yield=66.7%	Yield=63.5%	Yield=60.7%	Yield=58.6%	Yield=68.2%	Yield=61.1%	Yield=62.7%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$1,950	Avg. Grant: (Mean)=\$2,600	Avg. Grant: (Mean)=\$3,900	Avg. Grant: (Mean)=\$1,945
	(NTR)=\$22,162	(NTR)=\$121,652	(NTR)=\$435,771	(NTR)=\$219,407	(NTR)=\$411,295	(NTR)=\$279,330	(NTR)=\$293,907	(NTR)=\$1,783,525
	(N)=2	(N)=8	(N)=33	(N)=17	(N)=41	(N)=30	(N)=44	(N)=175
	Δ=0	Δ=+2	Δ=+7	Δ=-1	Δ=+1	Δ=0	Δ=+1	Δ=+10
< \$4,000	Yield=50.0%	Yield=66.7%	Yield=69.4%	Yield=60.0%	Yield=60.6%	Yield=64.5%	Yield=58.8%	Yield=63.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$1,950	Avg. Grant: (Mean)=\$2,600	Avg. Grant: (Mean)=\$4,160	Avg. Grant: (Mean)=\$1,631
	(NTR)=\$23,958	(NTR)=\$144,060	(NTR)=\$312,937	(NTR)=\$258,504	(NTR)=\$196,839	(NTR)=\$167,591	(NTR)=\$150,932	(NTR)=\$1,254,820
	(N)=1	(N)=10	(N)=25	(N)=21	(N)=20	(N)=20	(N)=20	(N)=118
	Δ=+1	Δ=+2	Δ=+4	Δ=+4	Δ=0	Δ=+1	Δ=0	Δ=+13
\$4,000 - \$6,000	Yield=80.0%	Yield=73.9%	Yield=65.2%	Yield=68.7%	Yield=70.2%	Yield=59.5%	Yield=66.4%	Yield=66.8%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$2,210	Avg. Grant: (Mean)=\$2,600	Avg. Grant: (Mean)=\$4,160	Avg. Grant: (Mean)=\$1,776
	(NTR)=\$30,997	(NTR)=\$333,836	(NTR)=\$735,502	(NTR)=\$416,940	(NTR)=\$697,807	(NTR)=\$333,892	(NTR)=\$395,159	(NTR)=\$2,944,135
	(N)=4	(N)=34	(N)=73	(N)=46	(N)=92	(N)=47	(N)=71	(N)=366
	Δ=+1	Δ=+3	Δ=+4	Δ=+9	Δ=+9	Δ=-1	Δ=+6	Δ=+30
\$6,000 - \$8,000	Yield=75.0%	Yield=65.0%	Yield=61.5%	Yield=50.0%	Yield=56.2%	Yield=41.7%	Yield=50.0%	Yield=55.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$2,600	Avg. Grant: (Mean)=\$2,990	Avg. Grant: (Mean)=\$4,420	Avg. Grant: (Mean)=\$1,660
	(NTR)=\$51,628	(NTR)=\$432,336	(NTR)=\$804,288	(NTR)=\$436,111	(NTR)=\$587,493	(NTR)=\$212,117	(NTR)=\$340,650	(NTR)=\$2,864,622
	(N)=3	(N)=26	(N)=48	(N)=27	(N)=41	(N)=15	(N)=27	(N)=187
	Δ=0	Δ=+7	Δ=0	Δ=+2	Δ=+3	Δ=+3	Δ=+4	Δ=+19
\$8,000 - \$12,000	Yield=50.0%	Yield=60.9%	Yield=62.4%	Yield=54.8%	Yield=58.3%	Yield=35.7%	Yield=45.7%	Yield=56.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$2,860	Avg. Grant: (Mean)=\$3,250	Avg. Grant: (Mean)=\$5,200	Avg. Grant: (Mean)=\$1,595
	(NTR)=\$58,685	(NTR)=\$478,216	(NTR)=\$894,328	(NTR)=\$383,347	(NTR)=\$583,491	(NTR)=\$137,180	(NTR)=\$186,894	(NTR)=\$2,722,141
	(N)=3	(N)=28	(N)=53	(N)=23	(N)=42	(N)=10	(N)=16	(N)=176
	Δ=-1	Δ=-1	Δ=+6	Δ=+3	Δ=+2	Δ=+3	Δ=+1	Δ=+14
\$12,000 - \$15,000	Yield=63.2%	Yield=60.5%	Yield=57.9%	Yield=54.4%	Yield=55.2%	Yield=53.5%	Yield=44.7%	Yield=55.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,000	Avg. Grant: (Mean)=\$3,250	Avg. Grant: (Mean)=\$3,510	Avg. Grant: (Mean)=\$5,460	Avg. Grant: (Mean)=\$1,696
	(NTR)=\$194,568	(NTR)=\$1,317,049	(NTR)=\$2,714,640	(NTR)=\$1,471,425	(NTR)=\$1,449,148	(NTR)=\$607,836	(NTR)=\$525,719	(NTR)=\$8,280,384
	(N)=12	(N)=78	(N)=161	(N)=93	(N)=107	(N)=46	(N)=46	(N)=542
	Δ=+1	Δ=+4	Δ=-6	Δ=+10	Δ=+7	Δ=-2	Δ=+7	Δ=+20
\$15,000 - \$17,000	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=0.0%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0
	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0	(NTR)=\$0
	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0	(N)=0
	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0	Δ=0
> \$17,000	Yield=62.5%	Yield=63.9%	Yield=61.2%	Yield=57.2%	Yield=60.1%	Yield=55.3%	Yield=55.4%	Yield=59.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$716	Avg. Grant: (Mean)=\$2,647	Avg. Grant: (Mean)=\$2,963	Avg. Grant: (Mean)=\$4,569	Avg. Grant: (Mean)=\$1,718
	(NTR)=\$381,997	(NTR)=\$2,827,149	(NTR)=\$5,897,467	(NTR)=\$3,185,734	(NTR)=\$3,926,072	(NTR)=\$1,737,946	(NTR)=\$1,893,261	(NTR)=\$19,849,627
	(N)=25	(N)=184	(N)=393	(N)=227	(N)=343	(N)=168	(N)=224	(N)=1564
	Δ=+2	Δ=+17	Δ=+15	Δ=+27	Δ=+22	Δ=+4	Δ=+19	Δ=+106
Total								

GRAND TOTAL

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=50.8%	Yield=49.1%	Yield=46.7%	Yield=40.9%	Yield=41.0%	Yield=36.6%	Yield=31.8%	Yield=40.6%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$538	Avg. Grant: (Mean)=\$2,265	Avg. Grant: (Mean)=\$2,499	Avg. Grant: (Mean)=\$3,636	Avg. Grant: (Mean)=\$1,522
	(NTR)=\$491,273	(NTR)=\$3,565,525	(NTR)=\$7,358,900	(NTR)=\$4,183,129	(NTR)=\$5,344,839	(NTR)=\$2,379,186	(NTR)=\$3,127,955	(NTR)=\$26,450,807
	(N)=33	(N)=237	(N)=499	(N)=302	(N)=479	(N)=233	(N)=349	(N)=2133
	Δ=0	Δ=+15	Δ=+14	Δ=+34	Δ=+36	Δ=+11	Δ=+22	Δ=+133
Total								

■ N > E

**Indiana State University: Out-of-State Students
Option 3 Projected Maximum**

NO NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=33.3% Avg. Grant: (Mean)=\$0 (NTR)=\$14,856 (N)=1 Δ=0	Yield=6.8% Avg. Grant: (Mean)=\$0 (NTR)=\$78,076 (N)=3 Δ=+1	Yield=7.1% Avg. Grant: (Mean)=\$1,290 (NTR)=\$146,239 (N)=6 Δ=-2	Yield=7.4% Avg. Grant: (Mean)=\$5,889 (NTR)=\$89,211 (N)=4 Δ=+1	Yield=15.2% Avg. Grant: (Mean)=\$6,466 (NTR)=\$175,083 (N)=10 Δ=+1	Yield=10.6% Avg. Grant: (Mean)=\$7,017 (NTR)=\$65,442 (N)=5 Δ=-1	Yield=7.1% Avg. Grant: (Mean)=\$6,877 (NTR)=\$118,982 (N)=8 Δ=+1	Yield=9.2% Avg. Grant: (Mean)=\$4,761 (NTR)=\$687,890 (N)=38 Δ=+2

NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$2,615 (N)=0 Δ=-1	Yield=50.0% Avg. Grant: (Mean)=\$4,017 (NTR)=\$35,322 (N)=2 Δ=+2	Yield=50.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$16,464 (N)=1 Δ=0	Yield=33.3% Avg. Grant: (Mean)=\$6,489 (NTR)=\$29,984 (N)=1 Δ=+1	Yield=100.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$32,742 (N)=3 Δ=0	Yield=33.3% Avg. Grant: (Mean)=\$7,794 (NTR)=\$26,563 (N)=2 Δ=-1	Yield=40.0% Avg. Grant: (Mean)=\$6,380 (NTR)=\$143,691 (N)=8 Δ=0
\$4,000 - \$6,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=33.3% Avg. Grant: (Mean)=\$167 (NTR)=\$27,372 (N)=1 Δ=+1	Yield=0.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$2,767 (N)=0 Δ=-1	Yield=0.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$1,881 (N)=0 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$17,129 (N)=1 Δ=0	Yield=66.7% Avg. Grant: (Mean)=\$8,141 (NTR)=\$26,031 (N)=2 Δ=0	Yield=45.5% Avg. Grant: (Mean)=\$5,606 (NTR)=\$75,180 (N)=5 Δ=+1
\$6,000 - \$8,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$167 (NTR)=\$12,070 (N)=0 Δ=-1	Yield=50.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$13,002 (N)=1 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$2,223 (N)=0 Δ=0	Yield=60.0% Avg. Grant: (Mean)=\$6,230 (NTR)=\$50,960 (N)=3 Δ=+1	Yield=54.5% Avg. Grant: (Mean)=\$7,998 (NTR)=\$79,017 (N)=6 Δ=0	Yield=45.5% Avg. Grant: (Mean)=\$6,427 (NTR)=\$157,273 (N)=10 Δ=0
\$8,000 - \$12,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=40.0% Avg. Grant: (Mean)=\$200 (NTR)=\$38,701 (N)=2 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$21,356 (N)=1 Δ=-1	Yield=45.5% Avg. Grant: (Mean)=\$7,525 (NTR)=\$90,947 (N)=5 Δ=+1	Yield=0.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$2,446 (N)=0 Δ=0	Yield=61.5% Avg. Grant: (Mean)=\$8,312 (NTR)=\$104,609 (N)=8 Δ=-2	Yield=50.0% Avg. Grant: (Mean)=\$6,644 (NTR)=\$258,059 (N)=16 Δ=-2
\$12,000 - \$15,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$2,425 (N)=0 Δ=0	Yield=100.0% Avg. Grant: (Mean)=\$0 (NTR)=\$39,403 (N)=2 Δ=0	Yield=60.0% Avg. Grant: (Mean)=\$1,657 (NTR)=\$73,872 (N)=3 Δ=-1	Yield=33.3% Avg. Grant: (Mean)=\$2,928 (NTR)=\$17,711 (N)=1 Δ=+1	Yield=44.4% Avg. Grant: (Mean)=\$7,783 (NTR)=\$47,851 (N)=4 Δ=+1	Yield=40.0% Avg. Grant: (Mean)=\$6,876 (NTR)=\$33,071 (N)=2 Δ=0	Yield=53.8% Avg. Grant: (Mean)=\$8,876 (NTR)=\$91,881 (N)=7 Δ=0	Yield=48.7% Avg. Grant: (Mean)=\$6,117 (NTR)=\$306,215 (N)=19 Δ=+1
\$15,000 - \$17,000	Yield=100.0% Avg. Grant: (Mean)=\$0 (NTR)=\$14,935 (N)=1 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$23,899 (N)=1 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$1,595 (N)=0 Δ=0	Yield=100.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$18,143 (N)=1 Δ=+1	Yield=60.0% Avg. Grant: (Mean)=\$5,970 (NTR)=\$50,612 (N)=3 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$7,402 (NTR)=\$19,560 (N)=1 Δ=0	Yield=60.0% Avg. Grant: (Mean)=\$9,665 (NTR)=\$38,165 (N)=3 Δ=+1	Yield=55.6% Avg. Grant: (Mean)=\$6,385 (NTR)=\$166,911 (N)=10 Δ=+2
> \$17,000	Yield=16.7% Avg. Grant: (Mean)=\$0 (NTR)=\$35,215 (N)=1 Δ=0	Yield=28.6% Avg. Grant: (Mean)=\$0 (NTR)=\$365,862 (N)=14 Δ=+1	Yield=32.4% Avg. Grant: (Mean)=\$1,392 (NTR)=\$823,400 (N)=34 Δ=+12	Yield=41.2% Avg. Grant: (Mean)=\$6,833 (NTR)=\$517,670 (N)=28 Δ=+3	Yield=38.2% Avg. Grant: (Mean)=\$7,607 (NTR)=\$690,006 (N)=39 Δ=-1	Yield=40.7% Avg. Grant: (Mean)=\$7,636 (NTR)=\$413,599 (N)=24 Δ=+7	Yield=40.8% Avg. Grant: (Mean)=\$10,392 (NTR)=\$563,586 (N)=40 Δ=0	Yield=36.9% Avg. Grant: (Mean)=\$5,861 (NTR)=\$3,409,338 (N)=180 Δ=+22
Total	Yield=22.2% Avg. Grant: (Mean)=\$0 (NTR)=\$52,575 (N)=2 Δ=0	Yield=30.9% Avg. Grant: (Mean)=\$0 (NTR)=\$431,780 (N)=17 Δ=0	Yield=33.9% Avg. Grant: (Mean)=\$1,433 (NTR)=\$1,012,332 (N)=43 Δ=+14	Yield=41.3% Avg. Grant: (Mean)=\$6,778 (NTR)=\$607,115 (N)=33 Δ=+3	Yield=39.4% Avg. Grant: (Mean)=\$7,521 (NTR)=\$913,506 (N)=52 Δ=+2	Yield=42.3% Avg. Grant: (Mean)=\$7,493 (NTR)=\$569,508 (N)=33 Δ=+7	Yield=45.3% Avg. Grant: (Mean)=\$9,727 (NTR)=\$929,851 (N)=68 Δ=-2	Yield=39.4% Avg. Grant: (Mean)=\$5,964 (NTR)=\$4,516,667 (N)=248 Δ=+24

GRAND TOTAL

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=25.0% Avg. Grant: (Mean)=\$0 (NTR)=\$67,431 (N)=3 Δ=0	Yield=20.2% Avg. Grant: (Mean)=\$0 (NTR)=\$509,856 (N)=20 Δ=+1	Yield=23.1% Avg. Grant: (Mean)=\$1,415 (NTR)=\$1,158,571 (N)=49 Δ=+12	Yield=27.6% Avg. Grant: (Mean)=\$6,682 (NTR)=\$696,326 (N)=37 Δ=+4	Yield=31.3% Avg. Grant: (Mean)=\$7,351 (NTR)=\$1,088,590 (N)=62 Δ=+3	Yield=30.4% Avg. Grant: (Mean)=\$7,431 (NTR)=\$634,950 (N)=38 Δ=+6	Yield=29.0% Avg. Grant: (Mean)=\$9,427 (NTR)=\$1,048,834 (N)=76 Δ=-1	Yield=27.5% Avg. Grant: (Mean)=\$5,804 (NTR)=\$5,204,557 (N)=286 Δ=+26

 N > E

**Indiana State University: In-State Students
Option 4 Projected Maximum**

NO NEED

	HSGPA							
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	Total
	Yield=32.0% Avg. Grant: (Mean)=\$0 (NTR)=\$109,276 (N)=8 Δ=-2	Yield=27.2% Avg. Grant: (Mean)=\$0 (NTR)=\$738,376 (N)=53 Δ=-2	Yield=24.8% Avg. Grant: (Mean)=\$0 (NTR)=\$1,461,433 (N)=106 Δ=-1	Yield=22.0% Avg. Grant: (Mean)=\$0 (NTR)=\$997,395 (N)=75 Δ=+7	Yield=22.8% Avg. Grant: (Mean)=\$1,400 (NTR)=\$1,410,892 (N)=136 Δ=+14	Yield=19.8% Avg. Grant: (Mean)=\$1,400 (NTR)=\$637,850 (N)=66 Δ=+8	Yield=18.2% Avg. Grant: (Mean)=\$2,100 (NTR)=\$1,225,069 (N)=126 Δ=+4	Yield=21.8% Avg. Grant: (Mean)=\$1,056 (NTR)=\$6,580,291 (N)=570 Δ=+28

NEED

	HSGPA							
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	Total
< \$4,000	Yield=100.0% Avg. Grant: (Mean)=\$0 (NTR)=\$22,162 (N)=2 Δ=0	Yield=66.7% Avg. Grant: (Mean)=\$0 (NTR)=\$121,652 (N)=8 Δ=+2	Yield=63.5% Avg. Grant: (Mean)=\$0 (NTR)=\$435,771 (N)=33 Δ=+7	Yield=60.7% Avg. Grant: (Mean)=\$500 (NTR)=\$219,407 (N)=17 Δ=-1	Yield=58.6% Avg. Grant: (Mean)=\$2,100 (NTR)=\$407,082 (N)=41 Δ=+1	Yield=68.2% Avg. Grant: (Mean)=\$2,800 (NTR)=\$274,790 (N)=30 Δ=0	Yield=61.1% Avg. Grant: (Mean)=\$4,200 (NTR)=\$283,421 (N)=44 Δ=+1	Yield=63.1% Avg. Grant: (Mean)=\$2,091 (NTR)=\$1,764,286 (N)=176 Δ=+11
\$4,000 - \$6,000	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$23,958 (N)=1 Δ=+1	Yield=66.7% Avg. Grant: (Mean)=\$0 (NTR)=\$144,060 (N)=10 Δ=+2	Yield=69.4% Avg. Grant: (Mean)=\$0 (NTR)=\$312,937 (N)=25 Δ=+4	Yield=60.0% Avg. Grant: (Mean)=\$500 (NTR)=\$258,504 (N)=21 Δ=+4	Yield=63.6% Avg. Grant: (Mean)=\$2,100 (NTR)=\$194,743 (N)=21 Δ=+1	Yield=64.5% Avg. Grant: (Mean)=\$2,800 (NTR)=\$164,528 (N)=20 Δ=+1	Yield=58.8% Avg. Grant: (Mean)=\$4,480 (NTR)=\$146,071 (N)=20 Δ=0	Yield=63.6% Avg. Grant: (Mean)=\$1,749 (NTR)=\$1,244,800 (N)=119 Δ=+14
\$6,000 - \$8,000	Yield=80.0% Avg. Grant: (Mean)=\$0 (NTR)=\$30,997 (N)=4 Δ=+1	Yield=73.9% Avg. Grant: (Mean)=\$0 (NTR)=\$333,836 (N)=34 Δ=+3	Yield=65.2% Avg. Grant: (Mean)=\$0 (NTR)=\$735,502 (N)=73 Δ=+4	Yield=68.7% Avg. Grant: (Mean)=\$500 (NTR)=\$416,940 (N)=46 Δ=+9	Yield=70.2% Avg. Grant: (Mean)=\$2,380 (NTR)=\$685,441 (N)=92 Δ=+9	Yield=59.5% Avg. Grant: (Mean)=\$2,800 (NTR)=\$326,842 (N)=47 Δ=-1	Yield=66.4% Avg. Grant: (Mean)=\$4,480 (NTR)=\$375,999 (N)=71 Δ=+6	Yield=67.2% Avg. Grant: (Mean)=\$1,908 (NTR)=\$2,905,558 (N)=368 Δ=+32
\$8,000 - \$12,000	Yield=75.0% Avg. Grant: (Mean)=\$0 (NTR)=\$51,628 (N)=3 Δ=0	Yield=65.0% Avg. Grant: (Mean)=\$0 (NTR)=\$432,336 (N)=26 Δ=+7	Yield=61.5% Avg. Grant: (Mean)=\$0 (NTR)=\$804,288 (N)=48 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$500 (NTR)=\$436,111 (N)=27 Δ=+2	Yield=56.2% Avg. Grant: (Mean)=\$2,800 (NTR)=\$582,572 (N)=41 Δ=+3	Yield=41.7% Avg. Grant: (Mean)=\$3,220 (NTR)=\$210,546 (N)=15 Δ=+3	Yield=51.9% Avg. Grant: (Mean)=\$4,760 (NTR)=\$334,746 (N)=28 Δ=+5	Yield=55.6% Avg. Grant: (Mean)=\$1,781 (NTR)=\$2,852,226 (N)=188 Δ=+20
\$12,000 - \$15,000	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$58,685 (N)=3 Δ=-1	Yield=60.9% Avg. Grant: (Mean)=\$0 (NTR)=\$478,216 (N)=28 Δ=-1	Yield=62.4% Avg. Grant: (Mean)=\$0 (NTR)=\$894,328 (N)=53 Δ=+6	Yield=54.8% Avg. Grant: (Mean)=\$500 (NTR)=\$383,347 (N)=23 Δ=+3	Yield=58.3% Avg. Grant: (Mean)=\$3,080 (NTR)=\$578,028 (N)=42 Δ=+2	Yield=35.7% Avg. Grant: (Mean)=\$3,500 (NTR)=\$135,943 (N)=10 Δ=+3	Yield=45.7% Avg. Grant: (Mean)=\$5,600 (NTR)=\$182,679 (N)=16 Δ=+1	Yield=56.4% Avg. Grant: (Mean)=\$1,712 (NTR)=\$2,711,226 (N)=177 Δ=+15
\$15,000 - \$17,000	Yield=63.2% Avg. Grant: (Mean)=\$0 (NTR)=\$194,568 (N)=12 Δ=+1	Yield=60.5% Avg. Grant: (Mean)=\$0 (NTR)=\$1,317,049 (N)=78 Δ=+4	Yield=57.9% Avg. Grant: (Mean)=\$0 (NTR)=\$2,714,640 (N)=161 Δ=-6	Yield=54.4% Avg. Grant: (Mean)=\$1,000 (NTR)=\$1,471,425 (N)=93 Δ=+10	Yield=55.2% Avg. Grant: (Mean)=\$3,500 (NTR)=\$1,433,259 (N)=107 Δ=+7	Yield=53.5% Avg. Grant: (Mean)=\$3,780 (NTR)=\$600,394 (N)=46 Δ=-2	Yield=45.6% Avg. Grant: (Mean)=\$5,880 (NTR)=\$513,802 (N)=47 Δ=+8	Yield=55.5% Avg. Grant: (Mean)=\$1,813 (NTR)=\$8,245,137 (N)=544 Δ=+22
> \$17,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0
Total	Yield=62.5% Avg. Grant: (Mean)=\$0 (NTR)=\$381,997 (N)=25 Δ=+2	Yield=63.9% Avg. Grant: (Mean)=\$0 (NTR)=\$2,827,149 (N)=184 Δ=+17	Yield=61.2% Avg. Grant: (Mean)=\$0 (NTR)=\$5,897,467 (N)=393 Δ=+15	Yield=57.2% Avg. Grant: (Mean)=\$716 (NTR)=\$3,185,734 (N)=227 Δ=+27	Yield=60.4% Avg. Grant: (Mean)=\$2,851 (NTR)=\$3,881,125 (N)=345 Δ=+24	Yield=55.6% Avg. Grant: (Mean)=\$3,190 (NTR)=\$1,713,042 (N)=169 Δ=+5	Yield=56.2% Avg. Grant: (Mean)=\$4,921 (NTR)=\$1,836,719 (N)=227 Δ=+22	Yield=59.3% Avg. Grant: (Mean)=\$1,841 (NTR)=\$19,723,23 (N)=1570 Δ=+112

■ N > E

GRAND TOTAL

	HSGPA							
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	Total
Total	Yield=50.8% Avg. Grant: (Mean)=\$0 (NTR)=\$491,273 (N)=33 Δ=0	Yield=49.1% Avg. Grant: (Mean)=\$0 (NTR)=\$3,565,525 (N)=237 Δ=+15	Yield=46.7% Avg. Grant: (Mean)=\$0 (NTR)=\$7,358,900 (N)=499 Δ=+14	Yield=40.9% Avg. Grant: (Mean)=\$538 (NTR)=\$4,183,129 (N)=302 Δ=+34	Yield=41.2% Avg. Grant: (Mean)=\$2,440 (NTR)=\$5,292,018 (N)=481 Δ=+38	Yield=36.9% Avg. Grant: (Mean)=\$2,688 (NTR)=\$2,350,892 (N)=235 Δ=+13	Yield=32.2% Avg. Grant: (Mean)=\$3,914 (NTR)=\$3,061,787 (N)=353 Δ=+26	Yield=40.7% Avg. Grant: (Mean)=\$1,632 (NTR)=\$26,303,52 (N)=2140 Δ=+140

**Indiana State University: Out-of-State Students
Option 4 Projected Maximum**

NO NEED

	HSGPA						Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
	Yield=33.3%	Yield=6.8%	Yield=7.1%	Yield=7.4%	Yield=15.2%	Yield=10.6%	Yield=7.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,290	Avg. Grant: (Mean)=\$5,889	Avg. Grant: (Mean)=\$6,658	Avg. Grant: (Mean)=\$7,104	Avg. Grant: (Mean)=\$6,998
	(NTR)=\$14,856	(NTR)=\$78,076	(NTR)=\$146,239	(NTR)=\$89,211	(NTR)=\$175,608	(NTR)=\$65,558	(NTR)=\$119,334
	(N)=1	(N)=3	(N)=6	(N)=4	(N)=10	(N)=5	(N)=8
	Δ=0	Δ=+1	Δ=-2	Δ=+1	Δ=+1	Δ=-1	Δ=+1
							Yield=9.2%
							Avg. Grant: (Mean)=\$4,835
							(NTR)=\$688,882
							(N)=38
							Δ=+2

NEED

< \$4,000

	HSGPA						Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
	Yield=0.0%	Yield=0.0%	Yield=50.0%	Yield=50.0%	Yield=66.7%	Yield=100.0%	Yield=33.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$4,017	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$6,589	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$8,400
	(NTR)=\$0	(NTR)=\$2,615	(NTR)=\$35,322	(NTR)=\$16,464	(NTR)=\$29,969	(NTR)=\$32,742	(NTR)=\$26,402
	(N)=0	(N)=0	(N)=2	(N)=1	(N)=2	(N)=3	(N)=2
	Δ=0	Δ=-1	Δ=+2	Δ=0	Δ=+2	Δ=0	Δ=-1
							Yield=45.0%
							Avg. Grant: (Mean)=\$6,587
							(NTR)=\$143,515
							(N)=9
							Δ=+1
							Yield=45.5%
							Avg. Grant: (Mean)=\$5,851
							(NTR)=\$73,853
							(N)=5
							Δ=+1
							Yield=45.5%
							Avg. Grant: (Mean)=\$7,048
							(NTR)=\$154,268
							(N)=10
							Δ=0
							Yield=53.1%
							Avg. Grant: (Mean)=\$7,141
							(NTR)=\$252,140
							(N)=17
							Δ=-1
							Yield=51.3%
							Avg. Grant: (Mean)=\$7,024
							(NTR)=\$293,080
							(N)=20
							Δ=+2
							Yield=55.6%
							Avg. Grant: (Mean)=\$7,474
							(NTR)=\$158,576
							(N)=10
							Δ=+2
							Yield=37.5%
							Avg. Grant: (Mean)=\$6,172
							(NTR)=\$3,370,323
							(N)=183
							Δ=+25
							Yield=40.2%
							Avg. Grant: (Mean)=\$6,350
							(NTR)=\$4,445,755
							(N)=253
							Δ=+29

GRAND TOTAL

	HSGPA						Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
	Yield=25.0%	Yield=20.2%	Yield=23.1%	Yield=27.6%	Yield=31.8%	Yield=30.4%	Yield=30.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,415	Avg. Grant: (Mean)=\$6,729	Avg. Grant: (Mean)=\$7,485	Avg. Grant: (Mean)=\$7,614	Avg. Grant: (Mean)=\$10,704
	(NTR)=\$67,431	(NTR)=\$509,856	(NTR)=\$1,158,571	(NTR)=\$696,426	(NTR)=\$1,086,340	(NTR)=\$634,882	(NTR)=\$981,130
	(N)=3	(N)=20	(N)=49	(N)=37	(N)=63	(N)=38	(N)=80
	Δ=0	Δ=+1	Δ=+12	Δ=+4	Δ=+4	Δ=+6	Δ=+3
							Yield=28.0%
							Avg. Grant: (Mean)=\$6,152
							(NTR)=\$5,134,637
							(N)=291
							Δ=+31

 N > E

**Indiana State University: In-State Students
Option 5 Projected Maximum**

NO NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=32.0% Avg. Grant: (Mean)=\$0 (NTR)=\$109,276 (N)=8 Δ=-2	Yield=27.2% Avg. Grant: (Mean)=\$0 (NTR)=\$738,376 (N)=53 Δ=-2	Yield=24.8% Avg. Grant: (Mean)=\$0 (NTR)=\$1,461,433 (N)=106 Δ=-1	Yield=22.0% Avg. Grant: (Mean)=\$0 (NTR)=\$997,395 (N)=75 Δ=+7	Yield=22.8% Avg. Grant: (Mean)=\$1,400 (NTR)=\$1,410,892 (N)=136 Δ=+14	Yield=19.8% Avg. Grant: (Mean)=\$1,400 (NTR)=\$637,850 (N)=66 Δ=+8	Yield=18.2% Avg. Grant: (Mean)=\$2,100 (NTR)=\$1,225,069 (N)=126 Δ=+4	Yield=21.8% Avg. Grant: (Mean)=\$1,056 (NTR)=\$6,580,291 (N)=570 Δ=+28

NEED

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=100.0% Avg. Grant: (Mean)=\$0 (NTR)=\$22,162 (N)=2 Δ=0	Yield=66.7% Avg. Grant: (Mean)=\$0 (NTR)=\$121,652 (N)=8 Δ=+2	Yield=63.5% Avg. Grant: (Mean)=\$500 (NTR)=\$424,766 (N)=33 Δ=+7	Yield=60.7% Avg. Grant: (Mean)=\$500 (NTR)=\$219,407 (N)=17 Δ=-1	Yield=58.6% Avg. Grant: (Mean)=\$2,100 (NTR)=\$407,082 (N)=41 Δ=+1	Yield=68.2% Avg. Grant: (Mean)=\$2,800 (NTR)=\$274,790 (N)=30 Δ=0	Yield=61.1% Avg. Grant: (Mean)=\$4,200 (NTR)=\$283,421 (N)=44 Δ=+1	Yield=63.1% Avg. Grant: (Mean)=\$2,185 (NTR)=\$1,753,280 (N)=176 Δ=+11
\$4,000 - \$6,000	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$23,958 (N)=1 Δ=+1	Yield=66.7% Avg. Grant: (Mean)=\$0 (NTR)=\$144,060 (N)=10 Δ=+2	Yield=72.2% Avg. Grant: (Mean)=\$500 (NTR)=\$303,718 (N)=26 Δ=+5	Yield=60.0% Avg. Grant: (Mean)=\$500 (NTR)=\$258,504 (N)=21 Δ=+4	Yield=63.6% Avg. Grant: (Mean)=\$2,100 (NTR)=\$194,743 (N)=21 Δ=+1	Yield=64.5% Avg. Grant: (Mean)=\$2,800 (NTR)=\$164,528 (N)=20 Δ=+1	Yield=58.8% Avg. Grant: (Mean)=\$4,480 (NTR)=\$146,071 (N)=20 Δ=0	Yield=63.6% Avg. Grant: (Mean)=\$1,847 (NTR)=\$1,235,581 (N)=119 Δ=+14
\$6,000 - \$8,000	Yield=80.0% Avg. Grant: (Mean)=\$0 (NTR)=\$30,997 (N)=4 Δ=+1	Yield=73.9% Avg. Grant: (Mean)=\$0 (NTR)=\$333,836 (N)=34 Δ=+3	Yield=67.0% Avg. Grant: (Mean)=\$500 (NTR)=\$710,089 (N)=75 Δ=+6	Yield=68.7% Avg. Grant: (Mean)=\$500 (NTR)=\$416,940 (N)=46 Δ=+9	Yield=70.2% Avg. Grant: (Mean)=\$2,380 (NTR)=\$685,441 (N)=92 Δ=+9	Yield=59.5% Avg. Grant: (Mean)=\$2,800 (NTR)=\$326,842 (N)=47 Δ=-1	Yield=66.4% Avg. Grant: (Mean)=\$4,480 (NTR)=\$375,999 (N)=71 Δ=+6	Yield=67.3% Avg. Grant: (Mean)=\$2,011 (NTR)=\$2,880,145 (N)=369 Δ=+33
\$8,000 - \$12,000	Yield=75.0% Avg. Grant: (Mean)=\$0 (NTR)=\$51,628 (N)=3 Δ=0	Yield=65.0% Avg. Grant: (Mean)=\$0 (NTR)=\$432,336 (N)=26 Δ=+7	Yield=61.5% Avg. Grant: (Mean)=\$500 (NTR)=\$790,523 (N)=48 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$500 (NTR)=\$436,111 (N)=27 Δ=+2	Yield=56.2% Avg. Grant: (Mean)=\$2,800 (NTR)=\$582,572 (N)=41 Δ=+3	Yield=41.7% Avg. Grant: (Mean)=\$3,220 (NTR)=\$210,546 (N)=15 Δ=+3	Yield=51.9% Avg. Grant: (Mean)=\$4,760 (NTR)=\$334,746 (N)=28 Δ=+5	Yield=55.6% Avg. Grant: (Mean)=\$1,897 (NTR)=\$2,838,461 (N)=188 Δ=+20
\$12,000 - \$15,000	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$58,685 (N)=3 Δ=-1	Yield=60.9% Avg. Grant: (Mean)=\$0 (NTR)=\$478,216 (N)=28 Δ=-1	Yield=63.5% Avg. Grant: (Mean)=\$500 (NTR)=\$879,777 (N)=54 Δ=+7	Yield=54.8% Avg. Grant: (Mean)=\$500 (NTR)=\$383,347 (N)=23 Δ=+3	Yield=58.3% Avg. Grant: (Mean)=\$3,080 (NTR)=\$578,028 (N)=42 Δ=+2	Yield=35.7% Avg. Grant: (Mean)=\$3,500 (NTR)=\$135,943 (N)=10 Δ=+3	Yield=45.7% Avg. Grant: (Mean)=\$5,600 (NTR)=\$182,679 (N)=16 Δ=+1	Yield=56.4% Avg. Grant: (Mean)=\$1,847 (NTR)=\$2,696,675 (N)=177 Δ=+15
\$15,000 - \$17,000	Yield=63.2% Avg. Grant: (Mean)=\$0 (NTR)=\$194,568 (N)=12 Δ=+1	Yield=60.5% Avg. Grant: (Mean)=\$0 (NTR)=\$1,317,049 (N)=78 Δ=+4	Yield=58.6% Avg. Grant: (Mean)=\$500 (NTR)=\$2,673,047 (N)=163 Δ=-4	Yield=54.4% Avg. Grant: (Mean)=\$1,000 (NTR)=\$1,471,425 (N)=93 Δ=+10	Yield=55.2% Avg. Grant: (Mean)=\$3,500 (NTR)=\$1,433,259 (N)=107 Δ=+7	Yield=53.5% Avg. Grant: (Mean)=\$3,780 (NTR)=\$600,394 (N)=46 Δ=-2	Yield=45.6% Avg. Grant: (Mean)=\$5,880 (NTR)=\$513,802 (N)=47 Δ=+8	Yield=55.7% Avg. Grant: (Mean)=\$1,955 (NTR)=\$8,203,543 (N)=546 Δ=+24
> \$17,000	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0	Yield=0.0% Avg. Grant: (Mean)=\$0 (NTR)=\$0 (N)=0 Δ=0
Total	Yield=62.5% Avg. Grant: (Mean)=\$0 (NTR)=\$381,997 (N)=25 Δ=+2	Yield=63.9% Avg. Grant: (Mean)=\$0 (NTR)=\$2,827,149 (N)=184 Δ=+17	Yield=62.1% Avg. Grant: (Mean)=\$500 (NTR)=\$5,781,919 (N)=399 Δ=+21	Yield=57.2% Avg. Grant: (Mean)=\$716 (NTR)=\$3,185,734 (N)=227 Δ=+27	Yield=60.4% Avg. Grant: (Mean)=\$2,851 (NTR)=\$3,881,125 (N)=345 Δ=+24	Yield=55.6% Avg. Grant: (Mean)=\$3,190 (NTR)=\$1,713,042 (N)=169 Δ=+5	Yield=56.2% Avg. Grant: (Mean)=\$4,921 (NTR)=\$1,836,719 (N)=227 Δ=+22	Yield=59.6% Avg. Grant: (Mean)=\$1,963 (NTR)=\$19,607,681 (N)=1576 Δ=+118

■ N > E

GRAND TOTAL

	HSGPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=50.8% Avg. Grant: (Mean)=\$0 (NTR)=\$491,273 (N)=33 Δ=0	Yield=49.1% Avg. Grant: (Mean)=\$0 (NTR)=\$3,565,525 (N)=237 Δ=+15	Yield=47.2% Avg. Grant: (Mean)=\$395 (NTR)=\$7,243,352 (N)=505 Δ=+20	Yield=40.9% Avg. Grant: (Mean)=\$538 (NTR)=\$4,183,129 (N)=302 Δ=+34	Yield=41.2% Avg. Grant: (Mean)=\$2,440 (NTR)=\$5,292,018 (N)=481 Δ=+38	Yield=36.9% Avg. Grant: (Mean)=\$2,688 (NTR)=\$2,350,892 (N)=235 Δ=+13	Yield=32.2% Avg. Grant: (Mean)=\$3,914 (NTR)=\$3,061,787 (N)=353 Δ=+26	Yield=40.8% Avg. Grant: (Mean)=\$1,722 (NTR)=\$26,187,971 (N)=2146 Δ=+146

**Indiana State University: Out-of-State Students
Option 5 Projected Maximum**

NO NEED

	HSGPA						Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
	Yield=33.3%	Yield=6.8%	Yield=7.1%	Yield=7.4%	Yield=15.2%	Yield=10.6%	Yield=7.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,290	Avg. Grant: (Mean)=\$5,889	Avg. Grant: (Mean)=\$6,658	Avg. Grant: (Mean)=\$7,104	Avg. Grant: (Mean)=\$6,998
	(NTR)=\$14,856	(NTR)=\$78,076	(NTR)=\$146,239	(NTR)=\$89,211	(NTR)=\$175,608	(NTR)=\$65,558	(NTR)=\$119,334
	(N)=1	(N)=3	(N)=6	(N)=4	(N)=10	(N)=5	(N)=8
	Δ=0	Δ=+1	Δ=-2	Δ=+1	Δ=+1	Δ=-1	Δ=+1
							Yield=9.2%
							Avg. Grant: (Mean)=\$4,835
							(NTR)=\$688,882
							(N)=38
							Δ=+2

NEED

	HSGPA						Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
< \$4,000	Yield=0.0%	Yield=0.0%	Yield=50.0%	Yield=50.0%	Yield=66.7%	Yield=100.0%	Yield=33.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$4,392	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$6,589	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$8,400
	(NTR)=\$0	(NTR)=\$2,615	(NTR)=\$35,179	(NTR)=\$16,464	(NTR)=\$29,969	(NTR)=\$32,742	(NTR)=\$26,402
	(N)=0	(N)=0	(N)=2	(N)=1	(N)=2	(N)=3	(N)=2
	Δ=0	Δ=-1	Δ=+2	Δ=0	Δ=+2	Δ=0	Δ=-1
							Yield=45.0%
							Avg. Grant: (Mean)=\$6,666
							(NTR)=\$143,372
							(N)=9
							Δ=+1
\$4,000 - \$6,000	Yield=0.0%	Yield=0.0%	Yield=33.3%	Yield=0.0%	Yield=0.0%	Yield=50.0%	Yield=66.7%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,000	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$8,960
	(NTR)=\$0	(NTR)=\$0	(NTR)=\$27,740	(NTR)=\$2,767	(NTR)=\$1,881	(NTR)=\$17,129	(NTR)=\$24,704
	(N)=0	(N)=0	(N)=1	(N)=0	(N)=0	(N)=1	(N)=2
	Δ=0	Δ=0	Δ=+1	Δ=-1	Δ=0	Δ=0	Δ=0
							Yield=45.5%
							Avg. Grant: (Mean)=\$6,101
							(NTR)=\$74,222
							(N)=5
							Δ=+1
\$6,000 - \$8,000	Yield=0.0%	Yield=0.0%	Yield=0.0%	Yield=50.0%	Yield=0.0%	Yield=60.0%	Yield=54.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,000	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$6,910	Avg. Grant: (Mean)=\$8,960
	(NTR)=\$0	(NTR)=\$0	(NTR)=\$12,521	(NTR)=\$13,002	(NTR)=\$2,223	(NTR)=\$51,022	(NTR)=\$75,950
	(N)=0	(N)=0	(N)=0	(N)=1	(N)=0	(N)=3	(N)=6
	Δ=0	Δ=0	Δ=-1	Δ=0	Δ=0	Δ=+1	Δ=0
							Yield=45.5%
							Avg. Grant: (Mean)=\$7,167
							(NTR)=\$154,719
							(N)=10
							Δ=0
\$8,000 - \$12,000	Yield=0.0%	Yield=0.0%	Yield=40.0%	Yield=50.0%	Yield=45.5%	Yield=0.0%	Yield=61.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,000	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,565	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$9,520
	(NTR)=\$0	(NTR)=\$0	(NTR)=\$39,286	(NTR)=\$21,356	(NTR)=\$90,978	(NTR)=\$2,446	(NTR)=\$98,659
	(N)=0	(N)=0	(N)=2	(N)=1	(N)=5	(N)=0	(N)=8
	Δ=0	Δ=0	Δ=0	Δ=-1	Δ=+1	Δ=0	Δ=-2
							Yield=53.1%
							Avg. Grant: (Mean)=\$7,275
							(NTR)=\$252,725
							(N)=17
							Δ=-1
\$12,000 - \$15,000	Yield=0.0%	Yield=100.0%	Yield=60.0%	Yield=33.3%	Yield=44.4%	Yield=40.0%	Yield=61.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$2,357	Avg. Grant: (Mean)=\$3,261	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,626	Avg. Grant: (Mean)=\$11,200
	(NTR)=\$2,425	(NTR)=\$39,403	(NTR)=\$73,277	(NTR)=\$17,902	(NTR)=\$47,851	(NTR)=\$33,379	(NTR)=\$78,247
	(N)=0	(N)=2	(N)=3	(N)=1	(N)=4	(N)=2	(N)=8
	Δ=0	Δ=0	Δ=-1	Δ=+1	Δ=+1	Δ=0	Δ=+1
							Yield=51.3%
							Avg. Grant: (Mean)=\$7,121
							(NTR)=\$292,484
							(N)=20
							Δ=+2
\$15,000 - \$17,000	Yield=100.0%	Yield=50.0%	Yield=0.0%	Yield=100.0%	Yield=60.0%	Yield=50.0%	Yield=60.0%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$7,470	Avg. Grant: (Mean)=\$7,672	Avg. Grant: (Mean)=\$11,760
	(NTR)=\$14,935	(NTR)=\$23,899	(NTR)=\$1,595	(NTR)=\$18,143	(NTR)=\$48,266	(NTR)=\$19,623	(NTR)=\$32,115
	(N)=1	(N)=1	(N)=0	(N)=1	(N)=3	(N)=1	(N)=3
	Δ=0	Δ=0	Δ=0	Δ=+1	Δ=0	Δ=0	Δ=+1
							Yield=55.6%
							Avg. Grant: (Mean)=\$7,474
							(NTR)=\$158,576
							(N)=10
							Δ=+2
> \$17,000	Yield=16.7%	Yield=28.6%	Yield=34.3%	Yield=41.2%	Yield=38.2%	Yield=40.7%	Yield=43.9%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$2,269	Avg. Grant: (Mean)=\$6,879	Avg. Grant: (Mean)=\$7,676	Avg. Grant: (Mean)=\$7,759	Avg. Grant: (Mean)=\$11,760
	(NTR)=\$35,215	(NTR)=\$365,862	(NTR)=\$832,225	(NTR)=\$517,580	(NTR)=\$689,564	(NTR)=\$412,983	(NTR)=\$525,718
	(N)=1	(N)=14	(N)=36	(N)=28	(N)=39	(N)=24	(N)=43
	Δ=0	Δ=+1	Δ=+14	Δ=+3	Δ=-1	Δ=+7	Δ=+3
							Yield=37.9%
							Avg. Grant: (Mean)=\$6,361
							(NTR)=\$3,379,147
							(N)=185
							Δ=+27
Total	Yield=22.2%	Yield=30.9%	Yield=35.4%	Yield=41.3%	Yield=40.2%	Yield=42.3%	Yield=48.0%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$2,273	Avg. Grant: (Mean)=\$6,831	Avg. Grant: (Mean)=\$7,641	Avg. Grant: (Mean)=\$7,691	Avg. Grant: (Mean)=\$11,116
	(NTR)=\$52,575	(NTR)=\$431,780	(NTR)=\$1,021,823	(NTR)=\$607,215	(NTR)=\$910,733	(NTR)=\$569,325	(NTR)=\$861,796
	(N)=2	(N)=17	(N)=45	(N)=33	(N)=53	(N)=33	(N)=72
	Δ=0	Δ=0	Δ=+16	Δ=+3	Δ=+3	Δ=+7	Δ=+2
							Yield=40.5%
							Avg. Grant: (Mean)=\$6,520
							(NTR)=\$4,455,247
							(N)=255
							Δ=+31

GRAND TOTAL

	HSGPA						Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50
Total	Yield=25.0%	Yield=20.2%	Yield=24.1%	Yield=27.6%	Yield=31.8%	Yield=30.4%	Yield=30.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$2,158	Avg. Grant: (Mean)=\$6,729	Avg. Grant: (Mean)=\$7,485	Avg. Grant: (Mean)=\$7,614	Avg. Grant: (Mean)=\$10,704
	(NTR)=\$67,431	(NTR)=\$509,856	(NTR)=\$1,168,062	(NTR)=\$696,426	(NTR)=\$1,086,340	(NTR)=\$634,882	(NTR)=\$981,130
	(N)=3	(N)=20	(N)=51	(N)=37	(N)=63	(N)=38	(N)=80
	Δ=0	Δ=+1	Δ=+14	Δ=+4	Δ=+4	Δ=+6	Δ=+3
							Yield=28.1%
							Avg. Grant: (Mean)=\$6,302
							(NTR)=\$5,144,128
							(N)=293
							Δ=+33

■ N > E


Transfer Student Analysis

Transfer Student Projection Model

R-Squared: .400

Variable	Effect	SE	Odds
IN Resident	.991	.183	2.693
Gender (Male)	.342	.143	1.407
Campus Visit	.576	.243	1.780
Telephone Contact	.443	.151	1.557
Ivy Tech Listed Top 3 on FAFSA	-.542	.262	.581
Institutional Aid	.00006	.00003	1.00006
Demonstrated Need	-.00005	.00002	.99995
Lives Within 60 Miles of Campus	.813	.158	2.255
Filed FAFSA	1.172	.231	3.230
ISU Listed 1st on FAFSA	1.094	.165	2.987

- Indiana residents are 2.7 times more likely to enroll than non-Indiana residents
- Males are 1.4 times more likely to enroll than females
- Students that visit campus are 1.78 times more likely to enroll than students that do not visit campus
- Students contacted by telephone are 1.55 times more likely to enroll than students not contacted by telephone
- Students not listing Ivy Tech in the first three FAFSA fields are 1.72 times less likely to enroll than students who do list Ivy Tech in the first three FAFSA fields
- Per \$1,000 increase of institutional aid, students are 1.06 times more likely to enroll
- Per \$1,000 decrease of financial need, students are 1.05 times more likely to enroll
- Students living within 60 miles of campus are 2.25 times more likely to enroll than students living further than 60 miles from campus
- Students that submit the FAFSA to ISU are 3.23 times more likely to enroll than students that do not submit a FAFSA
- Students that list ISU first on the FAFSA are 2.98 times more likely to enroll than students that do not list ISU first on the FAFSA

 Indiana State University <i>More. From day one.</i>		2009-2010			2010-2011			2011-2012		
		Fall 2009 EMFASYS TR			Fall 2010 EMFASYS TR			Fall 2011 EMFASYS TR		
		Applied	Admitted	Enrolled	Applied	Admitted	Enrolled	Applied	Admitted	Enrolled
Student Information	Students	1842	1066	540	2158	1166	621	2524	1294	615
	yield		57.9%	50.7%		54.0%	53.3%		51.3%	47.5%
	Average SAT	921	947	946	927	943	944	919	948	948
	Average GPA	2.83	2.93	2.92	2.84	2.92	2.94	2.85	2.92	2.91
	Average Distance from Campus	405	415	215	375	382	197	373	382	200
	Part Time Enrolled	179	179	179	211	209	211	155	154	155
	% of total	9.7%	16.8%	33.1%	9.8%	17.9%	34.0%	6.1%	11.9%	25.2%
	Transfer Students	1842	1066	540	2158	1166	621	2524	1294	615
	% of total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
	Corrections Program	0	0	0	0	0	0	0	0	0
	% of total	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
	Gender (male)	631	377	233	710	410	255	885	464	270
	% of total	34.3%	35.4%	43.1%	32.9%	35.2%	41.1%	35.1%	35.9%	43.9%
	IN Resident	987	577	382	1227	680	482	1389	714	467
	% of total	53.6%	54.1%	70.7%	56.9%	58.3%	77.6%	55.0%	55.2%	75.9%
IL Resident	174	103	60	192	96	55	252	134	54	
% of total	9.4%	9.7%	11.1%	8.9%	8.2%	8.9%	10.0%	10.4%	8.8%	
KY Resident	16	5	1	23	8	3	20	7	0	
% of total	0.9%	0.5%	0.2%	1.1%	0.7%	0.5%	0.8%	0.5%	0.0%	
CA Resident	170	112	22	164	101	19	212	126	29	
% of total	9.2%	10.5%	4.1%	7.6%	8.7%	3.1%	8.4%	9.7%	4.7%	
Minority Student	463	227	85	264	150	92	703	270	93	
% of total	25.1%	21.3%	15.7%	12.2%	12.9%	14.8%	27.9%	20.9%	15.1%	
Recruitment	Applied Online	1425	726	340	1793	889	457	2105	973	446
	% of total	77.4%	68.1%	63.0%	83.1%	76.2%	73.6%	83.4%	75.2%	72.5%
	Campus Visit	117	90	63	130	96	75	173	128	95
	% of total	6.4%	8.4%	11.7%	6.0%	8.2%	12.1%	6.9%	9.9%	15.4%
	Telephone Call	319	254	140	353	245	149	530	380	231
% of total	17.3%	23.8%	25.9%	16.4%	21.0%	24.0%	21.0%	29.4%	37.6%	
Email Contact	625	439	196	770	494	276	1018	641	315	
% of total	33.9%	41.2%	36.3%	35.7%	42.4%	44.4%	40.3%	49.5%	51.2%	
Majors	Major: Nursing	719	407	91	886	466	132	1058	540	134
	% of total	39.0%	38.2%	16.9%	41.1%	40.0%	21.3%	41.9%	41.7%	21.8%
	Major: Criminal Justice	123	69	50	140	83	60	140	77	50
	% of total	6.7%	6.5%	9.3%	6.5%	7.1%	9.7%	5.5%	6.0%	8.1%
	Major: Business	229	128	82	246	127	77	309	163	101
	% of total	12.4%	12.0%	15.2%	11.4%	10.9%	12.4%	12.2%	12.6%	16.4%
Major: Education	162	97	69	176	102	79	192	105	65	
% of total	8.8%	9.1%	12.8%	8.2%	8.7%	12.7%	7.6%	8.1%	10.6%	
Major: Undecided	83	56	33	30	18	7	14	10	5	
% of total	4.5%	5.3%	6.1%	1.4%	1.5%	1.1%	0.6%	0.8%	0.8%	
FAFSA Information	FAFSA Submitted	897	672	455	1148	814	536	1303	892	535
	% of total	48.7%	63.0%	84.3%	53.2%	69.8%	86.3%	51.6%	68.9%	87.0%
	ISU Listed First on FAFSA	567	472	345	700	556	390	766	584	403
	% of total	30.8%	44.3%	63.9%	32.4%	47.7%	62.8%	30.3%	45.1%	65.5%
	IU Listed Top 3 on FAFSA	33	24	13	51	29	19	63	39	27
	% of total	1.8%	2.3%	2.4%	2.4%	2.5%	3.1%	2.5%	3.0%	4.4%
Ball State Listed Top 3 on FAFSA	30	14	7	69	36	22	58	32	23	
% of total	1.6%	1.3%	1.3%	3.2%	3.1%	3.5%	2.3%	2.5%	3.7%	
Purdue Listed Top 3 on FAFSA	30	20	9	25	15	10	28	15	8	
% of total	1.6%	1.9%	1.7%	1.2%	1.3%	1.6%	1.1%	1.2%	1.3%	
Financials	Avg. Demonstrated Financial Need		\$5,839	\$5,294		\$6,663	\$5,463		\$7,319	\$5,817
	Expected Family Contribution		\$7,936	\$8,301		\$6,657	\$7,272		\$6,930	\$8,080
	Average Institutional Aid		\$1,052	\$1,133		\$791	\$833		\$1,030	\$1,027
	Total Institutional Aid		\$1,121,323	\$611,640		\$922,162	\$517,306		\$1,332,690	\$631,502
	Tuition & Fee Discount Rate*			11.4%			8.6%			10.1%
	Total Discount Rate			11.4%			8.6%			10.1%
	Net Tuition Revenue			\$4,753,409			\$5,511,857			\$5,642,580
	Net Total Revenue			\$4,753,409			\$5,511,857			\$5,642,580
	In-State Tuition			\$7,226			\$7,514			\$7,782
	Out-of-State Tuition			\$15,802			\$16,426			\$17,006
Fees			\$200			\$200			\$200	
Room & Board			\$7,463			\$7,752			\$8,500	

Transfer Student Matrix Analysis

As was done for the freshmen, matrix analysis was also undertaken on the transfer students. As is the case with the freshmen as well, the importance of admitted transfer students sending the FAFSA to ISU cannot be understated as a predictor of enrollment. Admitted transfers who do not complete the FAFSA yield at a much lower rate than those who do file a FAFSA.

Examining the quality groups using transfer student's undergraduate GPA's, there is little difference in yield between higher- and lower-quality students. One interesting note is that the highest quality students by GPA yield the highest amongst students with demonstrated need and the third highest population overall. One would traditionally expect these students to yield the lowest. This counterintuitive finding is evidence that ISU is winning the "value" argument with some of these students at this time.

The matrix also shows that non-Indiana students tend to yield at lower rates. As out-of-state students are the only students that can have need over \$17,000, it would take substantial increases in institutionally-funded aid to increase their yield to a level closer to the in-state rate, costing ISU valuable revenue.

**Indiana State University-Transfer Students
Fall 2011 Actual Data**

NO NEED	College GPA							Total	
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50		
No FAFSA	Yield=35.7% Avg. Grant: (E)=\$0 (N)=\$156 (T)=\$100 NTR=\$79,820 10/28	Yield=15.9% Avg. Grant: (E)=\$0 (N)=\$30 (T)=\$25 NTR=\$83,546 7/44	Yield=17.7% Avg. Grant: (E)=\$0 (N)=\$474 (T)=\$391 NTR=\$202,746 15/85	Yield=12.1% Avg. Grant: (E)=\$1,225 (N)=\$1,713 (T)=\$1,654 NTR=\$65,749 7/58	Yield=22.1% Avg. Grant: (E)=\$1,835 (N)=\$921 (T)=\$1,123 NTR=\$230,543 21/95	Yield=16.1% Avg. Grant: (E)=\$0 (N)=\$1,477 (T)=\$1,238 NTR=\$68,358 5/31	Yield=24.6% Avg. Grant: (E)=\$485 (N)=\$2,198 (T)=\$1,776 NTR=\$167,796 15/61	Yield=19.9% Avg. Grant: (E)=\$680 (N)=\$1,031 (T)=\$961 NTR=\$888,557 80/402	
	Filed FAFSA	Yield=77.8% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$120,972 14/18	Yield=76.9% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$178,088 20/26	Yield=69.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$178,088 20/29	Yield=58.1% Avg. Grant: (E)=\$0 (N)=\$1,120 (T)=\$470 NTR=\$152,900 18/31	Yield=76.1% Avg. Grant: (E)=\$1,180 (N)=\$662 (T)=\$1,056 NTR=\$284,196 35/46	Yield=86.4% Avg. Grant: (E)=\$1,811 (N)=\$2,426 (T)=\$1,895 NTR=\$144,913 19/22	Yield=64.0% Avg. Grant: (E)=\$1,454 (N)=\$1,523 (T)=\$1,479 NTR=\$113,666 16/25	Yield=72.1% Avg. Grant: (E)=\$697 (N)=\$779 (T)=\$720 NTR=\$1,172,823 142/197
		Total	Yield=52.2% Avg. Grant: (E)=\$0 (N)=\$127 (T)=\$61 NTR=\$200,792 24/46	Yield=38.6% Avg. Grant: (E)=\$0 (N)=\$26 (T)=\$16 NTR=\$261,634 27/70	Yield=30.7% Avg. Grant: (E)=\$0 (N)=\$420 (T)=\$291 NTR=\$380,834 35/114	Yield=28.1% Avg. Grant: (E)=\$343 (N)=\$1,592 (T)=\$1,241 NTR=\$218,649 25/89	Yield=39.7% Avg. Grant: (E)=\$1,426 (N)=\$1,592 (T)=\$1,101 NTR=\$514,739 56/141	Yield=45.3% Avg. Grant: (E)=\$1,434 (N)=\$1,575 (T)=\$1,511 NTR=\$203,271 24/53	Yield=36.1% Avg. Grant: (E)=\$985 (N)=\$2,087 (T)=\$1,690 NTR=\$281,462 31/86

NEED	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=66.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$63,856 8/12	Yield=76.9% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$98,268 10/13	Yield=64.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$87,802 11/17	Yield=77.8% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$65,098 7/9	Yield=75.0% Avg. Grant: (E)=\$1,223 (N)=\$0 (T)=\$918 NTR=\$138,274 15/20	Yield=87.5% Avg. Grant: (E)=\$2,097 (N)=\$0 (T)=\$1,835 NTR=\$41,194 7/8	Yield=64.3% Avg. Grant: (E)=\$1,543 (N)=\$720 (T)=\$1,249 NTR=\$76,401 9/14	Yield=72.0% Avg. Grant: (E)=\$700 (N)=\$138 (T)=\$543 NTR=\$570,893 87/93
	\$4,000 - \$6,000	Yield=66.7% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$31,928 4/6	Yield=71.4% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$58,358 5/7	Yield=61.5% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$91,528 8/13	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$25,188 2/4	Yield=62.5% Avg. Grant: (E)=\$4,402 (N)=\$5,519 (T)=\$4,821 NTR=\$36,348 5/8	Yield=100.0% Avg. Grant: (E)=\$2,128 (N)=\$0 (T)=\$2,128 NTR=\$17,561 3/3	Yield=80.0% Avg. Grant: (E)=\$907 (N)=\$2,933 (T)=\$1,312 NTR=\$84,899 12/15
\$6,000 - \$8,000		Yield=69.6% Avg. Grant: (E)=\$31 (N)=\$514 (T)=\$178 NTR=\$127,212 16/23	Yield=74.4% Avg. Grant: (E)=\$94 (N)=\$45 (T)=\$81 NTR=\$270,872 32/43	Yield=70.6% Avg. Grant: (E)=\$194 (N)=\$140 (T)=\$178 NTR=\$280,352 36/51	Yield=61.9% Avg. Grant: (E)=\$495 (N)=\$0 (T)=\$306 NTR=\$213,112 26/42	Yield=68.9% Avg. Grant: (E)=\$949 (N)=\$337 (T)=\$758 NTR=\$313,849 42/61	Yield=68.6% Avg. Grant: (E)=\$1,083 (N)=\$490 (T)=\$897 NTR=\$165,566 24/35	Yield=77.8% Avg. Grant: (E)=\$2,175 (N)=\$1,440 (T)=\$2,011 NTR=\$221,705 35/45
	\$8,000 - \$12,000	Yield=20.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$17,206 1/5	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$34,412 2/4	Yield=20.0% Avg. Grant: (E)=\$3,639 (N)=\$0 (T)=\$728 NTR=\$27,134 2/10	Yield=80.0% Avg. Grant: (E)=\$3,639 (N)=\$7,279 (T)=\$4,367 NTR=\$54,267 4/5	Yield=25.0% Avg. Grant: (E)=\$7,279 (N)=\$0 (T)=\$1,820 NTR=\$9,928 1/4	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$7,279 (T)=\$7,279 NTR=\$0 0/1	Yield=50.0% Avg. Grant: (E)=\$3,639 (N)=\$3,639 (T)=\$3,639 NTR=\$27,134 2/4
\$12,000 - \$15,000		Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$17,206 1/2	Yield=14.3% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$17,206 1/7	Yield=33.3% Avg. Grant: (E)=\$1,820 (N)=\$0 (T)=\$607 NTR=\$61,546 4/12	Yield=33.3% Avg. Grant: (E)=\$2,426 (N)=\$3,639 (T)=\$3,235 NTR=\$44,340 3/9	Yield=5.9% Avg. Grant: (E)=\$7,279 (N)=\$2,119 (T)=\$2,423 NTR=\$9,928 1/17	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$2,426 (T)=\$2,426 NTR=\$0 0/3	Yield=0.0% Avg. Grant: (E)=\$0 (N)=\$4,587 (T)=\$4,587 NTR=\$0 0/5
	\$15,000 - \$17,000	Yield=50.0% Avg. Grant: (E)=\$167 (N)=\$0 (T)=\$83 NTR=\$51,118 3/6	Yield=57.1% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$68,824 4/7	Yield=50.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$34,412 2/4	Yield=12.5% Avg. Grant: (E)=\$25,690 (N)=\$0 (T)=\$3,211 NTR=\$8,484 1/8	Yield=25.0% Avg. Grant: (E)=\$5,784 (N)=\$3,235 (T)=\$3,872 NTR=\$34,266 3/12	Yield=100.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$34,412 2/2	Yield=60.0% Avg. Grant: (E)=\$3,889 (N)=\$3,220 (T)=\$3,621 NTR=\$79,901 6/10
> \$17,000		Yield=60.0% Avg. Grant: (E)=\$0 (N)=\$0 (T)=\$0 NTR=\$51,618 3/5	Yield=6.7% Avg. Grant: (E)=\$0 (N)=\$71 (T)=\$67 NTR=\$17,206 1/15	Yield=26.3% Avg. Grant: (E)=\$1,159 (N)=\$71 (T)=\$358 NTR=\$80,235 5/19	Yield=37.5% Avg. Grant: (E)=\$4,852 (N)=\$1,456 (T)=\$2,729 NTR=\$74,122 6/16	Yield=29.0% Avg. Grant: (E)=\$4,440 (N)=\$3,159 (T)=\$3,531 NTR=\$114,898 9/31	Yield=33.3% Avg. Grant: (E)=\$4,338 (N)=\$1,820 (T)=\$2,659 NTR=\$51,472 4/12	Yield=27.3% Avg. Grant: (E)=\$3,093 (N)=\$1,820 (T)=\$2,167 NTR=\$42,340 3/11
	Total	Yield=61.0% Avg. Grant: (E)=\$28 (N)=\$157 (T)=\$78 NTR=\$360,144 36/59	Yield=57.3% Avg. Grant: (E)=\$55 (N)=\$37 (T)=\$47 NTR=\$565,146 55/96	Yield=54.0% Avg. Grant: (E)=\$402 (N)=\$53 (T)=\$242 NTR=\$663,008 68/126	Yield=52.7% Avg. Grant: (E)=\$1,827 (N)=\$993 (T)=\$1,432 NTR=\$467,642 49/93	Yield=49.7% Avg. Grant: (E)=\$2,001 (N)=\$2,019 (T)=\$2,010 NTR=\$657,490 76/153	Yield=62.5% Avg. Grant: (E)=\$1,610 (N)=\$1,438 (T)=\$1,546 NTR=\$310,205 40/64	Yield=64.4% Avg. Grant: (E)=\$2,101 (N)=\$2,282 (T)=\$2,166 NTR=\$532,378 67/104

GRAND TOTAL	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=57.1% Avg. Grant: (E)=\$17 (N)=\$142 (T)=\$70 NTR=\$560,936 60/105	Yield=49.4% Avg. Grant: (E)=\$37 (N)=\$31 (T)=\$34 NTR=\$826,780 82/166	Yield=42.9% Avg. Grant: (E)=\$266 (N)=\$265 (T)=\$265 NTR=\$1,043,842 103/240	Yield=40.7% Avg. Grant: (E)=\$1,325 (N)=\$1,348 (T)=\$1,339 NTR=\$686,291 74/182	Yield=44.9% Avg. Grant: (E)=\$1,757 (N)=\$1,425 (T)=\$1,574 NTR=\$1,172,228 132/294	Yield=54.7% Avg. Grant: (E)=\$1,544 (N)=\$1,513 (T)=\$1,530 NTR=\$513,476 64/117	Yield=51.6% Avg. Grant: (E)=\$1,748 (N)=\$2,166 (T)=\$1,950 NTR=\$813,840 98/190	Yield=47.4% Avg. Grant: (E)=\$1,030 (N)=\$1,030 (T)=\$1,030 NTR=\$5,617,392 613/1294

■ N > E

Transfer Student Scenarios

In addition to reviewing the freshmen data, transfer students were also studied for areas of opportunity where increased aid (discounting) might result in more optimal enrollment. The following outcome scenarios explore maintaining the current level of transfer enrollment and the impacts on quality, headcount and net tuition revenue. In each option, a similar number and profile of student is anticipated to be accepted and a 1.5% tuition increase is assumed.

Scenario 1


- Targets 617 students
- Maintains academic quality
- Awards merit and need based aid to try and increase quality and enrollment
- Increases the discount rate 2%
- Net tuition revenue declines \$50,000

Scenario 2

- Targets 621 students
- Maintains academic quality
- Awards merit and need based aid to try and increase quality and enrollment
- Tries to incent out-of-state students with additional aid
- Increases the discount rate 4%
- Net tuition revenue declines almost \$400,000

Scenario 3

- Targets 615 students
- Maintains academic quality
- Awards only merit based aid
- Maintains the current discount rate and tuition revenue

 Indiana State University <i>More. From day one.</i>	Prior Year Enrolled	Option 1	Option 2	Option 3
		1.5%	1.5%	1.5%
Students	613	617	621	615
<i>yield</i>	<i>47.4%</i>	<i>47.7%</i>	<i>48.0%</i>	<i>47.5%</i>
Transfer GPA	2.93	2.93	2.93	2.93
Gender (male)	270	271	272	270
<i>% Male Students</i>	<i>44.0%</i>	<i>43.9%</i>	<i>43.9%</i>	<i>44.0%</i>
Minority Students	93	102	102	101
<i>% Minority Students</i>	<i>15.2%</i>	<i>16.5%</i>	<i>16.5%</i>	<i>16.5%</i>
In-State Students	466	468	470	466
<i>% Instate Students</i>	<i>76.0%</i>	<i>75.8%</i>	<i>75.7%</i>	<i>75.8%</i>
Illinois Residents	54	54	54	53
<i>% of total</i>	<i>8.8%</i>	<i>8.7%</i>	<i>8.6%</i>	<i>8.7%</i>
KY Residents	0	1	1	1
<i>% of total</i>	<i>0.0%</i>	<i>0.2%</i>	<i>0.2%</i>	<i>0.2%</i>
OH Resident	8	7	7	7
<i>% of total</i>	<i>1.3%</i>	<i>1.2%</i>	<i>1.2%</i>	<i>1.2%</i>
Midwest Resident	10	11	11	11
<i>% of total</i>	<i>1.6%</i>	<i>1.7%</i>	<i>1.7%</i>	<i>1.7%</i>
FAFSA Submitted	533	536	539	534
<i>% of total</i>	<i>86.9%</i>	<i>86.9%</i>	<i>86.9%</i>	<i>86.8%</i>
FAFSA First Choice	402	404	406	402
<i>% of total</i>	<i>65.6%</i>	<i>65.4%</i>	<i>65.4%</i>	<i>65.4%</i>
Students Over 60 Miles From Campus	282	285	287	284
<i>% of total</i>	<i>46.0%</i>	<i>46.2%</i>	<i>46.3%</i>	<i>46.1%</i>
Students Within 60 Miles of Campus	331	332	333	331
<i>% of total</i>	<i>54.0%</i>	<i>53.8%</i>	<i>53.7%</i>	<i>53.9%</i>
Average Institutional Aid	\$ 1,030			
Average EMFASYS Award		\$ 1,230	\$ 1,481	\$ 1,018
Total Institutional Aid	\$ 631,502			
Total EMFASYS Award Recommendation		\$ 759,021	\$ 890,015	\$ 625,751
Tuition Discount Rate	10.1%	12.1%	14.6%	10.0%
Net Tuition Revenue	\$ 5,617,392	\$ 5,512,488	\$ 5,226,251	\$ 5,619,611
Net Tuition Revenue Per Student	\$9,164	\$ 8,931	\$ 8,422	\$ 9,142

**Indiana State University
Option 2 Projected Maximum**

NO NEED

	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=47.8%	Yield=37.1%	Yield=29.8%	Yield=37.1%	Yield=38.3%	Yield=43.4%	Yield=38.4%	Yield=37.4%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$137	Avg. Grant: (Mean)=\$1,312	Avg. Grant: (Mean)=\$2,002	Avg. Grant: (Mean)=\$2,175	Avg. Grant: (Mean)=\$2,534	Avg. Grant: (Mean)=\$1,248
	(NTR)=\$190,689	(NTR)=\$260,440	(NTR)=\$356,813	(NTR)=\$310,763	(NTR)=\$455,324	(NTR)=\$195,835	(NTR)=\$261,166	(NTR)=\$2,031,030
	(N)=22	(N)=26	(N)=34	(N)=33	(N)=54	(N)=23	(N)=33	(N)=224
	Δ=-2	Δ=-1	Δ=-1	Δ=+8	Δ=-2	Δ=-1	Δ=+2	Δ=+2

NEED

	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=75.0%	Yield=69.2%	Yield=70.6%	Yield=77.8%	Yield=75.0%	Yield=87.5%	Yield=78.6%	Yield=75.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$556	Avg. Grant: (Mean)=\$2,203	Avg. Grant: (Mean)=\$2,000	Avg. Grant: (Mean)=\$3,071	Avg. Grant: (Mean)=\$1,162
	(NTR)=\$76,357	(NTR)=\$83,160	(NTR)=\$97,713	(NTR)=\$57,877	(NTR)=\$111,163	(NTR)=\$41,672	(NTR)=\$69,296	(NTR)=\$537,238
	(N)=9	(N)=9	(N)=12	(N)=7	(N)=15	(N)=7	(N)=11	(N)=70
	Δ=+1	Δ=-1	Δ=+1	Δ=0	Δ=0	Δ=0	Δ=+2	Δ=+3
< \$4,000	Yield=66.7%	Yield=57.1%	Yield=61.5%	Yield=50.0%	Yield=62.5%	Yield=100.0%	Yield=73.3%	Yield=67.9%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$625	Avg. Grant: (Mean)=\$4,642	Avg. Grant: (Mean)=\$2,000	Avg. Grant: (Mean)=\$3,200	Avg. Grant: (Mean)=\$1,672
	(NTR)=\$34,962	(NTR)=\$49,122	(NTR)=\$88,334	(NTR)=\$22,580	(NTR)=\$43,843	(NTR)=\$15,822	(NTR)=\$52,626	(NTR)=\$307,289
	(N)=4	(N)=4	(N)=8	(N)=2	(N)=5	(N)=3	(N)=11	(N)=38
	Δ=0	Δ=-1	Δ=0	Δ=0	Δ=0	Δ=0	Δ=-1	Δ=-1
\$4,000 - \$6,000	Yield=69.6%	Yield=67.4%	Yield=70.6%	Yield=64.3%	Yield=70.5%	Yield=68.6%	Yield=68.9%	Yield=68.7%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$709	Avg. Grant: (Mean)=\$1,816	Avg. Grant: (Mean)=\$2,000	Avg. Grant: (Mean)=\$3,313	Avg. Grant: (Mean)=\$1,199
	(NTR)=\$130,802	(NTR)=\$247,333	(NTR)=\$289,592	(NTR)=\$216,570	(NTR)=\$286,226	(NTR)=\$148,892	(NTR)=\$163,774	(NTR)=\$1,483,188
	(N)=16	(N)=29	(N)=36	(N)=27	(N)=43	(N)=24	(N)=31	(N)=206
	Δ=0	Δ=3	Δ=0	Δ=+1	Δ=+1	Δ=0	Δ=-4	Δ=-5
\$6,000 - \$8,000	Yield=40.0%	Yield=25.0%	Yield=30.0%	Yield=40.0%	Yield=50.0%	Yield=0.0%	Yield=50.0%	Yield=39.4%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$778	Avg. Grant: (Mean)=\$5,070	Avg. Grant: (Mean)=\$3,821	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$5,842	Avg. Grant: (Mean)=\$2,411
	(NTR)=\$32,759	(NTR)=\$25,015	(NTR)=\$56,569	(NTR)=\$27,655	(NTR)=\$19,838	(NTR)=\$4,770	(NTR)=\$23,551	(NTR)=\$190,157
	(N)=2	(N)=1	(N)=3	(N)=2	(N)=2	(N)=0	(N)=2	(N)=13
	Δ=+1	Δ=-1	Δ=+1	Δ=-2	Δ=+1	Δ=0	Δ=0	Δ=+1
\$8,000 - \$12,000	Yield=50.0%	Yield=28.6%	Yield=33.3%	Yield=33.3%	Yield=35.3%	Yield=33.3%	Yield=40.0%	Yield=34.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$649	Avg. Grant: (Mean)=\$4,015	Avg. Grant: (Mean)=\$4,195	Avg. Grant: (Mean)=\$4,594	Avg. Grant: (Mean)=\$6,470	Avg. Grant: (Mean)=\$2,934
	(NTR)=\$17,868	(NTR)=\$34,670	(NTR)=\$60,543	(NTR)=\$41,307	(NTR)=\$82,146	(NTR)=\$11,380	(NTR)=\$24,951	(NTR)=\$272,865
	(N)=1	(N)=2	(N)=4	(N)=3	(N)=6	(N)=1	(N)=2	(N)=19
	Δ=0	Δ=+1	Δ=0	Δ=0	Δ=+5	Δ=+1	Δ=+2	Δ=+9
\$12,000 - \$15,000	Yield=33.3%	Yield=42.9%	Yield=25.0%	Yield=25.0%	Yield=33.3%	Yield=0.0%	Yield=40.0%	Yield=34.7%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$2,285	Avg. Grant: (Mean)=\$5,392	Avg. Grant: (Mean)=\$3,200	Avg. Grant: (Mean)=\$5,933	Avg. Grant: (Mean)=\$3,035
	(NTR)=\$41,649	(NTR)=\$48,394	(NTR)=\$21,420	(NTR)=\$29,032	(NTR)=\$49,993	(NTR)=\$7,111	(NTR)=\$41,600	(NTR)=\$239,198
	(N)=2	(N)=3	(N)=1	(N)=2	(N)=4	(N)=0	(N)=4	(N)=17
	Δ=-1	Δ=-1	Δ=-1	Δ=+1	Δ=+1	Δ=-2	Δ=-2	Δ=-4
\$15,000 - \$17,000	Yield=20.0%	Yield=26.7%	Yield=26.3%	Yield=25.0%	Yield=35.5%	Yield=41.7%	Yield=27.3%	Yield=30.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$750	Avg. Grant: (Mean)=\$3,856	Avg. Grant: (Mean)=\$5,160	Avg. Grant: (Mean)=\$4,728	Avg. Grant: (Mean)=\$5,541	Avg. Grant: (Mean)=\$3,244
	(NTR)=\$19,518	(NTR)=\$70,913	(NTR)=\$83,265	(NTR)=\$58,540	(NTR)=\$133,151	(NTR)=\$61,236	(NTR)=\$32,215	(NTR)=\$458,838
	(N)=1	(N)=4	(N)=5	(N)=4	(N)=11	(N)=5	(N)=3	(N)=33
	Δ=-2	Δ=+3	Δ=0	Δ=0	Δ=+2	Δ=+1	Δ=0	Δ=+2
> \$17,000	Yield=61.0%	Yield=54.2%	Yield=54.0%	Yield=51.6%	Yield=56.2%	Yield=64.1%	Yield=61.5%	Yield=57.0%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$237	Avg. Grant: (Mean)=\$1,922	Avg. Grant: (Mean)=\$3,289	Avg. Grant: (Mean)=\$2,761	Avg. Grant: (Mean)=\$4,001	Avg. Grant: (Mean)=\$1,877
	(NTR)=\$353,913	(NTR)=\$558,607	(NTR)=\$697,436	(NTR)=\$453,561	(NTR)=\$726,360	(NTR)=\$290,883	(NTR)=\$408,014	(NTR)=\$3,488,775
	(N)=36	(N)=52	(N)=68	(N)=48	(N)=86	(N)=41	(N)=64	(N)=396
	Δ=0	Δ=-3	Δ=0	Δ=-1	Δ=+10	Δ=+1	Δ=-3	Δ=+5
Total								

GRAND TOTAL

	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=55.2%	Yield=47.0%	Yield=42.5%	Yield=44.5%	Yield=47.6%	Yield=54.7%	Yield=51.1%	Yield=47.9%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$203	Avg. Grant: (Mean)=\$1,673	Avg. Grant: (Mean)=\$2,793	Avg. Grant: (Mean)=\$2,550	Avg. Grant: (Mean)=\$3,502	Avg. Grant: (Mean)=\$1,650
	(NTR)=\$544,602	(NTR)=\$819,046	(NTR)=\$1,054,249	(NTR)=\$764,324	(NTR)=\$1,181,684	(NTR)=\$486,718	(NTR)=\$669,180	(NTR)=\$5,519,804
	(N)=58	(N)=78	(N)=102	(N)=81	(N)=140	(N)=64	(N)=97	(N)=620
	Δ=-2	Δ=-4	Δ=-1	Δ=+7	Δ=+8	Δ=0	Δ=-1	Δ=+7

■ N > E

**Indiana State University
Transfer Option 1 Projected Maximum**

NO NEED

	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=47.8%	Yield=37.1%	Yield=29.8%	Yield=37.1%	Yield=38.3%	Yield=43.4%	Yield=38.4%	Yield=37.4%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$137	Avg. Grant: (Mean)=\$1,312	Avg. Grant: (Mean)=\$1,818	Avg. Grant: (Mean)=\$2,024	Avg. Grant: (Mean)=\$2,377	Avg. Grant: (Mean)=\$1,169
	(NTR)=\$190,689	(NTR)=\$260,440	(NTR)=\$356,813	(NTR)=\$310,763	(NTR)=\$455,926	(NTR)=\$196,228	(NTR)=\$261,729	(NTR)=\$2,032,588
	(N)=22	(N)=26	(N)=34	(N)=33	(N)=54	(N)=23	(N)=33	(N)=224
	Δ=-2	Δ=-1	Δ=-1	Δ=+8	Δ=-2	Δ=-1	Δ=+2	Δ=+2

NEED

	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=75.0%	Yield=69.2%	Yield=70.6%	Yield=77.8%	Yield=75.0%	Yield=87.5%	Yield=78.6%	Yield=75.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$1,678	Avg. Grant: (Mean)=\$1,000	Avg. Grant: (Mean)=\$1,500	Avg. Grant: (Mean)=\$721
	(NTR)=\$76,357	(NTR)=\$83,160	(NTR)=\$97,713	(NTR)=\$58,025	(NTR)=\$117,015	(NTR)=\$48,101	(NTR)=\$85,356	(NTR)=\$565,727
	(N)=9	(N)=9	(N)=12	(N)=7	(N)=15	(N)=7	(N)=11	(N)=70
	Δ=+1	Δ=-1	Δ=+1	Δ=0	Δ=0	Δ=0	Δ=+2	Δ=+3
< \$4,000	Yield=66.7%	Yield=57.1%	Yield=61.5%	Yield=50.0%	Yield=62.5%	Yield=100.0%	Yield=73.3%	Yield=66.1%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$500	Avg. Grant: (Mean)=\$4,492	Avg. Grant: (Mean)=\$1,200	Avg. Grant: (Mean)=\$2,000	Avg. Grant: (Mean)=\$1,277
	(NTR)=\$34,962	(NTR)=\$49,122	(NTR)=\$88,334	(NTR)=\$22,724	(NTR)=\$44,617	(NTR)=\$17,782	(NTR)=\$64,362	(NTR)=\$321,903
	(N)=4	(N)=4	(N)=8	(N)=2	(N)=5	(N)=3	(N)=11	(N)=37
	Δ=0	Δ=-1	Δ=0	Δ=0	Δ=0	Δ=0	Δ=-1	Δ=-2
\$4,000 - \$6,000	Yield=69.6%	Yield=67.4%	Yield=70.6%	Yield=64.3%	Yield=70.5%	Yield=68.6%	Yield=68.9%	Yield=68.3%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$673	Avg. Grant: (Mean)=\$1,505	Avg. Grant: (Mean)=\$1,500	Avg. Grant: (Mean)=\$2,129	Avg. Grant: (Mean)=\$894
	(NTR)=\$130,802	(NTR)=\$247,333	(NTR)=\$289,592	(NTR)=\$216,755	(NTR)=\$297,651	(NTR)=\$159,823	(NTR)=\$196,987	(NTR)=\$1,538,942
	(N)=16	(N)=29	(N)=36	(N)=27	(N)=43	(N)=24	(N)=31	(N)=205
	Δ=0	Δ=3	Δ=0	Δ=+1	Δ=+1	Δ=0	Δ=-4	Δ=-6
\$6,000 - \$8,000	Yield=40.0%	Yield=25.0%	Yield=30.0%	Yield=40.0%	Yield=50.0%	Yield=0.0%	Yield=50.0%	Yield=39.4%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$778	Avg. Grant: (Mean)=\$4,870	Avg. Grant: (Mean)=\$3,821	Avg. Grant: (Mean)=\$7,783	Avg. Grant: (Mean)=\$4,942	Avg. Grant: (Mean)=\$2,272
	(NTR)=\$32,759	(NTR)=\$25,015	(NTR)=\$56,569	(NTR)=\$27,835	(NTR)=\$19,838	(NTR)=\$4,770	(NTR)=\$24,516	(NTR)=\$191,302
	(N)=2	(N)=1	(N)=3	(N)=2	(N)=2	(N)=0	(N)=2	(N)=13
	Δ=+1	Δ=-1	Δ=+1	Δ=-2	Δ=+1	Δ=0	Δ=0	Δ=+1
\$8,000 - \$12,000	Yield=50.0%	Yield=28.6%	Yield=33.3%	Yield=33.3%	Yield=35.3%	Yield=33.3%	Yield=40.0%	Yield=34.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$649	Avg. Grant: (Mean)=\$3,737	Avg. Grant: (Mean)=\$3,348	Avg. Grant: (Mean)=\$3,728	Avg. Grant: (Mean)=\$5,550	Avg. Grant: (Mean)=\$2,496
	(NTR)=\$17,868	(NTR)=\$34,670	(NTR)=\$60,543	(NTR)=\$41,559	(NTR)=\$84,459	(NTR)=\$11,614	(NTR)=\$25,660	(NTR)=\$276,372
	(N)=1	(N)=2	(N)=4	(N)=3	(N)=6	(N)=1	(N)=2	(N)=19
	Δ=0	Δ=+1	Δ=0	Δ=0	Δ=+5	Δ=+1	Δ=+2	Δ=+9
\$12,000 - \$15,000	Yield=33.3%	Yield=42.9%	Yield=25.0%	Yield=25.0%	Yield=33.3%	Yield=0.0%	Yield=30.0%	Yield=32.7%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$1,848	Avg. Grant: (Mean)=\$4,792	Avg. Grant: (Mean)=\$2,000	Avg. Grant: (Mean)=\$4,613	Avg. Grant: (Mean)=\$2,498
	(NTR)=\$41,649	(NTR)=\$48,394	(NTR)=\$21,420	(NTR)=\$29,261	(NTR)=\$50,901	(NTR)=\$7,323	(NTR)=\$43,723	(NTR)=\$242,670
	(N)=2	(N)=3	(N)=1	(N)=2	(N)=4	(N)=0	(N)=3	(N)=16
	Δ=-1	Δ=-1	Δ=-1	Δ=+1	Δ=+1	Δ=-2	Δ=-3	Δ=-5
\$15,000 - \$17,000	Yield=20.0%	Yield=26.7%	Yield=26.3%	Yield=25.0%	Yield=35.5%	Yield=41.7%	Yield=27.3%	Yield=29.4%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$250	Avg. Grant: (Mean)=\$3,544	Avg. Grant: (Mean)=\$4,502	Avg. Grant: (Mean)=\$3,928	Avg. Grant: (Mean)=\$3,941	Avg. Grant: (Mean)=\$2,674
	(NTR)=\$19,518	(NTR)=\$70,913	(NTR)=\$84,085	(NTR)=\$58,910	(NTR)=\$136,084	(NTR)=\$63,109	(NTR)=\$33,812	(NTR)=\$466,430
	(N)=1	(N)=4	(N)=5	(N)=4	(N)=11	(N)=5	(N)=3	(N)=32
	Δ=-2	Δ=+3	Δ=0	Δ=-2	Δ=+2	Δ=+1	Δ=0	Δ=+1
> \$17,000	Yield=61.0%	Yield=54.2%	Yield=54.0%	Yield=51.6%	Yield=55.6%	Yield=62.5%	Yield=60.6%	Yield=56.5%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$161	Avg. Grant: (Mean)=\$1,766	Avg. Grant: (Mean)=\$2,814	Avg. Grant: (Mean)=\$2,097	Avg. Grant: (Mean)=\$2,729	Avg. Grant: (Mean)=\$1,486
	(NTR)=\$353,913	(NTR)=\$558,607	(NTR)=\$698,255	(NTR)=\$455,069	(NTR)=\$750,563	(NTR)=\$312,523	(NTR)=\$474,416	(NTR)=\$3,603,346
	(N)=36	(N)=52	(N)=68	(N)=48	(N)=85	(N)=40	(N)=63	(N)=393
	Δ=0	Δ=-3	Δ=0	Δ=-1	Δ=+9	Δ=0	Δ=-4	Δ=+2
Total								

GRAND TOTAL

	College GPA							Total
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=55.2%	Yield=47.0%	Yield=42.5%	Yield=44.5%	Yield=47.3%	Yield=53.8%	Yield=50.5%	Yield=47.7%
	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$0	Avg. Grant: (Mean)=\$153	Avg. Grant: (Mean)=\$1,581	Avg. Grant: (Mean)=\$2,427	Avg. Grant: (Mean)=\$2,070	Avg. Grant: (Mean)=\$2,608	Avg. Grant: (Mean)=\$1,371
	(NTR)=\$544,602	(NTR)=\$819,046	(NTR)=\$1,055,069	(NTR)=\$765,832	(NTR)=\$1,206,489	(NTR)=\$508,751	(NTR)=\$736,146	(NTR)=\$5,635,934
	(N)=58	(N)=78	(N)=102	(N)=81	(N)=139	(N)=63	(N)=96	(N)=617
	Δ=-2	Δ=-4	Δ=-1	Δ=+7	Δ=+7	Δ=-1	Δ=-2	Δ=+4

 N > E

**Indiana State University
Option 3 Projected Maximum**

NO NEED

	College GPA						Total	
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
	Yield=47.8% Avg. Grant: (Mean)=\$0 (NTR)=\$190,689 (N)=22 Δ=-2	Yield=37.1% Avg. Grant: (Mean)=\$0 (NTR)=\$260,440 (N)=26 Δ=-1	Yield=29.8% Avg. Grant: (Mean)=\$137 (NTR)=\$356,813 (N)=34 Δ=-1	Yield=37.1% Avg. Grant: (Mean)=\$1,312 (NTR)=\$310,763 (N)=33 Δ=+8	Yield=37.6% Avg. Grant: (Mean)=\$1,562 (NTR)=\$473,787 (N)=53 Δ=-3	Yield=43.4% Avg. Grant: (Mean)=\$2,175 (NTR)=\$195,835 (N)=23 Δ=-1	Yield=38.4% Avg. Grant: (Mean)=\$2,534 (NTR)=\$261,166 (N)=33 Δ=+2	Yield=37.4% Avg. Grant: (Mean)=\$1,145 (NTR)=\$2,049,492 (N)=224 Δ=+2

NEED

	College GPA						Total	
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
< \$4,000	Yield=75.0% Avg. Grant: (Mean)=\$0 (NTR)=\$76,357 (N)=9 Δ=+1	Yield=69.2% Avg. Grant: (Mean)=\$0 (NTR)=\$83,160 (N)=9 Δ=-1	Yield=70.6% Avg. Grant: (Mean)=\$0 (NTR)=\$97,713 (N)=12 Δ=+1	Yield=77.8% Avg. Grant: (Mean)=\$0 (NTR)=\$61,100 (N)=7 Δ=0	Yield=75.0% Avg. Grant: (Mean)=\$1,303 (NTR)=\$122,428 (N)=15 Δ=0	Yield=87.5% Avg. Grant: (Mean)=\$1,000 (NTR)=\$48,101 (N)=7 Δ=0	Yield=78.6% Avg. Grant: (Mean)=\$1,571 (NTR)=\$85,004 (N)=11 Δ=+2	Yield=75.3% Avg. Grant: (Mean)=\$603 (NTR)=\$573,864 (N)=70 Δ=+3
\$4,000 - \$6,000	Yield=66.7% Avg. Grant: (Mean)=\$0 (NTR)=\$34,962 (N)=4 Δ=0	Yield=57.1% Avg. Grant: (Mean)=\$0 (NTR)=\$49,122 (N)=4 Δ=-1	Yield=61.5% Avg. Grant: (Mean)=\$0 (NTR)=\$88,334 (N)=8 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$23,590 (N)=2 Δ=0	Yield=62.5% Avg. Grant: (Mean)=\$4,142 (NTR)=\$46,392 (N)=5 Δ=0	Yield=100.0% Avg. Grant: (Mean)=\$1,000 (NTR)=\$18,267 (N)=3 Δ=0	Yield=66.7% Avg. Grant: (Mean)=\$1,500 (NTR)=\$69,110 (N)=10 Δ=-2	Yield=66.1% Avg. Grant: (Mean)=\$1,047 (NTR)=\$329,777 (N)=37 Δ=-2
\$6,000 - \$8,000	Yield=69.6% Avg. Grant: (Mean)=\$0 (NTR)=\$130,802 (N)=16 Δ=0	Yield=67.4% Avg. Grant: (Mean)=\$0 (NTR)=\$247,333 (N)=29 Δ=-3	Yield=70.6% Avg. Grant: (Mean)=\$0 (NTR)=\$289,592 (N)=36 Δ=0	Yield=64.3% Avg. Grant: (Mean)=\$185 (NTR)=\$227,731 (N)=27 Δ=+1	Yield=68.9% Avg. Grant: (Mean)=\$636 (NTR)=\$329,752 (N)=42 Δ=0	Yield=68.6% Avg. Grant: (Mean)=\$1,000 (NTR)=\$170,549 (N)=24 Δ=0	Yield=68.9% Avg. Grant: (Mean)=\$1,651 (NTR)=\$210,014 (N)=31 Δ=-4	Yield=68.0% Avg. Grant: (Mean)=\$519 (NTR)=\$1,605,772 (N)=204 Δ=-7
\$8,000 - \$12,000	Yield=40.0% Avg. Grant: (Mean)=\$0 (NTR)=\$32,759 (N)=2 Δ=+1	Yield=25.0% Avg. Grant: (Mean)=\$0 (NTR)=\$25,015 (N)=1 Δ=-1	Yield=30.0% Avg. Grant: (Mean)=\$778 (NTR)=\$56,569 (N)=3 Δ=+1	Yield=40.0% Avg. Grant: (Mean)=\$4,670 (NTR)=\$28,002 (N)=2 Δ=-2	Yield=50.0% Avg. Grant: (Mean)=\$2,696 (NTR)=\$20,314 (N)=2 Δ=+1	Yield=0.0% Avg. Grant: (Mean)=\$7,783 (NTR)=\$4,770 (N)=0 Δ=0	Yield=50.0% Avg. Grant: (Mean)=\$4,892 (NTR)=\$24,565 (N)=2 Δ=0	Yield=39.4% Avg. Grant: (Mean)=\$2,099 (NTR)=\$191,994 (N)=13 Δ=+1
\$12,000 - \$15,000	Yield=50.0% Avg. Grant: (Mean)=\$0 (NTR)=\$17,868 (N)=1 Δ=0	Yield=28.6% Avg. Grant: (Mean)=\$0 (NTR)=\$34,670 (N)=2 Δ=+1	Yield=33.3% Avg. Grant: (Mean)=\$649 (NTR)=\$60,543 (N)=4 Δ=0	Yield=33.3% Avg. Grant: (Mean)=\$3,459 (NTR)=\$41,786 (N)=3 Δ=0	Yield=35.3% Avg. Grant: (Mean)=\$2,995 (NTR)=\$85,311 (N)=6 Δ=+5	Yield=33.3% Avg. Grant: (Mean)=\$3,594 (NTR)=\$11,645 (N)=1 Δ=+1	Yield=40.0% Avg. Grant: (Mean)=\$5,470 (NTR)=\$25,711 (N)=2 Δ=+2	Yield=34.5% Avg. Grant: (Mean)=\$2,327 (NTR)=\$277,533 (N)=19 Δ=+9
\$15,000 - \$17,000	Yield=33.3% Avg. Grant: (Mean)=\$0 (NTR)=\$41,649 (N)=2 Δ=-1	Yield=42.9% Avg. Grant: (Mean)=\$0 (NTR)=\$48,394 (N)=3 Δ=-1	Yield=25.0% Avg. Grant: (Mean)=\$0 (NTR)=\$21,420 (N)=1 Δ=-1	Yield=25.0% Avg. Grant: (Mean)=\$973 (NTR)=\$29,644 (N)=2 Δ=+1	Yield=33.3% Avg. Grant: (Mean)=\$4,392 (NTR)=\$51,422 (N)=4 Δ=+1	Yield=0.0% Avg. Grant: (Mean)=\$1,500 (NTR)=\$7,397 (N)=0 Δ=-2	Yield=30.0% Avg. Grant: (Mean)=\$4,313 (NTR)=\$44,113 (N)=3 Δ=-3	Yield=32.7% Avg. Grant: (Mean)=\$2,176 (NTR)=\$244,039 (N)=16 Δ=-5
> \$17,000	Yield=20.0% Avg. Grant: (Mean)=\$0 (NTR)=\$19,518 (N)=1 Δ=-2	Yield=26.7% Avg. Grant: (Mean)=\$0 (NTR)=\$70,913 (N)=4 Δ=+3	Yield=26.3% Avg. Grant: (Mean)=\$0 (NTR)=\$84,466 (N)=5 Δ=0	Yield=25.0% Avg. Grant: (Mean)=\$2,919 (NTR)=\$59,528 (N)=4 Δ=-2	Yield=32.3% Avg. Grant: (Mean)=\$4,063 (NTR)=\$137,739 (N)=10 Δ=+1	Yield=41.7% Avg. Grant: (Mean)=\$3,594 (NTR)=\$63,816 (N)=5 Δ=+1	Yield=27.3% Avg. Grant: (Mean)=\$3,577 (NTR)=\$34,096 (N)=3 Δ=0	Yield=29.4% Avg. Grant: (Mean)=\$2,341 (NTR)=\$470,076 (N)=32 Δ=+1
Total	Yield=61.0% Avg. Grant: (Mean)=\$0 (NTR)=\$353,913 (N)=36 Δ=0	Yield=54.2% Avg. Grant: (Mean)=\$0 (NTR)=\$558,607 (N)=52 Δ=-3	Yield=54.0% Avg. Grant: (Mean)=\$124 (NTR)=\$698,636 (N)=68 Δ=0	Yield=51.6% Avg. Grant: (Mean)=\$1,255 (NTR)=\$471,381 (N)=48 Δ=-1	Yield=54.9% Avg. Grant: (Mean)=\$2,211 (NTR)=\$793,359 (N)=84 Δ=+8	Yield=62.5% Avg. Grant: (Mean)=\$1,730 (NTR)=\$324,546 (N)=40 Δ=0	Yield=60.6% Avg. Grant: (Mean)=\$2,386 (NTR)=\$492,613 (N)=63 Δ=-4	Yield=56.3% Avg. Grant: (Mean)=\$1,194 (NTR)=\$3,693,056 (N)=391 Δ=0

■ N > E

GRAND TOTAL

	College GPA						Total	
	< 2.20	2.20 - 2.50	2.50 - 2.80	2.80 - 3.00	3.00 - 3.30	3.30 - 3.50	> 3.50	
Total	Yield=55.2% Avg. Grant: (Mean)=\$0 (NTR)=\$544,602 (N)=58 Δ=-2	Yield=47.0% Avg. Grant: (Mean)=\$0 (NTR)=\$819,046 (N)=78 Δ=-4	Yield=42.5% Avg. Grant: (Mean)=\$128 (NTR)=\$1,055,450 (N)=102 Δ=-1	Yield=44.5% Avg. Grant: (Mean)=\$1,278 (NTR)=\$782,144 (N)=81 Δ=+7	Yield=46.6% Avg. Grant: (Mean)=\$1,960 (NTR)=\$1,267,146 (N)=137 Δ=+5	Yield=53.8% Avg. Grant: (Mean)=\$1,892 (NTR)=\$520,381 (N)=63 Δ=-1	Yield=50.5% Avg. Grant: (Mean)=\$2,437 (NTR)=\$753,779 (N)=96 Δ=-2	Yield=47.5% Avg. Grant: (Mean)=\$1,176 (NTR)=\$5,742,548 (N)=615 Δ=+2

Recommendations for ISU

As a public university in a highly competitive market, Indiana State University finds itself well positioned for both short- and long-term enrollment success. Having already implemented many recommendations from Maguire Associates' Enrollment Review (summer, 2011), ISU has made necessary commitments and changes to ensure that the institution remains competitive, ensures a health enrollment and maintains or increases revenue.

- 1. Changing ISU's institutional scholarship program is not prudent at this time.** Maguire Associates' primary directive was to identify areas where institutionally-funded financial aid (scholarships and grants) could be used more effectively to try and increase in-state and out-of-state student enrollment. Improving student quality was a secondary goal to explore. Given this charge, we found the current aid strategy is working well given that the modeling outcomes show that substantial aid increases will not yield the necessary revenue increases to offset a greater expenditure in aid. Utilizing smaller need-based awards show promise, especially amongst students with GPA's between 2.5 and 3.0 (on a 4 point scale).
- 2. Focus on net cost to students and families.** Always keep in mind that the deciding factor to many students is their net cost. It's not so much the scholarship amount that will drive enrollment decisions, it's the amount that students and families will have to pay out of their own pockets or funds through loans. As state appropriations decrease and net cost to attend ISU increases, we recommend that ISU keep close tabs on how much families have to pay out of pocket.

With this in mind, keep close watch over your middle income students—the ones who typically “fall through the cracks.” These students often act as a bellwether for future yield. This is because the other groups of students will respond more slowly to changes in net cost. Your students with the highest amounts of demonstrated need will continue to receive generous amounts of federal and state aid, and your wealthier students with no need will continue to be able to pay.

- 3. Beware the glitz and glamour.** We applaud ISU for building a state-of-the-art the admissions Welcome Center with state-of-the-art technology. We have seen, at times, that new, sophisticated buildings or technology systems can become a crutch.

We recommend that ISU continue to improve upon its already phenomenal one-on-one service to prospective students, regardless of the glitz and glamour of the new Welcome Center. High-tech video graphics will never replace a friendly, competent representative answering a parent's question on the phone or helping to solve a problem in person, on-the-spot. Some of your prospective families may well be intimidated by ISU's new Welcome Center (“we cannot afford this place!”), so the front-line Admission and Financial Aid representatives will have to work that much harder to communicate the value and affordability of an ISU college experience.

4. **Conduct another review in 2 years.** A similar financial aid review within two years will be beneficial to ISU as top line prices increase and Indiana state grants decrease. Keep in mind that a student with an EFC of \$17,000 is considered “middle-to-high need” at most private institutions and will receive generous institutional aid and financial aid packages. That same student at ISU is considered “no need” and will not receive the same scholarship offers or aid packages. We recommend that ISU keep tabs on these students so as not to be surprised by a declining yield when families begin to make different enrollment decisions based on relative changes in net cost between ISU and its competitors.