



Thank you for participating in the 2012 NACUBO Tuition Discounting Survey!

NACUBO has collected data on institutional grant awards for entering first-time, full-time freshmen and all undergraduates and tuition and fee rates from four-year independent colleges and universities for nearly 20 years. We appreciate your participation in our study. Data collection will open September 24th and close November 30th.

Your data will be kept anonymous and will be reported in aggregate. Responses to open ended questions will be kept confidential. No identifiable information will be shared, however we may use some of your statement as a quote in the "In Their Own Words" section of the report.

Plan

It isn't uncommon to have several members at your institutions collaborate to complete the survey. A [preview of the survey instrument](#) can be found on our website for your staffs' planning purposes.

More Details

All institutions that participate in the 2012 TDS will receive a complimentary copy of the [final report](#) in Spring 2013 as well as access to the NACUBO [Online Benchmarking Tool](#). Click [here](#) for more details about the Tuition Discounting Study, the Online Benchmarking Tool and [video demonstration](#) of the tool.

Questions

If you have any further questions or problems with your survey please contact Natalie Pullaro at NPullaro@nacubo.org or the research team at nacubo.research@nacubo.org.

Thank you for your time and your continuing support of the NACUBO Tuition Discounting Study!

Natalie Pullaro
Manager, Research and Policy Analysis
NACUBO

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Institutional Financial Aid

HELP text

	Academic Year 2011-12 data as of Fall 2011	Academic Year 2012-13 data as of Fall 2012 (estimated)
1. Total number of all undergraduates:	3249	3343
2. Total number of entering first-time, Full-time degree or certificate seeking freshmen:	847	903
3. Total number of all undergraduates (as reported in Question 1) who received an institutional scholarship, fellowship, or grant (include athletic scholarships, do NOT include tuition remission):	2742	2836
4. Total number of entering first-time, full-time freshman (as reported in question 2) who received an institutional scholarship, fellowship, or grant (include athletic scholarships, do NOT include tuition remission):	775	841
5. Total dollar amount of institutional scholarships, fellowships, and grants awarded to all undergraduates (include athletic scholarships, do NOT include tuition remission):	27759604	29950701
6. Total dollar amount of institutional scholarships, fellowships, and grants awarded to entering first time, full-time freshman (include athletic scholarships, do NOT include tuition remission):	8571375	9584037
7. Published individual price for tuition and mandatory fees (or "sticker price") (excluding room and board): (as reported in IPEDS Institutional Characteristics Survey Part D, Student Charges)	27020	27810
8. Total gross tuition and mandatory fee revenue for all undergraduates students:	41617892	44013727

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Funded Institutional Grants

9. What percentage (approximately) of your total undergraduate institutional aid awarded in fall 2011 was funded by earnings from your endowment?

[HELP text](#)

0 10 20 30 40 50 60 70 80 90 100

Use the slide to select the percentage of Institutional aid funded by endowment

14

Applied, Admitted, and Changes in Enrollment

10. Provide the number of first-time, full-time, degree or certificate seeking freshmen who applied and were admitted in Fall 2011 (as reported in Common Data Set, Section C).

[HELP text](#)

Total number of first-time, full-time, degree or certificate seeking freshmen who applied for admission:

Total number of first-time, full-time, degree or certificate seeking freshmen who were admitted:

11. What percentage increase or decrease (approximately) have you experienced in your freshman enrollment over the last three years (Fall 2010-Fall 2012)? If your enrollment has stayed the same, please select 0.

-100 -80 -60 -40 -20 0 20 40 60 80 100

Use the slide to select the percentage decrease or increase in freshman enrollment

14



11b. To what do you attribute this increase in enrollment?

- New programs
- Updated/New facilities
- Changing demographics
- Increased demand
- Increase in yield rate of accepted students
- Decreasing selectivity
- Other (please separate multiple reasons with a comma)

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Institutional Grants Meeting Need

12. What percentage (approximately) of your total institutional grant aid awarded to all undergraduates in fall 2011 (as reported in Question 5) met students' financial need?

(Include any institutional scholarships, grants, or fellowships that were used to meet students' financial need. Any non-need-based grants that were used to meet students' financial need should be counted as aid that meets need. Do NOT include tuition remission). (This data should be similar to that reported in section H of the Common Data Set)

[HELP text](#)

If your institution cannot or will not answer this question, please select the corresponding button below.

Percentage of institutional grants that met student need:

My institution cannot or will not respond to this question

Strategies and Practices

13. What strategies (or combination of strategies) did your institution implement to attempt to increase net tuition revenue in FY12? Were these strategies successful?

(Ex: Have you increased or decreased enrollment, the discount rate and/or tuition and fees? Have you implemented any new programs that direct aid to first-time, full-time freshmen?)

[HELP text](#)

Responses will be kept confidential. No identifiable information will be shared, however we may use some of your statement as a quote in the "In Their Own Words" section of the report.

14. Do you have any other comments that you would like to share about tuition discounting practices at your institution?

Responses will be kept confidential. No identifiable information will be shared, however we may use some of your statement as a quote in the "In Their Own Words" section of the report.

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Question 1: Include all undergraduates (including the freshman that you will count in question 2) who were enrolled on a full- or part-time basis in the fall term. Part-time students, guests, and special students should also be included. Please use the same census date that you used for the IPEDS survey (approximately October 1st) for your "Fall 2011" and "Fall 2012 estimated" figures. Registrar

Question 2: Include only those new degree- or certificate-seeking freshman students who matriculated on a full-time basis in the fall term. Part-time students, guests, and special students SHOULD NOT be included. Please use the same census date that you used for the IPEDS survey (approximately October 1st) for your "Fall 2011" and "Fall 2012 estimated" figures. Registrar

Question 3: Include grants funded by your institution that were awarded to any full- or part-time undergraduates. These include grants awarded on the basis of students' financial need, academic merit, athletics, or any other criteria your institution may use. Also include that any grants that were funded by restricted and unrestricted endowment income. DO NOT include: federal or state grant aid, private scholarships, institutional matches for externally funded student aid grants, transfers from the current fund to student loan funds, tuition remission, tuition benefits for institutional employees or their dependents, or tuition exchange programs. NACUBO ACCESS REPORT

Question 4: Include grants funded by your institution that were awarded to entering first-time, full-time freshman. These include grants awarded on the basis of students' financial need, academic merit, athletics, or any other criteria your institution may use. Also include that any grants that were funded by restricted and unrestricted endowment income. DO NOT include: federal or state grant aid, private scholarships, institutional matches for externally funded student aid grants, transfers from the current fund to student loan funds, tuition waivers/tuition remission, tuition benefits for institutional employees or their dependents, or tuition exchange programs. NACUBO ACCESS REPORT

Question 5: Include grants funded by your institution that were awarded to any full- or part-time undergraduates in the Fall semester for the academic year. (*Note this is not asking for the amount disbursed in the fall semester, rather the dollar amount that was determined to be awarded for the full academic year as of the fall). These include grants awarded on the basis of students' financial need, academic merit, athletics, or any other criteria your institution may use. Also include that any grants that were funded by restricted and unrestricted endowment income. DO NOT include: federal or state grant aid, private scholarships, institutional matches for externally funded student aid grants, transfers from the current fund to student loan funds, tuition remission, tuition benefits for institutional employees or their dependents, or tuition exchange programs. NACUBO ACCESS

Question 6: Include grants funded by your institution that were awarded to entering first-time, full-time freshman in the Fall semester for the academic year. (*Note this is not asking for the amount disbursed in the fall semester, rather the dollar amount that was determined to be awarded for the full academic year as of the fall). These include grants awarded on the basis of students' financial need, academic merit, athletics, or any other criteria your institution may use. Also include that any grants that were funded by restricted and unrestricted endowment income. DO NOT include: federal or state grant aid, private scholarships, institutional matches for externally funded student aid grants, transfers from the current fund to student loan funds, tuition remission, tuition benefits for institutional employees or their dependents, or tuition exchange programs. NACUBO ACCESS

Question 7: Include the published price of tuition plus all mandatory fees (or "sticker price") for full-time, full-year undergraduate students for the academic year (as defined as a regular academic year, not including summer). This rate SHOULD NOT charges for room, board, books, supplies, or any other education-related expenses. If tuition charges differ by class level or academic program (differential tuition), please report on the tuition and mandatory fee rate that the majority of undergraduate students pay. This figure should be the same as the IPEDS Institutional Characteristics Survey Part D, Price of Attendance.

Question 8: Include the gross revenue received from tuition and fees from **all** undergraduate students for the requested academic year. This figure SHOULD NOT include any revenue received from room, board, or any other charges. BUSINESS

QUESTION 9: BUSINESS SERV TOTAL INST AID - NACUBO ENDOWMENT # - DOUG SERV.
 Question 10: Provide the number of degree or certificate-seeking, first-time, first-year students who applied, were admitted in Fall 2011. Include early decision, early action, and students who began studies during summer in this cohort. Applicants should include only those students who fulfilled the requirements for consideration for admission (i.e., who completed actionable applications) and who have been notified of one of the following actions: admission, non-admission, placement on waiting list, or application withdrawn (by applicant or institution). Admitted applicants should include wait-listed students who were subsequently offered admission. For additional description, please refer to the Common Data Set, section C1, First-Time, First-Year (Freshman) Admission. BUSINESS HERB

Question 12: Include any institutionally awarded scholarships, fellowships, or grants that were used to meet recipients demonstrated financial need. INCLUDE any athletic, merit, or other non-need based grants that were used to meet financial need. For Example, if there is an academic merit award that meets a student's financial need, then the award should be counted as a grant meeting student need. (This data should be similar to that reported in section H of the Common Data Set) DO NOT include: federal or state grant aid, private scholarships, institutional matches for externally funded student aid grants, transfers from the current fund to student loan funds, tuition waivers/tuition remission, tuition benefits for institutional employees or their dependents, or tuition exchange programs. If your institution cannot or will not answer this question, please check the box indicating so. *TOTAL INST AID - NACUBO ACCESS ÷ #5 TOTAL*

Question 13: At most institutions, Fiscal Year 2012 refers to the period from July 1, 2011 - June 30, 2012.

$$19,899,910 \div 27,759,604 = 72\%$$

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