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University of Montana Waiver Expense
Partial Years FY14 - FY16

Fiscal Year	Semester	Waiver Type	Waiver Level	Students*	Total Dollars Awarded
FY14**	Fall 2013	Discretionary	Both	116	\$97,613
	Fall 2013	Discretionary	GR	450	\$886,506
	Fall 2013	Discretionary	UG	2,264	\$4,586,920
	Fall 2013	Mandatory	Both	36	\$40,044
	Fall 2013	Mandatory	GR	128	\$170,217
	Fall 2013	Mandatory	UG	710	\$1,468,239
Semester Subtotal		Discretionary		2,830	\$5,571,039
		Mandatory		874	\$1,678,500
	Spring 2014	Discretionary	Both	99	\$87,806
	Spring 2014	Discretionary	GR	428	\$819,604
	Spring 2014	Discretionary	UG	2,126	\$4,478,795
	Spring 2014	Mandatory	Both	43	\$47,427
	Spring 2014	Mandatory	GR	130	\$181,893
	Spring 2014	Mandatory	UG	693	\$1,431,123
Semester Subtotal		Discretionary		2,653	\$5,386,205
		Mandatory		866	\$1,660,444
Fiscal Year 14 Total				7,223	\$14,296,187
FY15	Summer2014	Discretionary	GR	6	\$7,416
	Summer2014	Discretionary	UG	6	\$6,909
	Summer2014	Mandatory	Both	16	\$17,061
	Summer2014	Mandatory	GR	63	\$69,520
	Summer2014	Mandatory	UG	98	\$126,132
Semester Subtotal		Discretionary		12	14,325
		Mandatory		173	209,977
	Fall 2014	Discretionary	GR	428	\$851,782
	Fall 2014	Discretionary	UG	2,429	\$4,993,119
	Fall 2014	Mandatory	Both	41	\$42,922
	Fall 2014	Mandatory	GR	133	\$191,837
	Fall 2014	Mandatory	UG	686	\$1,486,076
Semester Subtotal		Discretionary		2,857	5,844,900
		Mandatory		860	1,720,836
	Spring 2015	Discretionary	GR	415	\$793,232
	Spring 2015	Discretionary	UG	2,343	\$4,817,738
	Spring 2015	Mandatory	Both	36	\$40,296
	Spring 2015	Mandatory	GR	137	\$184,291
	Spring 2015	Mandatory	UG	675	\$1,452,641
Semester Subtotal		Discretionary		2,758	5,610,969
		Mandatory		848	1,677,228
Fiscal Year 15 Total				7,334	14,843,475
FY16	Summer 2015	Discretionary	GR	4	\$3,649
	Summer 2015	Discretionary	UG	10	\$9,414
	Summer 2015	Mandatory	Both	8	\$6,848
	Summer 2015	Mandatory	GR	52	\$48,314
	Summer 2015	Mandatory	UG	84	\$114,421
Semester Subtotal		Discretionary		14	13,063
		Mandatory		144	169,582

University of Montana Waiver Expense
Partial Years FY14 - FY16

Fall 2015	Discretionary	GR	410	\$896,612
Fall 2015	Discretionary	UG	2,501	\$4,858,478
Fall 2015	Mandatory	Both	36	\$34,262
Fall 2015	Mandatory	GR	130	\$169,590
Fall 2015	Mandatory	UG	638	\$1,303,978
Semester Subtotal	Discretionary		2,911	5,755,090
	Mandatory		804	1,507,829
Parital Fiscal Year 16 Total			3,813	7,390,403

*Student counts are unique to a semester not a fiscal year

** Summer 2013 was not available in this report so FY14 is slightly under reported

**THE MONTANA UNIVERSITY SYSTEM
COMPARATIVE STATEMENT OF TUITION WAIVERS AND SCHOLARSHIPS**

CHE104

NAME		CODE						
University of Montana - Missoula		51030						
DESCRIPTION	Original Op Plan FY15		Actual FY15		Budgeted FY16		Actual FY15 to Budgeted FY16	
	FTE Equivalent	Tuition Revenue Waived	FTE Equivalent	Tuition Revenue Waived	FTE Equivalent	Tuition Revenue Waived	% Change in Utilization	% Change in Tuition Revenue Waived
Discretionary								
Resident								
Resident Undergrad	397.78	1,854,870	400.50	1,867,534	396.71	1,849,870	-0.9%	-0.9%
Resident Dual Credit	0.00							
Resident Athletics	96.14	448,294	60.98	284,332	83.31	388,458	36.6%	36.6%
Senior Citizens	7.51	35,000	13.40	62,477	7.51	35,000	-44.0%	-44.0%
Custodial Students	2.14	10,000	0.26	1,193	2.14	10,000	738.2%	738.2%
Resident Graduate	52.67	293,527	79.24	441,585	53.99	300,829	-31.9%	-31.9%
SUBTOTAL	556.24	2,641,691	554.37	2,657,121	543.66	2,584,157	-1.9%	-2.7%
Non-Resident								
NR Undergraduate	235.11	5,033,015	253.69	5,430,642	182.93	4,033,015	-27.9%	-25.7%
NR Athletics	113.05	2,419,962	110.98	2,375,782	109.76	2,419,962	-1.1%	1.9%
NR Graduate	59.35	1,401,461	62.33	1,471,958	57.41	1,396,261	-7.9%	-5.1%
NR WICHE	0.00		0.00		0.00			
PhD/MSSE	0.00		0.00		0.00			
SUBTOTAL	407.50	8,854,438	427.00	9,278,382	350.10	7,849,238	-18.0%	-15.4%
Designated								
Native American	243.80	1,136,832	247.31	1,153,227	247.91	1,156,000	0.2%	0.2%
Veterans	16.08	75,000	9.54	44,480	16.08	75,000	68.6%	68.6%
Resident Faculty & Staff	61.66	287,500	72.56	338,345	61.66	287,500	-15.0%	-15.0%
Resident Employee Dependents	61.66	287,500	46.09	214,924	61.66	287,500	33.8%	33.8%
War Orphans/Peace Officers	0.00		0.45	2,087	0.00			
Community Colleges	2.14	10,000	6.22	29,002	2.14	10,000	-65.5%	-65.5%
High School Honors	193.01	900,000	192.45	897,377	193.01	900,000	0.3%	0.3%
National Merit	9.65	45,000	2.01	9,373	9.65	45,000	380.1%	380.1%
Yellow Ribbon Program	69.33	580,421	86.71	725,912	69.33	580,421	-20.0%	-20.0%
Other	0.00	-	0.00		0.00			
SUBTOTAL	657.33	3,322,253	663.33	3,414,727	661.44	3,341,421	-0.3%	-2.1%
Scholarships								
Total Tuition Waived	1,621.07	14,818,382	1,644.70	15,350,229	1,555.19	13,774,816	-5.4%	-10.3%

Tuition Waiver are valued as follows:
AY Tuition and Registration Fees/FTE:

	FY15	FY16
Resident Undergraduate	4,663	4,663
Resident Graduate	5,573	5,572
Non-Resident Undergraduate	21,407	22,047
Non-Resident Graduate	23,615	24,322

**THE MONTANA UNIVERSITY SYSTEM
COMPARATIVE STATEMENT OF TUITION WAIVERS AND SCHOLARSHIPS**

NAME							CODE	
Montana State University at Bozeman							5104	
DESCRIPTION	Original Op Plan FY15		Actual FY15		Budgeted FY16		Actual FY15 to	Budgeted
	FTE Equivalent	Tuition Revenue Waived	FTE Equivalent	Tuition Revenue Waived	FTE Equivalent	Tuition Revenue Waived	% Change in Utilization	% Change in Tuition Revenue Waived
Discretionary								
Resident								
Resident Undergrad (6%)	127.50	686,020	123.34	657,463	131.00	702,545	6.2%	6.9%
Resident Athletics	127.00	687,617	87.65	469,623	90.00	480,802	2.7%	2.4%
Resident Graduate (4%)	173.00	1,170,468	146.37	936,192	177.00	1,132,092	20.9%	20.9%
SUBTOTAL	427.50	2,544,104	357.36	2,063,278	398.00	2,315,438	11.4%	12.2%
Non-Resident (2%)								
NR Undergraduate	464.00	9,122,385	488.16	9,585,821	558.00	11,278,708	14.3%	17.7%
NR Athletics	116.00	2,288,866	130.25	2,565,986	132.00	2,684,794	1.3%	4.6%
NR Graduate	68.00	1,414,210	48.60	1,009,988	58.00	1,240,550	19.3%	22.8%
NR WICHE	0.00	0	0.00	0	0.00	0		
PhD/MSSE	0.00	0	0.00	0	0.00	0		
Other	0.00	0	0.00	0	0.00	0		
SUBTOTAL	648.00	12,825,460	667.01	13,161,795	748.00	15,204,052	12.1%	15.5%
Designated								
Montana Indians	160.00	799,560	135.67	723,154	140.00	746,256	3.2%	3.2%
Veterans	11.00	59,700	7.63	41,621	11.00	59,700	44.2%	43.4%
Resident Faculty & Staff	80.00	479,712	77.36	473,585	76.00	459,456	-1.8%	-3.0%
Resident Employee Dependents	60.00	319,824	51.52	274,585	55.00	293,172	6.8%	6.8%
War Orphans/Peace Officers	0.00	0	0.00	0	0.00	0		
Custodial Students	0.00	0	0.00	0	0.00	0		
Community Colleges	10.00	53,305	6.50	34,648	10.00	53,304	53.8%	53.8%
High School Honors	370.00	1,972,248	395.54	2,108,395	400.00	2,132,160	1.1%	1.1%
National Merit	3.00	15,991	2.50	13,326	2.00	10,661	-20.0%	-20.0%
Other	0.00	0	0.00	0	0.00	0		
Yellow Ribbon Program	42.00	818,057	49.16	955,187	42.00	842,312	-14.6%	-11.8%
SUBTOTAL	736.00	4,518,397	725.88	4,624,501	736.00	4,597,021	1.4%	-0.6%
Scholarships	244.75	1,304,600	264.95	1,412,285	227.02	1,210,133	-14.3%	-14.3%
Total Tuition Waived	2,056.25	21,192,561	2,015.20	21,261,859	2,109.02	23,326,644	4.7%	9.7%

Tuition Waiver are valued as follows:

AY Tuition and Registration Fees/FTE:

	FY15	FY16
Resident Undergraduate	5,330.40	5,330.40
Resident Graduate	6,396.00	6,396.00
Non-Resident Undergraduate	19,731.60	20,323.20
Non-Resident Graduate	20,797.20	21,388.80

MUS Student Financial Aid, 2014-15

Financial Aid Received by First-time, Full-time Resident Students

Financial Aid = all types of aid, except loans

Average Financial Aid = average amount received by all students, not just those receiving aid

Net Tuition & Fees = tuition and fee charges minus average financial aid

	1st-time, FT, Residents	Fin Aid \$\$ Disbursed	Avg Fin Aid Received	# Receiving Fin Aid	% Receiving Fin Aid	2014-15 Tuition & Fees	Net Tuition & Fees	PELL GRANTS			
								# receiving Pell	\$\$ Pell	Avg Pell (to all students)	% Pell
Dawson CC	54	262,336	4,858	49	91%	3,359	(\$1,499)	24	104,624	1,433	33%
Miles CC	67	242,057	3,613	58	87%	3,900	\$287	32	118,791	1,722	46%
City College	189	601,181	3,181	141	75%	3,782	\$601	91	370,620	1,598	39%
Great Falls College	159	533,541	3,356	121	76%	3,094	(\$262)	103	407,329	2,328	59%
Gallatin College	38	115,713	3,045	25	66%	3,135	\$90	19	69,882	3,328	90%
Helena College	189	607,477	3,214	136	72%	3,061	(\$153)	115	458,077	2,476	62%
Highlands College	143	500,523	3,500	109	76%	3,236	(\$264)	76	353,503	2,169	47%
Missoula College	315	1,194,024	3,791	272	86%	3,498	(\$293)	215	937,348	3,053	70%
2-yr Total	1,154	4,056,852	3,515	911	74%	3,390	(\$126)	675	2,820,174	2,302	55%
MSU Billings	422	1,754,733	4,158	343	95%	5,779	\$1,621	185	721,204	1,992	51%
MSU Northern	161	807,124	5,013	141	87%	4,818	(\$195)	77	312,213	1,927	48%
MSU Bozeman	1,205	5,311,330	4,408	989	80%	6,801	\$2,393	340	1,352,860	1,095	28%
UM Missoula	945	4,178,443	4,422	820	90%	6,099	\$1,677	368	1,608,446	1,773	41%
MT Tech	224	1,238,984	5,531	198	95%	6,494	\$963	63	252,304	1,213	30%
UM Western	181	506,328	2,797	115	66%	4,152	\$1,355	65	279,469	1,606	37%
4-yr Total	3,138	13,796,941	4,397	2606	85%	6,176	\$1,779	1,098	4,526,496	1,485	36%
MUS Total	4,292	17,853,793	\$4,160	3,517	82%	\$5,427	\$1,267	1,773	7,346,669	1,719	41%

Student Financial Aid, 2013-14
Flagship Peer Institutions in States of 2 million or less

	The University of Montana		University of Alaska Fairbanks		University of Delaware		University of Idaho	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students								
Any grant or scholarship aid	61%	\$5,036	43%	\$5,455	58%	\$8,788	76%	\$6,811
Pell grants	38%	\$4,556	23%	\$3,574	14%	\$4,003	40%	\$4,217
Federal student loans	53%	\$7,387	25%	\$7,079	52%	\$6,414	54%	\$7,222
Full-time, first-time, degree/certificate-seeking undergraduate students								
Any student financial aid	92%		86%		84%		94%	
Grants or scholarship aid	85%	\$5,011	78%	\$6,728	73%	\$8,443	92%	\$6,534
Federal grants	37%	\$4,527	30%	\$4,141	16%	\$4,314	40%	\$4,358
Pell grants	37%	\$4,450	29%	\$4,074	16%	\$4,098	40%	\$4,189
Other federal grants	6%	\$495	5%	\$483	5%	\$786	23%	\$291
State or local grants and scholarships	9%	\$1,290	55%	\$4,216	21%	\$7,016	64%	\$779
Institutional grants and scholarships	67%	\$3,708	43%	\$3,987	54%	\$7,412	78%	\$4,849
Student loan aid	54%	\$6,120	32%	\$5,831	53%	\$8,605	70%	\$6,804
Federal student loans	54%	\$5,733	31%	\$5,125	52%	\$5,544	53%	\$5,712
Other student loans	2%	\$10,343	3%	\$9,295	9%	\$18,041	17%	\$10,170

Typical Tuition and required fees Academic Year
2014-15; undergradaute

In-state	\$6,329	\$6,466	\$12,342	\$6,784
Out-of-state	\$23,145	\$19,290	\$30,692	\$20,314

% of first-time degree/certificate-seeking undergraduate: Fall 2014

In-State	68.0%	90.0%	36.0%	69.0%
Out-Of-state	31.0%	9.0%	62.0%	26.0%
Foreign Countries	1.0%	1.0%	2.0%	2.0%
unknown	0.0%	0.0%	0.0%	2.0%

Student Financial Aid, 2013-14
Flagship Peer Institutions in States of 2 million or less

	University of Maine		University of Nebraska - Lincoln		University of Nevada - Reno		University of New Hampshire - Main Campus	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students								
Any grant or scholarship aid	66%	\$7,719	50%	\$7,025	67%	\$5,462	57%	\$11,579
Pell grants	33%	\$4,037	20%	\$3,983	30%	\$3,884	22%	\$4,031
Federal student loans	63%	\$6,933	39%	\$5,935	40%	\$7,610	68%	\$6,848
Full-time, first-time, degree/certificate-seeking undergraduate students								
Any student financial aid	94%		93%		90%		84%	
Grants or scholarship aid	84%	\$8,490	74%	\$7,412	83%	\$4,978	65%	\$12,423
Federal grants	36%	\$5,068	26%	\$4,243	29%	\$4,050	23%	\$5,020
Pell grants	36%	\$4,132	26%	\$4,059	29%	\$4,022	23%	\$4,056
Other federal grants	25%	\$1,403	11%	\$456	1%	\$1,450	22%	\$1,033
State or local grants and scholarships	25%	\$894	12%	\$1,992	74%	\$2,608	8%	\$457
Institutional grants and scholarships	78%	\$6,429	69%	\$5,957	45%	\$2,330	64%	\$10,666
Student loan aid	71%	\$8,226	52%	\$6,007	44%	\$8,706	73%	\$9,357
Federal student loans	70%	\$6,057	51%	\$5,227	43%	\$7,733	73%	\$6,008
Other student loans	15%	\$10,429	4%	\$11,038	5%	\$8,952	16%	\$15,513

Typical Tuition and required fees Academic Year
2014-15; undergradate

In-state	\$10,606	\$8,070	\$6,707	\$16,552
Out-of-state	\$28,486	\$21,990	\$20,617	\$29,532

% of first-time degree/certificate-seeking undergrad

In-State	63.0%	72.0%	68.0%	41.0%
Out-Of-state	35.0%	23.0%	31.0%	58.0%
Foreign Countries	1.0%	4.0%	1.0%	1.0%
unknown	0.0%	0.0%	0.0%	0.0%

Student Financial Aid, 2013-14
Flagship Peer Institutions in States of 2 million or less

	University of New Mexico - Main Campus		University of North Dakota		University of Rhode Island		University of South Dakota	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students								
Any grant or scholarship aid	93%	\$1,560	51%	\$4,679	71%	\$9,507	53%	\$4,412
Pell grants	39%	\$2,292	20%	\$3,720	27%	\$4,126	27%	\$3,813
Federal student loans	42%	\$7,279	51%	\$6,772	67%	\$6,402	57%	\$6,730
Full-time, first-time, degree/certificate-seeking undergraduate students								
Any student financial aid	98%		83%		93%		92%	
Grants or scholarship aid	98%	\$4,250	53%	\$4,413	84%	\$10,415	78%	\$4,454
Federal grants	38%	\$4,513	19%	\$4,233	25%	\$4,367	31%	\$4,522
Pell grants	38%	\$4,537	19%	\$3,794	25%	\$4,342	30%	\$3,908
Other federal grants	1%	\$953	15%	\$589	0%	\$2,065	17%	\$1,453
State or local grants and scholarships	56%	\$1,469	25%	\$2,094	25%	\$709	22%	\$1,000
Institutional grants and scholarships	58%	\$2,780	30%	\$3,435	83%	\$8,960	63%	\$2,953
Student loan aid	38%	\$5,720	58%	\$9,073	77%	\$6,146	68%	\$7,030
Federal student loans	38%	\$5,399	56%	\$6,109	77%	\$5,238	68%	\$5,905
Other student loans	2%	\$8,608	18%	\$10,269	5%	\$14,593	10%	\$7,824

Typical Tuition and required fees Academic Year 2014-15; undergraduates

In-state	\$6,848	\$7,741	\$12,506	\$8,022
Out-of-state	\$20,664	\$18,409	\$28,072	\$10,794

% of first-time degree/certificate-seeking undergrad

In-State	86.0%	35.0%	44.0%	63.0%
Out-Of-state	13.0%	63.0%	55.0%	35.0%
Foreign Countries	1.0%	1.0%	1.0%	2.0%
unknown	0.0%	0.0%	0.0%	0.0%

Student Financial Aid, 2013-14
Flagship Peer Institutions in States of 2 million or less

	University of Vermont		University of Wyoming		West Virginia University	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students						
Any grant or scholarship aid	81%	\$12,615	70%	\$6,468	63%	\$7,660
Pell grants	18%	\$3,971	24%	\$4,137	26%	\$4,200
Federal student loans	46%	\$6,328	36%	\$7,087	52%	\$6,984
Full-time, first-time, degree/certificate-seeking undergraduate students						
Any student financial aid	94%		93%		88%	
Grants or scholarship aid	92%	\$14,125	86%	\$6,667	71%	\$7,598
Federal grants	18%	\$5,013	21%	\$4,516	27%	\$4,374
Pell grants	18%	\$3,991	21%	\$3,993	27%	\$4,185
Other federal grants	9%	\$2,071	11%	\$1,035	7%	\$1,081
State or local grants and scholarships	16%	\$2,748	50%	\$3,856	37%	\$4,811
Institutional grants and scholarships	91%	\$12,773	65%	\$4,419	57%	\$4,338
Student loan aid	54%	\$8,275	41%	\$6,675	55%	\$7,430
Federal student loans	54%	\$5,343	41%	\$5,487	53%	\$5,746
Other student loans	10%	\$15,603	4%	\$11,799	7%	\$14,884

Typical Tuition and required fees Academic Year
2014-15; undergraduates

In-state	\$16,226	\$3,968	\$6,960
Out-of-state	\$37,616	\$12,152	\$20,242

% of first-time degree/certificate-seeking undergrad

In-State	24.0%	52.0%	44.0%
Out-Of-state	74.0%	46.0%	51.0%
Foreign Countries	2.0%	2.0%	5.0%
unknown	0.0%	0.0%	0.0%

Student Financial Aid, 2013-14
Aspirational Peer Institutions

	The University of Montana		Colorado State University-Fort Collins		Georgia State University		Iowa State University	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students								
Any grant or scholarship aid	61%	\$5,036	49%	\$7,738	69%	\$6,471	70%	\$6,589
Pell grants	38%	\$4,556	25%	\$3,880	52%	\$4,284	22%	\$4,200
Federal student loans	53%	\$7,387	45%	\$6,734	59%	\$7,120	52%	\$6,290
Full-time, first-time, degree/certificate-seeking undergraduate students								
Any student financial aid	92%		74%		92%		87%	
Grants or scholarship aid	85%	\$5,011	54%	\$7,530	85%	\$8,568	76%	\$7,137
Federal grants	37%	\$4,527	22%	\$4,745	57%	\$4,781	21%	\$4,280
Pell grants	37%	\$4,450	22%	\$4,032	57%	\$4,613	20%	\$4,116
Other federal grants	6%	\$495	16%	\$1,029	9%	\$1,017	5%	\$1,127
State or local grants and scholarships	9%	\$1,290	20%	\$1,313	70%	\$6,488	2%	\$6,305
Institutional grants and scholarships	67%	\$3,708	48%	\$5,646	3%	\$2,426	75%	\$5,923
Student loan aid	54%	\$6,120	45%	\$6,622	55%	\$5,588	51%	\$6,868
Federal student loans	54%	\$5,733	44%	\$5,425	55%	\$5,589	50%	\$5,432
Other student loans	2%	\$10,343	4%	\$14,483	0%	\$4,989	8%	\$9,768

Typical Tuition and required fees Academic Year
2014-15; undergraduates

In-state	\$6,329	\$9,897	\$8,616	\$7,731
Out-of-state	\$23,145	\$26,077	\$23,186	\$20,617

% of first-time degree/certificate-seeking undergraduate: Fall 2014

In-State	68%	76%	94%	58%
Out-Of-state	31%	23%	4%	37%
Foreign Countries	1%	0%	1%	5%
unknown	0%	0%	0%	0%

Student Financial Aid, 2013-14
Aspirational Peer Institutions

	Kansas State University		Mississippi State University		North Dakota State University-Main Campus		Oregon State University	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students								
Any grant or scholarship aid	57%	\$5,187	78%	\$7,155	56%	\$4,890	57%	\$7,035
Pell grants	24%	\$3,874	33%	\$4,273	21%	\$3,726	32%	\$4,104
Federal student loans	49%	\$6,669	50%	\$7,409	55%	\$6,345	51%	\$7,227
Full-time, first-time, degree/certificate-seeking undergraduate students								
Any student financial aid	84%		94%		88%		80%	
Grants or scholarship aid	72%	\$5,291	91%	\$8,808	59%	\$4,607	62%	\$6,507
Federal grants	23%	\$4,021	33%	\$4,521	21%	\$4,089	29%	\$4,246
Pell grants	23%	\$3,889	33%	\$4,442	21%	\$3,804	29%	\$4,105
Other federal grants	4%	\$866	3%	\$1,090	20%	\$291	5%	\$982
State or local grants and scholarships	17%	\$1,310	39%	\$1,819	24%	\$2,077	23%	\$2,234
Institutional grants and scholarships	65%	\$4,135	68%	\$8,589	37%	\$3,679	55%	\$4,130
Student loan aid	50%	\$6,370	52%	\$6,713	64%	\$8,588	55%	\$6,538
Federal student loans	49%	\$5,598	52%	\$6,035	61%	\$5,743	54%	\$5,472
Other student loans	4%	\$10,876	4%	\$10,400	23%	\$8,425	4%	\$15,731

Typical Tuition and required fees Academic Year
2014-15; undergraduates

In-state	\$9,034	\$7,140	\$7,820	\$9,122
Out-of-state	\$22,624	\$18,478	\$18,849	\$26,294

% of first-time degree/certificate-seeking undergrad

In-State	78%	61%	36%	74%
Out-Of-state	18%	38%	63%	25%
Foreign Countries	3%	1%	1%	2%
unknown	0%	0%	0%	0%

Student Financial Aid, 2013-14
Aspirational Peer Institutions

	University of Colorado Boulder		University of Oregon		Utah State University		Washington State University	
	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received	Percent receiving aid	Average amount of aid received
All undergraduate students								
Any grant or scholarship aid	42%	\$9,799	60%	\$6,451	55%	\$6,093	58%	\$10,526
Pell grants	18%	\$4,133	25%	\$4,302	36%	\$3,952	34%	\$4,248
Federal student loans	32%	\$6,447	39%	\$7,241	33%	\$5,714	49%	\$6,887
Full-time, first-time, degree/certificate-seeking undergraduate students								
Any student financial aid	63%		78%		80%		79%	
Grants or scholarship aid	47%	\$8,929	61%	\$7,509	70%	\$6,891	66%	\$10,326
Federal grants	18%	\$5,329	24%	\$4,385	31%	\$4,032	34%	\$4,387
Pell grants	17%	\$4,230	24%	\$4,275	30%	\$3,983	33%	\$4,321
Other federal grants	3%	\$8,617	4%	\$676	4%	\$956	30%	\$218
State or local grants and scholarships	5%	\$3,087	16%	\$1,944	4%	\$1,317	24%	\$10,430
Institutional grants and scholarships	45%	\$6,788	56%	\$5,728	51%	\$6,841	51%	\$5,577
Student loan aid	36%	\$8,737	40%	\$7,236	32%	\$5,713	48%	\$7,031
Federal student loans	35%	\$5,374	39%	\$5,903	31%	\$5,220	47%	\$5,493
Other student loans	6%	\$21,975	3%	\$19,840	2%	\$9,568	5%	\$15,623

Typical Tuition and required fees Academic Year
2014-15; undergraduate

In-state	\$10,789	\$9,918	\$6,384	\$12,428
Out-of-state	\$33,151	\$30,888	\$18,491	\$25,510

% of first-time degree/certificate-seeking undergrad

In-State	56%	47%	70%	85%
Out-Of-state	38%	41%	28%	12%
Foreign Countries	6%	12%	2%	2%
unknown	0%	0%	0%	1%

Table 17. Higher education R&D expenditures, ranked by FY 2014 R&D expenditures: FYs 2005–14
(Dollars in thousands)

Peer Institutions from state of 2 million or less population

Rank	Institution	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
185	U. Montana, Missoula	55,795	53,333	56,119	58,557	59,791	63,540	60,159	59,313	60,189	55,032
121	U. Alaska, Fairbanks	140,594	154,441	155,147	149,313	157,600	161,986	165,530	160,407	162,658	155,769
112	U. Delaware	112,591	116,982	120,431	126,971	126,788	153,311	169,746	170,174	179,967	175,563
150	U. Idaho	93,127	88,284	83,690	82,489	89,242	87,207	96,229	97,227	95,891	95,594
145	U. Maine	75,815	93,867	100,072	96,755	101,344	111,282	111,600	92,135	77,583	101,247
80	U. Nebraska, Lincoln	214,053	228,976	229,496	244,869	251,195	191,268	235,296	253,320	266,506	278,299
155	U. Nevada, Reno	97,306	100,643	99,286	104,841	109,151	95,423	89,740	85,726	89,797	87,324
124	U. New Hampshire	115,976	121,952	120,463	121,092	117,546	115,562	143,002	165,156	147,446	147,544
91	U. New Mexico	182,871	186,047	181,734	202,694	205,831	211,771	220,565	220,360	227,703	228,849
166	U. North Dakota	47,024	56,301	63,298	65,185	71,858	76,560	74,882	80,149	68,942	67,595
151	U. Rhode Island	60,252	70,696	76,237	78,871	84,989	90,016	102,630	114,323	101,898	91,706
226	U. South Dakota	18,919	22,892	21,473	22,742	34,690	30,616	28,959	31,982	33,187	30,700
142	U. Vermont	116,279	122,814	114,172	116,463	122,991	129,856	132,356	115,697	115,485	109,701
191	U. Wyoming	83,742	89,707	80,041	76,711	79,684	55,319	57,549	65,611	65,490	51,422
357	West Virginia State U.	2,537	2,467	2,765	4,362	4,017	3,770	4,176	5,087	4,491	7,221

NOTES: Prior to FY 2010, some institution totals for all R&D expenditures may be lower-bound estimates because the National Science Foundation did not attempt to estimate for nonresponse on non-science and engineering R&D expenditures item prior to FY 2010. Tied institutions are ranked alphabetically. Institutions ranked are geographically separate campuses headed by a campus-level president or chancellor. Some campuses are part of large multi-campus universities; some are part of state university systems. For a complete listing of campuses that belong to a larger university or system and their aggregate R&D expenditures, see table 84.

SOURCE: National Science Foundation, National Center for Science and Engineering Statistics, Higher Education Research and Development Survey.

Table 17. Higher education R&D expenditures, ranked by FY 2014 R&D expenditures: FYs 2005–14
(Dollars in thousands)

Rank	Institution	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
185	U. Montana, Missoula	55,795	53,333	56,119	58,557	59,791	63,540	60,159	59,313	60,189	55,032
75	Colorado State U., Fort Collins	244,303	267,453	296,020	302,613	311,720	302,896	330,784	375,919	313,238	307,978
137	Georgia State U.	61,651	64,624	65,900	94,429	78,920	81,015	92,725	91,148	111,999	123,915
74	Iowa State U.	215,848	227,585	221,002	228,167	228,526	250,120	267,641	260,995	266,596	313,263
106	Kansas State U.	126,826	126,960	126,864	141,535	151,376	160,679	169,167	176,141	183,096	184,945
98	Mississippi State U.	184,612	196,119	211,271	219,017	225,426	231,675	226,070	233,197	206,424	209,729
122	North Dakota State U.	103,248	104,505	107,337	116,327	114,260	126,419	134,064	135,493	150,173	154,437
90	Oregon State U.	217,998	227,693	231,895	233,358	257,564	216,595	228,814	240,507	232,677	230,963
58	U. Colorado Boulder	265,447	254,805	267,314	272,191	299,892	349,449	390,677	392,004	385,849	379,475
152	U. Oregon	61,058	66,602	71,362	78,934	86,371	94,107	103,019	105,030	94,522	91,203
115	Utah State U.	134,223	142,935	142,784	148,257	145,240	149,169	174,167	157,355	158,352	164,892
69	Washington State U.	185,282	203,542	213,262	283,086	301,080	304,352	320,510	335,930	341,082	326,414

NOTES: Prior to FY 2010, some institution totals for all R&D expenditures may be lower-bound estimates because the National Science Foundation did not attempt to estimate for nonresponse on non-science and engineering R&D expenditures item prior to FY 2010. Tied institutions are ranked alphabetically. Institutions ranked are geographically separate campuses headed by a campus-level president or chancellor. Some campuses are part of large multi-campus universities; some are part of state university systems. For a complete listing of campuses that belong to a larger university or system and their aggregate R&D expenditures, see table 84.

SOURCE: National Science Foundation, National Center for Science and Engineering Statistics, Higher Education Research and Development Survey.

Montana State University - Bozeman
ALL FUNDS SUBJECT TO BOARD OF REGENTS APPROVAL
FISCAL YEAR 2016

Campus/Agency	Actual FY 2015	Budgeted FY 2016	Dollar Change Actual 2015 to Budgeted 2016	Percent Change Actual 2015 to Budgeted 2016
Montana State University - Bozeman:				
Current Operating Unrestricted	\$ 190,278,415	\$ 201,986,182	\$ 11,707,767	6%
Current Restricted	99,728,982	104,611,734	4,882,752	5%
Current Designated	76,120,883	78,301,486	2,180,603	3%
Auxiliary Enterprises	54,928,421	59,302,518	4,374,097	8%
Loan & Endowment Funds	215,030	221,481	6,451	3%
Plant Funds	89,467,510	93,130,000	3,662,490	4%
TOTAL ALL FUNDS	\$ 510,739,241	\$ 537,553,401	\$ 26,814,160	5%

Institution	City	State	Fall 1999	Fall 2000	Fall 2001	Fall 2002	Fall 2003	Fall 2004	Fall 2005	Fall 2006	Fall 2007	Fall 2008	Fall 2009	Fall 2010	Fall 2011	Fall 2012	Fall 2013	Fall 2014
			Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment
The University of Montana	Missoula	MT	11,484	12,413	12,645	13,026	13,313	13,558	13,569	13,925	13,628	14,207	14,921	15,642	15,669	14,946	14,525	13,952
University of Alaska Fairbanks	Fairbanks	AK	6,768	7,132	7,142	7,661	8,736	8,693	8,228	8,340	8,618	8,575	9,137	9,855	9,712	9,223	9,166	8,620
University of Delaware	Newark	DE	21,206	19,072	20,949	21,289	21,121	21,238	20,982	20,380	20,342	20,500	21,138	21,177	21,489	21,856	22,166	22,680
University of Idaho	Moscow	ID	11,305	11,635	12,067	12,424	12,895	12,824	12,476	11,739	11,636	11,791	11,957	12,302	12,312	12,420	12,024	11,702
University of Maine	Orono	ME	9,945	10,282	10,698	11,135	11,222	11,358	11,435	11,797	11,912	11,818	11,894	11,501	11,168	10,901	11,247	11,286
University of Nebraska-Lincoln	Lincoln	NE	22,142	22,268	22,764	22,988	22,559	21,792	21,675	22,106	22,973	23,573	24,100	24,610	24,593	24,207	24,445	25,006
University of Nevada-Reno	Reno	NV	12,532	13,149	14,316	15,093	15,534	15,950	16,336	16,663	16,681	16,867	16,875	17,680	18,004	18,227	18,776	19,934
University of New Hampshire-Main Campus	Durham	NH	14,677	14,689	14,766	15,407	15,586	14,370	14,511	14,811	15,005	14,898	15,253	15,095	15,128	15,267	14,913	15,117
University of New Mexico-Main Campus	Albuquerque	NM	24,374	23,670	23,753	24,593	25,686	26,242	26,172	25,721	25,672	25,754	27,241	28,688	28,977	29,033	28,592	27,844
University of North Dakota	Grand Forks	ND	10,590	11,031	11,764	12,423	13,034	13,187	12,954	12,834	12,559	12,748	13,172	14,194	14,697	15,250	15,143	14,906
University of Rhode Island	Kingston	RI	14,577	14,362	14,264	14,180	14,791	14,749	15,095	15,062	15,650	15,904	16,389	16,294	16,317	16,451	16,387	16,571
University of South Dakota	Vermillion	SD	6,904	7,487	8,569	8,873	8,093	8,120	8,641	8,746	9,243	9,291	9,617	10,151	9,970	10,284	10,235	10,061
University of Vermont	Burlington	VT	10,206	10,118	10,078	10,314	10,967	10,940	11,597	11,870	12,239	12,800	13,391	13,554	13,478	13,098	12,723	12,856
University of Wyoming	Laramie	WY	10,940	11,743	12,366	12,745	13,130	13,207	13,126	13,203	12,875	12,067	12,427	12,911	12,925	12,903	12,778	12,820
West Virginia University	Morgantown	WV	22,315	21,987	22,774	23,492	24,260	25,255	26,051	27,115	28,113	28,840	28,898	29,306	29,617	29,707	29,466	29,175

Institution	City	State	Fall 1999	Fall 2000	Fall 2001	Fall 2002	Fall 2003	Fall 2004	Fall 2005	Fall 2006	Fall 2007	Fall 2008	Fall 2009	Fall 2010	Fall 2011	Fall 2012	Fall 2013	Fall 2014
			Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment	Total Enrollment
The University of Montana	Missoula	MT	11,484	12,413	12,645	13,026	13,313	13,558	13,569	13,925	13,628	14,207	14,921	15,642	15,669	14,946	14,525	13,952
Colorado State University-Fort Collins	Fort Collins	CO	27,036	26,807	28,103	29,255	28,186	27,973	27,780	27,636	27,569	28,882	28,902	30,155	30,467	30,659	31,186	31,354
Georgia State University	Atlanta	GA	23,410	23,625	25,743	27,462	28,042	27,261	25,967	26,135	27,134	28,229	30,427	31,533	32,022	32,087	32,165	32,556
Iowa State University	Ames	IA	26,110	26,845	27,823	27,898	27,380	26,380	25,741	25,462	26,160	26,856	27,945	28,682	29,611	30,748	32,955	34,435
Kansas State University	Manhattan	KS	21,543	21,929	22,396	22,762	23,050	23,151	23,182	23,141	23,332	23,520	23,581	23,588	23,863	24,378	24,581	24,766
Mississippi State University	Mississippi State	MS	16,076	16,561	16,878	16,610	16,173	15,934	16,101	16,206	17,039	17,824	18,601	19,644	20,424	20,365	20,161	20,138
North Dakota State University-Main Campus	Fargo	ND	9,638	9,902	10,534	11,146	11,623	12,026	12,099	12,258	12,527	13,230	14,189	14,407	14,399	14,443	14,629	14,747
Oregon State University	Corvallis	OR	16,041	16,758	18,013	18,764	18,958	19,153	19,224	19,352	19,738	20,305	21,950	23,753	24,962	26,363	27,902	28,886
University of Colorado Boulder	Boulder	CO	28,851	29,352	30,063	31,415	32,423	32,362	31,589	31,665	31,796	32,469	33,010	32,697	32,558	31,945	32,017	32,432
University of Oregon	Eugene	OR	17,236	17,801	18,956	19,997	19,992	20,296	20,347	20,348	20,332	21,452	22,335	23,342	24,396	24,518	24,473	24,096
Utah State University	Logan	UT	20,865	21,490	23,001	22,848	16,460	16,130	14,458	14,444	14,893	15,099	15,612	16,472	26,757	28,786	27,812	27,662
Washington State University	Pullman	WA	20,799	20,492	21,073	21,880	22,712	23,241	23,544	23,655	24,396	25,352	26,101	26,308	27,329	27,679	27,642	28,686

Noel-Levitz Report on Undergraduate Enrollment Trends

2013 Cost of Recruiting an Undergraduate Student Benchmarks for Four-Year and Two-Year Institutions

What is a typical budget and staff size for admissions and recruitment for private vs. public and small vs. large institutions? To answer this question and provide up-to-date benchmarks, Noel-Levitz conducted a brief, web-based poll of enrollment and admissions officers across the United States in the fall of 2013. The poll was part of the firm's ongoing series of benchmark polls for higher education.

Among this year's findings:

- Four-year private institutions spent the most to bring in new undergraduates in 2012-13, spending \$2,433 per new student at the median vs. \$457 per new student and \$123 per new student at the median, respectively, for four-year public institutions and two-year public institutions.
- Four-year private institutions staffed their admissions and recruitment offices at the highest levels. For example, at four-year public institutions, the median ratio of new student enrollees to full-time-equivalent (FTE) staff is 111:1, but at private institutions, the ratio is 31:1.
- Because allowing time for face-to-face outreach substantially affects staffing levels, this study separately examined staffing levels for outreach activities, finding new-student-enrollee-to-FTE-outreach-staff median ratios of 56:1 at four-year private institutions, 243:1 at four-year public institutions, and 723:1 at two-year public institutions.
- Only 30 percent of four-year private institutions and 21 percent of four-year public institutions reported substantially increasing their total recruiting budgets in 2013-14—proportions that were down from the year before.



How does your own institution's spending compare?

To compare the benchmarks in this report to your own institution's budget and staff size for admissions/recruitment, simply run the calculations described on pages 4-5.

For findings from previous years' Cost of Recruiting polls based on samples drawn from similar-sized but different sets of institutions, visit www.noellevitz.com/BenchmarkReports.

Two-year public institutions, please note: The benchmarks for two-year public institutions in this report are based on a finite number of observations, due to a limited two-year sample size. See the bottom of page 3.

About this report

See how many institutions substantially increased, substantially decreased, or kept their budgets the same over the past two years on pages 7-8.



Find details on this year's poll participants on page 9.

This Noel-Levitz report provides comparative, up-to-date benchmarks on the cost of recruiting undergraduate students based on the following four data points reported in the fall of 2013 by college and university officials in response to an electronic poll:

1. Total approximate budget for undergraduate recruitment and admissions for 2012-13, rounded to the nearest thousand dollars (see breakdown of budget components below);
2. Total number of new, undergraduate, first-year and transfer students who enrolled in all terms beginning January 1, 2013, including the fall 2013 term;
3. Total number of full-time-equivalent (FTE) employees, including student workers, who worked in the undergraduate recruitment or admissions office during the 2012-13 academic year; and
4. Total number of the above FTE employees who represented the institution in face-to-face outreach (e.g., high school visits, college fairs, or on-campus events/tours).

To calculate the cost of recruiting a single undergraduate student, the total budget figure (#1) was divided by the total number of new undergraduates (#2).

To calculate how many staff were used in relation to the number of new students, the total number of new undergraduates (#2) was divided by the staff size figures (#3 and #4), shown on pages 5-6.

The poll was emailed to enrollment and admissions officers at accredited, two-year and four-year, degree-granting U.S. institutions. See a list of responding institutions on pages 9-10.

Detail on budget components

For consistency in reporting the total approximate budget for recruiting and admissions, the poll instructed respondents to include the sum of:

- Staff salaries and benefits, prorated, for all full- or part-time employees working with undergraduate recruitment or admissions, including temporary or work-study employees and prorated salaries, benefits, and operating costs of supervisors who carried additional responsibilities outside of undergraduate recruitment and admissions;
- Capital costs (equipment, if any);
- Supplies;
- Travel (if any);
- Publications and advertising related to recruitment;
- Web and electronic communications costs related to recruitment;
- Consultant services (if any);
- Vendor/outsourced services (if any); and
- Any additional expenses related to recruitment and admissions not named, such as any costs associated with recruiting and admissions that are covered by departments outside the admissions office but excluding grants and/or scholarships.

To save time completing the poll, respondents were given the option to estimate all outlays and to calculate approximate employee benefits as a percentage of salary.

Throughout this report, “2013” refers to budgets and staff sizes in 2012-13. For further definition, see page 2.

2013 cost of recruiting a single undergraduate student

The median cost of recruiting a single undergraduate student in 2013 is shown in Table 1 below by institution type. Consistent with the findings of previous Noel-Levitz studies, costs were highest at four-year private institutions.

Table 1: Cost to recruit a single undergraduate student, 2013

Percentile	Four-year private institutions	Four-year public institutions	Two-year public institutions*
25th percentile	\$1,602	\$268	\$52
Median	\$2,433	\$457	\$123
75th percentile	\$3,116	\$750	\$205

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At \$2,433 per new student, the median cost of recruiting was substantially higher for four-year private institutions than the comparable median cost of \$457 per student for four-year public institutions and \$123 per student at two-year public institutions.

Looking at costs and staff sizes through the correct lens

The benchmarks in this report are based on final, new-student enrollment counts (i.e., cost per new student enrollee), a more reliable metric for measuring institutional effectiveness and efficiency than comparing budgets and staff sizes to the number of student applications. For example, a cost-per-applicant metric can mistakenly signal that an institution generating a lot of “soft” applications (applicants who are unlikely to enroll) is more efficient, when in fact the institution may be less efficient by generating the softer applicants.

* Two-year public institutions—please note:

The benchmarks for two-year public institutions in this report are based on a finite number of observations, due to a limited two-year sample size. Although the sample proved to be too small to ensure statistical significance, we judged these benchmarks to be helpful but ultimately leave that judgment up to the reader. See list of responding institutions on page 10.

Findings color key

Four-year private institutions

Four-year public institutions

Two-year public institutions

Cost of recruiting a single student by size of institution

The 2013 cost per new student was examined by the enrollment size of the institutions in the sample. Although minor differences were apparent, this year's study found no statistically significant correlations between the cost per new student and enrollment size.

For two-year public institutions, differences by enrollment size are unavailable due to the smaller size of the two-year public sample, as noted on page 3.

Table 2: Cost to recruit a single undergraduate student in 2013 by enrollment size for four-year institutions and by percentile for all sectors

Percentile	Four-year private institutions				Four-year public institutions				Two-year public institutions*
	Overall	Smallest third in enrollment size	Middle third in enrollment size	Largest third in enrollment size	Overall	Smallest third in enrollment size	Middle third in enrollment size	Largest third in enrollment size	Overall
25th percentile	\$1,602	\$1,447	\$1,630	\$1,692	\$268	\$311	\$249	\$243	\$52
Median	\$2,433	\$2,392	\$2,559	\$2,174	\$457	\$575	\$399	\$452	\$123
75th percentile	\$3,116	\$3,006	\$3,378	\$2,833	\$750	\$997	\$610	\$592	\$205

TM

This study found no statistically significant correlations between the cost per new student and enrollment size.

Definition of enrollment size

To determine differences by enrollment size, four-year institutions with total enrollments below the 33.3rd percentile for enrollment size were classified as "small," while four-year institutions with enrollment sizes above the 66.7th percentile were classified as "large."

For four-year private institutions, the 33.3rd percentile for total enrollment size was 1,197 and the 66.7th percentile was 2,570.

For four-year public institutions, the 33.3rd percentile for total enrollment size was 7,090 and the 66.7th percentile was 16,072.

For two-year public institutions, differences by enrollment size were unavailable due to the smaller size of the two-year sample, as noted on page 3.



To compare your institution's budget to the benchmarks in this report, simply divide your 2012-13 recruiting/admissions budget by the number of new first-year and transfer students who enrolled at your institution between January 1, 2013, and October 1, 2013 (see details on which budget components to include at the bottom of page 2). Then, compare this figure with the 2013 benchmarks shown above for your institution type.

* See note at the bottom of page 3 regarding the benchmarks for two-year public institutions.

Ratios of new students enrolled to FTE recruitment staff

This study also examined the ratio of the number of new students enrolled to the number of FTE admissions/recruitment staff, including breakdowns by the enrollment size of the institutions in the sample.

Overall, as Table 3 shows, it is clear that four-year private institutions staff their admissions/recruitment offices at the highest levels.

Although minor differences are apparent in the table below, this study found no statistically significant correlations between the ratios and enrollment size, with one exception. Namely, the median ratio (41) for the largest private institutions in the sample was significantly different than the ratios for the smallest and middle third of the private institutions.

Although breakdowns by size were unavailable for respondents from the two-year public sector (see note about small sample size on page 3), respondents from this sector, overall, reported using fewer recruitment staff for each new undergraduate enrollee.

Table 3: Number of new undergraduates in 2013 for each FTE employee in undergraduate recruitment or admissions in 2012-13

Percentile	Four-year private institutions				Four-year public institutions				Two-year public institutions*
	Overall	Smallest third in enrollment size	Middle third in enrollment size	Largest third in enrollment size	Overall	Smallest third in enrollment size	Middle third in enrollment size	Largest third in enrollment size	Overall
25th percentile	23	20	21	29	90	64	85	106	184
Median	31	28	29	41	111	102	117	116	375
75th percentile	44	40	42	51	149	139	144	219	642

TM

At private four-year institutions, the median ratio of new-student enrollees to FTE staff was 31:1, but at public four-year institutions, the ratio was 111:1. At two-year public institutions, the comparable ratio was 375:1. With just one exception noted above, this study found no statistically significant correlations between the ratios and enrollment size.



To compare your staff size to the benchmarks shown, simply divide the number of new first-year and transfer students who enrolled at your institution in all terms between January 1, 2013, and October 1, 2013, by the number of FTE staff in your admissions/recruitment division in 2012-13 (see FTE definition below). Then, compare this figure with the benchmarks shown above for your corresponding type of institution.

FTE definition

The number of full-time equivalent employees is the sum of:

1. The number of employees working full-time; and
2. The number of part-time employees, expressed as fractions of full-time (i.e., half-time = 0.5 and quarter-time = 0.25).

For example, an office with 20 full-time employees and 12 students who work an average of 10 hours per week (0.25 of full-time) has 23 FTE employees (20+3).

* See note at the bottom of page 3 regarding the benchmarks for two-year public institutions.

Ratios of new students enrolled to FTE outreach recruitment staff

Similar to the findings on the previous page, this study also examined the ratio of the number of new students enrolled to the number of FTE outreach recruitment staff, including breakdowns by the enrollment size of the institutions in the sample. FTE outreach staff were defined as employees involved in face-to-face outreach, such as high school visits, college fairs, or on-campus events/tours.

Consistent with the findings on the previous page, four-year private institutions staffed their admissions/recruitment outreach activities at the highest levels.

Again here, although minor differences are apparent in the table below, this study found no statistically significant correlations between these ratios and enrollment size, with one exception. Namely, the median ratio (74) for the largest private institutions in the sample was significantly different than the ratios for the smallest and middle third of the private institutions.

Table 4: Number of new undergraduates in 2013 for each FTE employee who was involved in face-to-face outreach for undergraduate recruitment or admissions in 2012-13

Percentile	Four-year private institutions				Four-year public institutions				Two-year public institutions*
	Overall	Smallest third in enrollment size	Middle third in enrollment size	Largest third in enrollment size	Overall	Smallest third in enrollment size	Middle third in enrollment size	Largest third in enrollment size	Overall
25th percentile	41	30	38	53	174	125	150	235	437
Median	56	45	50	74	243	201	244	373	723
75th percentile	83	74	68	98	448	290	397	523	1,062

TM

At private four-year institutions, the median ratio of new-student enrollees to FTE outreach staff was 56:1, but at public four-year institutions, the ratio was 243:1. At two-year public institutions, the comparable ratio was 723:1. With just one exception noted above, this study found no statistically significant correlations between the ratios and enrollment size.

*See note at the bottom of page 3 regarding the benchmarks for two-year public institutions.

Changes in recruiting budgets (2013-14 vs. 2012-13 and 2012-13 vs. 2011-12)

Respondents were also asked to indicate whether their total budgets for recruitment and admissions had: A) decreased 2 percent or more; B) stayed the same, give or take 2 percent; or C) increased 2 percent or more for each of the past two years. Tables 5-7 show the findings for each sector, providing another perspective on the median costs per student reported on pages 3-4.

For clarification, the final column shown in Tables 5-7 indicates the percentages of respondents that reported the same category both years (i.e., budget decreased 2 percent or more, budget stayed the same, or budget increased 2 percent or more for 2013-14 vs. 2012-13 and for 2012-13 vs. 2011-12). Note that the percentages in this column do not add up to 100 percent because many respondents reported different responses for the two years.

As the findings show in Tables 5 and 6, substantially more institutions reported keeping their budget the same than reported increases or decreases among the four-year private and public institutions in the sample. This finding held true across all three columns shown (i.e., for the previous budget year, the current budget year, and among those who reported the same category both years).

Among the respondents from two-year public institutions*, the most common response was also keeping the budget the same, as shown in Table 7 on the next page.

Table 5: Four-year private institutions—Percentage changes in budget for recruitment and admissions each of the last two years

Four-year private institutions	2012-13 budget vs. 2011-12 budget	2013-14 budget vs. 2012-13 budget	Reported same category both years**
Budget decreased 2% or more	14.6%	21.8%	7.0%
Budget stayed the same	52.1%	47.9%	33.8%
Budget increased 2% or more	33.3%	30.3%	17.6%

TM

One-third of respondents from four-year private institutions reported they kept their budgets steady each of the past two years.

* See note at the bottom of page 3 regarding the benchmarks for two-year public institutions.

**This column represents the percentage of respondents that chose the same category (i.e., budget decreased 2 percent or more, budget stayed the same, or budget increased 2 percent or more) for 2012-13 vs. 2011-12 *and again* for 2013-14 vs. 2012-13. Note that the percentages in this column do not add up to 100 percent because many respondents reported different responses for the two years.

Changes in recruiting budgets, continued...

Table 6: Four-year public institutions—Percentage changes in budget for recruitment and admissions each of the last two years

Four-year public institutions	2012-13 budget vs. 2011-12 budget	2013-14 budget vs. 2012-13 budget	Reported same category both years**
Budget decreased 2% or more	7.1%	5.4%	1.8%
Budget stayed the same	67.9%	73.2%	53.6%
Budget increased 2% or more	25.0%	21.4%	7.1%

TM

Slightly more than one-half of respondents from four-year public institutions reported they kept their budgets steady each of the past two years.

Table 7: Two-year public institutions—Percentage changes in budget for recruitment and admissions each of the last two years

Two-year public institutions*	2012-13 budget vs. 2011-12 budget	2013-14 budget vs. 2012-13 budget	Reported same category both years**
Budget decreased 2% or more	31.8%	31.8%	18.2%
Budget stayed the same	40.9%	45.5%	22.7%
Budget increased 2% or more	27.3%	22.7%	9.1%

TM

Approximately one-quarter (23 percent) of respondents from two-year public institutions reported they kept their budgets steady each of the past two years.

* See note at the bottom of page 3 regarding the benchmarks for two-year public institutions.

**This column represents the percentage of respondents that chose the same category (i.e., budget decreased 2 percent or more, budget stayed the same, or budget increased 2 percent or more) for 2012-13 vs. 2011-12 *and again* for 2013-14 vs. 2012-13. Note that the percentages in this column do not add up to 100 percent because many respondents reported different responses for the two years.

Responding institutions

Representatives from 221 colleges and universities participated in Noel-Levitz's 2013 national electronic poll of undergraduate recruiting costs. Respondents included 143 four-year private institutions, 56 four-year public institutions, and 22 two-year public institutions. The poll was completed between September 24 and October 15, 2013. Below is a list of institutions that participated.

Note: Noel-Levitz conducts this study every two years. For previous reports, visit www.noellevitz.com/Benchmarks.

Four-year private institutions

Note: Any participating two-year private institutions are included among the four-year private institutions.

Abilene Christian University (TX)
Alderson Broaddus University (WV)
Alma College (MI)
Anderson University of Indiana (IN)
Andrew College (GA)
Andrews University (MI)
Appalachian Bible College (WV)
Arizona Christian University (AZ)
Asbury University (KY)
Aurora University (IL)
Averett University (VA)
Baker University (KS)
Baldwin Wallace University (OH)
Bay Path College (MA)
Baylor University (TX)
Bennett College (NC)
Bluefield College (VA)
Bluffton University (OH)
Brooks Institute (CA)
Bryan College (TN)
Bryant University (RI)
Bucknell University (PA)
Buena Vista University (IA)
Butler University (IN)
Caldwell College (NJ)
Campbellsville University (KY)
Capital University (OH)
Carroll College (MT)
Christ College of Nursing & Health Sciences, The (OH)
Christian Brothers University (TN)
Clarke University (IA)
Coe College (IA)
College of Our Lady of the Elms (MA)
College of Saint Benedict/Saint John's University (MN)
Colorado Christian University (CO)
Columbia College (MO)
Columbia College Chicago (IL)
Columbia International University (SC)
Concordia College (MN)
Culver-Stockton College (MO)
Curry College (MA)
Daemen College (NY)
Delaware College of Art and Design (DE)
Drew University (NJ)
East Texas Baptist University (TX)
Eastern Nazarene College (MA)

EDP College of Puerto Rico-Hato Rey (PR)
EDP College of Puerto Rico-San Sebastian (PR)
Emmanuel College (GA)
Finlandia University (MI)
Fisher College (MA)
Florida Institute of Technology (FL)
Fresno Pacific University (CA)
Gallaudet University (DC)
Goshen College (IN)
Grace College and Seminary (IN)
Gwynedd-Mercy University (PA)
Hilbert College (NY)
Hillsdale College (MI)
Holy Family University (PA)
Houston Baptist University (TX)
ICPR Junior College (PR)
Indiana Wesleyan University (IN)
Johnson College (PA)
Judson University (IL)
Kentucky Mountain Bible College (KY)
Keystone College (PA)
La Salle University (PA)
Lafayette College (PA)
Lake Erie College (OH)
Lancaster Bible College (PA)
Lasell College (MA)
Lincoln Christian University (IL)
Lincoln College (IL)
Malone University (OH)
Manhattanville College (NY)
Maria College of Albany (NY)
Marquette University (WI)
Martin Luther College (MN)
Marylhurst University (OR)
Master's College and Seminary, The (CA)
Menlo College (CA)
Mercy College of Ohio (OH)
Methodist University (NC)
Miles College (AL)
Millikin University (IL)
Milwaukee Institute of Art & Design (WI)
Montana Bible College (MT)
Montreat College (NC)
Mount Aloysius College (PA)
Mount Ida College (MA)
Mount St. Mary's University (MD)
Naropa University (CO)
Northwest Nazarene University (ID)
Northwest University (WA)
Ohio Northern University (OH)
Otterbein University (OH)
Pace University (NY)

Pennsylvania College of Art & Design (PA)
Presbyterian College (SC)
Providence College (RI)
Quincy University (IL)
Randolph-Macon College (VA)
Robert Morris University (PA)
Rockhurst University (MO)
Rocky Mountain College (MT)
Rose-Hulman Institute of Technology (IN)
Saint Joseph's College (IN)
Saint Peter's University (NJ)
Seattle University (WA)
Sewanee: The University of the South (TN)
Shenandoah University (VA)
Shimer College (IL)
Shorter University (GA)
Southwestern Adventist University (TX)
Southwestern Assemblies of God University (TX)
Spartanburg Methodist College (SC)
Spring Hill College (AL)
St. John's University (NY)
St. Joseph's College, New York-Suffolk Campus (NY)
Sterling College (KS)
Stonehill College (MA)
Texas Christian University (TX)
Texas Wesleyan University (TX)
Trinity College of Nursing & Health Sciences (IL)
Tulane University (LA)
University of Dallas (TX)
University of Dayton (OH)
University of Denver (CO)
University of Great Falls (MT)
University of LaVerne (CA)
University of Mary (ND)
University of Northwestern at St. Paul (MN)
University of the Arts, The (PA)
Ursuline College (OH)
Villa Maria College of Buffalo (NY)
Watkins College of Art, Design & Film (TN)
Webster University (MO)
Wesley College (DE)
Whittier College (CA)
William Jewell College (MO)
Wisconsin Lutheran College (WI)
Xavier University (OH)

Thank you to those who participated.

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Four-year public institutions

Alfred State College (NY)
 Boise State University (ID)
 California State University-Chico (CA)
 Castleton State College (VT)
 Clarion University of Pennsylvania (PA)
 Coastal Carolina University (SC)
 Daytona State College (FL)
 Delta State University (MS)
 Dixie State College of Utah (UT)
 Eastern Kentucky University (KY)
 Emporia State University (KS)
 Illinois State University (IL)
 Kansas State University (KS)
 Lake Superior State University (MI)
 Longwood University (VA)
 Metropolitan State University (MN)
 Metropolitan State University of
 Denver (CO)
 Michigan Technological University (MI)
 Midwestern State University (TX)
 Morgan State University (MD)
 Norfolk State University (VA)
 Ohio State University Main Campus,
 The (OH)
 Ohio State University Newark Campus,
 The (OH)
 Oklahoma State University (OK)
 Southern Polytechnic State
 University (GA)
 Southwestern Oklahoma State
 University (OK)
 State University of New York at
 Binghamton (NY)
 State University of New York College
 at Oswego (NY)

State University of New York Empire
 State College (NY)
 Tennessee Technological University (TN)
 University of California-Riverside (CA)
 University of California-Santa
 Barbara (CA)
 University of Central Missouri (MO)
 University of Georgia (GA)
 University of Houston (TX)
 University of Houston-Victoria (TX)
 University of Maryland Eastern
 Shore (MD)
 University of Missouri-Columbia (MO)
 University of Nebraska at Kearney (NE)
 University of North Carolina at
 Charlotte (NC)
 University of North Carolina
 Wilmington (NC)
 University of North Georgia-
 Dahlonega (GA)
 University of South Dakota, The (SD)
 University of Southern Mississippi (MS)
 University of Texas-Pan American (TX)
 University of Vermont (VT)
 University of Virginia's College at Wise,
 The (VA)
 University of Wisconsin-Milwaukee (WI)
 University of Wisconsin-River Falls (WI)
 University of Wisconsin-Stout (WI)
 University of Wyoming (WY)
 Virginia Polytechnic Institute and State
 University (VA)
 Washburn University (KS)
 West Texas A&M University (TX)
 Western Connecticut State University (CT)
 Wright State University Main Campus (OH)

Two-year public institutions

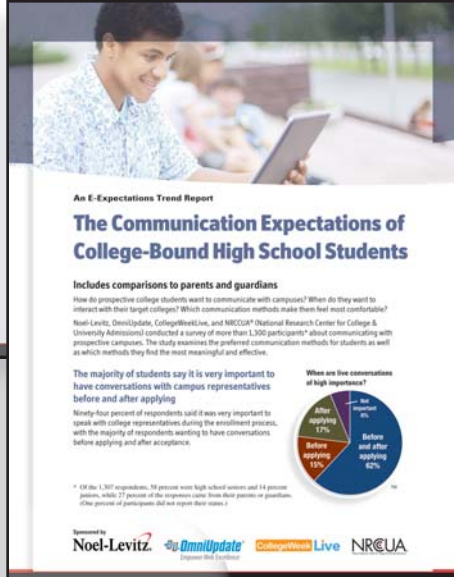
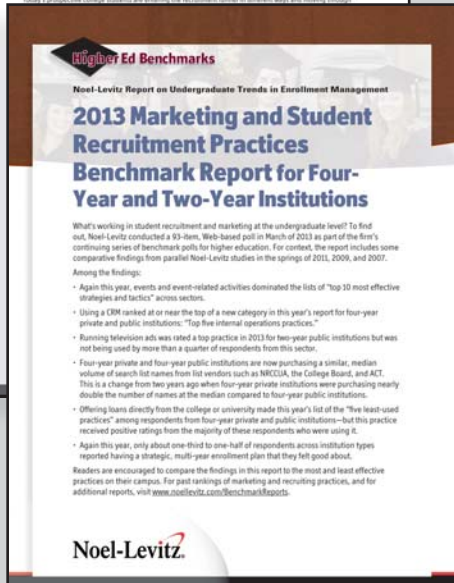
Aiken Technical College (SC)
 Central Carolina Technical College (SC)
 College of Western Idaho (ID)
 Columbus State Community College (OH)
 East Georgia State College (GA)
 Eastern New Mexico University-
 Roswell (NM)
 Flathead Valley Community College (MT)
 Heartland Community College (IL)
 Ivy Tech Community College of Indiana-
 Northwest (IN)
 Marion Technical College (OH)
 Minnesota West Community and
 Technical College (MN)
 North Arkansas College (AR)
 NorthWest Arkansas Community
 College (AR)
 Northwest State Community College (OH)
 Ocean County College (NJ)
 Otero Junior College (CO)
 Parkland College (IL)
 Riverland Community College (MN)
 Sussex County Community College (NJ)
 Temple College (TX)
 The University of Montana-Helena
 College of Technology (MT)
 West Virginia Northern Community
 College (WV)

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Please watch for Noel-Levitz's next survey of undergraduate recruiting costs in fall 2015.

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A trusted partner to higher education, Noel-Levitz focuses on strategic planning for enrollment and student success. Our consultants work side by side with campus executive teams to facilitate planning and to help implement the resulting plans.

For more than 20 years, we have conducted national surveys to assist campuses with benchmarking their performance. This includes benchmarking marketing/recruitment and student success practices and outcomes, monitoring student and campus usage of web and electronic communications, and comparing recruitment budgets and policies. There is no charge or obligation for participating, and responses to all survey items are strictly confidential. Participants have the advantage of receiving the findings first, as soon as they become available.

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