2015-16 Annual Report  
Academic Affairs - Enrollment Management

Goals, objectives, and action opportunities from the Enrollment Management Task Force’s report on Optimizing Our Enrollment Management are included in the annual report to help map our activities to the Strategic Plan Document. These are preceded by a ➤.

MISSION
The following offices comprise the Division of Enrollment Management:
- Undergraduate Admissions
- Diversity Access and Achievement
- Registrar
- Office for Veterans and Military Personnel
- Student Financial Services
- Student Scholarships
- IUPUI & Ivy Tech Office of Coordinated Programs (Passport)

The mission of Enrollment Management is to enhance the quality of the IUPUI student body and the overall educational experience by
- Effectively cultivating, recruiting, admitting, and enrolling a well-prepared and diverse student population to meet the criteria of IUPUI’s enrollment management plan;
- Supporting students with scholarships (undergraduate) and financial aid services (undergraduate and graduate);
- Providing efficient systems, resources and services to assist students in their interactions with the university;
- Working with academic units to help retain students and to improve the probability of student graduation, optimally within 4 years.

The vision of Enrollment Management is to contribute to establishing IUPUI as a premier destination for individuals from diverse backgrounds to interact within an urban environment. The offices seek to provide services of the highest quality to prospective and enrolled students through coordinated services within a courteous, welcoming environment that ensures that the campus both attracts and retains IUPUI’s desired student population.

Enrollment Management is committed to providing timely and accurate data and efficient systems, resources and services to help faculty and staff perform the work of the university.

Part 1: IUPUI Strategic Plan Goals

Optimize Our Enrollment Management
Effectively cultivate, recruit, admit, and enroll a well-prepared and diverse student population to meet the criteria of IUPUI’s enrollment management plan. Work with academic units to help retain students and to improve the probability of student graduation, optimally within 4 years.
- The Division of Enrollment Management is charged with the responsibility, authority, and accountability to implement strategic enrollment planning and management through use of institutional data, development of the capacity for analytics, and use of regular assessment, including cost-analysis/return on investment modeling on SEM-related activities.
- Develop enrollment target scenarios
- Provide analysis of impacts of enrollment targets on physical capacity, instructional capacity, scheduling, student services delivery
- Ensure that enrollment management plans and activities support the institution’s financial plan

**Guide development of the IUPUI enrollment management plan**

- Enrollment Management plays a leadership role with IUPUI’s Academic Policies and Procedures Committee (APPC), and the Enrollment Management Advisory Council (EMAC).

**Academic Policies and Procedures Committee**

- APPC performs much of the detail work in the development, implementation, and monitoring of student-related administrative academic policy. The committee also provides a valuable forum in which members can raise issues and learn from the experience of other units.
- In addition to policy issues noted above, in 2014-15 APPC reviewed and recommended one degree and one minor for university approval and implementation as new options for IUPUI students. This review function moved to the Undergraduate Affairs Committee in Spring 2015.

**Enrollment Management Advisory Council**

- The Enrollment Management Advisory Council serves an important consultative role for the Division of Enrollment Management and IUPUI in achieving these objectives.
  - Chaired by the Associate Vice Chancellor for Enrollment Management, the Council serves as a key sounding board for the Division in its planning, implementation, and assessment efforts.
  - The Council and its members provide recommendations and guidance on the full range of enrollment management activities from a variety of critical perspectives.
  - The Council serves as an additional point of connection and conversation between the Division and the IUPUI campus, helping the Division to best understand and address the needs and priorities of the campus and the campus to understand and take advantage of the leadership and services provided by the Division in successfully fulfilling IUPUI’s enrollment management efforts.
  - In 2015-16, in addition to tracking key admission, aid, and enrollment data, as part of its consultative role the EMAC:
    - Provided support for IUPUI participating in the Midwest Student Exchange Program effective Fall 2016.
    - Provided recommendations regarding IU’s adoption of a Banded Tuition model
    - Discussed the challenges facing graduate recruitment.
    - Reviewed and made recommendations regarding the current AVC for Enrollment Management position prior to the start of the search.
    - Reviewed and shared comments and concerns regarding the IU Online Class Connect model.
    - Reviewed the role of EMAC in the Beyond Financial Aid evaluation process
    - Reviewed and provided comments and suggestions on Enrollment. Management Key Performance Indicators in the new Data Link site
    - Discussed and provided concerns and recommendations on the proposed Shared (admission) Application process. A modified version of the process was adopted by the university effective with Fall 2017 applicants.

- Enrollment Management continued to provide leadership as IUPUI’s representative to the State Transfer and Articulation Committee (STAC) and the Core Transfer Library (CTL) subcommittee.
Enrollment Management worked with the schools and provided staff support in the development of the articulations of associate degrees at Ivy Tech State College and Vincennes University to baccalaureate degrees at IUPUI. STAC also oversees TransferIN, a website through which students can see how courses will transfer and apply toward meeting degree requirements at different Indiana institutions. More information on IUPUI’s work with transfer students appears below.

Evidence of Progress:

<table>
<thead>
<tr>
<th>IN</th>
<th>2015</th>
<th>2016</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heads</td>
<td>28,430</td>
<td>28,301</td>
<td>-129</td>
<td>-0.5%</td>
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<tr>
<td>Credits</td>
<td>342,468</td>
<td>352,434</td>
<td>9,966</td>
<td>2.9%</td>
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</table>

<table>
<thead>
<tr>
<th>IUPUC</th>
<th>2015</th>
<th>2016</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heads</td>
<td>1,703</td>
<td>1,528</td>
<td>-175</td>
<td>-10.3%</td>
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<tr>
<td>Credits</td>
<td>18,857</td>
<td>18,022</td>
<td>-835</td>
<td>-4.4%</td>
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<table>
<thead>
<tr>
<th>IUPUI</th>
<th>2015</th>
<th>2016</th>
<th>Change</th>
<th>% Change</th>
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</thead>
<tbody>
<tr>
<td>Heads</td>
<td>30,105</td>
<td>29,804</td>
<td>-301</td>
<td>-1.0%</td>
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<tr>
<td>Credits</td>
<td>361,325</td>
<td>370,456</td>
<td>9,131</td>
<td>2.5%</td>
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</table>

IUPUI heads have been adjusted for dual enrollments between Indianapolis and Columbus. 28 heads in 2015 and 25 heads in 2016.

As much of the work of Enrollment Management offices is geared toward serving students in the coming year (recruiting and admissions, packaging financial aid, etc.), Fall 2016 data are used where available as measures of those activities/evidence of progress unless otherwise noted.

- With the exception of 2006 heads are the lowest total since 2002.
- IUPUI credits are highest on record eclipsing 2014’s 365,627 when IUPUI had 30,690 students.
- Indianapolis declined 123 (-0.6%) undergraduate degree-seekers for the Fall of 2016 from last year’s total. Graduate students were down 45 (-0.9%) and professional students 21 (-0.7%). Non-degree students (undergraduate and graduate) are up 60 from 2015 (+6.3%).
- 83.1% of Indianapolis’s degree-seeking undergraduates were full-time in Fall 2016, another record, topping last year’s 80.6%. In the Fall of 2000, 59.1% of degree-seeking undergraduates were full-time.
  - 95.8% of IUPUI beginners enrolled fulltime for Fall 2016, up 1.0% from last year.
  - 48.1% of undergraduates are enrolled in 15 or more credits compared with 38.7% in 2015.
  - With the move to Banded Tuition for 2016 fulltime undergraduates increased their average credit load, leading to an overall increase in campus credits despite a decline in campus heads.
Undergraduate Average Credit Hours: IUPUI-IN

<table>
<thead>
<tr>
<th>Campus</th>
<th>Ugrd Crld</th>
<th>Attribute</th>
<th>Previous Term Heads</th>
<th>Current Term Heads</th>
<th>Percent Change Heads</th>
<th>Previous Avg Hours</th>
<th>Current Avg Hours</th>
<th>Avg Hours Diff</th>
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</thead>
<tbody>
<tr>
<td>IUPUI-IN</td>
<td>FT</td>
<td>Freshman</td>
<td>4,362</td>
<td>4,420</td>
<td>1.3%</td>
<td>14.7</td>
<td>15.0</td>
<td>0.2</td>
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<tr>
<td></td>
<td></td>
<td>Sophomore</td>
<td>3,773</td>
<td>3,730</td>
<td>-1.1%</td>
<td>14.3</td>
<td>14.8</td>
<td>0.5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Junior</td>
<td>3,550</td>
<td>3,614</td>
<td>1.8%</td>
<td>14.2</td>
<td>14.7</td>
<td>0.5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Senior</td>
<td>4,190</td>
<td>4,511</td>
<td>7.7%</td>
<td>14.0</td>
<td>14.5</td>
<td>0.5</td>
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<tr>
<td></td>
<td></td>
<td>Non-Degree</td>
<td>108</td>
<td>97</td>
<td>-10.2%</td>
<td>13.6</td>
<td>13.8</td>
<td>0.3</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Total</td>
<td>15,983</td>
<td>16,372</td>
<td>2.4%</td>
<td>14.3</td>
<td>14.7</td>
<td>0.4</td>
</tr>
<tr>
<td>PT</td>
<td></td>
<td>Freshman</td>
<td>602</td>
<td>474</td>
<td>-21.3%</td>
<td>6.6</td>
<td>6.6</td>
<td>0.0</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sophomore</td>
<td>683</td>
<td>543</td>
<td>-20.5%</td>
<td>7.5</td>
<td>7.4</td>
<td>-0.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Junior</td>
<td>713</td>
<td>672</td>
<td>-5.8%</td>
<td>7.2</td>
<td>7.3</td>
<td>0.2</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Senior</td>
<td>1,830</td>
<td>1,616</td>
<td>-11.7%</td>
<td>6.8</td>
<td>6.9</td>
<td>0.1</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Non-Degree</td>
<td>549</td>
<td>613</td>
<td>11.7%</td>
<td>5.0</td>
<td>4.6</td>
<td>-0.5</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Total</td>
<td>4,377</td>
<td>3,918</td>
<td>-10.5%</td>
<td>6.7</td>
<td>6.6</td>
<td>-0.1</td>
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</tbody>
</table>

Residency
- Total Indiana residents declined by 363 in Fall 2016 (-1.5%).
- Fall 2016 enrollment by non-residents was up 234 heads (+6.8%).
  - Non-residents now account for 13.0% of campus heads and 11.8% of campus credits. These compare with 12.1% in heads and 11.2% in credits last year.
- 92.4% of Fall 2016 beginners were Indiana residents, down from last year’s 94.7%.
- The number of non-resident beginners increased 95 heads (+49.7%), with the majority of the increase in domestic students (+74).

Midwest Student Exchange Program
- IUPUI joined the Midwest Student Exchange Program effective Fall 2016.
- Participating colleges and universities agree to charge students from the nine MSEP states of no more than 150% of in-state tuition. Our standard undergrad non-resident rate is 353% of the in-state rate.
- With little lead time for promotion, enrollment by new undergraduates from MSEP states more than doubled to 157 this fall (+86, +121.1%). Just over half of the increase is students from budget-strapped Illinois.
- We anticipate enrollment will continue to grow as we establish and expand recruiting efforts in these states.
- Some IUPUI graduate programs are participating in MSEP. Due to the lead time for the graduate application process and the timing of the decision to participate, we saw no changes in graduate enrollments from MSEP states this semester.

Retention
- 75.4% of all 2015 First-Time, Full-Time Beginners enrolled for Fall 2016. This compares with 74.9% for the Fall 2014 cohort returning for 2015.
- 72.7% of the 21st Century Scholars 2015 cohort returned for 2016, matching the retention rate for the 2014 cohort.
Other Activities

- See below for activities carried out in support of EMAC and APPC and additional evidence of progress in recruitment, admissions, financial aid, and enrollment.
- Provision of training and reports is noted elsewhere in the report.

Activities planned:

- Continue activities promoting the recruitment, admission, and enrollment of desired populations.
- Working with the Office of Institutional Research and Decision Support (IRDS) and others to continue emphasis on and expand availability of use of student data in planning and assessment by academic units and central units.
- Completion of Enrollment Management, Enrollment Management Advisory Council, and APPC projects, whether developed from EMAC and APPC priorities, the Academic Plan, or the RISE Initiative.
- Other activities planned in recruitment, admissions, financial aid, and record management are described below.

Institute targeted recruitment activities that result in an improved academic profile of entering students

- Implement campus marketing strategy that supports recruitment strategy
- Align the annual undergraduate recruitment plan with the achievement of the SEM enrollment targets consistent with our mission of access and student success
- Enroll more freshman who are well prepared to succeed
- Expand use of Prior-Learning Assessment as road toward more credits resulting in a faster path to degree

Actions taken:

- As part of the university-wide Business Intelligence Project, the Office of Undergraduate Admissions worked with members of the Office of Institutional Research and Decision Support (IRDS), University Institutional Research and Reporting (UIRR), University Information Technology Services (UITS), and IU-Bloomington’s Office of Enrollment Management (OEM) to establish specifications for the “enrollment funnel” data set—a unified data set of application, admission, and enrollment data across multiple years that will provide the basis for enrollment reporting (both operational as well as summative) throughout the university system. The system has been rolled out and is available to campus and University users on the IRDS portal (irds.iupui.edu).
- Enrollment Management offices partnered with a number of local high schools and community organizations to provide information and support to students in the college planning process. These collaborations are described elsewhere in this document.
- More than fifty publications were created, in partnership with IU Communications. The publications were created to support recruitment, campus visits, and operations functions for the Office of Undergraduate Admissions. Select publications are available for view and download here: http://enroll.iupui.edu/admissions/documents/publications/
- Admissions continued to purchase and manage a communication and recruitment plan for Phi Theta Kappa students around the United States. PTK is the honor society for community colleges and members are strong candidate for admission to IUPUI. Students receive communications related to the IUPUI experience and transfer requirements.
- Admissions continues to host a successful breakfast program for over 100 high school counselors that highlights new initiatives of the university (e.g., RISE, the IUPUI Honors College, the Office of Diversity, Equity, and Inclusion). For fall 2016 Admissions has moved the event to a luncheon
format and to a larger venue to accommodate more counselors and from all across the state of Indiana.

- Admissions publishes a newsletter twice-annually, *IUPUI*, for high school counselors and friends of the Office of Undergraduate Admissions. For Spring 2016, two versions were created. One contained an article on the Midwest Student Exchange Program for those users on our mailing list from those states (1,014 copies). The other version with an article about IUPUI’s newest residence, North Hall (sent to 2,441 counselors). For Fall 2016, again two issues were created. One contained an article on the Midwest Student Exchange Program for those users on our mailing list from those states (1,014 copies). The other version with an article about IUPUI student, Kelcie Benson, “*Manga sparks interest in Japanese Culture*.”

- Undergraduate Admissions continued to expand its recruitment plan in support of the IUPUI Enrollment Shaping Initiative. In addition to its efforts in Chicago, Cincinnati, Louisville, Southern Michigan and Detroit, staff attended National Association for College Admission Counseling (NACAC) college fairs in key markets and conducted college visits in those cities to bolster our non-resident numbers.

- The Office of Undergraduate Admissions retooled the *Fall Fest* program into a conference-style format. This change provides prospective students and their families with choices on what sessions to attend, maximizing the opportunities for the campus community to engage them in meaningful conversation. This change in program style is in keeping with national trends.

- The Office of Undergraduate Admissions created additional on-campus programming to better support and engage prospective students. These events included a Homeschool Day, an open house event targeted toward homeschooled students (a high-ability population); Experience IUPUI, an open-house event targeted toward high-ability students having a 1200 SAT/26 ACT with 3.75 GPA (those who did not get into the Honors College); and Ignite IUPUI, a program targeted toward diverse, underrepresented students and designed to better engage them in college visit opportunities.

- Admissions increased the number of scholarship, work study and hourly students employed by the office to support retention and integrate a student perspective into the office culture. The number of Non-Resident Service Scholars grew to 37 for 2015 (compared with 29 in 2014, 27 in 2013, and 41 for each of the prior two years). The office continues to work with the Non-Resident Service Scholars who volunteer time to the Office of Undergraduate Admissions as a condition of their scholarship, however, the criteria for the eligibility of these students was increased. In addition, the office has increased its oversight of these students with an added mentoring component with the goal of increasing the retention and graduation the Non-Resident Service Scholars.

- The Office of Undergraduate Admissions continued to cultivate the IUPUI Campus Ambassador program; a student employment program that serves as a retention initiative. Participation in this program remained steady at 75 participants with an average GPA of 3.0. As a structured program, the students are involved throughout the year in training sessions, service projects, meetings, and recognition events. This type of program is designed to build civic engagement and infuse the student learning experience with student involvement; opportunities to create social capital; anticipatory socialization; and participatory governance.

- The Office of Undergraduate Admissions again conducted its “drive in/fly in” program for non-residents who wanted to visit campus. The program reimburses up to $300 of travel expenses for admitted students to come to IUPUI. While both participation and yield for non-residents increased over the prior year, the roll out of the Midwest Student Exchange Program (*MSEP*) in effective Fall 2016 lends to an optimistic outlook for even greater gains in the coming years. *See above.*
The Office of Undergraduate Admissions continued to recalibrate its non-resident recruitment to enroll students who were more financially able to afford IUPUI’s non-resident tuition and increase their retention and graduation. This included a greater level of financial counselling integrated into our recruitment communications and work with the Office of Student Financial Services to review student financial aid information and providing financial literacy training to those students most at financial risk. We believe that these initiatives will continue to lead to greater retention for our non-resident freshmen.

A new unit in the Office of Undergraduate Admissions was proposed in December 2015 and approved by the campus as part of the 2016-2017 budgetary cycle. Recruitment Communication Service Center (RCSC), a unit of the Office of Undergraduate Admissions, exists to collaborate with campus colleagues, especially academic unit colleagues, responsible for recruitment activities to strategize, implement, and assess effective communication plans to recruit, retain, and graduate a diverse student body.

The RCSC provides strategic communications planning and execution services for campus recruitment initiatives by developing initiatives that are contemporary, on brand message, relevant, and serve to provide greater visibility of IUPUI to prospective undergraduate students for traditional and online programs. Staffing for the unit and setting up new guidelines for services will be completed in August 2016.

In continued support of the campus’s goal of increasing enrollment to 35,000 students by 2025, Admissions participated in over 1,000 college fairs and high school visits both in and out of state during the 2014-15 academic year. To work towards this enrollment goal, the Office of Undergraduate Admissions utilized admissions recruiters covering Indiana and the Midwest to reach out to both prospective first time students and their high school counselors as well as to community and junior college transfer students. The office also cultivated relationships with community colleges to increase awareness of IUPUI in select target markets. In addition, the office hosted more than 800 on-campus events serving over 23,000 individuals, an increase of more than 1,000 individuals and 162 events over 2014-15.

The Office of Undergraduate Admissions continued its partnership with Royall & Company to increase the number of prospects received via test scores and other potential lead sources. The program results in the purchase and outreach to over 70,000 SAT, PSAT, ACT, CBSS, and NRCCUA names.

162 students were sent contracts for Fall 2016 to attend the Online Math Academy (OMA) and Summer Bridge. 73 students returned their contract to attend the OMA and Summer Bridge and were conditionally admitted. 60 of those conditionally admitted attended the on-site training session required to attend the OMA. This compares with 109 students who were sent contracts to attend the OMA last year. 56 were conditional admits last year and 50 students who completed the OMA program. For both programs those students who elect not to attend are deferred to Ivy Tech Community College or any other regionally accredited 2- or 4-year college or university.
The MSEP Award program, started in Fall 2016, grants tuition-reduction awards to nonresidents from participating states. A communication program and new publication were created to alert students and counselors in these states that IUPUI is now a participant. The program grants a nonresident student a tuition discount equal to 55% off of the non-resident rate. A FAQ suite was created, too, and exists at http://enroll.iupui.edu/admissions/msep.html. Office staff is responsible for communications sent to msep@iupui.edu, as well.

Two new award programs were instituted in June 2016. The Departmental Admission-based Award program (DAA) started with two awards

- PREA – Puerto Rican Excellence Award – offered to admitted students from PR with plans in Engineering and Technology, offering tuition reductions to 45% of nonresident tuition.
- HNAP – Herron Nonresident Award Program – offered to admitted students from Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, Florida, Georgia, Hawaii, Idaho, Iowa, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Mississippi, Montana, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, and Wyoming with plans in Herron programs. The student must also have had a successful Herron portfolio review. The award offers tuition reductions to 45% of nonresident tuition.

Evidence of Progress:

- The Office of Undergraduate Admissions served over 24,300 prospective students and visitors on-campus for 2015-16, besting 2014-15’s previous record. Particular attention was given to driving more students to attend the major-specific JagDay programs as well as the new Community Outreach program which served an additional 53,000 people. Community Outreach events are opportunities for IUPUI to get its foot in the door with a wide-range of prospective students through a variety of venues. From IUPUI Pacers Night to the Indians in Education at Victory Field; from the FFA Convention to IPS Back to School nights – we provide a presence to provide information and resources about IUPUI.

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<td>6056</td>
<td>5344</td>
<td>6297</td>
<td>7185</td>
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<td>Recorded as part of Daily Tour #s</td>
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<td>5700</td>
<td>4931</td>
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<td>9263</td>
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<td>130</td>
<td>99</td>
<td>17</td>
<td>35</td>
<td>45</td>
<td>34</td>
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<td>-3%</td>
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<td>JagDays</td>
<td>712</td>
<td>844</td>
<td>864</td>
<td>964</td>
<td>1331</td>
<td>1651</td>
<td>1434</td>
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<td>1062</td>
<td>836</td>
<td>812</td>
<td>1000</td>
<td>803</td>
<td>977</td>
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<td>Spring Preview</td>
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<td>646</td>
<td>1052</td>
<td>1072</td>
<td>1265</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td>Decision Day</td>
<td>New program as of 2015</td>
<td>557</td>
<td>872</td>
<td>57%</td>
<td>NA</td>
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<tr>
<td>Destination IUPUI</td>
<td>New program as of 2015</td>
<td>521</td>
<td>360</td>
<td>-31%</td>
<td>NA</td>
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<td></td>
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<tr>
<td>Finish Friday</td>
<td>New program as of 2015</td>
<td>93</td>
<td>132</td>
<td>42%</td>
<td>NA</td>
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<td>Individualized Visit</td>
<td>New Program as of 2016</td>
<td>168</td>
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<td>NA</td>
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<td>Homeschool Day</td>
<td>New Program as of 2016</td>
<td>58</td>
<td>NA</td>
<td>NA</td>
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<td>IUPUI Ignite</td>
<td>New Program as of 2016</td>
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<td>NA</td>
<td>NA</td>
<td>NA</td>
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<tr>
<td>Experience IUPUI</td>
<td>New Program as of 2016</td>
<td>66</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
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<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Graduate Tours</td>
<td>New Program as of 2016</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td>NA</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sub-Total</td>
<td>11002</td>
<td>11850</td>
<td>14868</td>
<td>15001</td>
<td>17304</td>
<td>21191</td>
<td>23341</td>
<td>15%</td>
<td>41%</td>
</tr>
<tr>
<td>Outreach</td>
<td>New Program as of 2014</td>
<td>39,264</td>
<td>52,908</td>
<td>36%</td>
<td>NA</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total</td>
<td>11002</td>
<td>11850</td>
<td>14868</td>
<td>15001</td>
<td>17304</td>
<td>60,475</td>
<td>77,221</td>
<td>28%</td>
<td>346%</td>
</tr>
</tbody>
</table>
• The Office of Undergraduate Admissions continues to use the “city as campus” opportunity and to have a more appealing tour that better represents the IUPUI student experience. Saturday and summer tour dates incorporated a “city tour” that included the local downtown area into the campus tour. In addition to seeing the campus, we incorporated the “four corners” of downtown Indy to show where our students live and work. The script for the tour continues to be student-developed and evaluations are exceedingly positive.

• The Office of Undergraduate Admissions worked with the National Association for College Admissions Counseling (NACAC) to host its national conference here in fall 2014. Specifically, IUPUI hosted a reception for 177 high school counselors who were participants at the conference. The counselors from all over the United States were quests at a reception highlighting IUPUI and our strong academic units.
The following chart compares the yield rates for Fall 2015 and 2016 applicants, admits, beginner admits who paid an enrollment deposit, and enrolled students at the Indianapolis campus who went through the Office of Undergraduate Admissions.

### Applicant, Admit, Deposit, Enrollment Yield Rates Fall 2016

<table>
<thead>
<tr>
<th>Indianapolis Campus</th>
<th>Fall 2016</th>
<th>Fall 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Applied</td>
<td>Admitted</td>
</tr>
<tr>
<td>Beginners</td>
<td>12,731</td>
<td>9,367</td>
</tr>
<tr>
<td>External Transfers</td>
<td>2,894</td>
<td>1,922</td>
</tr>
<tr>
<td>Degree-Seeking Entering Students</td>
<td>15,625</td>
<td>11,289</td>
</tr>
<tr>
<td>Intercampus Transfers</td>
<td>627</td>
<td>495</td>
</tr>
<tr>
<td>Returning Students</td>
<td>785</td>
<td>626</td>
</tr>
<tr>
<td>Non Degree/Other</td>
<td>788</td>
<td>647</td>
</tr>
<tr>
<td>Total</td>
<td>17,825</td>
<td>13,057</td>
</tr>
</tbody>
</table>

- **Higher rate than in 2015**
- **Lower rate than in 2015**

<table>
<thead>
<tr>
<th>Enrolled Heads</th>
<th>2015</th>
<th>2016</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginners</td>
<td>3,572</td>
<td>3,733</td>
<td>161</td>
<td>4.5%</td>
</tr>
<tr>
<td>External Transfers</td>
<td>1,210</td>
<td>1,223</td>
<td>13</td>
<td>1.1%</td>
</tr>
<tr>
<td>Degree-Seeking Entering Students</td>
<td>4,782</td>
<td>4,956</td>
<td>174</td>
<td>3.6%</td>
</tr>
<tr>
<td>Intercampus Transfers</td>
<td>219</td>
<td>247</td>
<td>28</td>
<td>12.8%</td>
</tr>
<tr>
<td>Returning Students</td>
<td>370</td>
<td>253</td>
<td>-117</td>
<td>-31.6%</td>
</tr>
<tr>
<td>Non Degree/Other</td>
<td>432</td>
<td>419</td>
<td>-13</td>
<td>-3.0%</td>
</tr>
</tbody>
</table>

**Source:** IRDS PIC Census

**Enrollment Management**

8/31/2016
Unless otherwise noted, the following data are Fall 2016 and from UIRR Admission Summary and IUPUI Office of Admissions reports.

Beginner Applicants and Admits

- The Indianapolis campus was down 1% in applications and up 6.0% in admitted beginning students over Fall 2015.
- 1,622 students submitted 3,145 Advanced Placement (AP) scores for the fall 2016 term. This compares with last year’s record of 1,541 students sending 2,914 separate AP score results. The number of AP scores continues to increase; in 2003, 268 students sent 390 separate AP scores.

Newly Enrolled Freshmen

- Indianapolis set a record for enrolled beginning freshmen with 3,761, eclipsing last year’s previous record of 3,622. Beginners include students who first enrolled in the Summer of 2016 and continued in the Fall.
- The average SAT (critical reading and math) increased from 1042 to 1043 while the average high school GPA climbed to 3.46 from 2015’s 3.43.
- The number of students with Academic Honors Diplomas constitutes 69.7% of all Indiana beginners. This compares with 62.8% in 2014.
- 21st Century Scholars increased from 26.3% of all Indiana beginners last year to 27.9% in 2016.
- New non-resident freshmen were down 9 heads (-4.5% from last year), but still up 73 heads and 61.9% over our benchmark year of 2006 (191 in 2014 vs. 118 in 2006).
- The number of beginners with SATs in Math and Critical Reading of 1300 and above is up 5% this year, while those of 1100-1290 increased 9%. Those with scores between 1000-1090 were up 3%. Students scoring below 1000 were up 2%.
- 56 Valedictorians and Salutatorians entered IUPUI for Fall 2016, down 4 from 2015 but up from 37 in 2011.
- 31.1% of all Indianapolis fulltime beginners are the first in their families to attend college. This number has gradually declined in recent years, down from 45.4% in 2007.
- A record 28.3% of beginners are non-white. This is an increase of 170 heads from 2015 when the share was 24.7%. Records also were set for the number of African-American, Hispanic/Latino, Asian-Americans beginners while the 2016 share of students with two-or-more ethnicities matched 2015’s record. Additional details on beginner ethnicity appear below.
- Participation in the Class of 2018 Facebook page was approximately 78% of the entering freshman class, an increase over the Class of 2019 participation rate of 75%. This compares to 60% for the Class of 2017 Facebook page.

Activities Planned

- See elsewhere in this document

Implement services that attract and support well-qualified transfer students to IUPUI

- Enroll more transfer students who will complete degrees at IUPUI, both direct transfers and delayed degree completers or near-completers.
- Configure academic programs, delivery, and support mechanisms to serve more transfer students to help them complete certificates and four-year degrees
Actions taken:

- The Office of Undergraduate Admissions hosted 4 *Finish Fridays* events. These events, targeted toward incoming transfer students, provided an opportunity for students to meet with representatives from the Office of Undergraduate Admissions, Office of Student Financial Services, Office of Transfer Student Services, and IUPUI and Ivy Tech Coordinated Programs (Passport) as well as participate in a student panel and take a tour of campus.
  - The program allowed the students to speak with staff about IUPUI’s Admission and Enrollment Process for transferring students, introduced students to The Passport Office to discuss Advising and Academic Support, included sessions with Student Financial Aid, and allowed for a campus tour and transfer student panel discussion. This program was developed to provide transfer students an opportunity to become more familiar with the IUPUI campus and services as part of “scaling down” the transfer process, making it more approachable.
  - Admissions continues to partner with the Office of Transfer Student Services on how the two units can work more closely in a smooth hand-off for the student and not duplicate efforts in yielding transfer students.

- The Office of Undergraduate Admissions partnered with the Passport Office to create targeted programming for Ivy Tech students to visit the IUPUI campus. This program included components designed to create meaningful interactions with the IUPUI community and provided transportation to and from the Ivy Tech campus so as to remove any perceived obstacles to visiting the campus.

- The Office of Undergraduate Admissions continued its project of working with deferred IPS students that will play a role in transfer student yield. This involved reaching out to every deferred student who has applied for beginning student admission from an IPS school to offer personalized counseling on the Partners Program and how those students can use Ivy Tech as a pathway to IUPUI. These students that are not initially admitted to IUPUI are getting this personalized counseling as to how Ivy Tech can be a pathway to IUPUI.
  - In conjunction with the Passport Office, staff made visits to Crispus Attucks Medical Magnet High School and Broad Ripple Magnet High School for the Arts and Humanities to meet with deferred students and provide admission counseling and pre-transfer advising services (these were the two Indianapolis Public School Corporation’s high schools that responded to our request).
  - Admissions also hosted an event at IUPUI for those deferred IPS students and their parents. The Passport Office was present and the Diversity, Access, and Achievement Office held a ‘signing ceremony’ for those students in attendance to sign their deferral contracts. The students will be tracked and to see if this outreach ultimately increases yield of these students as transfer students.

- The Office of Undergraduate Admissions continues to participate in several activities to streamline the process of evaluating transfer credit for prospective students:
  - Delivered several presentations to campus advisors through Campus Advisory Council explaining the transfer credit evaluation and re-review process.
  - Admissions improved the response time for reviewing and routing transfer credit review appeals to academic departments.
  - Full utilization of CollegeSource’s Transfer Credit Service (TES) to route evaluations around to departments for reviewing and storing information about articulation decisions. 8,556 new articulations were added to TES in 2015, covering 923 institutions.
  - Finalized process with UITS to import review forms submitted to Undergraduate Admissions forms from OnBase to AdRx so that advisors can view the status of requests.
Developed way to tag undistributed courses in SIS so that advisors know whether a course that comes in as undistributed has been reviewed by an academic department. This will help advisors know what courses are eligible for re-review when meeting with students.

Tagged all Core Transfer Library (CTL) courses in SIS so that creating, and updating CTL courses in future will be streamlined.

- The Office of Undergraduate Admissions continues to collaborate with the Office of Diversity, Equity and Inclusion and the Purdue School of Engineering and Technology to recruit students for the Engineering Dual Degree Program in collaboration with the Atlanta University Center. The program continues its focus on attracting students from the three Historically Black Colleges and Universities (HBCUs) in the Atlanta area (Spelman, Morehouse, and Clark-Atlanta) to transfer to IUPUI after 2-3 years to complete an engineering degree in addition to their HBCU degree.

- The Office of Undergraduate Admissions continues its collaboration with the Ivy Tech Community College and Vincennes University. Recruiters regularly visit campuses of those institutions and attend transfer college fairs.

- The Offices of Undergraduate Admissions, Student Financial Services, and Diversity Access and Achievement, in collaboration with University College, work with the administration of Ben Davis University High School and Vincennes University to assist them in better advising and placement of students at IUPUI.

Evidence of Progress:

- The number of external transfers declined by 31 heads (-2.4%), a far smaller decline than the campus recorded in 2015 when external transfers were down 269 (-17.2%). In addition, all higher education institutions have increased their efforts to retain and graduate their current students, reducing the available pool of transfers.

Activities Planned:

- Continued review of transfer recruitment—both in-state and out-of-state—to better understand the shifting patterns of IUPUI's transfer recruitment pool. This is essential with the enrollment goals outlined above for increasing nonresident recruitment.

- Expansion of communication streams to students IUPUI defers to Ivy Tech Community College continues with a goal of improving the number who complete the requirements of the deferral program (known as Partners) and subsequently enroll at IUPUI. For more on transfers from Ivy Tech, see below.

- Continued work on the recommendations outlined in the Foundations of Excellence (FOE Report).
  - Continue to support IUPUI schools in the development of additional articulations.
  - Evaluate all current undistributed articulations for courses for fulfillment of General Education requirements per faculty policy.
  - Working with academic units to establish a timeframe for review of undistributed coursework.
  - Continue tagging undistributed courses that have been reviewed by academic departments.
  - Begin importing TES rules into SIS so that transfer credit rules can be updated to student records during overnight automated process.
Facilitate transfer of students from Ivy Tech Community College

- Enroll more transfer students who will complete degrees at IUPUI, both direct transfers and delayed degree completers or near-completers.
- Configure academic programs, delivery, and support mechanisms to serve more transfer students to help them complete certificates and four-year degrees.
- Develop and enhance partnerships between Ivy Tech and IUPUI.

The Office of IUPUI and Ivy Tech Coordinated Programs (Passport) took the following actions in 2015-16:

- TRIO Student Support Services at Ivy Tech honored Passport as their “Friend of the Year.” The honor was bestowed at TRIO Day for Graduates at Ivy Tech. Passport provided targeted academic advising for TRIO students and organized a TRIO event on the IUPUI campus in which transportation, lunch, and presentations were included.
- Partnered with the IUPUI Office of Transfer Student Services and authored a chapter in Transition and Transformation, Fostering Transfer Student Success. This book was distributed to all attendees at the 2016 National Institute for the Student for Transfer Students conference.
- The Passport Office continued to increase new articulation agreements including the Bachelor of Fine Arts and Health Science. Health Data Science and Dental Hygiene were also completed and are awaiting campus approval. Respiratory Therapy and Construction Engineering Management Technology articulation agreements are also in progress.
- Added all Ivy Tech and IUPUI articulation agreements to the Passport website.
- The Passport Office contributed to the Foundations of Excellence self-study process to create a campus-wide strategy for transfer students. As a result of this study, numerous committees were formed to assess and improve the transfer experience for students. The Study also established recommendations including: campus culture and structure, admissions and credit evaluation, advising, communication, policy, engagement and support, orientation, data, and curriculum. The Passport Office took the lead for the Transfer Credit Action Team and facilitated the collection of Ivy Tech course descriptions for submission to IUPUI academic units. In partnership with the IUPUI academic units, the School of Social Work and School of Engineering and Technology course evaluations were reviewed and revised.
- The Passport Office academic advisor provided training sessions for Ivy Tech advisors to facilitate a smooth transition for Ivy Tech students to IUPUI.
- A revised Academic Advising training manual was created for the IUPUI Passport Academic Advisor.
- The Passport Office established a social networking initiative by creating a Facebook page and a Twitter account.
- The Passport Office worked with the Campus Advising Council on Developing Student Learning and Process Outcomes. This five-year process allowed the Passport director to take the lead on best practices in Pre-Transfer advising for Ivy Tech students intending to complete degrees at IUPUI. The Passport Office has adapted the campus Student Learning and Process Outcomes into Student Learning and Process Outcomes for Pre-transfer Advising. This document will serve as the standard for advising Ivy Tech students with aspirations of IUPUI enrollment.
- Arranged IUPUI school-specific advising and information sessions for students in the 2+2 articulations programs. These articulation agreements map the courses taken as part of an associate degree at Ivy Tech to the appropriate baccalaureate degree at IUPUI, allowing the student to make a smooth transition between the two institutions by maximizing the number of transferable Ivy Tech courses that satisfy IUPUI degree requirements.
- Advertised the availability of the Passport to IUPUI Scholarship to Ivy Tech through electronic and print communication pieces. 28 Passport to IUPUI Scholarships were awarded for 2015-16.
  o This is now a competitive scholarship for any transfer student from Ivy Tech (and other campuses) that meets the requirements and wishes to apply on time and compete for it to be awarded $3000 an academic year for 2 years with compliance of scholarship terms (GPA, full time enrollment, etc.)
  o The scholarship was switched from admission-based process to a competitive based application due to over allotted budget. The award was increased and made competitive with enough funding to award 27 scholarships.
- Worked with Ivy Tech Student Services to host programs for Ivy Tech student groups that would connect them with the equivalent group at IUPUI. This included academic and social activities for co-curricular and honorary organizations.
- Participated in numerous educations fairs and community events providing information on Passport as well as both institutions.
- Coordinated Ivy Tech visits for IUPUI schools both in and out of the classroom for student transfer advising and recruitment.
- Passport partnered with the Office of Campus Visits to offer a high quality tailored campus visit for various Ivy Tech student groups including the Bowen Scholars, Trio Programs, Nina Scholars, and Accelerated Associates Degree students.
- Provided comprehensive transfer advising for Ivy Tech students via face-to-face sessions, email, and phone.
- Assisted the IUPUI Office of Student Scholarships and the IUPUI schools in identifying students eligible for the Passport to IUPUI Scholarship.
- Held Annual Passport Breakfast for administration, staff and faculty. This setting allows sharing of data as well as joint development of strategies for the coming year.
- Revised and maintains an up-to-date listing of transferrable courses and degrees on the Passport Website.
- Partnered with Student Life at Ivy Tech to support community engagement as a retention initiative.
- Participated in campus committees at both institutions representing the needs of Ivy Tech to IUPUI transfer students.
- The Passport Office officially took the lead for managing the IUPUI Guest Students at Ivy Tech administrative processes. Passport now manages the program, tracks students, manages student communication, and acts as a liaison between Ivy Tech and IUPUI with regard to these enrollments. In AY 20156 the Passport Office processed 749 Guest student applications for IUPUI students who enroll temporarily at Ivy Tech. This is up from 651 the previous year.

<table>
<thead>
<tr>
<th>Semester</th>
<th>Applications Processed</th>
<th>Hours of Enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall 2015</td>
<td>215</td>
<td>817</td>
</tr>
<tr>
<td>Spring 2016</td>
<td>222</td>
<td>981</td>
</tr>
<tr>
<td>Summer 2016</td>
<td>312</td>
<td>1,370</td>
</tr>
</tbody>
</table>

- At the start of fall 2014, IUPUI no longer offered MATH 00100 which required some IUPUI students to take MATH 023 at Ivy Tech. This was based on the student’s ALEKS math placement score.
Evidence of Progress:

- In the Fall of 2015, 3,987 students who previously attended Ivy Tech-Central Indiana (ITCI—Indianapolis) were enrolled at IUPUI. This is down 183 from Fall 2013 (-4.6%). These students collectively transferred an average of 31.8 credits each, down slightly from the previous year’s record of 32.2 credits (note: the transfer credits would have come in during the year in which the students transferred). Former Ivy Tech students account for 19% of all Fall 2015 IUPUI undergraduates, up from 18% in Fall 2014.

<table>
<thead>
<tr>
<th>Fall Semester</th>
<th>Total Number of Students with Previous ITCI Credit</th>
<th>Average IUPUI Fall Semester Credit Hours</th>
<th>Total Number of ITCI Transfer Credits</th>
<th>Average Transfer Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>1994</td>
<td>283</td>
<td>8.58</td>
<td>368*</td>
<td>1.30</td>
</tr>
<tr>
<td>2009</td>
<td>2,803</td>
<td>11.24</td>
<td>65,871*</td>
<td>23.50</td>
</tr>
<tr>
<td>2010</td>
<td>3,257</td>
<td>11.28</td>
<td>84,942*</td>
<td>26.00</td>
</tr>
<tr>
<td>2011</td>
<td>3,635</td>
<td>11.36</td>
<td>103,961*</td>
<td>28.60</td>
</tr>
<tr>
<td>2012</td>
<td>3,948</td>
<td>11.37</td>
<td>116,861*</td>
<td>29.60</td>
</tr>
<tr>
<td>2013</td>
<td>3,800</td>
<td>11.53</td>
<td>121,980*</td>
<td>32.10</td>
</tr>
<tr>
<td>2014</td>
<td>3,807</td>
<td>11.73</td>
<td>128,381*</td>
<td>32.20</td>
</tr>
<tr>
<td>2015</td>
<td>3,804</td>
<td>11.75</td>
<td>120,866*</td>
<td>31.77</td>
</tr>
</tbody>
</table>

Note: Some transfers may have attended additional institutions or may have attended ITCI while enrolled at IUPUI. IUPUI Credits are defined as the number of credits a student attempted in the given fall semester at IUPUI. Average Transfer Credits are based on the number of credits transferred in from ITCI. IUPUI students enrolled at the Columbus campus only are excluded.

* ITCI credits were not presented as totals in prior year’s reports. Consequently, the Total Number of ITCI Transfer Credits are calculated as the Average Transfer Credits times the Total Number of Students with Previous ITCI Credit.

Source: Passport 2015 Annual report

- The number of new transfers from Ivy Tech declined from 512 in Fall 2015 to 485 in 2016. Ivy Tech campuses are responsible for 38.2% of our total transfers for 2016, down slightly from 40.2% last year but the share of the transfer population is in-line with previous years.

- Looking at 2015 credit transfers (the most recent available data), the total number of credits transferred declined along with the 18% downturn in heads experienced that year. However, 2015 new students transferred a record average of 42.1 credits each, up slightly from 41.3 in 2014. Though the number of average credits transferred by these new students has been fairly stable since 2012 (a fluctuating range of 41.3 to 42.1), they remain well above the average of 27.4 in Fall 2007.

- 99.2% (498/502) of new 2015 Ivy Tech transfer students presented transferrable credit. This is down slightly from last year’s 100%. By comparison, in the Fall of 1993, fewer than one-in-five
new students entering IUPUI who had previously attended Ivy Tech-Indianapolis presented any transferrable credit and those who did averaged just under five credits.

- Due to IUPUI’s course articulation agreements with Ivy Tech/ITCI, 79.5% of credit hours transferred are articulated toward distributed credits (course specific*). In comparison, 69.5% of transferred credit hours are articulated toward specific course credits for students from IUPUI’s other major feeder institutions (not including Ivy Tech - non Indianapolis).

*Distributional Articulation of Accepted Transfer Credits from IUPUI’s Top Feeder Institutions, Fall 2015

*Distributed credits allow for easier academic planning and advising as the specific IUPUI courses to which they equate can more readily be used by students and advisors than can “undistributed credits” which are courses deemed worthy of transfer to IUPUI, but for which a specific comparable course may not exist or be available for transfer. Such courses require additional review by the schools to determine how they might be used to meet curricular requirements for a specific major.

- See below for additional information on the added diversity Ivy Tech transfers have brought to IUPUI.
Activities Planned:

Recruitment

- Continue to work with the academic units to identify and carry out effective recruitment strategies of Ivy Tech students for their school.
- Coordinate Ivy Tech visits for IUPUI schools both in and out of the classroom for student transfer advising and recruitment.
- Create programming for equivalent Ivy Tech and IUPUI student groups on the IUPUI campus.
- Encourage students to complete a prospective student card to receive communication from the Passport Office. This will include CRM and targeted communications.
- Create the Ivy Tech to IUPUI Student Transfer Guide. This guide will be distributed to Ivy Tech students and provided electronically on the Passport website. It will be a step-by-step guide on learning more about the following:
  - IUPUI Passport Academic Advising at the Ivy Tech campuses
  - applying for financial aid as a transfer student
  - Exploring degrees at IUPUI
  - how to find the list of Ivy Tech to IUPUI transferable course list
  - how to learn the IUPUI and academic unit and admission requirements, the importance of career counseling, and numerous IUPUI support offices for Ivy Tech students.
- Partner with the IUPUI Office of Campus Visits to offer an Ivy Tech specific Finish Friday transfer event (scheduled for November 11th).
Student Services
- Maintain a presence for student services at both Ivy Tech-Central Indiana and IUPUI as a resource for campus professionals.
- Actively participate in advising meetings and in-services in order to maintain continuous training for advising professionals about the Passport program.
- The Passport Academic Advisor will provide individual advising appointments for Ivy Tech students and will present at Ivy Tech student success and capstone courses.
- Improve the Passport financial aid consortium paperwork and communication.

Partnerships
- Continue to develop partnerships with the IUPUI Student African American Brotherhood/Sisterhood (SAAB/SAAS) programs, the IUPUI Latino Student Association, and the IUPUI Black Student Union to increase the connection between minority student groups at both institutions.
- Work with Ivy Tech Student Life and Development and the IUPUI Office of Student Involvement to increase programs and opportunities for Ivy Tech students to participate in co-curricular activities at IUPUI.
- Explore ways to partner with The IUPUI Office of Degree Completion (created in November, 2014).
- Determine opportunities for targeted recruitment activities and student support for Veterans and Military personnel with the respective offices at Ivy Tech and IUPUI.
- Provide training workshops for Ivy Tech Academic Advisors related to IUPUI policies, resources, procedures, and academic requirements.
- Facilitate a Student Mentoring program with the Office of Transfer Student Services for Passport Scholarship recipients.

Academic
- Work with academic units at both institutions to create additional and updated articulation agreements.
- Gather information about TSAP degree matches and communicate with academic units regarding policy and/or changes.
- Provide ongoing academic advising training for Passport and Ivy Tech academic advisors.

Support transition of veterans and military personnel into IUPUI
- Expand the capacity to provide services to veterans and military personnel

Actions taken:
- The Office for Veterans and Military Personnel (OVMP) continues to collaborate with Orientation Services (UCOL) to provide Veteran Specific Orientations (VSO) for incoming students. The following steps were taken to ensure the evolution of this program.
  - An evaluation of the VSO was completed throughout the 2015 summer. The data collected from students participating in VSO during the 2015 summer was used to update the orientation to meet the needs of future incoming student veterans.
  - Due to a new format developed by Orientation Services, the OVMP collaborated with Student Financial Services to combine both departments’ presentations. This collaboration allows veterans to hear information relevant to their civilian and military education benefits.
Establishing an early connection with the OVMP and available services aids in the overall retention and academic success of student veterans.

The OVMP continued participating in the campus resource fair, which has allowed the office to connect with dependents of veterans using the GI Bill. In addition, participating in this resource fair assists the office in increasing awareness of its services among the general student population.

- Developed ‘OVMP News’, a newsletter that is sent to veteran students to notify them of campus and community activities, workshops, scholarships, campus/community resources, etc. In addition, this newsletter also included resource information that could be utilized by veterans and their family members.

- An update to the recruitment plan was completed to ensure that resources were being utilized properly and the OVMP connected to the military community in a variety of ways.
  - The OVMP has continued to conduct recruitment and education briefs at military units.
  - The OVMP has collaborated with the Indianapolis Veterans Court to discuss options for education with its participants.
  - The OVMP has connected with the Indiana Department of Veteran Affairs to participate in its employment and outreach events.
  - The OVMP continued the communication campaign using the U.S. Army’s Concurrent Admission Program (ConAP), which allows IUPUI to stay connected with current military members/prospective student vets from the time they join the service until the time they separate from the military. ConAP’s goals are to increase enlistment of college-capable active duty and Reserve Soldiers; increase the number of Army Soldiers, veterans and Reserve Soldiers enrolled in college; and increase the use of GI Bill education benefits.

This program allows IUPUI to stay connected with current military members (prospective student veterans) as well as the National Guardsmen, Reservist and military veterans that live (or have relocated) in the state of Indiana.

- The OVMP has continued to represent IUPUI by joining the following organizations:
  - Indianapolis Mayor’s Advisory Committee for Veterans
  - National Associations for Veterans Program Administrators
  - NASPA Student Affairs Administrators in Higher Education’s: Veteran Knowledge Community
  - Association of Veterans Education Certifying Officials
  - American Association of Collegiate Registrars and Admissions Officers
  - Council of College and Military Educators

- The OVMP continues to participate in IUPUI’s Fall Career Week by hosting a presentation about how to complete an application with USA Jobs. The presentation was presented by Mike Espinda with Operation: Job Ready Veterans.

- The OVMP continued to represent IUPUI by sitting on the Operation Hire a Hoosier Veteran (OHHV) committee. In addition to being a committee member the OVMP was a committee sponsor and volunteered time for the event on April 20, 2016. The OHHV Career Fair is the result of collaboration between government agencies and community organizations. OHHV is the largest career event targeting Service members, Veterans, and their families in Indiana and the Midwest.

- The OVMP hosted a visit by Brigadier General Frost where he met with IUPUI leadership, faculty members, the Student Veteran Organization, University American Legion Post 360 and the ROTC programs.

- The OVMP continues to accommodate an on-site certified VA Readjustment Counselor, and the VA Mobile Vet Center, from the Indianapolis Vet Center to hold office hours and provide free readjustment counseling services to IUPUI veteran and dependent students, faculty, and staff.
• In preparation for the 7th Annual Veterans Week the OVMP created a Veterans Week Planning Committee which brought together a variety of departments to develop activities that would educate the general student population while celebrating those students that have served our country. The events included,
  o The Indiana War Memorial Workshop. Lead by retired Air Force Brigadier General J. Stewart Goodwin participants learned about several of the monuments throughout the city of Indianapolis.
  o In collaboration with the IUPUI Campus Facilities team, ROTC and IUPUI Police Department; the OVMP held the first Veterans Day Flag Raising on November 11, 2015 at the Cavanaugh Hall Flag Pole. Later in the morning a Veterans Day Ceremony was help in the Campus Center with faculty and students speakers.
  o The OVMP sponsored a day of community service on campus by join forces with the Red Cross to sort holiday cards for the troops. During this event approximately, 4,000 cards were sorted, 300 cards signed and a minimum of 35 students participated in the sort itself.
  o During all the events the OVMP and Department of the Kelley School of Business handed out ribbons to signify veterans, active duty members, National Guard/Reservists and supporters of the U.S. Military. In addition, OVMP worked with Herron School of Art and the Campus Center to get student excited about an upcoming workshop by displaying Mr. Drew Cameron’s Combat Paper art work in the Campus Center Art Gallery.
• The OVMP provided several presentations to the IUPUI community. These presentations were provided to CSC Employer Recruiters, campus advisors as well as to specific offices (such as the Degree Completion Office.
• The OVMP held the 5th Annual Service Members Graduation Dinner at the Indiana War Memorial on April 29th, 2016. Students were encouraged to invite their family members to celebrate the completion of their educational goals as well as to network with other attendees. Each student was presented with a Military Graduation cord by Chancellor Paydar and an IUPUI Challenge Coin by Kimberly Bloodgood during the event.

Evidence of Progress:
• After an evaluation of the data reported in previous years, it was determined to utilize the demographics from the 2015–16 IU Fact Book.

<table>
<thead>
<tr>
<th>Term</th>
<th>Undergraduate</th>
<th>Graduate/Professional</th>
<th>Total veteran/service member enrollment</th>
<th>% Change from Preceding Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall 2011</td>
<td>1,085</td>
<td>224</td>
<td>1,309</td>
<td></td>
</tr>
<tr>
<td>Fall 2012</td>
<td>1,066</td>
<td>223</td>
<td>1,289</td>
<td>-1.6%</td>
</tr>
<tr>
<td>Fall 2013</td>
<td>978</td>
<td>227</td>
<td>1,205</td>
<td>-7.0%</td>
</tr>
<tr>
<td>Fall 2014</td>
<td>952</td>
<td>230</td>
<td>1,182</td>
<td>-1.9%</td>
</tr>
<tr>
<td>Fall 2015</td>
<td>840</td>
<td>260</td>
<td>1,100</td>
<td>-6.9%</td>
</tr>
</tbody>
</table>

Activities planned
• Continue to develop services and expand collaborations to serve veterans and their families with campus and other organizations.
• Continue to partner with the IUPUI Campus American Legion Post 360 for events and workshops associated with collaboration, mentorship and community service.
• Relocate the OVMP to another space within the Campus Center and, if approved, become a Vet Success Center.
• Develop Spring Event for Veterans.

Promote and Support Student Success

Support and Promote Student Academic Planning to Graduation

Increase Support for Academic Units
➢ Improve and expand transition/entry services for beginners and transfers, both direct and delayed near-completers
➢ Develop and deploy additional resources and tools to support students and academic units after students have transitioned from University College (UCOL) to a degree-granting unit

Improve business processes with campus academic units to allow for more focused student intervention and advising.
Develop strategies and implement system programming to address state and campus initiatives and policies affecting student success and progress toward degree.

Enrollment Management offices provided advising, training, and systems support to IUPUI academic units, offices, and campus committees throughout 2015-16. EM offices worked with these units to simplify and improve administrative processes and systems through more efficient, detailed, and timely sharing of data and other resources.

Advance Student Assessment, Learning, Academic Advising through Coordinated Academic Support
• The Registrar Academic Support Management team has provided the following support to the schools and other campus and university units:
  o Office of the Registrar was asked to assist the Degree Completion Office in an effort to better serve the less traditional students who are returning to IUPUI. Office of the Registrar, Degree Completion Office and Undergraduate Admissions worked to develop a tracking mechanism for the returning population. Criteria was formulated and revised to identify three separate populations. The Office of the Registrar maintains these criteria and ensures that all appropriate students are loaded to appropriate student groups for tracking and communication purposes. The Office of the Registrar maintains the documentation and has developed a timeline to ensure that all parties are working together effectively and efficiently.
  o The Office of the Registrar saw a 15% increase in Residency appeals over the past fiscal year. As a result, the complete business process was reviewed for opportunities related to efficiency and better student service. Once an appeal has been received and appears to be ready for review, the documents are imaged into OnBase. This allows the documents to be accessed electronically from remote locations which enables faster review as it does not require someone have the physical forms. A residency log has been expanded to allow for more detail on the status of the application, status date, and comments. Because the log is accessible by any member of the IUPUI Registrar team, we are able to more efficiently and effectively answer student questions as it relates to their residency application. In addition, we have begun identifying populations of
students where we might be able to reach out to proactively. It has been our experience that the majority of appeals are submitted in the months of July and August. Rather than waiting for students to submit their documentation, we can start running audits to find students who may be eligible as they are admitted and prompt them to submit applications sooner. By taking this step, the workload can be spread out over a longer period of time and the students would be served more quickly.

- The Office of the Registrar suggested change and worked with UITS to change instructor names from primary to preferred in the SIS class search based on instructor and student feedback.
- Office of the Registrar provided assistance to the School of Medicine and School of Dentistry on creating enrollment blocks so that their specific student cohorts could more appropriately and efficiently registered in their appropriate classes.
- Office of the Registrar has initiated a project to assure accurate loading of pre-requisites to classes in the SIS. This effort will assure that students who have not successfully completed the pre-requisites will not be allowed to enroll in the class. Prior to this effort, some of the coding by the academic units was incorrect leading to frustration for students and the academic units as students we enrolled and participating in classes for which they had not met the intended pre-requisite.
- Office of the Registrar worked with Division of Undergraduate Education leaders to implement the UCOL Jumpstart Pilot (pre-registration of 4 UCOL cohorts). Discussion and planning resulted in the establishment of new student groups to tag cohorts and provide administrative registrations.
- Office of the Registrar provided significant assistance to the new Program in Intensive English including involvement in planning meetings, enrollments, and troubleshooting issues.
- Office of the Registrar assisted the Campus Advising Council in implementing a recommendation for standard Campus Graduation Dates. This effort helps alleviate confusion with students about the appropriate times to apply for graduate. The change is intended to make the graduation process more standard and seamless.
- Office of the Registrar partnered with the IUPUI Graduate School to establish Best Practices for Accelerated Programs. This included work from concept through discussion, documentation, vetting and implementation. The process addresses student concerns from communications/recruiting, admissions, enrollment, tuition, financial aid, changes in program and graduation. Prior to this, graduate programs with good intentions would implement accelerated programs in various ways causing unintended negative consequences for students either in terms of financial aid or student record statistics.
- Office of the Registrar worked directly with USSS and campus academic units on an initiative to print majors on diplomas.
- Office of the Registrar was contacted by UITS as the UITS Student Academic Systems team was charged with building Degree Mapping tools. That team was looking to the IUPUI academic support experts in the Office of the Registrar to assist with determining specifications and format of the tools to be used by the academic units. The Registrar’s Office then provided training to the IUPUI campus on how to effectively use the new application. Two different training sessions were provided to the campus as we transitioned from using unwieldy spreadsheets to a more useful and efficient tool for providing degree maps to our IUPUI students.
- Office of the Registrar provided significant support to the professional schools over this fiscal year:
  - SCHOOL OF DENTISTRY – diploma discussions/analysis; calendar issues
  - MEDICAL SCHOOL – quick wins in registration and enrollment; calendar issues
• LAW SCHOOL – staffing transitions; calendar issues
  o Office of the Registrar has partnered with Student Advising Center to document and review divergent campus policies and to work toward harmonization of those policies, where reasonable. Several key policies and/or practices across the academic unit have been identified which cause frustration or confusion for students. Each has been prioritized and work has begun on discussions with the academic units on possible standardization.
  o Office of the Registrar played a key role in setting up the IUPUI infrastructure for the Transfer Single Articulation Pathway initiative mandated by the state. Established appropriate CIP codes along with the creation of a detailed spreadsheet to track IVTC and VU degrees that would articulate to the appropriate IUPUI degree. Discussion and analysis occurred on how best to track these students using either new programs in the academic structure or student groups.
  o Office of the Registrar participated on a taskforce with representatives from the IUPUI Graduate School, Purdue Graduate School and Purdue Registrar’s Office to establish a process for the creation of a Purdue Career Account User ID in the SIS. This ID is critical for the Purdue-mission students in establishing credentials to log into the Purdue portal where there are required processes to assure these students are staying on track to graduate with their Purdue degree.
  o Office of the Registrar led a significant audit of IUPUI Student Groups in the SIS. All Admissions, Student Records and Academic Advising Student Groups needed to be reviewed to determine who uses the student group, which module should own the group, and which individuals needed access. Required repeated contact with academic units, IUPUI Undergraduate Admissions and others from UITS/USSS. This audit has resulted in great clarification for the units and the students who are added to these Groups.
• The first publication of IUPUI’s annual IUPUI All Campus Bulletin occurred in July 2016. During this process it became clear that a number of areas needed to be addressed with the process and the Web Content Management System itself. Those lessons learned will be valuable going forward to ensure the process is as easy and timely as possible. Two major items to be addressed would be proactive training in WCMS for campus users and regular resolution of course errors.

• IUPUI Academic Structure Changes:

<table>
<thead>
<tr>
<th>2015-2016 Academic Structure Update Summary</th>
</tr>
</thead>
<tbody>
<tr>
<td>New IUPUI Organizations</td>
</tr>
<tr>
<td>New UG Certificates</td>
</tr>
<tr>
<td>New Grad/Prof Certificates</td>
</tr>
<tr>
<td>New UG Minors</td>
</tr>
<tr>
<td>New Grad Minors</td>
</tr>
<tr>
<td>New Subplans/Concentrations</td>
</tr>
<tr>
<td>New Subjects</td>
</tr>
<tr>
<td>Inactivated program/plans</td>
</tr>
<tr>
<td>Program Changes</td>
</tr>
<tr>
<td>Majors/Degrees (new or changed)</td>
</tr>
<tr>
<td>Changes to Repeat Rules</td>
</tr>
<tr>
<td>Total Academic Structure Changes</td>
</tr>
</tbody>
</table>
The Office of the Registrar continues to code Academic Advising Reports (AARs) so that each student pursuing a degree in a major program will be able to see requirements met and those left to complete as each moves toward graduation in four years.

For 2015-2016 Academic Year:

- 180 in production currently (UGRD) - ongoing maintenance/support provided for many of these year-round (involved problems solving and troubleshooting; updating due to curricular changes)
- 20 in development (just started building and/or testing phases but not available to public)
- NEW AARs in PRD for 15-16 that were put into production = 15:
  - LAW JD (1) + certificates (n = 8)
  - DNP/Doctor of Nursing Practice = (1) + MSN/Master of Nursing (m= 5)
  - Outreach made to encourage creation of certificates, minors

- Participated in Move-In Day/Opening Celebration sponsored by the Office of Educational Partnerships & Student Advocacy along with the Office of Housing and Residence Life. Staff were available to answer last minute questions and/or to help familiarize parents and students with the campus and various support services.
- Expanded the use of a Department Share folder for departments to submit source documents in an electronic format instead of sending paper through campus mail. Process streamlines all administrative processing so that transactions are completed more efficiently and source documents imaged in a more timely way.
- The Registrar’s Office participates each Fall in the Educational Training for Teaching Associates Fall conference leading information sessions and discussion on student performance rosters, enrollment audits and final grade processing/deadlines/expectations.

Evidence of Progress:
- See above

Activities planned:
- Continue to work with schools in loading curricular requirements to Academic Advisement Reporting environment.
- Continue to work closely with schools in all of these areas, taking the lead in recommending appropriate additional services and processes and responding to requests from schools on a timely basis.

Support students with scholarships (undergraduate) and financial services (undergraduate, graduate, and professional)

Enhance the use of scholarships to support recruitment and retention initiatives

- Optimize utilization of financial aid and institutional scholarships, grants, and fellowships to accomplish SEM recruitment goals

Actions taken:
- Awarded $125,000 in competitive scholarships to current IUPUI Students via Continuing Competitive Awards.
- Collaborated with additional outside scholarship providers to offer more scholarship opportunities for current IUPUI students.
Evidence of Progress:

- Admission-based scholarship acceptance yields for the 2016-2017 academic year are down by 4.6% (934 acceptances/2315 offers – 40%) compared to (749/1679 offers – 44.6%) for the 2015-16 year. However, the number of incoming scholars has increased by nearly 25% (934 acceptances for 2015-16 compared with 749 last year) while the number of admissions-based scholarship offers increased by nearly 38% (2315 compared with 1679).

- Midwest Student Exchange Program (MSEP) eligible students received nearly 35% of all non-resident admission-based scholarship offers. The overall yield rate for non-resident scholarship offers is 44% (259/587) with MSEP representing only 23% of those accepts (59/259). For more on MSEP see below.

- The in-state admissions-based scholarship yield is 39% (675/1728).
Total Awards Processed Through IUPUI

- The total amount awarded for the 2014-15 academic year was $41,497,620, which totaled 7,768 students with an average dollar amount of $5,342. During the 2015-16 academic year the total dollar amount awarded was $44,242,563, which was an increase of 6.4% from the previous year. Additionally, during the 2015-16 academic year a total number of 8,776 students were awarded, which was an increase of 12.2%. The average award amount for the 2015-16 academic year was $5,041.

<table>
<thead>
<tr>
<th>Award Type</th>
<th>2014-15 Academic Year</th>
<th>2015-16 Academic Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Award Type</td>
<td>Dollar Amount</td>
<td>Number of Students</td>
</tr>
<tr>
<td>Athletics</td>
<td>$2,293,516</td>
<td>248</td>
</tr>
<tr>
<td>Graduate/Professional Fellowships</td>
<td>$7,018,170</td>
<td>928</td>
</tr>
<tr>
<td>Graduate/Professional Scholarships</td>
<td>$1,113,497</td>
<td>171</td>
</tr>
<tr>
<td>Graduate/Professional Foundation-based (includes Schps &amp; Fellowships)</td>
<td>$5,312,670</td>
<td>971</td>
</tr>
<tr>
<td>Institutional Grants</td>
<td>$3,294,824</td>
<td>1,691</td>
</tr>
<tr>
<td>Institutional Undergraduate Scholarships (includes school based awards)</td>
<td>$8,834,821</td>
<td>2,767</td>
</tr>
<tr>
<td>Undergraduate Foundation-based Scholarships</td>
<td>$2,284,114</td>
<td>979</td>
</tr>
<tr>
<td>Undergraduate Honor Awards (see below)</td>
<td>$7,412,231</td>
<td>808</td>
</tr>
<tr>
<td>External Donor*Scholarships (includes Undergrads, Grads, &amp; Professional)</td>
<td>$3,933,777</td>
<td>1,572</td>
</tr>
<tr>
<td><strong>Total:</strong></td>
<td><strong>$41,497,620</strong></td>
<td><strong>7,768</strong></td>
</tr>
</tbody>
</table>

*External Donor Scholarships are awards submitted to the Office of Student Scholarships or to the Professional Schools from various private organizations on the behalf of an IUPUI student. These monies are applied directly to the student’s Financial Aid account.
Comparison of Institutional Aid Amount Awarded at IUPUI for the 2014-15 AY vs. 2015-16 AY

<table>
<thead>
<tr>
<th>Scholarship</th>
<th>2014-15 Academic Year</th>
<th>2015-16 Academic Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Number of Awards</td>
<td>Dollar Amount</td>
</tr>
<tr>
<td>Herbert Presidential</td>
<td>49</td>
<td>$557,000</td>
</tr>
<tr>
<td>Plater Distinguished</td>
<td>33</td>
<td>$390,500</td>
</tr>
<tr>
<td>Chancellor's</td>
<td>632</td>
<td>$4,812,737</td>
</tr>
<tr>
<td>Bepko</td>
<td>110</td>
<td>$1,651,994</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>808</strong></td>
<td><strong>$7,412,231</strong></td>
</tr>
</tbody>
</table>

The above reflects beginning and, where appropriate, continuing recipients enrolled with these scholarships.

**Fee Remissions**
- The total amount awarded for the 2014-15 academic year was $43,873,370, which totaled 4,808 awards with an average award amount of $9,125. During the 2015-16 academic year the total dollar amount awarded was $46,379,554, which was an increase of 5.6% from the previous year. Additionally, during the 2015-16 academic year, a total number of 10,682 awards were awarded with an average award amount of $4,342.

<table>
<thead>
<tr>
<th>Fee Remissions</th>
<th>2014-15 Academic Year</th>
<th>2015-16 Academic Year</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Dollar Amount</td>
<td>Number of Students</td>
</tr>
<tr>
<td>Undergraduate</td>
<td>$16,392,797</td>
<td>2,081</td>
</tr>
<tr>
<td>Graduate/Professional</td>
<td>$27,480,573</td>
<td>2,727</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$43,873,370</strong></td>
<td><strong>4,808</strong></td>
</tr>
</tbody>
</table>

A fee remission is an award for tuition and/or fees which can be awarded by the university, the state of Indiana, or by specific bequest. This allows students to enroll at a reduced or no cost tuition and/or fees at the expense of the university or state. Some university departments issue fee remissions to students as well in exchange for services. The fee remission total also includes discounted tuition that is the result of an employee benefit for the employee or spouse/partner or dependent child.
# Admission-Based Scholarship Acceptances for the 2016-2017 Year:

**Incoming Freshmen Applicants (Offers) / Deposited (Accepts)**

Yield down by 4.5% (934 acceptances/2315 offers – 40%) for 2016 compared to (749 acceptances/1679 offers – 44.6%) 2015

<table>
<thead>
<tr>
<th></th>
<th>Academic Excellence</th>
<th>Distinguished*</th>
<th>Dean’s Recognition**</th>
<th>International Ambassador**</th>
<th>Service Award**</th>
<th>Valedictorian/ Salutatorian***</th>
<th>Transfer Award**</th>
<th>Outstanding Scholar**</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2016-2017</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>83/392</td>
<td>197/326 Honors College 60%</td>
<td>54/62 87%</td>
<td>16/84 19%</td>
<td>31/87 36%</td>
<td>1/26 4%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>10/43 MSEP 23%</td>
<td>0/0 MSEP 0%</td>
<td>35/107 MSEP 33%</td>
<td>2/5 MSEP 40%</td>
<td>3/4 MSEP 75%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>367/933 total offers 39%****</td>
<td>52/107 total offers 49%</td>
<td>54/62 total offers 87%</td>
<td>51/191 total offers 27%</td>
<td>33/92 total offers 36%</td>
<td>4/30 total offers 13%</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>280/718 total offers 39%****</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>93/182 total offers 51%****</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Academic Honors*</th>
<th>Dean of Faculties*</th>
<th>Dean’s Recognition**</th>
<th>International Ambassador**</th>
<th>Service Award**</th>
<th>Valedictorian/ Salutatorian***</th>
<th>Transfer Award**</th>
<th>Chancellor’s***</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2015-2016</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>45%</td>
<td>58%</td>
<td>29%</td>
<td>20%</td>
<td>36%</td>
<td>91%</td>
<td>76%</td>
<td>36%</td>
</tr>
</tbody>
</table>

| **2014-2015**    |                    |                      |                            |                 |                                 |                  |                |
| 153/390          | 213/411            | 25/100               | 12/24                      | 34/168          | 30/66                          | 9/14             | 213/578        |
| 39%              | 52%                | 25%                  | 50%                        | 20%             | 45%                            | 64%              | 37%            |

| **2013-2014**    |                    |                      |                            |                 |                                 |                  |                |
| 141/380          | 194/384            | 28/84                | 10/26                      | 40/147          | 26/51                          | 15/18            | 194/457        |
| 37%              | 50%                | 33%                  | 38%                        | 27%             | 51%                            | 83%              | 42%            |

**Retired Admission-Based Awards**

Increase in acceptance rate from previous year
Decrease in acceptance rate from previous year
* Indiana Resident Awards
** Non-Indiana Resident Awards
*** Resident & Non-Resident Awards
**** Includes Honors College Offers and Accepts
## 2015-16 Yield Rates-Resident Awards

<table>
<thead>
<tr>
<th>Scholarship</th>
<th>Offers</th>
<th>Accepts</th>
<th>Offers to Accepts</th>
<th>Matriculation</th>
<th>Matriculation to Accepts</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Herbert Presidential:</strong></td>
<td>12 Awards</td>
<td>10 Awards</td>
<td>83.3%</td>
<td>10 Awards</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Plater Distinguished Scholarship:</strong></td>
<td>8 Awards</td>
<td>7 Awards</td>
<td>87.5%</td>
<td>7 Awards</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Chancellor’s:</strong></td>
<td>554 Awards</td>
<td>232 Awards</td>
<td>41.9%</td>
<td>232 Awards</td>
<td>100%</td>
</tr>
<tr>
<td><strong>Valedictorian/Salutatorian:</strong></td>
<td>64 Awards</td>
<td>33 Awards</td>
<td>51.6%</td>
<td>26 Awards</td>
<td>78.8%</td>
</tr>
<tr>
<td><strong>Dean of Faculties:</strong></td>
<td>593 Awards</td>
<td>235 Awards</td>
<td>39.6%</td>
<td>212 Awards</td>
<td>90.2%</td>
</tr>
<tr>
<td><strong>Academic Honors:</strong></td>
<td>517 Awards</td>
<td>169 Awards</td>
<td>32.7%</td>
<td>150 Awards</td>
<td>88.8%</td>
</tr>
</tbody>
</table>

Total Offers: **1,748 Awards**  
Total Accepts: **686 Awards**  
Percent Offers to Accepts: **39.2%**  
Total Matric: **637 Awards**  
Percent Offers to Matriculation: **36.4%**  
Percent Accepts to Matriculation: **92.9%**  
Estimated Total Dollar Amount: **$3,204,000** (15-16 Incoming Freshman-Resident)
### 2015-16 Yield Rates-Non-Resident Awards

<table>
<thead>
<tr>
<th>Scholarship</th>
<th>15-16 Freshman Offers</th>
<th>15-16 Freshman Accepts</th>
<th>Percent Offers to Accepts</th>
<th>Percent Offers to Matrix</th>
<th>Percent Accepts to Matrix</th>
<th>Total Award Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chancellor's Scholarship</td>
<td>83. Awards</td>
<td>14 Awards</td>
<td>16.9%</td>
<td>16.9%</td>
<td>Unknown</td>
<td>$170,000</td>
</tr>
<tr>
<td>Valedictorian/Salutatorian Scholarship</td>
<td>2 Awards</td>
<td>2 Awards</td>
<td>100%</td>
<td>50.0%</td>
<td>50.0%</td>
<td>$10,000</td>
</tr>
<tr>
<td>Dean's Recognition Scholarship</td>
<td>112 Awards</td>
<td>27 Awards</td>
<td>24.1%</td>
<td>18.8%</td>
<td>77.8%</td>
<td>$231,000</td>
</tr>
<tr>
<td>IUPUI Service Award</td>
<td>211 Awards</td>
<td>55 Awards</td>
<td>26.1%</td>
<td>18.1%</td>
<td>69.1%</td>
<td>$262,500</td>
</tr>
<tr>
<td>International Ambassador Award</td>
<td>16 Awards</td>
<td>4 Awards</td>
<td>25.0%</td>
<td>6.25%</td>
<td>25.0%</td>
<td>$7,000</td>
</tr>
<tr>
<td>IUPUI Transfer Scholarship</td>
<td>31 Awards</td>
<td>20 Awards</td>
<td>64.5%</td>
<td>48.4%</td>
<td>Unknown</td>
<td>$75,000</td>
</tr>
<tr>
<td>ELS Transfer Scholarship</td>
<td>1 Awards</td>
<td>1 Awards</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>$5,000</td>
</tr>
<tr>
<td>SYSU Impact</td>
<td>17 Awards</td>
<td>15 Awards</td>
<td>88.2%</td>
<td>76.5%</td>
<td>86.7%</td>
<td>$147,800</td>
</tr>
<tr>
<td>SYSU Partnership</td>
<td>4 Awards</td>
<td>4 Award</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>$16,000</td>
</tr>
</tbody>
</table>
Total Offers: **477 Awards**  
Total Accepts: **142 Awards**  
Percent Offers to Accepts: **29.8%**  
Total Matrix: **108 Awards**  
Percent Offers to Matrix: **22.6%**  
Percent Accepts to Matrix: **76.1%**  
Estimated Total Dollar Amount: **$924,300** (15-16 Incoming Freshman-Non Resident)

Activities planned:
- Continue outreach efforts

**Increase student satisfaction with quality and timeliness of provision of services by the Office of Student Financial Services**
- Optimize and expand available student aid resources to support continuing students
- Inform and assist students and their families pre-and post-matriculation with successfully planning and financing their education at IUPUI

**Financial Aid Increases**: The amount of financial aid awarded to IUPUI students continues to increase. Awarding including a significant increase in gift aid of about $7 million dollars and a decrease in loan borrowing of nearly $6 million dollars compared to the prior year.

<table>
<thead>
<tr>
<th>Academic Year</th>
<th>Gift Aid</th>
<th>Loans</th>
<th>Work Study</th>
<th>Total Aid</th>
</tr>
</thead>
<tbody>
<tr>
<td>2008-09</td>
<td>$92,460,305</td>
<td>$218,425,257</td>
<td>$2,983,620</td>
<td>$313,869,182</td>
</tr>
<tr>
<td>2009-10</td>
<td>$103,580,520</td>
<td>$234,537,196</td>
<td>$3,505,252</td>
<td>$341,622,968</td>
</tr>
<tr>
<td>2010-11</td>
<td>$115,337,864</td>
<td>$262,683,275</td>
<td>$3,775,644</td>
<td>$381,796,783</td>
</tr>
<tr>
<td>2011-12</td>
<td>$116,426,934</td>
<td>$264,594,584</td>
<td>$2,311,694</td>
<td>$383,333,212</td>
</tr>
<tr>
<td>2012-13</td>
<td>$121,536,859</td>
<td>$257,335,327</td>
<td>$1,995,996</td>
<td>$380,868,182</td>
</tr>
<tr>
<td>2013-14</td>
<td>$133,044,759</td>
<td>$247,596,723</td>
<td>$2,078,900</td>
<td>$382,720,328</td>
</tr>
<tr>
<td>2014-15</td>
<td>$138,100,212</td>
<td>$248,628,189</td>
<td>$2,665,049</td>
<td>$389,393,450</td>
</tr>
<tr>
<td>2015-16*</td>
<td>$145,249,839</td>
<td>$242,876,257</td>
<td>$2,322,761</td>
<td>$390,448,857</td>
</tr>
</tbody>
</table>

*Figures estimated here will be finalized at some point during the fall 2016 semester
Gift aid examples include scholarships, grants to help students with financial need, and fee remissions for IU employees. Sources for gift aid include federal, state, and private aid as well as institutional money.*
## IUPUI Students Receiving Financial Aid (Academic Year)

<table>
<thead>
<tr>
<th></th>
<th>2012-13</th>
<th>2013-14</th>
<th>2014-15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Undergraduate</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recipients</td>
<td>19,832</td>
<td>20,287</td>
<td>20,219</td>
</tr>
<tr>
<td>% Receiving Aid</td>
<td>71.8%</td>
<td>73.6%</td>
<td>75.0%</td>
</tr>
<tr>
<td>Gift Aid</td>
<td>$101,268,613</td>
<td>$112,806,457</td>
<td>$120,703,080</td>
</tr>
<tr>
<td>Loans</td>
<td>$120,844,106</td>
<td>$112,749,448</td>
<td>$108,908,280</td>
</tr>
<tr>
<td>Work Study</td>
<td>$1,143,473</td>
<td>$1,262,472</td>
<td>$1,395,219</td>
</tr>
<tr>
<td><strong>Total Aid</strong></td>
<td><strong>$223,256,192</strong></td>
<td><strong>$226,818,377</strong></td>
<td><strong>$231,006,579</strong></td>
</tr>
<tr>
<td><strong>Graduate/Professional</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recipients</td>
<td>6,740</td>
<td>6,815</td>
<td>6,894</td>
</tr>
<tr>
<td>% Receiving Aid</td>
<td>69.0%</td>
<td>69.6%</td>
<td>70.9%</td>
</tr>
<tr>
<td>Gift Aid</td>
<td>$40,248,108</td>
<td>$41,648,468</td>
<td>$44,623,839</td>
</tr>
<tr>
<td>Loans</td>
<td>$135,972,408</td>
<td>$134,692,269</td>
<td>$138,945,608</td>
</tr>
<tr>
<td>Work Study</td>
<td>$293,209</td>
<td>$274,154</td>
<td>$246,544</td>
</tr>
<tr>
<td><strong>Total Aid</strong></td>
<td><strong>$176,513,724</strong></td>
<td><strong>$176,614,890</strong></td>
<td><strong>$183,815,991</strong></td>
</tr>
<tr>
<td><strong>All Levels</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recipients</td>
<td>26,572</td>
<td>27,102</td>
<td>27,113</td>
</tr>
<tr>
<td>% Receiving Aid</td>
<td>71.0%</td>
<td>72.5%</td>
<td>73.9%</td>
</tr>
<tr>
<td>Gift Aid</td>
<td>$141,516,721</td>
<td>$154,454,924</td>
<td>$165,326,919</td>
</tr>
<tr>
<td>Loans</td>
<td>$256,816,514</td>
<td>$247,441,717</td>
<td>$247,853,888</td>
</tr>
<tr>
<td>Work Study</td>
<td>$1,436,682</td>
<td>$1,536,625</td>
<td>$1,641,763</td>
</tr>
<tr>
<td><strong>Total Aid</strong></td>
<td><strong>$399,769,916</strong></td>
<td><strong>$403,433,267</strong></td>
<td><strong>$414,822,570</strong></td>
</tr>
</tbody>
</table>

*IU Fact Book*

Because the Indianapolis campus processes the financial aid for both the IUPUI and IUPUC students, the numbers provided account for both populations of students.
Percentage of Undergraduates receiving aid by type

IUPUI
2010-11 through 2014-15

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-11</td>
<td>26,187</td>
<td>26,167</td>
<td>25,579</td>
<td>25,621</td>
<td>25,212</td>
<td>-4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Undergraduates</th>
<th>2010-11</th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
<th>2014-15</th>
<th>5-yr % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-11</td>
<td>28,922</td>
<td>28,510</td>
<td>27,637</td>
<td>27,576</td>
<td>26,860</td>
<td>-7%</td>
</tr>
</tbody>
</table>

1 The figures prior to 2012-13 include students who were enrolled on one of their four campus census dates, or who completed a degree during the fiscal year 2012-13. Beginning in 2012-13, the figures include students who were enrolled at fall, spring or summer census; enrolled for the fall, spring or summer as of a final-year snapshot; or received an IU degree between September 1 and August 31.
Percentage of Graduate\textsuperscript{3} Students\textsuperscript{2} Receiving an SAA Stipend or Aid\textsuperscript{1} by Type

IUPUI
2010-11 through 2014-15

<table>
<thead>
<tr>
<th>Degree-seeking Graduate Students\textsuperscript{2,3}</th>
<th>2010-11</th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
<th>2014-15</th>
<th>5-yr % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>9,436</td>
<td>9,397</td>
<td>9,026</td>
<td>9,157</td>
<td>9,160</td>
<td>-3%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Total Graduate Students\textsuperscript{2,3}</th>
<th>2010-11</th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
<th>2014-15</th>
<th>5-yr % Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>10,578</td>
<td>10,263</td>
<td>9,773</td>
<td>9,792</td>
<td>9,730</td>
<td>-8%</td>
</tr>
</tbody>
</table>

Degree-seeking Percentage Receiving an SAA Stipend or Aid\textsuperscript{1}

Overall Percentage Receiving an SAA Stipend or Aid\textsuperscript{1}

\textsuperscript{1} Stipend funding for student academic appointees (SAA) is not considered financial aid, unless it is funded by the need-based Federal Work Study program. The SAA Stipend percentages above exclude Federal Work Study.

\textsuperscript{2} The figures prior to 2012-13 include students who were enrolled on one of their four campus census dates, or who completed a degree during the fiscal year 2012-13. Beginning in 2012-13, the figures include students who were enrolled at fall, spring or summer census; enrolled for the fall, spring or summer as of a final-year snapshot; or received an IU degree between September 1 and August 31.

\textsuperscript{3} Includes Doctoral-Practice (formerly Professional)
Percentage of Degree Recipients\textsuperscript{2} with Loans by Level
IUPUI
2010-11 through 2014-15

These figures include only graduates who entered IU as first-year students for each program of study, and student loans from federal, IU, and private sources borrowed at IU during that program of study. For comparison figures for bachelor degree recipients from other institutions, visit the Project on Student Debt website: //projectonstudentdebt.org/.

\begin{center}
\begin{tabular}{lcccccc}
\hline
Associate & 34\% & 43\% & 38\% & 60\% & 38\% \\
Baccalaureate & 72\% & 74\% & 76\% & 73\% & 72\% \\
Master's & 51\% & 52\% & 54\% & 52\% & 51\% \\
Doctoral-Research & 33\% & 26\% & 33\% & 20\% & 21\% \\
Doctoral-Practice & 88\% & 87\% & 87\% & 86\% & 84\% \\
\hline
\end{tabular}
\end{center}

\begin{center}
\begin{tabular}{lcccccc}
\hline
Associate & 45 & 49 & 33 & 52 & 28 \\
Baccalaureate & 1,411 & 1,556 & 1,631 & 1,533 & 1,534 \\
Master's & 867 & 933 & 843 & 878 & 787 \\
Doctoral-Research & 18 & ** & 16 & 12 & 14 \\
Doctoral-Practice & 611 & 640 & 612 & 608 & 619 \\
\hline
\end{tabular}
\end{center}

\textsuperscript{1} Only includes degree recipients who borrowed while at IU during their program of study.

\textsuperscript{2} Represents students who received a degree in the fiscal year, July 1 through June 30. These figures include Purdue degrees awarded at an IU campus.

**Cell contains 10 or fewer students
Undergraduate Gift Aid by Source
IUPUI
2010-11 through 2014-15

Gift aid does not need to be earned (like work study) or repaid (like loans). Gift aid examples include scholarships, grants to help students with financial need, and fee remissions for IU employees. The figures prior to 2012-13 include aid for students who were enrolled on one of their four campus census dates, or who completed a degree during the fiscal year 2012-13. Beginning in 2012-13, the figures include aid for students who were enrolled at fall, spring or summer census; enrolled for the fall, spring or summer as of a final-year snapshot; or were conferred an IU degree between September 1 and August 31 for the indicated aid year. All figures include both degree-seeking and non-degree students with gift aid.

Undergraduate Gift Aid by Source

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal</td>
<td>$44,072,347</td>
<td>$41,052,705</td>
<td>$41,526,903</td>
<td>$42,954,312</td>
<td>$43,127,686</td>
<td>-2%</td>
</tr>
<tr>
<td>State</td>
<td>22,213,433</td>
<td>24,431,417</td>
<td>25,292,452</td>
<td>29,218,200</td>
<td>32,142,689</td>
<td>45%</td>
</tr>
<tr>
<td>IU</td>
<td>19,628,751</td>
<td>20,006,011</td>
<td>21,020,710</td>
<td>24,640,340</td>
<td>27,404,441</td>
<td>40%</td>
</tr>
<tr>
<td>Private</td>
<td>10,170,907</td>
<td>10,117,707</td>
<td>13,428,549</td>
<td>15,993,605</td>
<td>18,028,285</td>
<td>77%</td>
</tr>
<tr>
<td>Total</td>
<td>$96,083,439</td>
<td>$95,607,839</td>
<td>$101,268,813</td>
<td>$112,806,457</td>
<td>$120,703,080</td>
<td>26%</td>
</tr>
</tbody>
</table>

Undergraduate Gift Aid by Source as % of Total Gift Aid

1 Funds from the State of Indiana.
2 Includes funds held at the IU Foundation.
3 Funds from private organizations and other states and governments. Excludes funds held at the IU Foundation.
4 The federal guidelines providing increased annual "year-round" Pell Grant funds to students ended at the end of 2010-11.
Graduate Student Gift Aid by Source
IUPUI
2010-11 through 2014-15

Gift aid does not need to be earned (like work study) or repaid (like loans). Gift aid examples include scholarships, grants to help students with financial need, and fee remissions for IU employees. The figures prior to 2012-13 include aid for students who were enrolled on one of their four campus census dates, or who completed a degree during the fiscal year 2012-13. Beginning in 2012-13, the figures include aid for students who were enrolled at fall, spring or summer census; enrolled for the fall, spring or summer as of a final-year snapshot; or were conferred an IU degree between September 1 and August 31 for the indicated aid year. All figures include both degree-seeking and non-degree students with gift aid.

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>State 1</td>
<td>601,724</td>
<td>794,405</td>
<td>755,161</td>
<td>868,083</td>
<td>814,429</td>
<td>35%</td>
</tr>
<tr>
<td>IU 2</td>
<td>24,933,154</td>
<td>26,786,571</td>
<td>29,159,009</td>
<td>30,248,649</td>
<td>32,774,548</td>
<td>31%</td>
</tr>
<tr>
<td>Private 3</td>
<td>7,137,190</td>
<td>6,919,178</td>
<td>7,501,062</td>
<td>8,379,377</td>
<td>7,916,422</td>
<td>11%</td>
</tr>
<tr>
<td>Total</td>
<td>36,063,892</td>
<td>37,578,632</td>
<td>40,248,108</td>
<td>41,648,468</td>
<td>44,623,839</td>
<td>24%</td>
</tr>
</tbody>
</table>

Graduate Student Gift Aid by Source as % of Total Gift Aid

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal</td>
<td>9%</td>
<td>8%</td>
<td>7%</td>
<td>5%</td>
<td>7%</td>
</tr>
<tr>
<td>State</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>IU</td>
<td>68%</td>
<td>71%</td>
<td>72%</td>
<td>73%</td>
<td>73%</td>
</tr>
<tr>
<td>Private</td>
<td>20%</td>
<td>18%</td>
<td>18%</td>
<td>20%</td>
<td>18%</td>
</tr>
</tbody>
</table>

1 Funds from the State of Indiana.
2 Includes funds held at the IU Foundation.
3 Funds from private organizations and other states and governments. Excludes funds held at the IU Foundation.
4 Includes Doctoral-Practice (formerly Professional)
5 Due to the Higher Education Opportunity Act of 2008 (HEOA), most federal veterans education benefits are no longer entered on students' records, effective fall 2009. As a result, beginning in 2009-10 the federal gift aid total excludes some veterans benefits that were reported in previous years, while including new Post-9-11 benefit programs. In addition, significant federal gift aid for graduate students is funded from short-term sponsored research funds from federal agencies. Those resources vary considerably from one year to the next.
# Gift Aid

By Source and Award Category

IUPUI - 2014-15

<table>
<thead>
<tr>
<th>Federal</th>
<th>Amount</th>
<th>1-yr % Change</th>
<th>5-yr % Change</th>
<th>Undpl Recipients</th>
<th>1-yr % Change</th>
<th>5-yr % Change</th>
<th>Recipients as % of All Students</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Federal Gift Aid</strong></td>
<td>$46,244,125</td>
<td>3%</td>
<td>-2%</td>
<td>10,567</td>
<td>-2%</td>
<td>&lt;.5%</td>
<td>29%</td>
</tr>
<tr>
<td>Pell Grants</td>
<td>$38,312,794</td>
<td>1%</td>
<td>3%</td>
<td>9,875</td>
<td>-2%</td>
<td>2%</td>
<td>27%</td>
</tr>
<tr>
<td>SEOG Grants</td>
<td>$948,479</td>
<td>1%</td>
<td>8%</td>
<td>3,350</td>
<td>-18%</td>
<td>70%</td>
<td>6%</td>
</tr>
<tr>
<td>Veterans Benefits</td>
<td>$4,226,627</td>
<td>-5%</td>
<td>21%</td>
<td>637</td>
<td>-18%</td>
<td>7%</td>
<td>2%</td>
</tr>
<tr>
<td>Undergraduate Scholarships</td>
<td>$321,110</td>
<td>27%</td>
<td>13%</td>
<td>57</td>
<td>-5%</td>
<td>-53%</td>
<td>&lt;.5%</td>
</tr>
<tr>
<td>Grad/Prof Fellowships</td>
<td>$1,495,169</td>
<td>43%</td>
<td>-12%</td>
<td>137</td>
<td>41%</td>
<td>-24%</td>
<td>&lt;.5%</td>
</tr>
<tr>
<td>Other Gift Aid</td>
<td>$939,916</td>
<td>107%</td>
<td>-26%</td>
<td>215</td>
<td>68%</td>
<td>-27%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>State of Indiana</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total State Gift Aid</strong></td>
<td>$32,957,098</td>
<td>10%</td>
<td>44%</td>
<td>7,143</td>
<td>-6%</td>
<td>10%</td>
<td>19%</td>
</tr>
<tr>
<td>21st Century Scholar Awards</td>
<td>$15,132,533</td>
<td>25%</td>
<td>250%</td>
<td>2,024</td>
<td>18%</td>
<td>83%</td>
<td>6%</td>
</tr>
<tr>
<td>O'Bannon Higher Education Awards</td>
<td>$12,264,115</td>
<td>-3%</td>
<td>-8%</td>
<td>4,318</td>
<td>-15%</td>
<td>-21%</td>
<td>12%</td>
</tr>
<tr>
<td>Vocational Rehabilitation</td>
<td>$421,929</td>
<td>8%</td>
<td>-46%</td>
<td>95</td>
<td>-2%</td>
<td>-39%</td>
<td>&lt;.5%</td>
</tr>
<tr>
<td>Other Undergraduate Scholarships</td>
<td>$207,000</td>
<td>11%</td>
<td>469%</td>
<td>62</td>
<td>5%</td>
<td>48%</td>
<td>&lt;.5%</td>
</tr>
<tr>
<td>Other Gift Aid</td>
<td>$4,931,521</td>
<td>3%</td>
<td>13%</td>
<td>898</td>
<td>2%</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>IU</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total IU Gift Aid</strong></td>
<td>$60,178,989</td>
<td>10%</td>
<td>35%</td>
<td>10,883</td>
<td>11%</td>
<td>5%</td>
<td>30%</td>
</tr>
<tr>
<td>Faculty/Staff Tuition Benefit</td>
<td>$2,498,936</td>
<td>2%</td>
<td>5%</td>
<td>996</td>
<td>-6%</td>
<td>-17%</td>
<td>3%</td>
</tr>
<tr>
<td>Undergraduate Athletic Scholarships</td>
<td>$2,941,098</td>
<td>18%</td>
<td>37%</td>
<td>241</td>
<td>4%</td>
<td>22%</td>
<td>1%</td>
</tr>
<tr>
<td>Other Undergraduate Scholarships</td>
<td>$19,112,000</td>
<td>11%</td>
<td>38%</td>
<td>4,807</td>
<td>12%</td>
<td>-17%</td>
<td>13%</td>
</tr>
<tr>
<td>Undergraduate Need-based Grants</td>
<td>$2,778,316</td>
<td>12%</td>
<td>105%</td>
<td>1,730</td>
<td>28%</td>
<td>158%</td>
<td>5%</td>
</tr>
<tr>
<td>Grad/Prof Fellowships</td>
<td>$12,165,993</td>
<td>4%</td>
<td>23%</td>
<td>1,845</td>
<td>8%</td>
<td>40%</td>
<td>5%</td>
</tr>
<tr>
<td>Other Gift Aid</td>
<td>$20,681,644</td>
<td>11%</td>
<td>38%</td>
<td>3,138</td>
<td>14%</td>
<td>26%</td>
<td>6%</td>
</tr>
<tr>
<td><strong>Private</strong></td>
<td>$25,946,707</td>
<td>6%</td>
<td>50%</td>
<td>3,010</td>
<td>5%</td>
<td>25%</td>
<td>8%</td>
</tr>
</tbody>
</table>

1 These figures include IU students who were enrolled at fall, spring or summer census; enrolled for the fall, spring or summer as of a final-year snapshot; or received an IU degree between September 1 and August 31 of the aid year. All figures include both degree-seeking and non-degree students with gift aid.

2 "Other" state undergraduate scholarships include Mitch Daniels Scholarships, Nursing Scholarships, scholarships for minority and special education teachers, and scholarships for occupational and physical therapy students.

3 "Other" state gift aid includes CVO awards for children of veterans and public safety officers, and funding for active Indiana National Guard members.

4 "Other" federal and IU gift aid includes primarily fee remissions. However, fee remits that are associated with a particular scholarship program are included under scholarships above.

5 Undergraduate need-based grants generally meet a portion of a student's unmet financial need and may be reduced if a student receives other aid. These are generally funded from IU general funds or other funding sources like royalties. Examples include the IUPUI 21st Century Scholars Pledge Grant and Student Support Services Grant. In contrast, undergraduate scholarships generally have a fixed award amount and may be funded from endowed funds, as well as other IU sources.

6 Due to the Higher Education Opportunity Act of 2008 (HEOA), most federal veterans education benefits are no longer entered on students' records, effective fall 2009. As a result, figures for 2009-10 and subsequent years are not comparable with data reported for previous years.
Undergraduate Work Study by Source
IUPUI
2010-11 through 2014-15

Federal Work Study (FWS) is funded using both federal funds and employer funding. The employer may be an IU office, using federal, IU, state, or private funding, or a non-IU employer providing academically relevant work in the public interest. The figures prior to 2012-13 include students who were enrolled on one of their four campus census dates, or who completed an IU degree during the corresponding fiscal year. Beginning in 2012-13, the figures include students who were enrolled at fall, spring or summer census; enrolled for the fall, spring or summer as of a final-year snapshot; or received an IU degree between September 1 and August 31 of the corresponding fiscal year. All figures include both degree-seeking and non-degree students.

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</thead>
<tbody>
<tr>
<td>Federal</td>
<td>$1,437,809</td>
<td>$1,094,877</td>
<td>$875,336</td>
<td>$964,763</td>
<td>$1,068,354</td>
<td>-26%</td>
</tr>
<tr>
<td>IU</td>
<td>303,636</td>
<td>240,962</td>
<td>194,234</td>
<td>188,604</td>
<td>226,585</td>
<td>-25%</td>
</tr>
<tr>
<td>Other</td>
<td>120,974</td>
<td>99,755</td>
<td>73,902</td>
<td>109,105</td>
<td>100,280</td>
<td>-17%</td>
</tr>
<tr>
<td>Total</td>
<td>$1,862,420</td>
<td>$1,435,593</td>
<td>$1,143,473</td>
<td>$1,262,472</td>
<td>$1,395,219</td>
<td>-25%</td>
</tr>
</tbody>
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<tr>
<th>Work Study by Source as % of Total Work Study</th>
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</thead>
<tbody>
<tr>
<td>Federal</td>
</tr>
<tr>
<td>IU</td>
</tr>
<tr>
<td>Other</td>
</tr>
</tbody>
</table>
Graduate\textsuperscript{2} Student Academic Appointee Stipends\textsuperscript{1} and Work Study by Source
IUPUI

2010-11 through 2014-15

The figures prior to 2012-13 include students who were enrolled on one of their four campus census dates, or who completed a degree during the corresponding fiscal year. Beginning in 2012-13, the figures include students who were enrolled at fall, spring or summer census; or for the fall, spring or summer as of a final-year snapshot; or received an IU degree between September 1 and August 31 of the corresponding fiscal year. All figures include both degree-seeking and non-degree students.

### Student Academic Appointee Stipends\textsuperscript{1}

<table>
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<tbody>
<tr>
<td>Federal</td>
<td>$2,462,683</td>
<td>$2,618,209</td>
<td>$2,291,739</td>
<td>$2,085,008</td>
<td>$2,002,462</td>
</tr>
<tr>
<td>IU</td>
<td>4,417,655</td>
<td>5,269,040</td>
<td>6,380,315</td>
<td>6,598,566</td>
<td>6,370,834</td>
</tr>
<tr>
<td>Other</td>
<td>1,250,234</td>
<td>1,281,718</td>
<td>1,286,244</td>
<td>1,368,529</td>
<td>1,485,285</td>
</tr>
<tr>
<td>Total</td>
<td>$8,130,571</td>
<td>$9,168,966</td>
<td>$9,958,299</td>
<td>$10,052,104</td>
<td>$9,858,581</td>
</tr>
</tbody>
</table>

### Student Academic Appointee Stipends by Source as % of Total SAA Stipends

<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>Federal</td>
<td>30%</td>
<td>29%</td>
<td>23%</td>
<td>21%</td>
</tr>
<tr>
<td>IU</td>
<td>54%</td>
<td>57%</td>
<td>64%</td>
<td>66%</td>
</tr>
<tr>
<td>Other</td>
<td>15%</td>
<td>14%</td>
<td>13%</td>
<td>14%</td>
</tr>
</tbody>
</table>

### Work Study\textsuperscript{3} by Source

<table>
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</tr>
</thead>
<tbody>
<tr>
<td>Federal</td>
<td>$326,915</td>
<td>$273,391</td>
<td>$222,887</td>
<td>$207,506</td>
<td>$195,217</td>
</tr>
<tr>
<td>IU</td>
<td>66,627</td>
<td>60,084</td>
<td>51,603</td>
<td>46,533</td>
<td>43,932</td>
</tr>
<tr>
<td>Other</td>
<td>32,923</td>
<td>25,644</td>
<td>18,719</td>
<td>20,115</td>
<td>17,395</td>
</tr>
<tr>
<td>Total</td>
<td>$426,464</td>
<td>$369,118</td>
<td>$293,209</td>
<td>$274,164</td>
<td>$246,544</td>
</tr>
</tbody>
</table>

\textsuperscript{1} The SAA stipend figures exclude positions funded by need-based Federal Work Study, and thus are not considered financial aid.

\textsuperscript{2} Includes Doctoral-Practice (formerly Professional)

\textsuperscript{3} Federal Work Study (FWS) is funded using both federal funds and employer funding. The employer may be an IU office, using federal, IU, state, or private funding, or a non-IU employer providing academically relevant work in the public interest.
# Typical Full-time Undergraduate Costs per Year without Financial Aid

## IUPUI – In-State Students
**2011-12 through 2015-16**

These estimated costs are typical for first-year undergraduates with 30 credit hours of enrollment for the academic year. Figures for comparable US institutions can be found on the federal College Navigator website (http://nces.ed.gov/collegenavigator/). Note that students’ actual costs may vary from the typical figures below.

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</thead>
<tbody>
<tr>
<td>Tuition (Credit Hour Fees)</td>
<td>$7,437</td>
<td>$7,623</td>
<td>$7,750</td>
<td>$7,878</td>
<td>$8,009</td>
<td>8%</td>
</tr>
<tr>
<td>Required Fees</td>
<td>$806</td>
<td>$892</td>
<td>$1,006</td>
<td>$1,031</td>
<td>$1,047</td>
<td>30%</td>
</tr>
<tr>
<td>Books &amp; Supplies</td>
<td>$672</td>
<td>$672</td>
<td>$1,400</td>
<td>$1,400</td>
<td>$1,148</td>
<td>71%</td>
</tr>
<tr>
<td>Room &amp; Board</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>On Campus</td>
<td>$7,944</td>
<td>$7,944</td>
<td>$8,534</td>
<td>$8,702</td>
<td>$9,104</td>
<td>15%</td>
</tr>
<tr>
<td>Off Campus (not with family)</td>
<td>$7,944</td>
<td>$7,944</td>
<td>$8,534</td>
<td>$8,702</td>
<td>$9,104</td>
<td>15%</td>
</tr>
<tr>
<td>Off Campus (with family)</td>
<td>$4,512</td>
<td>$4,512</td>
<td>$2,680</td>
<td>$1,902</td>
<td>$1,914</td>
<td>-68%</td>
</tr>
</tbody>
</table>

**Total Typical Cost of Attendance**<sup>1,3</sup>

| On Campus         | $23,579 | $23,941 | $21,680 | $21,985 | $22,296 | -5%          |
| Off Campus (not with family) | $23,579 | $23,941 | $22,682 | $23,195 | $23,538 | <.5%         |
| Off Campus (with family) | $19,547 | $19,909 | $17,028 | $16,395 | $16,348 | -16%         |

**Constant Dollars**<sup>2</sup>

| Value of Dollar | $1.06  | $1.04  | $1.02  | $1.01  | $1.00  | -6%          |

**Total Typical Cost of Attendance**<sup>1,3</sup>

| On Campus         | $25,017 | $24,875 | $22,200 | $22,161 | $22,296 | -11%         |
| Off Campus (not with family) | $25,017 | $24,875 | $23,431 | $23,381 | $23,538 | -6%          |
| Off Campus (with family) | $20,739 | $20,685 | $17,436 | $16,526 | $16,348 | -21%         |

---

1. Includes expenses that vary by students’ housing arrangements, including local transportation and reasonable personal expenses, which are not itemized above.

2. Constant dollars for all but the most recent year are based on the average of the calendar year Consumer Price Indices (Urban CPI-all market basket items). The index used for 2015-16 is computed from the average of the June and July 2015 indices. See Table 24, pages 70-71, in the July 2015 CPI Detailed Report: [http://www.bls.gov/cpi/cpusdr.htm](http://www.bls.gov/cpi/cpusdr.htm)

3. Beginning in 2013-14, cost of attendance (COA) estimates were reduced from prior year figures due to a new IU-wide methodology.

Additional comprehensive financial aid data provided by University Institutional Research and Reporting [http://www.indiana.edu/~uiirr/](http://www.indiana.edu/~uiirr/).
The Office of Student Financial Services (SFS) continues to take a number of steps to promote student success:

- **New Institutional Aid Funding Programs**: New institutional grant funding for “at risk” needy students continued to evolve in 2015-16. A new program called the Grant for Access and Persistence (GAP) Award provided a $2000 grant with support programming for students eligible for both the Federal Pell Grant and the State of Indiana O’Bannon Grant. GAP awarding was done manually in 15-16, but was able to be included in financial aid awarding automation for 16-17 academic year.

- **New Institutional Aid Options for Summer 2016**: While Indiana University discontinued a 25% tuition discount offered in recent summer semesters, the IUPUI Summer “Get-On-Track” Grant program was expanded to include students eligible not only for the 21st Century Scholar Award but also the Indiana O’Bannon Grant.

- **Identifying Best Targets of New Institutional Aid**: Student Financial Services has been highly involved in considering ways to assist needy IUPUI students with a goal of improving student persistence. In particular, considerable time was spent in reviewing how new institutional aid could be targeted to help students negatively impacted by banded tuition implementation in 2016-17. In addition, plans evolved in March and June to award an additional $4 million in need-based in 2016-17 with an overall goal to get the right aid to the right students in the right way at the right time.

- **Innovative Financial Aid Program Continues**: The Home Stretch Program launched in the 2013-14 academic year continued in 2015-16. The program provides direct financial support through the awarding of institutional loan funds to needy students within one year of graduation. Once confirmed that the Home Stretch recipient completed the bachelor’s degree as planned, the loan amount borrowed through the program is repaid on behalf of the student by an institutional grant. For 15-16, 92 students near graduation benefitted from the program and 76% are on track to complete bachelor’s degree by August 2016, with an additional 12% remaining enrolled.

- **Expanded Loan Counseling Efforts**: We have developed different ways to deliver more effective entrance and exit loan counseling, as well as annual loan counseling. We have continued to send out loan debt letters to current students and transfer students upon entry. We have seen some continued attendance success with some new in-person exit loan counseling outreach efforts.

- **Less Student Loan Borrowing Continues**: Financial outreach messaging at orientation and across campus continues to emphasize responsible, smart borrowing. Outreach efforts include sending out annual student loan debt statements that may help students think about student loan debt before they make student loan borrow decisions.

- **Developed and Promoted College Budget Balancer Tool**: A web-based College Budget Balancer tool was developed in collaboration with IUPUI Division of Undergraduate Education programmer/analysts. Student Financial Services has promoted use of the tool in First Year Seminars, at orientation, and in other ways. The Kelley School of Business F151 class “Finances of the College Student” uses the College Budget Balancer tool as a final exam exercise for students.

- **Office of Scholarships Cross Training**: With the Office of Scholarships move to the Campus Center, Student Financial Services has considered more cross training opportunities. Student Financial Services and the Office of the Bursar have played a central role in private scholarship processing business redesign. Student Financial Services has also provided training and Waterway space for scholarship staff.

- **Student Financial Stability Faculty & Staff Training**: Student Financial Services worked closely with Student Affairs, Institutional Research & Decisions Support, the 21st Century Scholars
Support Program, and other campus leaders to develop a successful campus training event. Attended by over 100 IUPUI faculty and staff, the training utilized some tools developed by a Lumina grant-funded toolkit titled Beyond Financial Aid. Similar campus faculty and staff training initiatives are expected to continue to promote student success and financial stability for at risk students at IUPUI.

IUPUI Financial Education for Students
The Financial Wellness Council continued to remain an active council in 2015-16. Formed in 2012-2013, the FWC is comprised of various departments around IUPUI’s campus whose goal is to educate IUPUI students, parents, faculty, and staff regarding financial literacy concepts, financial choices facing IUPUI students, student loan debt, and loan repayment burdens facing IUPUI students.

Student Financial Services Outreach Activities
The Office of Student Financial Services (OSFS) participated in 143 outreach events over the 2015-2016 academic year, reaching an estimated 16,789 people.

Orientation
  - **Resource Fair Tables** - Estimated 4,820 visitors over 22 events.
  - **Presentations** - Estimated audience of 5,935 first year/transfer students and parents over 43 events. OSFS used three separate presentations depending on the audience. The presentations lasted between 30 and 45 minutes and covered financial aid/bursar business processes, and financial literacy topics.

Financial Aid/Financial Literacy Outreach
  - Over the 2015-2016 academic year, our office participated in 78 financial aid and financial literacy events with an estimated attendance of 6,034 students.
  - Continuing with our commitment to help graduating seniors manage their loan debt, the Office of Student Financial Services provided 3 loan repayment workshops in the fall and 2 loan repayment workshops in the spring. Additionally, our office has updated the online webinar to reflect the addition of the REPAY payment option.
  - The Office of Student Financial Services remains active in Enrollment Management’s Recruitment Events (Fall Fest, Decision Day, and Destination Day) providing information on financial aid topics and advising on the affordability of IUPUI.
  - Student Financial Services continues to be invited in to several first year classrooms, graduate expos, and academic departments to speak on basic financial wellness skills. These financial literacy efforts reached an estimated 1,181 students/staff.

Resource Fairs
Staff represented the Office of Student Financial Services in 9 (non-orientation) resource fairs for various events on campus. An estimated 1,656 students/potential students were in attendance.
  - Fall Fest
  - Decision Day
  - Student Employment Fair
  - Destination Day
  - Off Campus Housing/Housing
  - Study Abroad Fair
**Financial Aid Awareness Month Events & Activities**

February and March were once again a very busy months. A large email and calling campaign to invite students to file the FAFSA by the priority deadline was a success. OSFS also utilized social media campaigns (Twitter & Facebook) and the various Jag news sources (JagTV & JagNews) to promote the FAFSA deadline.

- Jag TV displayed FAFSA informational slides from the beginning of February to the middle of March.
- FAFSA deadline reminder published in JagNews.
- Had FAFSA reminder signage posted in Campus Center and Academic Offices
- Had FAFSA Fridays at the Campus Center during February. Handed out paper flyers in the Campus Center Commons during lunch hour prompting students to file early or on-time.
- FAFSA Banners were displayed in the Campus Center from 2/28/15 - 3/10/15.
- FAFSA reminder e-mails were sent to 6,002 students and 3,364 e-mails to parents.
- OSFS promoted College Goal Sunday, a statewide FAFSA filing workshop staffed by volunteer financial aid professionals from around the state.
- OSFS website was updated with the current FAFSA message including a direct link to the FAFSA website.
- OSFS updated the auto reply message in the general email account finaid@iupui.edu to include FAFSA information.
- One lobby computer was programed with FAFSA information PowerPoint presentation that was run continuously in the lobby during office hours.
- Published information in the Parent, Family, and New Student Newsletter. 8485 emails delivered with a 33.50% open rate.

**Social Media Efforts**

OSFS continues to maintain Facebook, Twitter, and a YouTube Channel (JagAidTV). OSFS staff developed a posting calendar, which is reviewed frequently to add campus events, promote various financial aid topics, and office financial literacy events. The office posted consistently over the academic year (averaging once every two weeks) and then increased during peak periods for the office like semester starts or FAFSA deadlines.

- JagAidTV - 1700+ views
- Facebook - 633 likes
- Twitter - 768 Followers

**Student Financial Services Student Interactions, Processing, and Support Initiatives**

- For the 2015-2016 academic year Student Financial Services saw a 1.6% decrease in student interaction. Email contact with students continued its trend and increased for a fourth year in a row.
- In an effort to increase student’s access to information, Client Services started to respond to student’s financial aid questions posted on IUPUI Class of 2017, Class of 2018, Class of 2019, and Class of 2020 Facebook pages. Students who post questions on these pages are answered by Student Financial Services staff members, providing timely responses to student’s inquiries. Questions that are deemed too personal in nature are advised that staff will respond to the student directly by email.
- Our efforts to promote online payments were successful and in person payments decline by 22.4%.
- Total inbound calls decreased by 4.7% while there was a 13.36% increase in the number of emails received.
Expand communications efforts with prospective and current students through information available on Web, electronic and postal mailings, and in-person support

- Continue focus on service delivery, quality, and level of communication with students in all phases of their engagement with the university
- Continue focus on service delivery, quality, and level of communication with students in all phases of their engagement with the university
- Expand internal communications

Actions taken:
The Office of Undergraduate Admissions continues to increase its participation in social media with prospective students. During 2015-16 the office has worked on the following initiatives:

- Growing the Class of 2020 Facebook page to currently include nearly 65% of the incoming freshman class, and on track to exceed the 75% of members who joined the group for the prior year. The Class of 2020 page already exceeds the 2019 Facebook page by nearly 8% and the 2018 Facebook page by more than 19%.
- Completed a series of videos to market IUPUI to students. The topics of these videos a “get excited” view of campus, housing at IUPUI, diversity at IUPUI, why IUPUI, alumni outcomes, and a welcome video to newly admitted freshmen.
  - Get excited: 14 likes, 216 views (released on 6/15/16)
  - Alumni: Launched on IU Day 147 likes, 6,701 views
  - University Tower 1: 10 likes, 522 views
  - University Tower 2: 4 likes, 247 views
  - Ball Residence Hall: 15 likes, 644 views
  - Riverwalk Apartments:
  - Diversity: 24 likes, 1,836 views
  - Jawz Welcome: traditional analytics unavailable, but the page it is prominently on received more than 7,000 views between 8/1/15 and 6/15/16.
  - The office will be utilizing Snapchat as another communication channel.
  - The office also continued to host live video chats. Of the six chats hosted on iupui.tv, 71% of participants converted from admitted students into deposited students, and 87% of the students whose parents attended our parent chat (a record 319 parents total) deposited.
- Undergraduate Admissions also continued to see overall growth in social media interactions.
  - The Admissions Facebook profile has seen a 19% increase (3,829 to 4,552) in followers in 2015-16.
  - The Admissions Instagram profile has seen 115% increase (1,336 to 2,872) in followers in 2015-16.
- The Office of Undergraduate Admissions now works strategically with IU Communications on recruitment and admissions materials in the implementation of the IU branding. Brand deliverables have been incorporated into more media, including web and social media presence for Admissions. Additionally, use of the campus’ preferred vendor, Miles Printing, has reduced print costs from 2015 to 2016, to date, by 2%.
- The Office of Undergraduate Admissions communications with prospective students has exceeded 900,000. Refinements of the various communications campaigns accomplished by admissions in preparation for the 2016-2017 recruitment cycle include re-imagining and rewriting.
- The Office of Undergraduate Admissions hires student employees throughout the academic year. These students are critical to our overall operation, and their work not only benefits our office, but there is also demonstrated evidence of the impact it has on the student.
The Marketing & Decision Support team hires students to help manage social media, assist in the development of web pages and creative assets, assist in creating and running reports for staff and faculty, and help maintain clean data in our CRM, as well as data entry.

The majority of our student employees have benefitted from the hands-on experience they received while in our office and while completing their degree.

One student employee and recent graduate (2015 BS, Media Arts & Sciences), left the Office of Undergraduate Admissions after nearly two years as a web development assistant to begin working in E-Commerce Web Development for HH Gregg.

We have recent or current employees that are resident assistants and teaching assistants.

One current employee did a summer overseas study project in 2016. As part of the program, he is making videos highlighting historical sites. He received multiple competitive institutional scholarships to fund his trip.

- Undergraduate Admissions created a Transfer Tools webpage to provide information to students with transfer credit.
- Undergraduate Admissions created an FAQ to explain the admissions process for students with international education applying through Undergraduate Admissions.
- Undergraduate Admissions built and implemented an Auto Order process for decision letters and updating a student's “to-do list” in SIS that indicates required materials for the admissions review. Both processes include a validation process. This reduces the need for staff to manually update information in SIS and order letters (saves staff resources), as well as ensures communications to students are sent in a timely manner and accurately reflect admission and scholarship decision information.
- Undergraduate Admissions office continued building predictive enrollment models, using Rapid Insight software, to determine the number of admitted freshmen who were going to enroll at IUPUI. The results allow the campus an early forecast of the size and characteristics of the incoming freshmen cohort. New this year, the Undergraduate Admissions office worked with the Office of the Registrar to develop predictive enrollment models calculating the estimated number of incoming deposited fall freshmen who were going to enroll in two General Education Core courses (ENG-W141, COMM-R110). The modeling results enabled the Registrar to request an increase in the number of sections being offered. The Admissions predictive models and results were presented at Association of Institutional Research (AIR) 2015 conference and as a part of the Rapid Insight 2015 conference.
- The IUPUI Office of Student Scholarships is collaborating and helping create publications highlighting diverse scholarship opportunities for recruitment efforts, with ODAA (Diversity Scholarship Guide) and the Office of the VP and General Counsel, including talks to create a Deferred Action for Childhood Arrivals (DACA)-specific publication for undocumented and DACA-eligible students.
- Additional communications outreach appear elsewhere in the report.

Constituent Relationship Management (CRM) Implementation

- The Office of Undergraduate Admissions continued its use of Talisma, IU’s Constituent Relationship Management (CRM) tool, across all aspects of its operations. This included utilizing the events module for the Office of Campus Visits. The office also managed outgoing communications, via CRM, for Kelley School of Business, University College and Orientation, and Engineering and Technology. The School of Physical Education and Tourism Management remains an independent Talisma partner. This tool will be retired in 2017.
- Preparation is underway to replace all Talisma functionality with Salesforce counterparts over the next year. At this writing, several pieces of functionality are live in the SF environment,
including campaigning, interaction management and the SIS-SF integration. The project is slated to finish by July 1, 2017.

- This tool will be a key component for use by the Admissions Recruitment Communication Service Center

- Continued development of CRM strategies for IUPUI Enrollment Management offices with respect to enrolled students

**Evidence of Progress:**

- The Office of Student Scholarships Facebook page reached 3,755 likes, up from 3,569 this time last year. Twitter increased by from 2,567 to 2,744 followers.

- Continuing its concerted effort to reduce unnecessary travel to campus by students, the Office of Admissions continued to see a decrease in the volume of “walk-in” traffic while increasing the number of students who are coming to the campus for recruitment programming (see below). The numbers for walk-in traffic to the front desk dropped from 9,953 to 7,678, a decline of 23% and those requiring help from an Admissions counselor declined by 25%, a drop from 620 to 464.

  - This is the result of improved and expanded pro-active communications (via email, phone, in person as well as social media) with prospective students as well as better delivery of information to students via the web. Through these steps, information is provided more consistently and in greater detail than can sometimes occur with an impromptu visit.

- The Office of Undergraduate Admissions increased the number of calls answered from 36,954 to 39,667. The services provided to students by phone and email helped free up staff time and counseling time to be spent on student recruitment initiatives.

### Front Desk Activity

<table>
<thead>
<tr>
<th></th>
<th>2011-12</th>
<th>2012-13</th>
<th>2013-14</th>
<th>2014-15</th>
<th>1 yr Change</th>
<th>2 yr Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Walk-ins</td>
<td>12,707</td>
<td>12,185</td>
<td>9,953</td>
<td>7,678</td>
<td>-23%</td>
<td>-37%</td>
</tr>
<tr>
<td>Students Counselled</td>
<td>1,753</td>
<td>946</td>
<td>620</td>
<td>464</td>
<td>-25%</td>
<td>-51%</td>
</tr>
</tbody>
</table>

### Phone Activity

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Calls Offered</td>
<td>47,964</td>
<td>44,623</td>
<td>38,811</td>
<td>41,385</td>
<td>-15%</td>
<td>-19%</td>
</tr>
<tr>
<td>Calls Answered</td>
<td>43,109</td>
<td>41,138</td>
<td>36,954</td>
<td>39,667</td>
<td>-11%</td>
<td>-14%</td>
</tr>
<tr>
<td>Calls Abandoned</td>
<td>4,626</td>
<td>3,364</td>
<td>1,857</td>
<td>1,657</td>
<td>-81%</td>
<td>-60%</td>
</tr>
<tr>
<td>Service Level</td>
<td>89.87%</td>
<td>92.16%</td>
<td>95.21%</td>
<td>95.84%</td>
<td>3.05%</td>
<td>5.34%</td>
</tr>
</tbody>
</table>

*Service level is the percent of calls offered that are answered by Admissions staff.*

**Activities Planned**

- Integration of more school-based recruitment units in our communication streams.
- Include Student Affairs in some on-campus programs as presenters, particularly Fall Fest and Spring Preview.
- Continue to add information to Enrollment Management websites.
- Increase the use of social media (especially Facebook and Twitter) in the recruitment process.
- Increase communications with younger students to extend our reach more firmly earlier in the prospect pool.
**Improved Services to Students**

- Improve and expand transition/entry services for beginners and transfers, both direct and delayed near-completers
- Accomplish the implementation of systematic retention efforts throughout the campus as part of the SEM process led by the senior administrator charged with the responsibility, authority, and accountability for retention
- Implement measurable actions to improve the retention and graduation of beginners
- Implement measurable actions to improve the retention and graduation of transfer students, both direct and delayed degree completers or near-completers
- Improve the overall quality of the undergraduate experience

**Actions taken:**

- Improved service to students is central to the work of Enrollment Management offices and results from improves in office management, systems design and implementation, and most other work described elsewhere in this document.
- IUPUI continues to work with the [Indiana Commission for Higher Education](https://www.indiana.gov) on the eTranscript and [TransferIN](https://www.transferin.org) initiatives.
- Inaccurate/outdated rules were identified and purged from TES which ensures the reliability of information presented to students and academic advisors.
- The decision review time and evaluation of transfer credit was reduced from 21 days to 6 days from the time an application is made complete. This ensured academic advisors had information about how credit transferred in prior to the start of summer/fall 2016 Orientation programs.
- The timeframe for routing re-review credits for transfer credit to departments was decreased from 6 weeks down to 1-2 business days.
- Transfer credit audit reports were built to find new transfer credit rules created in TES that needed to be updated in SIS, and in some cases, to student records.
- Many Enrollment Management staff members participate as TEAM IUPUI volunteers.

**Evidence of Progress:**

- See above and elsewhere in the document

**Activities planned:**

- Admissions continues to review the process for articulating transfer credit for current, returning and prospective students. This will include reviewing the articulations stored in SIS as well as ways of streamlining our communications with departments and advisors regarding what credit can be articulated
- Enrollment Management, Admissions, Diversity Access and Achievement, and Scholarships will provide the leadership in the Post-Admissions Communication Committee to ensure better coordination of communications to students once they are offered admission and to improve compliance with next steps as well as improve yield.
- The Office of Undergraduate Admissions will develop a “post-admissions survey of student interests” to identify what additional information students might be interested in receiving from the campus. It is possible that the survey will help students better understand the opportunities that exist on campus and also allow campus units to begin corresponding with students in ways that were, to this point, not possible prior to a student’s enrollment.
Promote an Inclusive Campus Climate

Diversity in Enrollment

Enact a multifaceted recruitment strategy to enhance domestic student diversity

- Align the annual undergraduate recruitment plan with the achievement of the SEM enrollment targets consistent with our mission of access and student success
- Recruit, admit, and graduate larger numbers of domestic nonresident students in undergraduate programs as part of creating a more diversified campus and education experience

- The vision of the Office for Diversity Access and Achievement is to establish IUPUI as a premiere destination for individuals from diverse cultures to interact within an urban university environment. All activities of this area are designed to move IUPUI closer to this vision.
- Diversity Access and Achievement has developed a multifaceted recruitment plan to enhance domestic student diversity at IUPUI, specifically in the areas of African American, Latino/Hispanic American, and Native American student populations.
- The Office of Diversity Access and Achievement serves as a key collaborator with the Office of Undergraduate Admissions, other Enrollment Management offices and the academic units in helping to recruit a more diverse undergraduate student population.

Actions taken:

Administrative

- In response to concerns about minority enrollment, then-interim Vice Chancellor Kathy Johnson appointed two task forces to review current efforts and make recommendations in the recruitment and retention of African-American students and Latino students. Enrollment Management staff participated in these task forces that prepared reports and recommendations for campus administration.

Outreach and Recruitment Activity

- The Office for Diversity Access and Achievement continued efforts to provide outreach and recruitment services targeting underrepresented populations for the 2015-16 academic year by participating in a number of on-campus and community outreach events. These events ranged from traditional college fairs and high school visits, to community fairs and special program presentations. The goal of attending the various events was to increase awareness of IUPUI’s programs and services to the larger community and to encourage qualified students to consider IUPUI as their future academic home. A listing of the event types appear below.

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Recruitment</td>
<td>17</td>
<td>15</td>
<td>10</td>
<td>13</td>
<td>10</td>
<td>14</td>
<td>10</td>
</tr>
<tr>
<td>College Awareness</td>
<td>8</td>
<td>2</td>
<td>6</td>
<td>12</td>
<td>13</td>
<td>10</td>
<td>6</td>
</tr>
<tr>
<td>Community Presence</td>
<td>6</td>
<td>12</td>
<td>20</td>
<td>9</td>
<td>8</td>
<td>8</td>
<td>8</td>
</tr>
<tr>
<td>Total</td>
<td>31</td>
<td>29</td>
<td>36</td>
<td>34</td>
<td>31</td>
<td>32</td>
<td>24</td>
</tr>
</tbody>
</table>
Diversity Outreach

- The Office for Diversity Access and Achievement (ODAA) in partnership with Office for Community Engagement, School of Liberal Arts, Ivy Tech Community College, La Plaza, Indiana Latino Institute and Indianapolis Public Schools hosted the Annual META (Mapping Education Toward Achievement) Conference. Additional conference partners such as DePauw, Butler, Marian, Indiana University Columbus and Bloomington allowed for the inclusion of a national keynote speaker that helped to enhance the programming.
  - This year a total of 377 in Latino students attended the conference (27% increase). 29 School were represented at the event including schools from as far away as Columbus, IN. Students in attendance were most interested in attending the Health Careers session, with Business and Engineering having the second and third most interest.
- ODAA continued to convene Diversity Recruitment Council to discuss how to better coordinate diversity recruitment efforts on campus.
- ODAA continued the Diversity Ambassador program in 2015-16 with three ambassadors. Additionally given changes in overall staffing structures the office also employed three graduate assistants. This new staffing structure was able to provide limited support for day-to-day office functions.
- ODAA funded a special graduate assistant to assist Deferred Action admits with their next steps post admission to the university. The graduate assistant focused on instructing this student population on the steps necessary to qualify for in-state residency status and external scholarship opportunities.

Yield Programs

- Due to changes in the staffing structure the student staff in ODAA became extremely important to office. One area where they played an extremely important role is in the new student yielding efforts. The students placed a number of calls to incoming students to assist with their transition to campus. For the Fall 2015-2016 Academic year am emphasis was placed on contacting African American admits due to the recent declines in their enrollment rates. Likewise staff made calls to African American applicants for the Spring Semester 2016 who still had incomplete applications. Both groups responded positively to the calls placed by the staff.
- ODAA in partnership with other members of the African American Recruitment Taskforce was able to successfully convince the campus to invest additional resources in existing diversity scholarship programs to aide in the recruitment of HURM populations. This investment included housing stipends. The programs that have received additional funding are the Norman Brown Diversity & Leadership Program, Diversity Scholars Research Program and Olaniyan Program. The next phase is to develop a single scholarship application process for these programs.
- The Office of Undergraduate Admissions partnered with on-campus offices and the Indianapolis Mayor’s Office to provide college readiness programming as part of the Legacy Project. This program, serving 5th, 6th, and 7th graders saw us providing college-readiness programming to over 1,100 students as part of this initiative.
- The Office of Diversity Access and Achievement (ODAA) continued its strong commitment to serving local organizations that are preparing youth for future collegiate success. The following is a listing of some of the more significant partnerships/ programs that ODAA staff participated in:
  - ODAA continued the partnership with Starfish Initiative and hosted their scholar sendoff for program participants, mentors and parents. 13 program participants enrolled planned to enroll at IUPUI for 2015-16 AY.
ODAA staff served as key contributors to partnering organizations such as La Plaza, Alpha Kappa Alpha Sorority, Indianapolis Urban League, and Center for Leadership Development, IPS, and the National Society of Black Engineers.

ODAA provided college planning resources to elementary and middle school populations in Decatur Township, Washington Township, and IPS. This included participation in college/career days and hosting on-campus visitations in conjunction with the office of Campus Visits.

- In response to legislative changes regarding eligibility for in-state fees and state and institutional financial aid for undocumented students, ODAA served as the administrative unit for funds made available to assist affected students who impacted by the legislation.
- ODAA worked in conjunction with the Office of the Registrar and key staff in the Office of Admissions to determine how best to serve undocumented students who have received Federal Deferred Action Status but were not eligible for in-state fees per Indiana legislation. The ODAA office director served as the primary contact person for students in this status.
- The ODAA partnered with the Office of Diversity, Equity and Inclusion and External Affairs to facilitate the ongoing process of offering 3 scholarships to students participating in the Center for Leadership Development city-wide College Prep program equaling $9,000 annually. To date a total of 22 students have benefited from this partnership.
- The ODAA director provided campus analysis of minority student recruitment and retention data for the annual IU Diversity Report. Specific attention was given to the admission and enrollment rates for students coming from the Central Indiana region. This specific attention was given based upon concerns raised regarding admission of students from Indianapolis Public School systems.
- The Office of Undergraduate Admissions continues supporting the efforts of the Office of Diversity, Equity and Inclusion and the Purdue School of Engineering and Technology to develop and recruit the Engineering Dual Degree Program in collaboration with the Atlanta University Center. The program focuses on attracting students from 3 Historically Black Colleges and Universities (HBCUs) in the Atlanta area (Spelman, Morehouse, and Clark-Atlanta) to transfer to IUPUI after 2-3 years to complete an engineering degree in addition to their HBCU degree.
- The Office of Undergraduate Admissions conducts an annual special program on-campus for Hispanic and Latino Students.
- Undergraduate Admissions and ODAA continued their collaboration with IUPUI’s SPAN program on the outreach to students enrolled in the Crispus Attucks Medical Magnet High School program, including presentations to students in the program about applying to universities for admission and scholarships. SPAN serves current high school students interested in taking courses at IUPUI.
- Passport hosted Ivy Tech students at IUPUI signature events: MLK Dinner, Chavez Dinner, and Harvey Milk Dinner. Ivy Tech Student groups of affinity and their advisors are hosted by the Passport Office. For consistency sake, the Passport Office purchases two tables, a Passport Advertisement in the Program welcoming the group, and covers parking if the event is on the IUPUI campus. Feedback from students is very positive. As a direct result of the Harvey Milk Dinner, the LGBT student groups on both campuses are connected and have enjoyed many co-programs this year. The Latino Student groups continue to co-program as in the past. The Passport Office has sponsored at least one event for each of these partnerships this year, such as a pizza and pool night in the IUPUI Game Room.

Evidence of Progress
The Task Force for African-American Recruitment and Retention and the Task Force for Latino Student Recruitment and Retention delivered their reports and recommendations to campus administration and additional funding was identified for student advising support that accompanied expanded aid funding for students with unmet need, many of whom would be from these two groups.

Minority beginners are up 6.4%, led by increases in Hispanic/Latino students (+10.7%) and students identifying themselves as two-or-more races (+40.6%)
- Hispanic/Latino beginners are the largest group of minority beginners with 280 students (7.7% of beginners). African-Americans are next with 265 students (7.3%), followed by two-or-more races (201, 5.5%) and Asians (142, 3.9%).
  - This is the first year that Hispanic/Latinos account for the largest share of minority beginners

This is the most diverse enrollment in Indianapolis campus history, with minority students constituting 24.9% of the total campus (compared with the previous record of 23.9% last year).
- Minority student enrollment grew by 270 heads (+4.0%). At the same time enrollment by Whites dropped 369 (-1.9%).
  - African-Americans continue to account for the largest share of minority enrollment with 9.9% of total campus heads, followed by Hispanic/Latino at 6.4% and Asian with 4.9%. Students identifying themselves as two-or-more races constituted 3.6% of total Indianapolis enrollment.
  - International enrollment grew by 29 heads (+1.5%) to a campus record of 2,010 students.
  - Records were set for overall enrollment by Hispanic, Asian, and students identifying with the two-or-more category.
  - Records were set for beginning African-American, Hispanic, and Asians, while those identifying as two-or-more matched last year’s record. Beginning international students also set a record.

### Ethnic Distribution Fall 2015 and 2016
Indianapolis campus only

<table>
<thead>
<tr>
<th>Beginner Ethnicity</th>
<th>2015</th>
<th>share</th>
<th>2016</th>
<th>share</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hispanic</td>
<td>280</td>
<td>7.7%</td>
<td>317</td>
<td>8.4%</td>
<td>37</td>
<td>13.2%</td>
</tr>
<tr>
<td>African American</td>
<td>265</td>
<td>7.3%</td>
<td>371</td>
<td>9.9%</td>
<td>106</td>
<td>40.0%</td>
</tr>
<tr>
<td>American Indian</td>
<td>3</td>
<td>0.1%</td>
<td>1</td>
<td>0.0%</td>
<td>-2</td>
<td>-66.7%</td>
</tr>
<tr>
<td>Asian</td>
<td>142</td>
<td>3.9%</td>
<td>171</td>
<td>4.5%</td>
<td>29</td>
<td>20.4%</td>
</tr>
<tr>
<td>Hawaiian/Pac Islander</td>
<td>3</td>
<td>0.1%</td>
<td>3</td>
<td>0.1%</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Two or more</td>
<td>201</td>
<td>5.5%</td>
<td>201</td>
<td>5.3%</td>
<td>0</td>
<td>0.0%</td>
</tr>
<tr>
<td>Minority</td>
<td>894</td>
<td>24.7%</td>
<td>1,064</td>
<td>28.3%</td>
<td>170</td>
<td>19.0%</td>
</tr>
<tr>
<td>White</td>
<td>2,607</td>
<td>72.0%</td>
<td>2,563</td>
<td>68.1%</td>
<td>-44</td>
<td>-1.7%</td>
</tr>
<tr>
<td>Unknown/Other</td>
<td>16</td>
<td>0.4%</td>
<td>14</td>
<td>0.4%</td>
<td>-2</td>
<td>-12.5%</td>
</tr>
<tr>
<td>International</td>
<td>105</td>
<td>2.9%</td>
<td>120</td>
<td>3.2%</td>
<td>15</td>
<td>14.3%</td>
</tr>
<tr>
<td>Total Enrolled Beginner</td>
<td>3,622</td>
<td>100.0%</td>
<td>3,761</td>
<td>100.0%</td>
<td>139</td>
<td>3.8%</td>
</tr>
</tbody>
</table>
Campus ethnicity

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>share</th>
<th>2016</th>
<th>share</th>
<th>Change</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hispanic</td>
<td>1,633</td>
<td>5.7%</td>
<td>1,805</td>
<td>6.4%</td>
<td>172</td>
<td>10.5%</td>
</tr>
<tr>
<td>African American</td>
<td>2,785</td>
<td>9.8%</td>
<td>2,807</td>
<td>9.9%</td>
<td>22</td>
<td>0.8%</td>
</tr>
<tr>
<td>American Indian</td>
<td>27</td>
<td>0.1%</td>
<td>24</td>
<td>0.1%</td>
<td>-3</td>
<td>-11.1%</td>
</tr>
<tr>
<td>Asian</td>
<td>1,325</td>
<td>4.7%</td>
<td>1,377</td>
<td>4.9%</td>
<td>52</td>
<td>3.9%</td>
</tr>
<tr>
<td>Hawaiian/Pac Islander</td>
<td>24</td>
<td>0.1%</td>
<td>21</td>
<td>0.1%</td>
<td>-3</td>
<td>-12.5%</td>
</tr>
<tr>
<td>Two or more</td>
<td>994</td>
<td>3.5%</td>
<td>1024</td>
<td>3.6%</td>
<td>30</td>
<td>3.0%</td>
</tr>
<tr>
<td>Minority</td>
<td>6,788</td>
<td>23.9%</td>
<td>7,058</td>
<td>24.9%</td>
<td>270</td>
<td>4.0%</td>
</tr>
<tr>
<td>White</td>
<td>19,428</td>
<td>68.3%</td>
<td>19,059</td>
<td>67.3%</td>
<td>-369</td>
<td>-1.9%</td>
</tr>
<tr>
<td>Unknown</td>
<td>233</td>
<td>0.8%</td>
<td>174</td>
<td>0.6%</td>
<td>-59</td>
<td>-25.3%</td>
</tr>
<tr>
<td>International</td>
<td>1,981</td>
<td>7.0%</td>
<td>2,010</td>
<td>7.1%</td>
<td>29</td>
<td>1.5%</td>
</tr>
<tr>
<td>Total</td>
<td>28,430</td>
<td>100.0%</td>
<td>28,301</td>
<td>100.0%</td>
<td>-129</td>
<td>-0.5%</td>
</tr>
</tbody>
</table>

Records

- Ivy Tech is a significant source of minority transfer students at IUPUI. 32% of all Fall 2015 IUPUI students who previously attended Ivy Tech-Central Indiana came from minority groups compared to 25% of all IUPUI undergraduates. These students constituted nearly one-quarter of IUPUI's overall undergraduate diversity in Fall 2015.
- The number of IUPUI students who previously attended an Ivy Tech campus constituted 19% of IUPUI's overall undergraduate enrollment in Fall 2015, up slightly from an 18% share in 2014.
The Office of Undergraduate Admissions continued adding Spanish language elements to its communications, including a Spanish-language brochure (updated annually) and website. The office supports a Spanish language phone and email response team as well.

The Office of Undergraduate Admissions, in collaboration with the Office of Diversity, Equity and Inclusion, collects tribal information for American Indians.

The Office of Undergraduate Admissions began segmenting out its diversity communications by specific ethnicity.

The Office of Undergraduate Admissions attends high school and college fairs. Additional detail appears above.

Scholarship Programs

Through the Office of Student Scholarships ODAA was provided with a private foundation account to assist undocumented and deferred action students. This funding has been used over the past three years to assist those students who may have previously received IUPUI scholarships and now are ineligible to receive institutional funds. The second priority established for these funds is to provide assistance to undocumented and deferred action students who are closest to graduation.

As previously stated, the graduate assistant dedicated to providing support to DACA students and their families has helped to promote the Degree Attainment Program. Students have been very thankful for the support those funds have provided. The Office of Student Scholarships has been instrumental in helping to identify these resources and is an integral partner in supporting this population.

<table>
<thead>
<tr>
<th>Award Year</th>
<th># Awardees</th>
<th>Average Award</th>
<th>Previous IUPUI Scholarship Recipients</th>
<th>Avg GPA</th>
<th># Graduates</th>
<th>Avg Graduating GPA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2011-2012</td>
<td>7</td>
<td>$8,599</td>
<td>7</td>
<td>3.294</td>
<td>6</td>
<td>3.28</td>
</tr>
<tr>
<td>2012-2013</td>
<td>4</td>
<td>$8,500</td>
<td>4</td>
<td>2.971</td>
<td>4</td>
<td>3.12</td>
</tr>
<tr>
<td>2013-2014</td>
<td>3</td>
<td>$7,729</td>
<td>1</td>
<td>3.133</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>2014-2015</td>
<td>9</td>
<td>$3,667</td>
<td>1</td>
<td>3.533</td>
<td>1</td>
<td>3.38</td>
</tr>
<tr>
<td>2015-2016</td>
<td>14</td>
<td>$2,100</td>
<td>0</td>
<td>3.3448</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>2015-16 Ethnicity</th>
<th>2015-16 Majors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hispanic-11</td>
<td>Business-3</td>
</tr>
<tr>
<td>Hispanic/White-2</td>
<td>Math-3</td>
</tr>
<tr>
<td>Black/African American-1</td>
<td>Computer Science-2</td>
</tr>
<tr>
<td></td>
<td>Spanish-1</td>
</tr>
<tr>
<td></td>
<td>French-1</td>
</tr>
<tr>
<td></td>
<td>ASL-1</td>
</tr>
<tr>
<td></td>
<td>Music Technology-1</td>
</tr>
<tr>
<td></td>
<td>Biology-1</td>
</tr>
</tbody>
</table>

High Ability Transfer Scholarship

The high ability transfer was established to enroll and graduate newly admitted transfer students who will enhance the diverse learning environment at IUPUI. Given that the funds are limited the program has only been able to accommodate a limited number of students each year. The program
has been successful in helping to retain and graduate high achieving students within a timely fashion.

<table>
<thead>
<tr>
<th>Cohort</th>
<th># New Scholars</th>
<th>Average Incoming GPA</th>
<th>Average Transfer Hrs.</th>
<th># Scholars 1 yr Retention</th>
<th>1yr retention rate</th>
<th># Grads</th>
<th>Avg Grad GPA</th>
<th>2 Yr Grad Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013-2014</td>
<td>7</td>
<td>3.64</td>
<td>75</td>
<td>5</td>
<td>71%</td>
<td>4</td>
<td>3.67</td>
<td>57%</td>
</tr>
<tr>
<td>2014-2015</td>
<td>4</td>
<td>3.89</td>
<td>81.75</td>
<td>4</td>
<td>100%</td>
<td>1</td>
<td>3.52</td>
<td>50%</td>
</tr>
<tr>
<td>2015-2016</td>
<td>6</td>
<td>3.87</td>
<td>65.6</td>
<td>2</td>
<td>83%</td>
<td>2</td>
<td>3.87</td>
<td>N/A</td>
</tr>
</tbody>
</table>

Activities planned:

**Recruitment**
- Expand local partnerships to include [100 Black Men of Indianapolis](#), CICF Community Centers, and the [Indianapolis Urban League](#).
- Develop a personalized communications stream for newly admitted students of color.
- Promote IUPUI from an affordability standpoint.
- Develop a more coordinated system for awarding diversity related scholarships for freshmen and transfer students.

**College Awareness**
- Create relationship with middle & high schools in Marion and Lake Counties that promote future college attendance.
- Develop learning outcomes for all college awareness presentations conducted by Diversity Access and Achievement staff.
- Promote college enrichment programs offered through IUPUI to diverse student populations and influencers.
- Develop an engaging and culturally relevant presence for the Diversity Access and Achievement website.

**Strengthen International Efforts**

*Enact a multifaceted recruitment strategy to enhance international student numbers and diversity*
- Recruit, admit, and graduate larger numbers of international students in undergraduate and graduate programs as part of creating a more diversified campus and education experience.

Actions taken:
- Enrollment Management collaborates closely with the Office of International Affairs (OIA) in developing recruitment strategies for international students.
- Admissions continued an outreach initiative to community colleges in the Seattle area to recruit international students who are studying in the Seattle community colleges.
- The Office of International Affairs will include a summary of recruiting activities in its report.

Evidence of Progress:
- Benefitting from growth in the last several years, Indianapolis enrolled a record 1,981 international students for Fall 2015, up 84 heads (+4.4%) from last year.
  - New international beginners were down 9 heads (-5%).
- IUPUI (including IUPUC) international enrollment exceeded 2,000 for the first time, an increase of 5.1% over 2014.
India (511), China (409), Saudi Arabia (405), and Saudi Arabia (398) sent the most students to IUPUI. Indiana now accounts for one-quarter of IUPUI’s international enrollment.

International students now account for nearly 7.0% of Indianapolis enrollment.

Activities planned:

- See the Office of International Affairs annual report.

Best Practices

Develop new tools or processes to complete required tasks more efficiently

Actions taken:

Cost Benchmarking and the Student Services Initiative

- Enrollment Management offices continued to dedicate significant staff resources to IU’s Student Services initiative. The overall goals of this multi-year project are to increase customer service, make use of best practices, and reduce operating costs in the delivery of services in campus and University offices.
- The Office of Undergraduate Admissions continues to work with USSS/UIITS in a primary leadership role with a focus on improving interfaces between OnBase and the Student Information System (SIS).
- There was an expansion and promotion across campus of TES functionality which gives academic units the ability to review and route courses internally, and submit feedback to Admissions. Once course articulations are approved by a department in TES, that information is available to the public within 2-3 business days.

Student Information System Maintenance and Processing

- The Office of Registrar worked closely with a report developer from USSS to develop a new tool to properly identify students who should be receiving the IUPUI RISE transcript text. Prior to this, while a batch upload tool was available to apply the RISE text, the process to identify the students who qualified for that text was manual and labor-intensive. This new tool should reduce Registrar processing time by at least 75%.
- While the Office of the Registrar at IUPUI has been utilizing OnBase for electronic storage of source documents for some time, there were additional uses of Onbase that were identified that could help improve efficiency and continue to reduce the need for paper processes. In order to move forward in using OnBase as a workflow tool, however, other campus Registrar offices needed to be brought onboard. The IUPUI Office of the Registrar aided in the conversations necessary to make this happen. All Registrar offices are expected to be using OnBase for imaging purposes by June 2016. Once that is accomplished, planning for workflow processes will begin.
- The Office of the Registrar provided a training for a number of departmental users as it relates to IUIE reporting. This training was held in a computer lab where users could access the reporting system and ask questions as they worked. Documentation was provided. Because the training was well received, this is a service our office will continue to offer to the university community. In addition, the Registrar’s Office has focused on allowing departmental users to become more independent in accessing reports. By granting IUIE access and training where appropriate, the Registrar’s Office has provided a means for the units to access relevant information on their schedule, when convenient and important to them.
• The Office of the Registrar assisted in design, testing and implementation of the new eSpecial credit workflow application and then developed the departmental workflow review workgroups for the IUPUI campus.

• The Office of the Registrar assisted in design, testing and implementation of the IU-wide distributed Schedule of Classes (dSOC) application. Worked with USSS and IUB report development teams to ensure new dSOC information was added to IUIE reports and DSS tables for functional use.

• The Office of the Registrar developed a Course Schedulers Home site in Confluence, setting up a repository of SOC information for departmental schedulers.

• The Office of the Registrar worked closely with the One.IU team to ensure SIS- and Registrar-related tasks in One.IU were organized and tagged appropriately during and after the Onestart to OneIU transition period.

• Office of the Registrar was involved in three new initiatives requiring analysis of the Academic Program Inventory:
  o Review of certificate CIP codes that are GE approved by not yet in the API
  o New credit hour review (ICHE added a credit hour field to the API). Due to this addition, Registrar was asked to add credit hour information for each degree program/certificate to the IU API and verify/confirm w/each unit)
  o Removal/elimination of ‘old’ plans from API (mostly Associate Degree programs)

• For years, the IUPUI Office of the Registrar had taken advantage of the My Groups application in Onestart to provide a single location for the Recorder+ group where policies, forms, agenda/minutes, business process documentation, etc. was located in one place. This site was a significant resource for Recorders and others on campus. With the retirement of Onestart, the Office of the Registrar had to investigate other tools that could be used for this purpose since eliminating the site was not a reasonable option. After thorough review of several tools, the Office of the Registrar converted the content from My Groups to a Confluence Site and provided training for the campus on how to access the site and find relevant documents and resources.

Office Management

• The Office of Undergraduate Admissions participated in several activities to streamline the process of evaluating transfer credit for prospective students:
  o Worked with John Murray (Human Resources) to reorganize staff to be more efficient in the admissions decision review and transfer credit evaluation process.
  o The average timeframe for an admission decision for applicants applying for fall 2015 was 21 days, compared to 6 days for applicants applying for fall 2016.
  o We eliminated the backlog in student admit decisions for non-automated decisions; eliminated “go-back“ files when errors were encountered, resulting in a more timely admission decision;
  o Designed a data-base for tracking and reporting
  o Created a three form system that allows for re-review, first time review, and approval of other departments to be more streamlined.

• In order to meet the demand of increased programming and advising for prospective Ivy Tech students, the Passport Office reclassified its two program advisor positions to Assistant Director and Academic Advisor. The reclassification allowed for an increase in student access to IUPUI academic advising and increased college readiness visits. The Passport academic advisor resides primarily on the Ivy Tech campus. This additional advising position has allowed hundreds of Ivy Tech students to receive IUPUI academic and transfer advising.
• Enrollment Management offices continue to hire a large number of student workers and assist them in making meaningful connections between their IUPUI education and the job skills they will need after graduation.
• See also External Activities, Awards, and Appointments at end of report

Space Utilization
Registrar Activities Designed to Improve Classroom Scheduling and Space Utilization
• As members of the IUPUI Classroom Committee, Office of the Registrar staff determined which classrooms were best candidates for renovation Summer 2015. Resulted in new furniture and basic cosmetic updates to 15 classrooms.
• As members of IUPUI Classroom Committee, Office of the Registrar staff assisted in determining that two classrooms in the Education/Social Work building should be remodeled in summer 2015. Ceilings were lowered, new flooring and interactive technology was installed and new tables/chairs were purchased. In addition, two rooms in Hine Hall were renovated with one becoming a collaborative, tiered classroom and one becoming a highly demanded 44-seat computer lab.
• Office of the Registrar assisted with the move of the School of Public Health to On Campus from rental space. They moved into the Health Sciences building (old Regenstrief building). A classroom in the building was designated for Public Health that became a General Inventory classroom.
• Office of the Registrar assisted in finding furniture for the School of Public Health student lounge by repurposing furniture from classroom ES 2102 after that room received new furniture.
• Office of the Registrar is assisting in a campus study as it relates to classroom space. Investigation is underway to establish best practices for increased, improved classroom utilization across campus, particularly in classrooms currently controlled by the departments. Efforts are also directed toward available reporting and business processes to assure good data analysis for campus/University decision-makers.

Evidence of Progress:
• Use of latest “best practices” in office management and operations.
• Availability of operational data (numbers and frequency of transactions) for comparison.
• Business process evaluations and processes moved to new on-line “workflow” environment.
• Reduction in number of in-person visits to Enrollment Management offices required of students to conduct certain activities.
• Faster and more accurate loading of student data to the SIS environment.
• Faster and more convenient processing of drops, adds, and grade changes.

Activities Planned:
• Continued participation in the university’s Business Intelligence initiative to ensure that enrollment management data are included in the results of the working group.
• Continue to review processes in the light of available and new technology and make necessary and appropriate adjustments.

External Activities, Awards, and Appointments
In order to keep current with the latest best practices, Enrollment Management personnel are active in state and national professional associations, frequently serving as presenters at conferences and in leadership positions for the organizations. Of particular note in 2014-15:

- Richard Holdaway, Jessica Klage, and Amy Blackford, Undergraduate Admissions, served on the Welcome & Registration Committee for the CIVSA 2016 National Convention
- Beth Knight was re-elected to the board of the National Scholarship Providers Association (NSPA)
- Cindy Harkness, Undergraduate Admissions co-chaired the Welcome & Registration Committee for the CIVSA 2016 National Convention
- Cindy Harkness, Undergraduate admissions, 6 year Enrollment Management United Way and Campus Campaign Ambassador
- Greg Rathnow, Office of Undergraduate Admissions, served as a member of the IUPUI Staff Council.
- Jasmine Rodriguez, Office of Undergraduate Admissions, served on the Taskforce for Latino Student Recruitment and Retention and co-chaired the Recruitment subcommittee.
- Julie Landaw, Passport, presented to the Ivy Tech Student Affairs Leadership Team.
- Julie Landaw, Passport, participated in the Indiana Commission for Higher Education Transfer Single Articulation Pathways conferences, and she participated in the National Institute for the Study of Transfer Students annual conference.
- Julie Landaw, Passport, presented to JACADA at Orientation Kick-off and at a banded tuition information session.
- Julie Landaw, Passport, served as an adjunct instructor for the Department of Biology at IUPUI.
- Kim Lewis, Office of the Registrar, served as a member of the IACRAO Legislative Affairs Committee
- Kim Stewart-Brinston, ODAA, served on the Taskforce for African-American Student Recruitment and Retention and co-chaired the Recruitment subcommittee.
- Kim Stewart-Brinston, ODAA, served on the Taskforce for Latino Student Recruitment and Retention and co-chaired the Recruitment subcommittee.
- Kim Stewart-Brinston, ODAA, served on the all-IU Latino Student Services Taskforce.
- Kim Stewart-Brinston, ODAA, served as chair of the Leveraging Community Partnerships Sub-Committee of the Promoting Financial Success & Stability Taskforce.
- Kim Stewart-Brinston, ODAA, served as a member of the IUPUI Diversity Cabinet.
- Kim Stewart-Brinston, ODAA, served as a member of the Performance Indicator Taskforce – Diversity.
- Kim Stewart-Brinston, ODAA, presented at the Starfish Senior Sendoff event.
- Kim Stewart-Brinston, ODAA, served on the Office for Women advisory committee.
- Lisa Chambers, Megan Watson, and Nathan Lohr, Student Financial Services, are now serving on the Executive Council of the Indiana Student Financial Aid Association (ISFAA)
- Matt Moody, Office of Undergraduate Admissions, serve on the University Council on Transfer Students.
- Matt Moody served as president of the Indiana Association for College Admissions Counseling (IACAC); also served as Assembly Delegate to the National Association for College Admissions Counseling (NACAC)
- Matt Moody, Office of Undergraduate Admissions, is a member of the Indiana Department of Education’s (DOE) “Postsecondary Access and Success State Leadership Team.”
- Mary Beth Myers, Office of the Registrar served as faculty and a founding partner of the Registrar Forum, AACRAO Technology and Technology Conference, where she has served on the faculty for four years currently with Registrars from University of Wisconsin-Madison, Maryland, and Stanford.
• Mary Beth Myers, Office of the Registrar, served as First Vice-President of Indiana Association of Collegiate Registrars and Admissions Officers (IACRAO).
• Mary Beth Myers, Office of the Registrar, presented at the AACRAO National conference and AACRAO Technology conference.
• Mary Beth Myers, Office of the Registrar, served as Chair of the Local Arrangements Committee for the Great Lakes conference which includes the AACRAO members from Indiana, Ohio, and Michigan.
• Melissa Bright, Office of Undergraduate Admissions, served on the IACAC Executive Board as Technology Chair.
• Melissa Bright, Office of Undergraduate Admissions, served on the IACAC Calendar Committee.
• Pamela Brown, Office of Undergraduate Admissions, served on the IUPUI Parking Appeals Committee.
• Pamela Brown, Office of Undergraduate Admissions, served as Advisory Board member for the Norman Brown Diversity Leadership Program (NBDLP).
• Pamela Brown, Office of Undergraduate Admissions, served as Tri-Chair for the Foundations of Excellence Transfer Credit Action Team.
• Pamela Brown, Office of Undergraduate Admissions, served as member of the Foundations of Excellence Admissions Policy Team.
• Rebecca Porter, Enrollment Management, co-chaired the Task Force for African-American Student Recruitment and Retention.
• Rebecca Porter, Enrollment Management, served as administrative liaison for the Task Force for Latino Student Recruitment and Retention.
• Richard Bray, Office of Undergraduate Admissions, served as Chair, Leadership and Mentoring Institute (LMI) Pre Conference Committee, American Association of Blacks in Higher Education.
• Richard Bray, Office of Undergraduate Admissions, served as a Member, Indiana Association of Blacks in Higher Education (IABHE).
• Richard Bray, Office of Undergraduate Admissions, served as a mentor for Student African American Brotherhood (S.A.A.B).
• Richard Bray, Office of Undergraduate Admissions, served as a mentor for Diversity Enrichment and Achievement Program (DEAP).
• Richard Bray, Office of Undergraduate Admissions, served as an Advisory Board member and mentor for the Norman Brown Diversity Leadership Program (NBLDP).
• Richard Bray, Office of Undergraduate Admissions, served as a member of the IUPUI Black Faculty & Staff Council.
• Richard Bray, Office of Undergraduate Admissions, served as the lead volunteer IU Coordinator for the Indianapolis Campus for the 45th Indiana Black Expo (IBE) Summer Celebration.
• Richard Bray, Office of Undergraduate Admissions, served on the planning team for the Center for Leadership Development (CLD) Annual College Prep Conference.
• Richard Bray, Office of Undergraduate Admissions, served as a Intergroup Dialogue (IGD) Facilitator.
• Scott McIntyre, Office of Undergraduate Admissions, served as Board Chair and Treasurer of the Options Charter School board in Hamilton County.
• Scott McIntyre, Office of Undergraduate Admissions, served in the IUPUI Housing Appeals committee.
• Scott McIntyre, Office of Undergraduate Admissions, served on the Taskforce for African-American Student Recruitment and Retention.
• Terry Brown, Office of Undergraduate Admissions, served on the campus hiring committee for the Director of Undergraduate Admissions.
• Terry Brown, Office of Undergraduate Admissions, served on the Taskforce for African-American Student Recruitment and Retention.
• Terry Brown & Bobby Bell, Office of Undergraduate Admissions, serve on the campus marketing committee.
• Bobby Bell, Office of Undergraduate Admissions, serves on the social media taskforce (university) and the campus social media council
• Virginia (Ginny) Washington served as a Standards of Excellence Peer Reviewer for the National Association of Financial Aid Administrators (NASFAA) and on the Midwest Association of Student Financial Aid Administrators (MASFAA) Diversity Committee.
• Yohlunda Mosley, Office of Undergraduate Admissions, served on the Taskforce for African-American Student Recruitment and Retention.
• Yohlunda Mosley, Office of Undergraduate Admissions, served on the Taskforce for Latino Student Recruitment and Retention.
• In October 2015, the Office of Undergraduate Admissions received MarCom’s highest award, platinum, for the fourth time in four years for its Senior Prospect Stream. Also winning platinum was the 2015 Recruiting Template Letterhead/Matching Envelope and the 2015 View Book for Prospective Students.
  The office also received three gold MarCom awards.
  o The office’s freshman admission letter/packet, which includes the letter, admitted student folder and checklists, decal and envelope, received a gold award.
  o The admitted student folder itself also won a gold award for Presentation Jacket.
  o The 2015 Aerial Tour video for admissions received a gold award for Image excellence.
• In November 2015, The Office of Undergraduate Admissions entire Student Recruitment Portfolio (several pieces as a series) won a Bronze Award in the “Excellence in Design - Series” category from CASE, the Council for Advancement and Support of Education – District V.
• Other involvement with professional associations includes:
  o American Association of Collegiate Registrars and Admissions Officers (AACRAO)
  o Indiana Association of Collegiate Registrars and Admissions Officers (IACRAO)
    ▪ On behalf of the association IUPUI continues to host the IACRAO website
  o Association of Chief Admission Officers for Public Universities (ACAOPU)
  o National Association of Student Financial Aid Administrators (NASFAA)
  o Indiana Student Financial Aid Association (ISFAA)
  o Midwest Association of Student Financial Aid Administrators (MASFAA)
  o National Scholarship Providers Association (NSPA)
  o National Association for College Admission Counseling (NACAC)
  o Indiana Association for College Admission Counseling (IACAC)
  o Association of International Educators (NAFSA)
  o National Collegiate Athletic Association (NCAA)
  o Alliance (PeopleSoft/Oracle Higher Education Users Group-HEUG) Conference presenters and Product Advisory Group

Enrollment Management staff also serve on numerous campus and all-university committees.
• Academic Affairs Committee (ex-officio)
• Academic Policies and Procedures Committee
• Admissions Misconduct Review Committee
• Behavioral Consultation Team
• Black Faculty and Staff Council
• Bursar Appeal Committee
• Business Intelligence Committee
• Campus Address Committee
• Campus Center Open House Committee and volunteer
• Campus Center Partners
• Campus Center Partners Group member
• Campus Social Media Group
• Committee on Data Stewards
• Council of Retention and Graduation
• CRM Stakeholders Committee
• Diversity Committee
• Diversity Management Committee
• Enrollment Management Advisory Council
• FLAGS Advisory Committee, FLAGS Student Performance Roster Committee, FLAGS Reporting Committee
• General Education Task Force Implementation Team
• Human Resource Task Force
• Indiana College Network and Consortium for Urban Education Committee
• IU Communications University Marketing Group
• IU Communications Campus Marketing Group
• IU FLAGS (Fostering Learning, Achievement and Graduation Success) Governance Committee
• IUPUI Bursar Appeal Committee
• Jaguar Academic Advising Association (JACADA)
• Learning Environments Committee, Campus Address Committee
• Marketing @ IUPUI (standing committee)
• Marshals for May Commencement
• Physical Access Sub-committee
• Recorder+ Committee
• Recorder+, Academic Unit Reporting Group, SIS Student Records Team, SIS AA Team, SIS Campus Community Team
• Registrar Council
• Staff Affairs committee
• Staff Council
• Standing Committee on Residency
• Strategic Scholarship Coordination Committee (SSCC)
• TEAM IUPUI
• Technical User Groups
• Technology Deans
• Transfer Stakeholder Workshop
• University Admissions Council
• University Calendar committee
• University SalesForce Coalition
• Various SIS Upgrade teams
Enrollment Management personnel continue to be involved and to coordinate internal office events to promote both campus involvement and team morale/spirit.

- Back Pack Attack
- Campus Campaign
- Campus Center Open House
- United Way campaign

**Part 2: Resource Management Summaries**

The Campus Annual Report also asks units to provide a brief year-end summary related to these key resource areas: physical, financial, human, information/technology, and other resources. Each summary should be 1-3 paragraphs, embedding links to websites and other source materials, as appropriate.

**Physical Resources**
A summary of the unit’s management of its physical resources, including space trends or needs, renovations or updates completed or undertaken, collaborations with partners (on- or off-campus), and sustainability efforts. Also include any major highlights and accomplishments, along with future plans.

- Renovation to accommodate the Scholarship Office was completed in the Campus Center and staff moved from Cavanaugh Hall in 2015-16. This required office shifts within the Office of the Registrar and the plan seems to be working well.
- Plans are in place to move the Office for Veterans and Military Personnel Planned from the Theater Level of the Campus Center to the second floor with better proximity to other Enrollment Management offices.
- Workspace is being converted in the Office of UG Admissions to create much-needed offices with the current space.

**Financial Resources**
A summary of the unit’s management of its financial resources, including strengths and challenges, philanthropic progress, and overall fiscal health. Also include any major highlights and accomplishments, along with future plans.

- DEM is in good fiscal health. We have funding set aside for projects (website, renovations, temporary positions, etc.) to meet the needs of the DEM team to stay above the cutting edge.
- One of our main financial challenges is maintaining staff due to the competition in pay on- and off-campus.
- We are taking advantages of vacant positions to re-organize and reclassify responsibilities and positions.
- New federal regulations in the Fair Labor Standards Act raise the threshold below which employees are required to be paid overtime from the current $23,660 to $47,476. This change is being reviewed with particular concern about its impact on the Admissions budget as most of our recruiters are paid below the new threshold and no longer exempt from overtime pay in those periods when they work extended hours while travelling for recruiting.

**Human Resources**
A summary of the unit’s management of its human resources, including employment trends for faculty and staff, upcoming projected hires, and any current or anticipated talent shortages or gaps. Also include any major highlights and accomplishments, along with future plans.

- Both the Office of Veteran and Military Personnel and the Office of the Registrar have recently taken advantage of a higher-level vacancy and new hire opportunity to re-organize, shifting talent and responsibilities to better match and to gain additional efficiencies.

- A new Constituent Relationship Management unit is being established within the Office of UG Admissions---the Recruitment Communication Service Center. This new unit is being created with additional funding from the campus for one of the new positions, and the reorganization of a position from the Office of Veteran and Military Personnel is providing the funding for the other position. Finally, some restructuring of roles from within the Office of Admissions is also taking place to provide the personnel needed for the success of this unit.

- DEM continues to meet and exceed the diversity workforce guidelines.

Information/Technology Resources

A summary of the unit’s management of its information/technology resources, including how the unit uses and preserves its information assets, how it leverages technology to support operations, any recent upgrades or planned investments in technology, and any efficiencies gained or expected because of technology enhancements. Also include relevant highlights and accomplishments, along with future plans.

- The Division of Enrollment Management is essentially paperless in storage of documents and as paperless as possible in processing of documents.

- The Office of UG Admissions has engaged with IU Office of Online Education in the implementation of Salesforce as the supported Constituent Relationship Management (CRM) application. Full implementation of admissions-related communications via Salesforce is expected November 1, 2016.

- DEM has been engaged with IU Communications and received an environmental scan for an overhaul of all DEM websites for a more coordinated approach in many areas. The process of requesting bids has begun and money has been set aside to cover the cost of this endeavor.

- Given that Indiana University has decided to no longer continue funding Transferology, the program used daily by the UG Office of Admissions for Transfer Articulation, DEM will need to identify a funding source for the purchase of this product for continued, seamless articulations at IUPUI. Academic units have spent a great deal of time working with Admissions over the past few years to improve transfer articulation via Transferology and we don’t want to lose those gains in efficiency and student service.

Other Resources (Optional)

This is an optional part of the Resource Management Summaries. A summary of the unit’s management of any other resource(s) that unit leaders would like to have reflected. Also include relevant highlights and accomplishments, along with future plans (if applicable).

- No additional comments

Enrollment Management

10-3-16