

**2007 Retention Revenue Estimator
USU Main Campus**

This worksheet will help you estimate the long-term value of increasing retention for a single cohort of students. For the purposes of this analysis, a cohort is a group of full-time, first-time students.

I. Calculate number of students lost to first-year attrition

- A. Enter the current number of full-time, first-year students enrolled on your campus. 2,375¹
- B. Enter your current first-to-second-year retention rate. (Enter as a decimal) 72.6%²
Your first-year dropout rate. 27.4%
- C. Number of students lost from each cohort during the first year (rounded down). 651

II. Estimate net tuition revenue per student

- A. What is your most recent reported total gross tuition revenue for undergraduates? \$51,120,647³
- B. For the same year, what was your reported institutionally funded grant aid for undergraduates? \$18,697,123⁴
- C. Net tuition revenue. \$32,423,524
- D. Total full-time-equivalent number of students associated with figure on line A. 11,286⁵
- E. Average net tuition revenue per student. \$2,873

III. Set goals

- A. Enter your desired first-to-second-year retention rate. (Enter as a decimal) 75.6%

IV. See value of increasing retention over life of the cohort

	Year 2 Sophomore	Year 3 ⁶ Juniors	Year 4 ⁶ Seniors	Total
"Saved" students	72	59	47	178
Tuition inflation	5.0%	5.0%	5.0%	
Avg. net tuition	\$3,017	\$3,168	\$3,326	
Value	\$217,224	\$186,912	\$156,322	\$560,500

Sources:

¹ 2006-07 Common Data Set (CDS) B1 Full-Time Degree Seeking First-Time Freshmen
² 2006-07 CDS B22 (Average of the 4 most recent years retention rates)
³ 2006-07 E&G R-1 Actual, Res & NonRes UG Gross Tuit.
⁴ 2006-07 CDS H1 Aid Awarded to Enrolled Undergraduates (Non-need-based - Institutional, Athletic Awards 2006-07 est.)
+ 06-07 E&G R-1 Actual UG Res & NonRes for waivers
⁵ 2006-07 E&G R-1 Actual, Res & NonRes UG Annualized FTE
⁶ Analysis Office / KJH / c:\excel\ir\graduation\Graduation Rates\USU-Main Campus 1997_2006 / 3/26/2007 / 10:21 AM