Enrollment Management Steering Group
September 5, 2008
Minutes

Minutes
- Minutes for 2007-08 are available by visiting http://registrar.iupui.edu/emc/emsc-meetings.shtml
- The 2007-08 EMC annual report may be found by visiting http://registrar.iupui.edu/emc/double.shtml

Announcements from the Chair
- Welcome and introduction of members
- Responsibilities of Steering Group
  - Determine what the EMC should work on for the year
  - Help move the campus toward incorporating an enrollment management perspective in decision-making
  - Serve as an informal advisory committee to Enrollment Services
- Historically any target for IUPI's enrollment has been driven by the budgetary process
  - Did not take into account how many can we or should we serve.
  - Do we have the instructional space to serve a larger number of students?
  - Which programs have the capacity to grow and which do not?
  - If we decide to set a target above our current enrollment, what impact will it have on services?
  - Trudy noted that the Master Planning process may change our historical approach by looking, in part, at such measures as assignable square feet per student and per faculty member.
    - Members agreed that we have a distance in go in maturing in our thinking and would benefit from enrollment management being integrated with the Master Planning process.

Focus for the year
- From Admissions to Census: Coordinating and Improving this Critical Period of Recruitment (see document below)
  - The Steering Group selects a focus for the work of the council each year.
    - We were up nicely in applications, up in admits, but down in the percentage of admits who enrolled. (See IUPUI Admissions Review document below)
      - This continues a recent trend as a move to higher admissions standards has resulted in a better qualified set of applicants who have more choices.
      - We also face more competition for students and with the growth of applications on the Web (63% of all IUPUI beginner and transfer applications for Fall 2008), students are applying to more places, often 6-7 different institutions.
    - There are things we can do to be more successful in converting admits to enrollments. We need to continue to sell students on the institution even after they have gone through orientation and started classes. It is increasingly common for students to attend orientations at more than one institution and even attend class for a few days to see if the fit seems right. The traditional early start to our Fall term makes this even more possible.
    - We need to look beyond communication to those ways in which we can take steps to improve service. A poor service experience is much more memorable than a good one and it is essential that we take steps to convert one to the other.
  - The start of the semester will always result in some lines in service offices as students come in with questions. Financial Aid this year was able to consistently patrol the line in its lobby and regularly took students from the line into a nearby location where additional service representatives were available to deal with the overflow. The result was that students felt well served and the line remained manageable.

Constituent Relationship Management (CRM) Tool Implementation
- See Initial Approach document below

- The Office of Undergraduate Admissions has primary responsibility for managing the recruitment and communications with students who are still in the "suspect" and "early prospect" phases (working from PSAT lists, etc.)
- Once the student is an active prospect, recruiting moves to multiple players, including the schools.
- Communication must be better coordinated. If an issue is identified, such as concerns about available housing, we must ensure that the issue is forwarded to the appropriate party and rapidly addressed. Too often in the past that information was not shared and the situation often worsened.
- CRM allows for consistent and targeted communications, typically segmented by student characteristic such as academic achievement, location, academic interest, ethnicity, etc. Communications will also strive to have the same look-and-feel as the campus has begun to more toward in its Websites. For a list of upcoming communications from Admissions that highlights these different populations, see attachment below.
  - Becky informed new members that Communications and Marketing was involved in these efforts through the membership of Amy Warner and Troy Brown on the EMC Steering Group.
- CRM also allows for easier management and tracking of communications, including what was sent, to whom, when, and retains copies of the communication. Mailings can be scheduled for particular dates or on a calendar following an activity or applicant action. The mailings can also be adjusted for students who change status from applicant to admit or to do a global removal of a student from communications using Talisma should a student withdraw the application or inform us he or she will attend elsewhere. This will keep the mailings relevant to the student and ensure appropriate and regular communication between time of admit and the beginning of the orientation and enrollment cycle.
- The tool can be rolled out to academic units and others for their use. Depending on how the final security is established, schools can see what has been sent or is scheduled to be sent so that mailings from the school are not conflicting or overlap inappropriately.
- Copies of materials are available to the student on a student portal. Scripts for phone calls to students can be tailored to the student's characteristics and interests.
- IUPUI has selected Talisma as our CRM vendor. IUB, IUS, and IUE have selected a different vendor who also was considered by IUPUI, but found to not meet our needs as well. We also believe that Talisma is more scalable as we add additional users in our more decentralized environment.
- Talisma is housed on a UITS server and works with the SIS, our central repository of student data, allowing us to select the desired population for each communication.
- We also want to move away from our current on-line application for Admissions which is managed by a company called "Apply Yourself" and build our own, based on Talisma. This will reduce costs (AY collects $7 of every application fee) as well as allow an application more tailored to our needs.
- Roll-out and expansion to other units. See document below.
  - It is our hope that once the product is in full production for Admissions it will be adopted by other users on campus. A pricing structure has been established to encourage early adoption by schools and departments, with a $10,000 buy-in and a reduced cost for the first year of $2500 per user license. Chris does not believe that most units will need more than 1-2 users. These fees were established not as a way to recover the cost of acquisition, but to cover the costs that come with a larger number of users.
  - Our contract with Talisma includes the availability of consulting, so that if a unit has a need for assistance in setting up a particular activity, they can contract with Talisma at a very favorable hourly rate (currently $40/hr).
  - We plan to make the product available to other IU campuses with appropriate pricing.
  - Members discussed issues that may be raised by deans of core-campus schools such as Education, Business, and SPEA where IUPUI has Talisma and IUB has Hobson as its CRM vendor. Chris and Becky agreed that we do need to be able to address any concerns, but Chris also noted that on the whole he expects that because undergraduate recruitment at IUB is fairly centralized, use of the tool in Bloomington to be limited to the Office of Enrollment Management and perhaps a few other central offices and not by the schools. Becky added that Hobsons is housed on a server in the Registrar's office and not a UITS machine.

- o Chris noted that this tool has been discussed at the full EMC as well as with the undergraduate recruiters group. Schools also were invited to attend presentations by the potential vendors.
- o Once a demo is ready, Becky will make a presentation on CRM to the deans.
- o Becky asked that Steering Group members let her know if they identify other issues or possible pitfalls that may be concerns for the deans.
- o The audience for our communications through CRM is not limited to credit students. It could be used for other groups such as parents, high school guidance counselors, and perhaps even CLN non-credit students. In addition, communication with faculty, alumni, and other stakeholders could be managed through this system.
- For more on the rationale for adopting CRM, see the December 2007 minutes of the EMC Steering Group.

Fall Admissions and Enrollment
- Admissions summary and yield (see document below)
- A summary of admission and enrollment is appended below, followed by detailed charts.
  For additional information visit reports.iupui.edu/gateway
- Summary of enrollment from other IU campuses and Indiana public institutions (see summary below)

IUPUI Admissions Committee
- Information item. See 2007-08 report (below).

Sending Substitutes to Meeting if You Cannot Attend
- Members agreed that it was important to have a continuing and active participation by members who were selected, in part, due to their ability to make informed decisions on behalf of their units. As a result, the group affirmed a 2004 decision by the Steering Group that no substitutes should attend these meetings.

Other Discussion
- Becky reminded members that we report our admission and enrollment numbers in two ways: Indianapolis only as that is of greatest interest to those on the campus, and the official totals for IUPUI which include Indianapolis and Columbus.
- While it is exciting to pass 30,000, Becky pointed out that over half our growth this year was due to Kelley Direct. While that was good for the school, these students take no courses elsewhere and thus do not benefit the campus as a whole in the same way an undergraduate does.
- Becky also drew members' attention to the enrollments at the other IU campuses (see last page below) and that while our enrollment growth was good and to be celebrated, it was not as strong as other campuses.
- If there is an interest in the campus increasing enrollment, we must first deal with our deficit in instructional space—especially in specialized rooms like laboratories—but also with how we provide appropriate and necessary support services for a larger population when our new facility allows no room for growth. This highlights again the need to integrate enrollment management with the Master Planning process.
- Khaula Murthada noted that she would be consulting with the Steering Group in helping to promote the new Learning Centers, including one on the northwest side as well as in a return to Glendale.

Future Discussion Items
- Impact of hospitality limits
- Expense of Campus Day (see June 2008 minutes)
  http://registrar.iupui.edu/emc/emsg-meetings/EMCSteeringGroupMinutes608.doc
- Goals for 2008-09
  - o Data use workshop to follow-up on January's data sources workshop. See pp. 3-4 of February 2008 EMC minutes.
    - Becky suggested identifying two schools that use data well to present as models
    - Gary will take responsibility for planning a follow-up workshop.
      - With a large number of deans with under two years of senior management experience, IMIR and PAII are planning training in the early fall for deans and

associate deans in this general area. The follow-up workshop on data use would occur later in the year.
- o   Communications and other tasks to help convert admits to enrolled
    - • Led by Admissions, identify the role everyone should play in recruitment flow
    - • Identify any barriers
    - • Develop/maintain a customer service perspective
- o   Create small EMC teams to flesh out issues and present recommendations
- o   Encourage units to bring issues or problems to larger group to help address.
    - • Identify mechanics of how this would work

Upcoming EMC Meetings

2008-09

September 26	1:00-2:30	CE 268
October 17	1:00-2:30	CE 268
November 21	1:00-2:30	CE 268
December	*No meeting*	
January 30, 2009	1:00-2:30	CE 268
February 27	1:00-2:30	CE 268
March	No meeting	
April 17	1:00-2:30	CE 268
May	*No meeting*	
June 26	1:00-2:30	CE 268

EMC Steering Group Meetings

2008-09

November 14	1:00-2:30	CE 260A
January 23, 2009	1:00-2:30	CE 260A
March 26 **(Thursday)**	1:00-2:30	CE 260A
May 21 **(Thursday)**	1:00-2:30	CE 260A

August 6, 2008

To: UC Faculty
From: N. D. Lees
Subject: IUPUI Admissions

I write to you in my role as chair of the IUPUI Admissions Committee, a Committee of UC. In 2002, the IFC assigned the primary responsibility for reviewing and recommending changes in the undergraduate admissions policies to University College Faculty. The Committee is comprised of three UC faculty members, as well as staff from enrollment services, admissions, student advising, and IMIR. Three Faculty Council Committees (Academic Affairs, Student Affairs and Faculty Affairs) also have *ex officio* and voting membership on the Committee.

As you may know, over the past few years, the Committee has increased the requirements for admission to IUPUI (first-time freshmen coming from high school only) using high school performance in those academic courses relevant to college admission. These decisions were based on annual data (provided by IMIR) on performance of the previous student cohort. Students not admitted are referred to the Ivy Tech Community College (ITCC) with an agreement for admission to IUPUI provided the student fulfills certain requirements. These students are served via IUPUI's collaborative program with ITCC called Partners (a program within the Passport office).

The Admissions Committee is cognizant of the impact on campus enrollment that might be predicted based on admission guideline changes we recommend. Thus, there were years when the guidelines remained static and years when they were changed. You have come to know that the approach used has been to reduce the number of high school D and F grades allowed in college prep courses.

Each year we have reviewed the performance of the student groups (based on the number of D and F grades) among what we have called "conditional" admits. Performance was measured by College GPA and retention to the second year. Several rounds of this approach have reduced the number of allowable D and F grades to five and any more than two low grades result in a conditional offer of admission. This process has played a role in the gains in campus retention.

For at least two years, when we looked at college performance, we have not been able to distinguish among those student in the conditional admit category with 3, 4, or 5 D and F grades. All 3 groups showed a retention rate between 55 and 59% for the 2006-07 cohort, which is below our campus level and is a good part of the reason why further gains in retention have not been seen. Taking the approach of moving to 4 D/F grades or less was not feasible based in the enrollment (fiscal) impact and on the fact that there were a good number of potentially successful students in the cohort. In addition, we would be turning away some students who were admissible by IUB and Ball State standards. Thus, we had to look to other models to see if we could shape the guidelines to determine within the pool the conditional admits who would be successful at IUPUI.

In our deliberations in 2008 (setting guidelines for 2009), the Committee sought an approach to look more closely at the conditional admits. In particular, we paid attention to the following concerns:

(1) Impact any changes would have on the size of the incoming class;
(2) Impact any changes would have on the composition of the incoming class;
(3) Standards that select students who have a reasonable chance of success on campus;
(4) Retention of the student's academic performance in high school as the primary element in an admission decision;

(5) Use standardized test scores in collaboration with another predictor of success (e.g., academic performance in high school), given the research on use of test scores in predicting student success when used alongside other factors;

(6) Construction of standards that would be easily communicated to audiences both internal and external to the university to ensure transparency of decisions.

After our review of the data provided by IMIR, we came up with the following baseline criteria for the admission of students directly from high school:

(1) Students graduating with an Academic Honors Diploma from an Indiana high school will be admitted;

(2) All students must fulfill at least Core 40 requirements (or the equivalent if coming from outside Indiana);

(3) All students must have no more than 5 Ds or Fs on their transcript;

(4) Students with a cumulative HS GPA of 3.0 or higher will be admitted as long as they obtain a Core 40 Diploma and have no more than 5 Ds or Fs on their transcript;

(5) We will consider test scores in the decision if the student has a cumulative HS GPA of less than 3.0 but still has a Core 40 Diploma (or equivalent) and no more than 5 Ds or Fs on their transcript (see table below);

(6) Students who are not admitted as fully qualified will be either delayed for more grades, required to enrolled in the Summer Preparatory Program in Mathematics or Deferred to a Community College (see table below).

Please recognize that we are still using allowable D and F grades in our decision process. That is, those with more than 5 are referred to ITCC or other 2 year institutions. To accomplish our goals, IMIR examined the performance of previous admitted groups of conditional admits in order to identify parameters we could use to predict performance of future admits. The available variables that were considered were SAT/ACT scores, high school GPA, D and F grades, and high school rank. After statistical analysis it was determined that high school GPA and SAT/ACT scores were the best predictors of student performance. High school rank and the number of D and F grades did not add additional value as predictors of success.

The performance of the last two full-year cohorts of IUPUI conditional admits based on the two traditional factors was used to prepare (using regression analysis) a table of predicted GPAs. I am not showing you this table because it has a predicted GPA for every combination of SAT/ACT score from 700 to 1400 (10 point intervals) and every high school GPA from 2.00 to 4.00 (0.10 intervals) – way too much information. As you might guess those with low test scores and high school GPAs were predicted to have low IUPUI GPAs and those with high values had high GPAs.

While the straight-forward approach would be to select for admission only those test score/GPA combinations that predicted a GPA of 2.0 or higher, further research indicated that this would have a devastating impact on freshmen enrollment and the fiscal stability of our schools. We also had to reduce our table to a form that could be easily understood by students, parents, high school counselors, and people like me; broader cells had to be defined. We had to take into account expanding the Summer Preparatory Program in Mathematics, an intervention that has had a positive impact and to allow admission some flexibility in managing the size of the incoming class. The table below is what we have decided to implement for 2009.

Test score\GPA	<2.3	2.3-2.49	2.50-2.69	2.70-2.79	2.80-2.99	3.0
<900	CC	CC	Math	Math	Delay	Admit
900-999	CC	CC	Math	Delay	Admit	Admit
1000-1180	CC	Delay	Delay	Admit	Admit	Admit
>1180	CC	Delay	Admit	Admit	Admit	Admit

CC – Defer to Community College.
Math – Require the Summer Preparatory Program in Mathematics (SPPM).
Delay – Await 7th semester grades and enrollment projection data; students will either be admitted fully qualified or required to attend the Summer Preparatory Program in Mathematics.

It is important to recognize that some categories/cells under Delay and Math have predicted GPAs below 2.0, and some exceptions may be made to these criteria based on extraordinary circumstances or professional judgment of the staff of the Office of Undergraduate Admissions.

When this new set of guidelines is implemented, one might ask what impact on freshmen enrollments might be expected and how might each category of student perform at IUPUI. To get some insight into these important questions the Fall 2007 cohort of 2,450 freshmen enrollees was subjected to the guidelines for 2009. The impact would have been as follows:

191 (7.8%) had missing data and were handled on case-by-case basis
96 (3.9%) would be deferred to the CC
174 (7.1%) would be mandated to participate in the SPPM
243 (9.9%) would be delayed pending 7th semester grades
1,746 would be admitted

In following the fall 2007 cohort through the first semester, each of the latter 4 groups was evaluated as to first semester GPA and student success (GPA at least 2.0 on 13 completed hours and retention to spring semester).

Admission Group	GPA >1.99	Successful
Deferred to CC	53.7%	24.0%
SPPM	61.5%	32.2%
Delayed for H. S. Grades	62.3%	39.5%
Admitted	81.4%	57.3%

These preliminary data indicate that we are on the right track in terms of "selecting for success" within the group of conditionally admitted students.

Summary Principles:
1. We have not abandoned high school grades as a part of how we set the guidelines. We are supplementing that approach with the use of SAT/ACT scores and high school GPA as performance predictors for the remaining categories (3-5 D/F grades) of conditional admits.

2. We are careful to avoid making changes that adversely impact the enrollment of freshmen.

3. The changes in guidelines need to be considered in light of other campus initiatives. This includes enrollment shaping and the increase in scholarship support to attract high-end students.

4. We continue to work closely with ITCC such that students have alternatives for higher education and a clear set of guarantees that will allow them to transfer to IUPU.

5. All students at the "borders" of cells will be individually reviewed by admission staff. Their professional judgments will determine outcomes for these students.

From Admission to Census:
Coordinating and Improving this Critical Period of Recruitment
Draft 9-4-08

As we recruit more high ability, diverse, and nonresident students, we are competing for students who have more choices available to them. Students are applying to multiple institutions and making their decision on which one to attend based on the interactions with the campus post admissions. If IUPUI is to compete effectively and efficiently for these students, we need to coordinate our interactions with these students so that the interactions are timed appropriately, messages are communicated consistently, and the student feels that IUPUI regards him/her as a special individual that we want to choose IUPUI. Additionally, we must do so in a cost effective manner.

The Enrollment Management Council will participate in a process to document the typical interactions with admits related to a timeline, review the communications/interactions with the admits, provide input to optimize the contacts, and determine the appropriate coordination among those contacting the admits.

Offices/Units involved in contacts with All Admitted Students
- Office of Undergraduate Admissions
- University College
- Orientation
- Office of the Registrar
- Office of the Bursar
- Parking Services

Offices/Units involved in contacts with Subsets of Admitted Students
- Office of Student Financial Aid Services
- Academic units
- Scholarship/programming units
- Athletics
- SPAN
- Office of International Affairs
- Honors Program/College
- Office of Student Scholarships
- Housing
- Office of Multicultural Outreach

CRM Initial Approach Document

Prepared by Chris J. Foley, Director of Undergraduate Admissions

Overview
The Division of Enrollment Services has purchased a Constituent Relationship Management (CRM) tool to serve the needs of better managing communications holistically, proactively, and efficiently throughout the process of working with prospective and currently enrolled students as well as those other constituents (e.g., faculty, staff, high school counselors, alumni) who assist in this process. Though focusing on its recruitment and enrollment mission, ES is also interested in developing partnerships within the university community (across campuses as well as across units) to leverage the functionality and cost-savings that this tool can offer the university.

Target Implementation Date: October 15, 2008 (Phase I)
             November 15, 2008 (Phase II)
             December 15, 2008 (Phase III)

Project Executive Sponsor: Rebecca E. Porter, Associate Vice Chancellor, Student Services

Project Sponsors: Chris J. Foley, Director of Undergraduate Admissions
        Mary Beth Myers, Registrar

Project Team: Terry Brown, Admissions, Project Manager for Pre-enrolled Functionality
      Carla Boyd, Registrar, Project Manager for Post-enrolled & Faculty/Staff Functionality
      Sandy Thompson, UITS, Manager
      Montserrat Guilla, UITS, IT Resources
      Todd Neal, Business Analyst , Student Enrollment Services (SES)
      Meagan Senesac, Admissions, Database Developer
      (Other team members as needed)

Initial Functionality to be rolled out by TID
High School Senior Prospect Stream
Scheduling for Office of Campus Visitations
Single Scholarship Application for the Office of Student Scholarships
Knowledge Base for Internal Information and External audiences
(More to be defined)

12-Month Roll-Out Plan
During the initial implementation, the implementation team will focus on delivering functionality of the CRM that will allow the product to function as a unified suspect/prospect database for the entire campus as well as providing for the eventual expansion of the product to serve other units on campus, other campuses, as well as other constituencies besides students. Though this initial development will focus on the functionality needed by Enrollment Services at IUPUI, the Project Team will also begin looking at ways to expand the functionality beyond the purview of ES. After a functionally CRM product is delivered, ES will then begin to demo the product to other university constituencies and begin to develop plans to develop, implement and support the use of CRM by other units around the campus. The dissemination of information to other units about the progress and benefits of the CRM will begin even during the period of initial implementation. A cost-share model will be developed as a means to support the expansion of the product to serve these other units. It is of vital importance for units to "buy into" this product during the first 12 months to leverage the reduced pricing of licenses and enhanced functionality negotiated in the initial contract. Of particular importance in this 12 month is to investigate the feasibility of replacing the current AY application with the application delivered in the CRM product.

7/30/08

IUPUI Undergraduate Admissions Mailing Schedule			
September 2008-March 2009			
Segment	Date	Total	Segment Total
Senior - Prospects			
Day 1 - Baseline - Apply Now!	varied		
Day 4 - Diversity - We Want You!	varied		
Day 7 - High Ability - Scholarships/Apply by 12/1	varied		
Day 7 - First Generation - Paying for College	varied		
Day 10 - NonResidents - Who is IUPUI?	varied		
Day 10 - Resident - Non-Indy - A City in Indiana	varied		
Day 10 - Greater Indy - We're your University	varied		
Day 14 - Baseline - Quality/Outcomes	varied		
Day 14 - First Generation - Apply Early/Timeline	varied		
Day 17 - Diversity - Indy Heritage/History/Urban Experience	varied		
Day 19 - First Generation - Strategies for Taking Tests	varied		
Day 21 - High Ability - Competitive Scholarships, Indivdual Attention	varied		
Day 24 - First Generation - You are not alone	varied		
Day 28 - Baseline - Greater Indianapolis	varied		
Day 30 - Baseline - Highlight the Campus Center	varied		
Day 31 - NonResident - What is Indianapolis?	varied		
Day 31 - Resident - NonIndy - Indiana's 3 most comprehensive university	varied		
Day 31 - Greater Indy - Downtown Indy/Indy	varied		
Day 35 - Diversity - Leadership/Scholarships	varied		
Day 38 - NonResident - Great Events at IUPUI	varied		
Day 38 - Resident - NonIndy - Connection to local marketplace	varied		
Day 38 - Greater Indy - Not just a commuter campus	varied		
Day 42 - Baseline - Affordability/Quality	varied		
Day 45 - First Generation - Support your student when they go to college	varied		
Day 51 - High Ability - Honors/International Experience	varied		
Day 56 - Baseline - Student Life/Community Service	varied		
Day 60 - NonResident - We have Greenery!	varied		
Day 60 - Resident - NonIndy - Student Life is MORE than Student Government	varied		
Day 60 - Greater Indy - Accessible Campus	varied		
Day 65 - First Generation - Transition from HS, Committed to Your Success	varied		
Admitted Students - pickup from Senior Prospect as they are admitted			
Day 1 - Baseline - Apply Now!	varied		
Day 4 - Diversity - We Want You!	varied		
Day 7 - High Ability - Scholarships/Apply by 12/1	varied		
Day 10 - NonResidents - Who is IUPUI?	varied		
Day 14 - Baseline - Quality/Outcomes	varied		
Day 17 - Diversity - Indy Heritage/History/Urban Experience	varied		
Day 21 - High Ability - Competitive Scholarships, Indivdual Attention	varied		
Day 28 - Baseline - Greater Indianapolis	varied		
Day 30 - Baseline - Highlight the Campus Center	varied		
Day 31 - NonResident - What is Indianapolis?	varied		
Day 35 - Diversity - Leadership/Scholarships	varied		
Day 38 - NonResident - Great Events at IUPUI	varied		
Day 42 - Baseline - Affordability/Quality	varied		
Day 51 - High Ability - Honors/International Experience	varied		
Day 56 - Baseline - Student Life/Community Service	varied		
Day 60 - NonResident - We have Greenery!	varied		

IUPUI CRM Roll-Out and Expansion to Other IUPUI Units

Prepared by Chris J. Foley, Director of Undergraduate Admissions

Overview

The Division of Enrollment Services has purchased a Constituent Relationship Management (CRM) tool to serve the needs of better managing communications holistically, proactively, and efficiently throughout the process of working with prospective and currently enrolled students as well as those other constituents (e.g., faculty, staff, high school counselors, alumni) who assist in this process. Though focusing on its recruitment and enrollment mission, ES is also interested in developing partnerships within the university community (across campuses as well as across units) to leverage the functionality and cost-savings that this tool can offer the university. The CRM product purchased is Talisma. For an overview of the Talisma product, visit http://education.talisma.com/tal_news/webinars/crm_v8_form.asp.

12-Month Roll-Out Plan

During the initial implementation, the implementation team will focus on delivering functionality of the CRM that will allow the product to function as a unified suspect/prospect database for the entire campus as well as providing for the eventual expansion of the product to serve other units on campus, other campuses, as well as other constituencies besides students. The initial implementation will take place with a planned Phase I roll-out of mid-October, with Phases II and III occurring in November and December. Though this initial development will focus on the functionality needed by Enrollment Services at IUPUI, the Project Team will also begin looking at ways to expand the functionality beyond the purview of ES. After a functionally CRM product is delivered, ES will then begin to demo the product to other university constituencies and begin to develop plans to develop, implement and support the use of CRM by other units around the campus. The dissemination of information to other units about the progress and benefits of the CRM will begin even during the period of initial implementation. It is of vital importance for units to "buy into" this product during the first 12 months to leverage the reduced pricing of licenses and enhanced functionality negotiated in the initial contract. Of particular importance in this 12 month is to investigate the feasibility of replacing the current AY application with the application delivered in the CRM product.

Costs to Departments

Though ES funded the substantial initial purchase of the CRM product, other IUPUI units will not be expected to share in the initial costs. However, further expansion of the product will result in additional costs due to scaling the product and additional licenses. As a result, these costs will need to be covered by the units wishing to use the product.

If an IUPUI unit "opts-in" to the CRM product before June 1st, 2009, the following costs will apply:

Year 1
- Base buy-in cost is $10,000 (this includes the scaling costs as well as enough licenses for 2 users).
- $2,500 for each additional 2 users to cover the cost of the additional license.
- This would not include any development cost we need from Talisma. Such development has been negotiated at $40/hour for the first year of the contract.

Year 2 and after
- Annual maintenance of 25% of the total cost of the first year expenses. Therefore, for those who buy in with the basic package, this cost is $2,500/year. Each additional license would be $625 in additional maintenance costs.

If an IUPUI unit "opts-in" to the CRM product after June 1st, 2009, the following costs will apply:

Year 1
- Base buy-in cost is $18,000 (this includes the scaling costs as well as enough licenses for 2 users).
- $4,000 for each additional 2 users to cover the cost of the additional license.
- This would not include any development cost we need from Talisma. Such development has been negotiated at $40/hour for the first year of the contract.

Year 2 and after
- Annual maintenance of 25% of the total cost of the first year expenses. Therefore, for those who buy in with the basic package, this cost is $4,500/year. Each additional license would be $1,000 in additional maintenance costs.

Admissions and Enrollment Comments
Fall 2008
Unless otherwise noted, all data are for Indianapolis only

Admissions

- IUPUI had a record number of applications (8,022) for beginning freshmen this year, up 12% over last year.

- The number of admitted freshman students (5,423) is also a record, up 9.9% over last year.

- Freshman admission to the campus is increasingly competitive, with only 67.6% of applicants admitted. This compares with 73.4% in the Fall of 2005.

- The number of beginner admits who have **enrolled** is up 112 over last year (+4.3%).

- We are up in the number of all minority beginner admit groups, reaching 17% of all admits for this fall. This is an increase of 174 heads (23.3%). The percentage of minority beginners who **enrolled** jumped from 14.6% of the matriculant population last year to 17.3% this year (up 89 heads— 23.2%).

- IUPUI continues to attract highly qualified students. The number of admitted beginning students in the top 10% of their high school class jumped by 16.1% this year and now account for 17.9% of all admits. Those in the top one-third of their class increased 13.9% and constitute 64.3% of the admitted class.

- The average high school rank for admits climbed two percentile points to 70 and **enrolled** beginners three percentile points to 71.

- The average SAT for admitted students climbed 12 points to 1012 with **enrolled** beginners up 13 points to 1010.

- The average high school GPA for matriculating beginners rose from 3.18 last year to 3.25 this year.

- 55% of beginning students at Indianapolis are first generation, down one percentage point from 2007.

- Transfer admits are down -6.6% this year.

- Along with our decline in transfer admits, our minority transfer admit population declined as well, down 16%. The growth in minority beginner admits (+174) was large enough to offset the decline in minority transfers (-82).

- International beginner admits and matriculants are both down slightly following significant increases in the Fall of 2007 and Spring of 2008. Even with the slight decline this fall, 16 more

international beginners (+6.3%) were admitted for last spring and this fall than for the comparable two semesters in 2007.

- The percentage of freshman admits who enroll (the "yield" rate) continues to decline; this year down to 48.9% of the admitted population (-3.2% from last year). This is largely the result of better qualified applicants who have more educational choices, a reduction in the number of conditional admits offered, and a larger portion of admits coming from outside the Indianapolis area. (2008: 2,653 of 5,423).

- More detail, including qualifications and a demographic profile, is provided in a separate handout. The data are separated for Indianapolis and Columbus and also are combined for IUPUI totals.

Enrollment

We have distributed a handout with enrollment information for the Fall semester (see below). The data are from census, the official university enrollment date at the end of the first week.

Heads

	2007	2008	Change	%
Indianapolis	28,387	28,809	+422	+1.5%
Columbus	1,532	1,528	- 4	-0.3
IUPUI*	29,854	30,300	+446	+1.5%

*Official total adjusted for students enrolled at both Indianapolis and Columbus
Students counted only once in IUPUI total. (65 heads in Fall 07 and 37 in Fall 08)

Credits

	2007	2008	Change	%
Indianapolis	306,043	314,887	+8,844	+2.9%
Columbus	16,407	16,339	- 68	-0.4
IUPUI	322,450	331,226	+8,776	+2.7%

First-Time, Full-Time Cohort
  o Number of beginners who are First Time-Fulltime at Indianapolis:

2007	2,450
2008	2,551

- Indianapolis is up 422 students over last year (+1.5%). Combined with IUPUC, IUPUI is up 446 students (+1.5%). This easily eclipses our previous record headcount of 29,953 in the fall of 2004.
- Indianapolis is up 8,844 credits (+2.9%). Including IUPUC, IUPUI is up 8,776 credits (+2.7%) and has a record credit hour total for the 13th consecutive fall semester.
- Indianapolis is up in all student levels except non-degree students. Undergrads and professional degree students are up 1.3% while graduate students are up 5.4%. Undergraduate enrollment growth was led by Science and Engineering/Technology. Graduate student growth was especially strong in SPEA, Medicine, and Business. IUPUI has a record number of juniors, seniors, and graduate and professional program students. More details on growth by student level within each school are included in the far-right column on the handout.

Non-Residents and International Students
- We continue to increase our non-resident population, up the same number of heads as the campus. Non-resident heads increased by 16.5% at Indianapolis over last year and now account for 10.9% of our students.
    - Undergraduate non-residents increased 27.7% and graduate non-residents by 18.6%.
    - Since the Fall of 2005, total non-resident heads have grown by 675 students (27.3%) and non-resident credits by 32.6%.

- Non-resident enrollment growth was split between a larger number of domestic students, up 229 heads and international students, up 217.
    - **International non-resident students increased 24.2% over last year.**
        - The majority in growth in international non-residents was at the undergraduate level up 47.2% (+154). Grad students were up 11.0% (+53) (non-degrees also up 10 heads).
        - Since the Fall of 2005 International non-residents have grown by 348 heads (45.5%) to the current total of 1,113.
        - International non-resident students now account for 3.9% of our total headcount.

    - In some cases international students are able to achieve Indiana residency and pay in-state fees. Counting those students, the number of international students is 1,339 this year, an increase of 213 students (+18.9%) over last fall. Including this group, international students account for 4.6% of total Indianapolis heads.

    - **Domestic non-residents increased 12.7% over last year.**
        - The majority of growth in domestic non-residents this year was at among graduate students, up 22.6% (+210). Undergrads were up 10.4% (+38).
        - Since 2005 domestic non-residents have grown by 327 heads (+19.2%) to the current total of 2,031.
        - Domestic non-residents now account for 7.0% of our total headcount.

    - Largest Non-Resident populations (these account for 77.8% of campus total)
        - Business   939 (37.4% of school's enrollment)
        - EGTC   428 (16.9%)
        - Medicine   367 (19.2%)
        - Law   227 (22.8%)
        - Dentistry   200 (29.8%)
        - Science   158 (7.5%)
        - UCOL   268 (4.0%)

    - Largest International Non-Resident populations (61.9% of campus total)
        - EGTC   297
        - Business   227
        - UCOL   165

    - Largest Domestic Non-Resident populations (57.6% of total)
        - Business   712

- o Medicine 269
- o Law 189

- o Non-Resident Enrollment Growth by School
    - o The following schools recorded the largest growth of non-residents, accounting for 92.7% of our increase:
        - ▪ Business up 195 heads
            - ● nearly all grad level, 72.8% of growth in domestic students, presumably in the Kelley Direct program.
        - ▪ Engineering Technology up 102 heads
            - ● all undergrad, 87.3% of growth in international, likely the result of an expanded number of 2+2 and 3+2 articulations EGTC has with several institutions abroad.
        - ▪ Medicine up 39 heads
            - ● mostly grad, 58.9% domestic
        - ▪ SPEA up 41 heads
            - ● nearly all grad, 95.1% domestic
        - ▪ University College up 55 heads
            - ● all undergrad and 100% international

- Credits taken by non-residents climbed 16.7% since last year and now account for 9.9% of our total credits at the Indianapolis campus.
    - o Undergraduate non-resident credits surged by 30.0%.
        - ▪ Since 2005 undergraduate non-residents are up 61.8%.
    - o International students' credits are up 27.7% over last fall and now account for 3.7% of the total credits.
        - ▪ Since 2005 international non-resident credits have grown 57.4%.
    - o Domestic non-residents credits are up 11.1% over last fall and now account for 6.2% of the total credits.
        - ▪ Since 2005 domestic non-resident credits have grown 21.3%.

Ethnicity
- This fall is the most diverse student enrollment in IUPUI history with record numbers of minority and of international students.
    - ▪ Undergraduate enrollment is up in African-American, Asian, and Hispanic and down very slightly in Native Americans.
    - ▪ Among enrolled beginners, the percentage of minority students rose from 14.6% of the class last year to 17.2% of the class this year. We are up in all minority groups among beginner matriculants.
    - ▪ Graduate enrollment is up in Asian and Hispanic students, but down in African American and Native Americans.

Total Indianapolis Enrollment

	2007	2008	Change	%
African American	2,629	2,604	-25	-1.0%
Asian/Hwn/Pac Isl	1,045	1,140	95	9.1%
Hispanic/Latino	702	714	12	1.7%
Native American	87	83	-4	-4.6%
Total Minority	4,463	4,541	78	1.7%

For more detail see chart below

New Freshmen - Fall 2007 and 2008 Indianapolis

					% of Enrolled Beginners	
Ethnic Distribution	Fall 2007	Fall 2008	Net Chg	% Chg	2007	2008
African American	226	256	30	13.3%	8.6%	9.4%
Asian/Oth Pac Isl	76	116	40	52.6%	2.9%	4.2%
Hispanic/Latino	78	93	15	19.2%	3.0%	3.4%
Native American	4	8	4	100.0%	0.2%	0.3%
Minority Total	384	473	89	23.2%	14.6%	17.3%
International	106	99	-7	-6.6%	4.0%	3.6%
All Others	2,132	2,162	30	1.4%	81.3%	79.1%
Grand Total	2,622	2,734	112	4.3%	100.0%	100.0%

Other Enrollment Notes

- 72% of our undergraduates are full-time this semester, another record. In the Fall of 2000, 57.4% of undergraduates were full-time. 93% of our beginning students are full-time.

- 91% of our beginners are age 19 and under.

- IUPUI's total male population increased 3.9% this year while the number of female students declined 0.3%. Women still constitute 56.9% of our total student population.

- Detailed information on enrollment by school as well as by student level and resident/non-resident status appear in the handout. For additional data on admission, enrollment, retention, and other student characteristics, visit the new IUPUI Information Gateway reports.iupui.edu/gateway. Reports are posted to the site on a regular basis throughout the year.

Direct Lending

- Though not strictly speaking an enrollment number, I want to report on a key component of what makes it possible for students to enroll.

  As a result of nationwide problems with the financial markets, this fall we moved from our past method of processing loans to a new one called the federal Direct Lend program. This step was taken so that we could assure our students a predictable and reliable source of funds. Administered by the U.S. Department of Education, the Direct Loan Program obtains funding directly from the federal treasury.

Though this major change was done with little lead time, I am happy to report it went very smoothly.

- o Comparing the initial disbursal of loans this fall to last:
    - 17,839 students received loans this year. That is an increase of 9.2%.
    - Total loan volume was up 17.7% to just over $85 million. This accounted for nearly 49% of the total loan volume for the IU system as of the start of last week.

Reports referenced above

Indianapolis Headcount by Level, Ethnicity, and as Percentage of Total Campus Enrollment

Fall 2008

Class	Ethnicity	Fall 2007	Fall 2008	Net Chg	Pct. Chg	Class as % of Campus 2007	2008
Undergraduate	African American	2,091	2,121	30	1.0%	7.4%	7.4%
	Asian/Hwn/Pac Isl	604	685	81	13.0%	2.1%	2.4%
	Hispanic/Latino	520	526	6	1.0%	1.8%	1.8%
	Native American	58	55	-3	-5.0%	0.2%	0.2%
	White	15,445	15,399	-46	0.0%	54.5%	53.5%
	Minority total	3,273	3,387	114	3.5%	11.6%	11.8%
	International	475	622	147	31.0%	1.7%	2.2%
	Unknown	540	562	22	4.0%	1.9%	2.0%
Undergraduate Total		19,733	19,970	237	1.0%	69.7%	69.4%
Graduate/Prof	African American	538	483	-55	-10.0%	1.9%	1.7%
	Asian/Hwn/Pac Isl	441	455	14	3.0%	1.6%	1.6%
	Hispanic/Latino	182	188	6	3.0%	0.6%	0.7%
	Native American	29	28	-1	-3.0%	0.1%	0.1%
	White	5,860	5,843	-17	0.0%	20.7%	20.3%
	Minority Total	1,190	1,154	-36	-3.0%	4.2%	4.0%
	International	651	717	66	10.0%	2.3%	2.5%
	Unknown	888	1,088	200	23.0%	3.1%	3.8%
Graduate/Prof Total		8,589	8,802	213	2%	30.3%	30.6%

Class	Ethnicity	Fall 2007	Fall 2008	Net Chg	Pct. Chg	Class as % of Campus 2007	2008
Total	African American	2,629	2,604	-25	-1.0%	9.3%	9.1%
	Asian/Hwn/Pac Isl	1,045	1,140	95	9.1%	3.7%	4.0%
	Hispanic/Latino	702	714	12	1.7%	2.5%	2.5%
	Native American	87	83	-4	-4.6%	0.3%	0.3%
	White	21,305	21,242	-63	-0.3%	75.2%	73.8%
	Minority Total	4,463	4,541	78	1.7%	15.8%	15.8%
	International	1,126	1,339	213	18.9%	4.0%	4.7%
	Unknown	1,428	1,650	222	15.5%	5.0%	5.7%
Indianapolis Total		28,322	28,772	450	1.6%	100.0%	100.0%

International admission and enrollment

The reason for the drop in undergrad apps and admits was an expected significant decline in Saudi scholarship applicants and admits (admits down by 40), which was more than made up by increases in admits from our top three targeted countries for recruitment (China, India, and South Korea)-- up by 46 across those three countries. It was the Saudi scholarship program that was driving the increase in applications for Fall 2007.

Undergraduate Enrollment by international students (IN & CO) *(from International Affairs)*

	2005	2006	2007	2008
Freshman	94	92	175	206
Sophomore	52	71	76	137
Junior	46	60	77	111
Senior	157	122	118	137
Non Degree	19	15	31	39
Total	**368**	**360**	**477**	**630**

Enrollment by International students (IN & CO)

2007-2008	
India	204
P.R. China	192
Saudi Arabia	123
South Korea	74
Taiwan	57
Canada	52
Mexico	33
Japan	25
Nigeria	25
Indonesia	17
Others	326
Total Top 10	**802**
Total Enrolled	**1128**
% Top 10 / Total	**71.1%**

2008-2009	
China	246
India	218
Saudi Arabia	194
South Korea	103
Taiwan	52
Canada	41
Iran	33
Mexico	30
Nigeria	24
Japan	22
Others	395
Total Top 10	**963**
Total Enrolled	**1358**
% Top 10 / Total	**70.9%**

- The appearance of Iran in the Top 10 is due to the 2+2 program in Engineering with the University of Tehran.

IUPUI Admission Review - Fall 2008

Applications through 8/25/2008   Enrollments through 8/27/2008

Columbus	Group	Applied	Admitted	Enrolled	% of Applied Admitted	% of Admitted Enrolled
Degree-Seeking	Beginners	458	421	300	91.9%	71.3%
	Transfers	157	138	102	87.9%	73.9%
Sub-Total Degree-Seeking Total		615	559	402	90.9%	71.9%
Non-Degree-Seeking		50	50	42	100.0%	84.0%
Intercampus Transfers		42	41	27	97.6%	65.9%
Returning Students					na	na
Total Columbus		707	650	471	91.9%	72.5%

Indianapolis	Group	Applied	Admitted	Enrolled	% of Applied Admitted	% of Admitted Enrolled
Degree-Seeking	Beginners	8022	5423	2653	67.6%	48.9%
	Transfers	3279	2458	1543	75.0%	62.8%
Sub-Total Degree-Seeking Total		11301	7881	4196	69.7%	53.2%
Non-Degree-Seeking		1038	975	642	93.9%	65.8%
Intercampus Transfers		839	739	398	88.1%	53.9%
Returning Students		1433	1273	678	88.8%	53.3%
Total Indianapolis		14611	10868	5914	74.4%	54.4%

IUPUI	Group	Applied	Admitted	Enrolled	% of Applied Admitted	% of Admitted Enrolled
Degree-Seeking	Beginners	8480	5844	2953	68.9%	50.5%
	Transfers	3436	2596	1645	75.6%	63.4%
Sub-Total Degree-Seeking Total		11916	8440	4598	70.8%	54.5%
Non-Degree-Seeking		1088	1025	684	94.2%	66.7%
Intercampus Transfers		881	780	425	88.5%	54.5%
Returning Students		1433	1273	678	88.8%	53.3%
Total IUPUI		15318	11518	6385	75.2%	55.4%

Notes: Excludes State-Wide Technology and Community Learning Network

Status Code "CN" with Action Code "WADM" and Reason Code "NOSH" and

Status Code "CN" with Action Code "WAPP" and Reason Code "WAFT" are included as admitted

Prepared by: Information Management and Institutional Research (q:\mgmtrpts\admissions\standard reports\admission_reviewFA08.xls)

Source: ADM_IUPUI_WEBRPT_GT and SR_ENRL_BYSTK_GT

Date: 8/28/2008

Fall Admissions Summary

Fall 2008 Census

Beginner

Beginner	2008	Change*	%
Applicants	8,022	+860	+12.0%
Admits	5,423	+489	+ 9.9%

* 2008 data are in comparison with same point in 2007

Beginner Quality

Admits	2007	% of Total	2008	% of Total
Top 10%	685	16.2%	795	17.9%
Top Third	2,514	59.4%	2,863	64.3%
Middle Third	1,517	35.8%	1,469	33.0%
Bottom Third	204	4.8%	120	2.7%

(of high school class)

Admits	2007	2008
Average High School Rank	68	70
Average SAT	1000	1012
Average ACT	21	22

Beginner Ethnicity

Admits	2007	% of Total	2008	% of Total
African-American	450	9.1%	515	9.5%
Asian-American	139	2.8%	205	3.8%
Hispanic-American	152	3.1%	190	3.5%
Native American	7	0.1%	12	0.2%
Minority Total	748	15.2%	922	17.0%
International	183	3.7%	174	3.2%

Beginner   Transfer   Grad

Admitted Students — bar chart with categories UG, UG, Grad/Prof and legend '06, '07, '08.
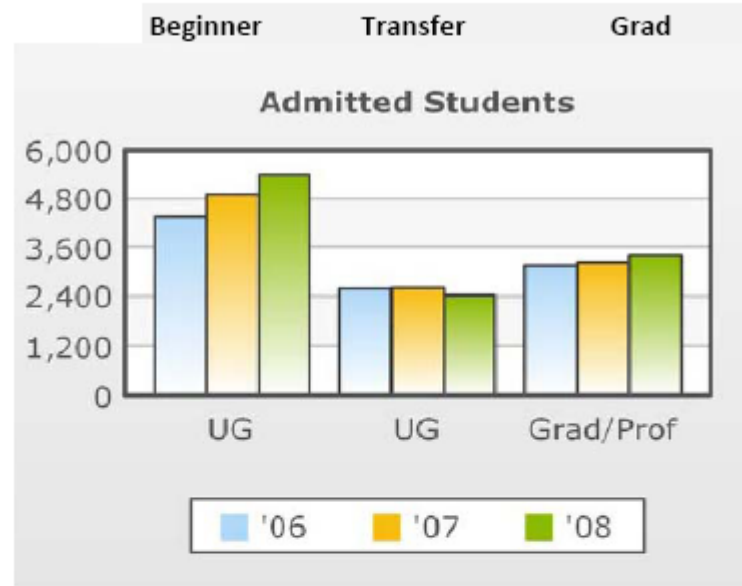
Transfer

Transfer	2008	Change*	%
Applicants	3,279	+ 68	+2.1%
Admits	2,458	-174	-6.6%

Master's

Master's	2008	Change*	%
Applicants	2,572	+94	+3.8%
Admits	1,707	+30	+1.8%

Enrollment Services   8/28/08

For more data, visit the IUPUI Information Gateway
http://reports.iupui.edu/gateway

INDIANAPOLIS Enrollment

Credit Hours Taught

School	8/30/2007	8/28/2008	Change	%
BUS	24,253	26,596	2,343	9.7%
DENT	11,792	11,805	13	0.1%
EDUC	11,536	11,618	82	0.7%
EGTC	25,303	26,305	1,002	4.0%
GRAD	843	1,053	210	24.9%
HERR	9,949	10,731	782	7.9%
INFO	4,723	5,472	749	15.9%
JOUR	1,292	1,423	131	10.1%
LAW	13,128	12,810	-318	-2.4%
LIBA	64,428	63,372	-1,056	-1.6%
MED	25,945	27,016	1,071	4.1%
NURS	11,980	12,459	479	4.0%
PED	13,165	13,382	217	1.6%
SCI	64,515	66,870	2,355	3.7%
SCS	273	494	221	81.0%
SHRS	2,671	2,698	27	1.0%
SLIS	1,908	1,933	25	1.3%
SPEA	8,587	9,450	863	10.1%
SWK**	8,184	7,764	-420	-5.1%
SWT	3	13	10	333.3%
UCOL	1,565	1,623	58	3.7%
IN total	306,043	314,887	8,844	2.9%
IUPUC	16,407	16,339	-68	-0.4%
IUPUI Official	322,450	331,226	8,776	2.7%

Credit hour totals may be rounded in cases where a school total includes .5 credits

Class standing	2007	2008	Change	%
Freshmen	4,525	4,544	19	0.4%
Sophomore	4,437	4,456	19	0.4%
Juniors	3,695	3,826	131	3.5%
Seniors	6,138	6,217	79	1.3%
Undergrads	18,795	19,043	248	1.3%
UG Non-degree	1031	986	-45	-4.4%
Graduate	5,251	5,534	283	5.4%
Professional	2,521	2,555	34	1.3%
GR Non-Degree	789	691	-98	-12.4%

For more data, visit the IUPUI Information Gateway http://reports.iupui.edu/gateway

Headcount by Student School

School	8/30/2007	8/28/2008	Change	%	Comments on changes in school enrollments
BUS	2,257	2,538	281	12.5%	+45 ug; +259 grad; -23 non-degree
DENT	674	672	-2	-0.3%	-9 ug; +8 grad; -1 non-degree
EDUC	1,691	1,656	-35	-2.1%	-9 ug; +14 grad; -40 non-degree
EGTC***	2,444	2,529	85	3.5%	ENGR: +107 ug; -4 grad; +2 non-degree TECH: -35 ug; +17 grad; -2 non-degree
GCND	428	408	-20	-4.7%	-20 non-degree
GRAD*	77	73	-4	-5.2%	-4 grad
HERR	866	909	43	5.0%	+27 ug; +17 grad; -1 non-degree
INFO	645	661	16	2.5%	+17 ug; +2 grad; -3 non-degree
JOUR	156	182	26	16.7%	+16 ug; +10 grad
LAW	1,011	994	-17	-1.7%	-21 grad; +4 non-degree
LIBA	1,918	1,943	25	1.3%	+48 ug; -12 grad; -11 non-degree
MED	1,810	1,878	68	3.8%	+16 ug; +52 grad; non-degree even
NURS	1,476	1,498	22	1.5%	+56 ug; -30 grad; -4 non-degree
PED	895	921	26	2.9%	+30 ug; -4 grad; non-degree even
SCI	1,976	2,110	134	6.8%	+125 ug; +3 grad; +6 non-degree
SCS	1,033	1,035	2	0.2%	+10 ug; -8 grad
SHRS	206	211	5	2.4%	+8 grad; -3 non-degree
SLIS	338	326	-12	-3.6%	-17 grad; +5 non-degree
SPEA	974	1,015	41	4.2%	-35 ug; +75 grad; +1 non-degree
SWK**	740	680	-60	-8.1%	-13 ug; -49 grad; +2 non-degree
UCOL	6,837	6,638	-199	-2.9%	-147 ug; +12 high school; -64 non-degree
IN total	28,452	28,877	425	1.5%	
Unduplicated	28,387	28,809	422	1.5%	Adjusted for students in multiple programs at IN. Students counted only once in campus total.
IUPUC	1,532	1,528	-4	-0.3%	
IUPUI Official	29,854	30,300	446	1.5%	Adjusted for students enrolled at both IN & CO. 65 students had dual enrollment in 2007; 37 in 2008. Students counted only once in IUPUI total.

Resident	2007	2008	Change	%
UG Heads	18,103	18,159	56	0.3%
UG Credits	210,080	214,225	4,145	2.0%
Total Res Heads	25,689	25,665	-24	-0.1%
Total Res Credits	279,436	283,826	4,390	1.6%

Non-Resident	2007	2008	Change	%
UG Heads	692	884	192	27.7%
UG Credits	8,473	11,014	2,541	30.0%
Total NR Heads	2,698	3,144	446	16.5%
Total NR Credits	26,606	31,061	4,455	16.7%

	2007	2008
Non-residents as % of total campus heads	9.5%	10.9%
Non-residents as % of total campus credits	8.7%	9.9%

* Notes: While most IUPUI students pursuing graduate studies enroll through the IUPUI school that offers the degree, GRAD holds students who enroll through the IU Graduate School. This is primarily students in Liberal Arts and Medicine but also includes some students pursuing other IU graduate degrees. Wherever possible in the totals above, these students have been attributed to the schools that house their academic programs. Any changes in enrollments for these students appear in the comments for those schools. **LSTU totals are included in SWK. ***MUS totals are included in EGTC.

IUPUI

Students by Level	1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
Undergraduate	20,136	67.4%	20,390	67.3%	254	1.3%
Non-Degree (special)	1,066	3.6%	1,033	3.4%	-33	-3.1%
Undergraduate Total	21,202	71.0%	21,423	70.7%	221	1.0%
Graduate	5,258	17.6%	5,537	18.3%	279	5.3%
Professional	2,600	8.7%	2,637	8.7%	37	1.4%
Non-Degree (special)	794	2.7%	703	2.3%	-91	-11.5%
Graduate/Professional Total	8,652	29.0%	8,877	29.3%	225	2.6%
Total IUPUI	29,854		30,300		446	1.5%

Credit Hours by Level

	1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
Undergraduate	234,216.0	72.6%	240,666.0	72.7%	6,450.0	2.8%
Non-Degree (special)	6,759.5	2.1%	6,820.0	2.1%	60.5	0.9%
Undergraduate Total	240,975.5	74.7%	247,486.0	74.7%	6,510.5	2.7%
Graduate	36,394.0	11.3%	38,161.0	11.5%	1,767.0	4.9%
Professional	41,591.8	12.9%	42,308.0	12.8%	716.3	1.7%
Non-Degree (special)	3,489.0	1.1%	3,271.5	1.0%	-217.5	-6.2%
Graduate/Professional Total	81,474.8	25.3%	83,740.5	25.3%	2,265.8	2.8%
Total IUPUI	322,450.3		331,226.5		8,776.3	2.7%

Students by Courseload and Level

		1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
Full-Time	Undergraduate	14,228	77.7%	14,693	77.9%	465	3.3%
	UG Non-Degree	180	1.0%	200	1.1%	20	11.1%
	Graduate	1,529	8.4%	1,567	8.3%	38	2.5%
	Professional	2,301	12.6%	2,310	12.3%	9	0.4%
	Grad./Prof. Non-Degree	67	0.4%	87	0.5%	20	29.9%
	Total Full-Time	18,305		18,857		552	3.0%
Part-Time	Undergraduate	5,908	51.2%	5,697	49.8%	-211	-3.6%
	UG Non-Degree	886	7.7%	833	7.3%	-53	-6.0%
	Graduate	3,729	32.3%	3,970	34.7%	241	6.5%
	Professional	299	2.6%	327	2.9%	28	9.4%
	Grad./Prof. Non-Degree	727	6.3%	616	5.4%	-111	-15.3%
	Total Part-Time	11,549		11,443		-106	-0.9%

Students by Undergraduate Class

	1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
Freshmen	5,208	25.9%	5,145	25.2%	-63	-1.2%
Sophomore	4,657	23.1%	4,723	23.2%	66	1.4%
Junior	3,888	19.3%	4,039	19.8%	151	3.9%
Senior	6,383	31.7%	6,483	31.8%	100	1.6%

Student Enrollment by Sex

	1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
Male	12,560	42.1%	13,052	43.1%	492	3.9%
Female	17,294	57.9%	17,248	56.9%	-46	-0.3%

Student Enrollment by Residency

	1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
Resident	27,149	90.9%	27,151	89.6%	2	0.0%
Non-Resident	2,705	9.1%	3,149	10.4%	444	16.4%

Student Enrollment by Ethnicity

	1st Sem. 2007-08	% of Total	1st Sem. 2008-09	% of Total	Difference	Percent Change
African American	2,650	8.9%	2,630	8.7%	-20	-0.8%
American Indian	89	0.3%	83	0.3%	-6	-6.7%
Asian American	1,059	3.5%	1,155	3.8%	96	9.1%
Hispanic	724	2.4%	731	2.4%	7	1.0%
White	22,724	76.1%	22,640	74.7%	-84	-0.4%
Foreign	1,137	3.8%	1,357	4.5%	220	19.3%
Unknown	1,471	4.9%	1,704	5.6%	233	15.8%

Record Highs

Ball State	No report		anticipate slight increase

Other

Anderson	2,800	3.4%	University's projection
Marian	2,096*	2.6%	*estimate based on published growth in freshmen
Valparaiso	3,980	2.7%	

Vincennes and Marian have not yet had census

9/12/2008