
Astra Academy - NACUBO Tuition Discounting Study



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Presentation Overview

- Introduction (5 Minutes)
- NACUBO Tuition Discounting Study (40-45 Minutes)
- Comments, Questions, Survey (10-15 Minutes)



- Ad Astra is a course scheduling and enrollment management organization that partners with over 500 institutions of higher education annually to improve scheduling accessibility and efficiency for students.
- Ad Astra offers unique solutions designed to graduate more students faster.
- Astra Academy is a webinar series that brings together diverse stakeholders across the higher education landscape to share with you how their work is helping to improve student outcomes with a focus on student retention, time-to-completion, or graduation.

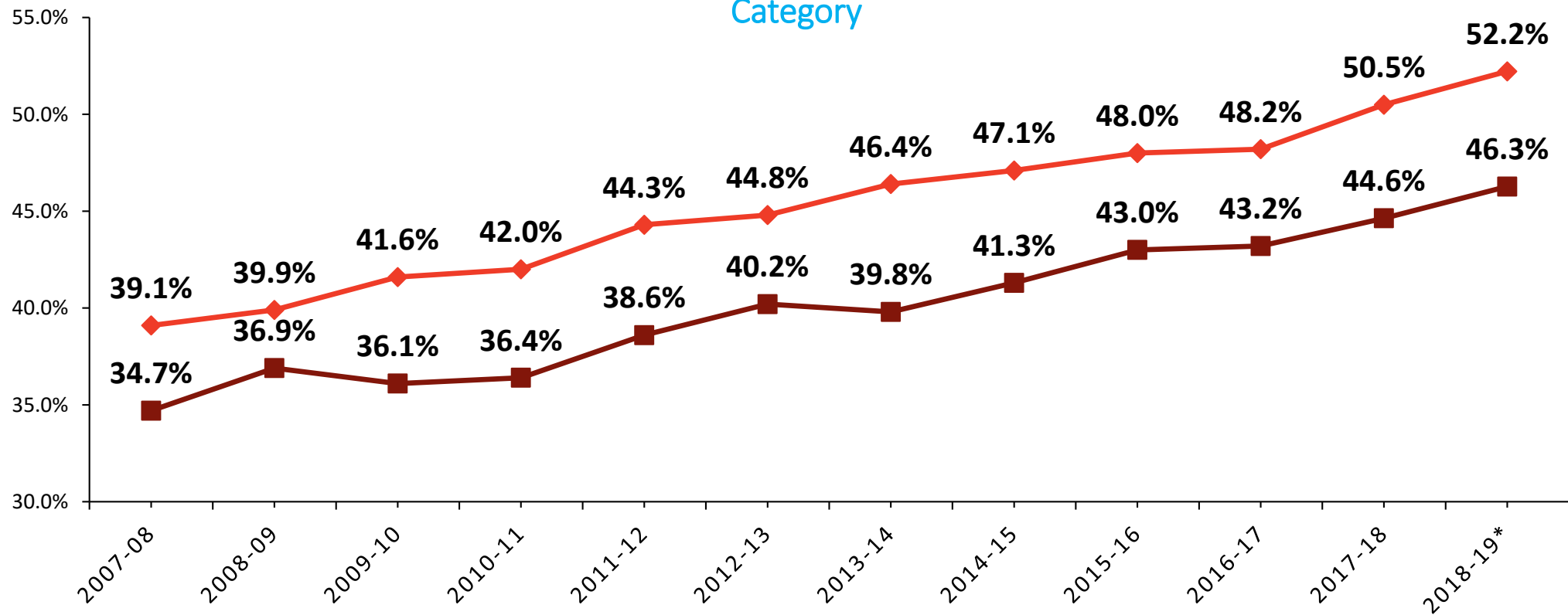
Results of the 2018 NACUBO Tuition Discounting Study

National Association of College and University
Business Officers (NACUBO)

How Much Do Independent Colleges and Universities Discount?

“Institution” Tuition Discount Rates Reached an All-time High in 2018-19

Average Institutional Tuition Discount Rate from 2007-08 to 2018-19*, by Student Category



Source: NACUBO Tuition Discounting Study, 2007 to 2018; data are as of the fall of each academic year.

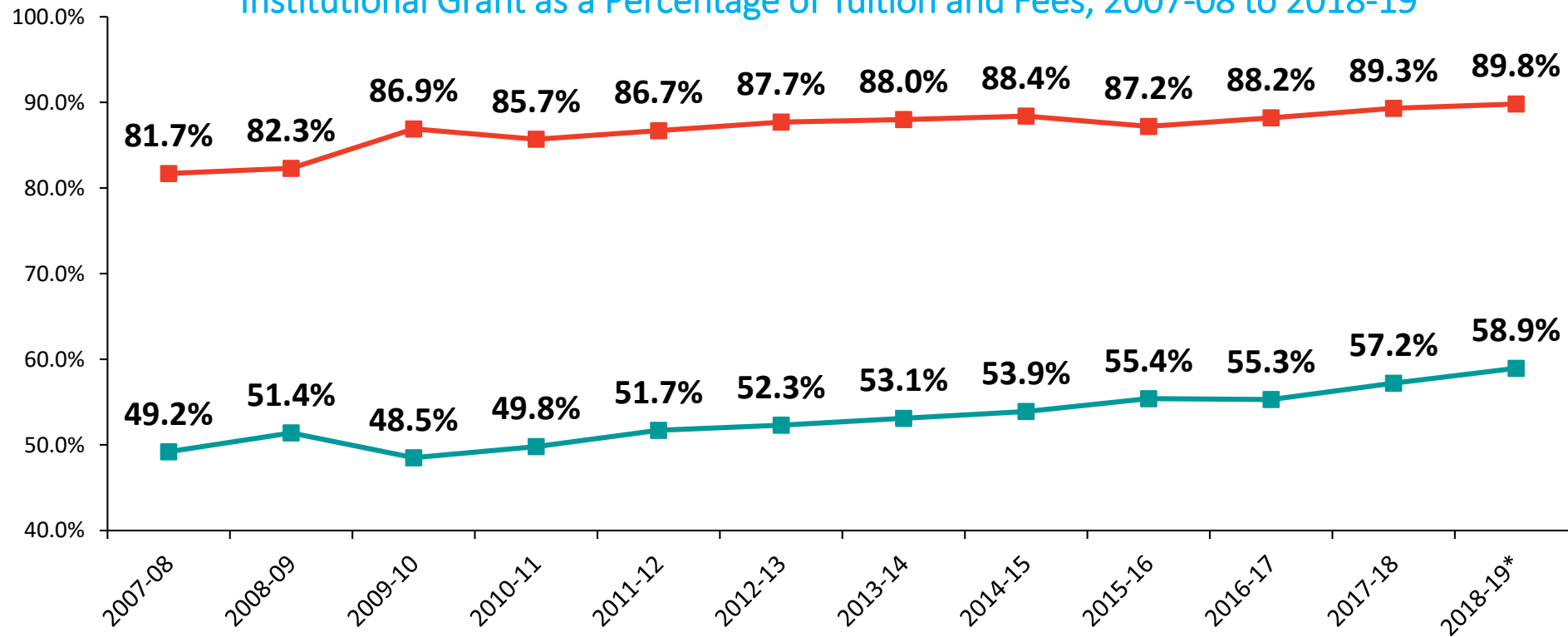
*Preliminary estimate.

◆ First-Time, Full-Time Freshmen

■ All Undergraduates

What Impact Does Discounting Have On Students Attending Private Colleges?

Percentage of First-time Freshmen Who Received Institutional Grants and the Average Institutional Grant as a Percentage of Tuition and Fees, 2007-08 to 2018-19*



Source: NACUBO Tuition Discounting Study, 2007 to 2018; data are as of the fall of each academic year.

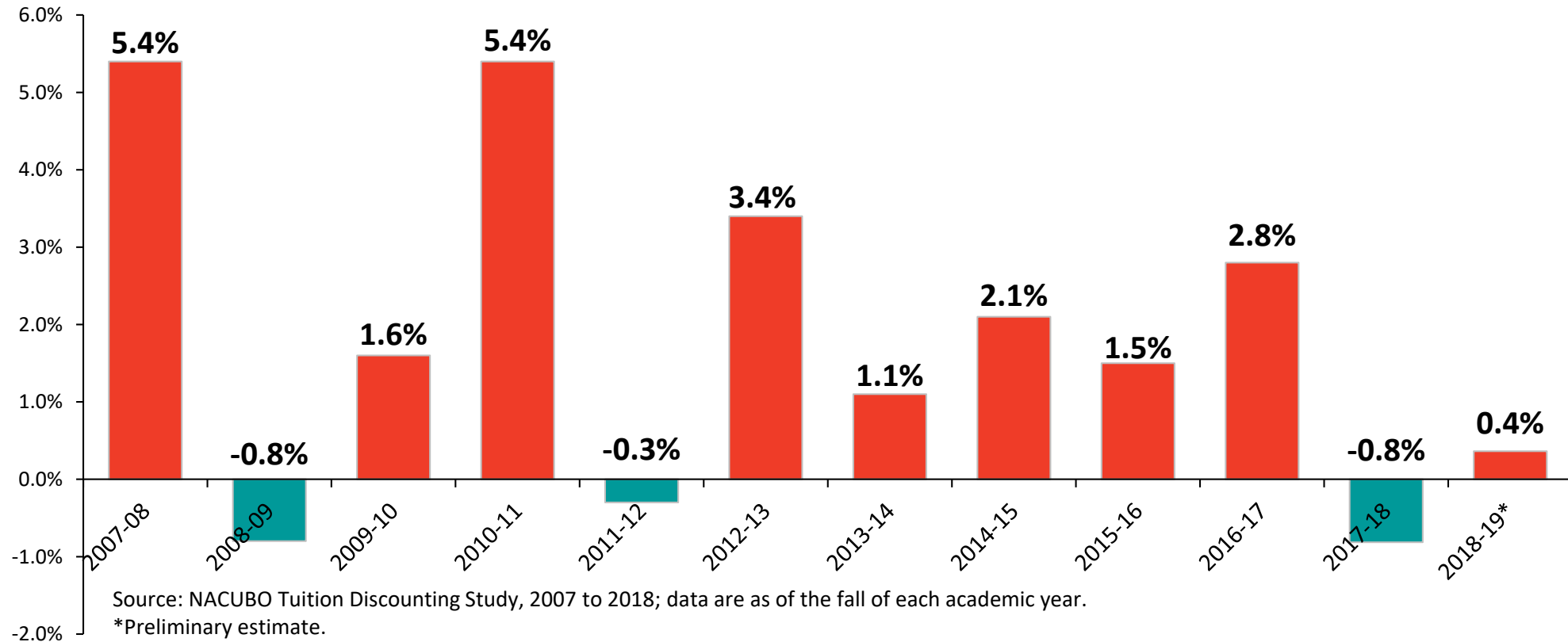
*Preliminary estimate.

—■ Pct. Of First-Time Freshmen who Received Institutional Grants

—■ Avg. Institutional Grants as a Pct. of Tuition and Fees

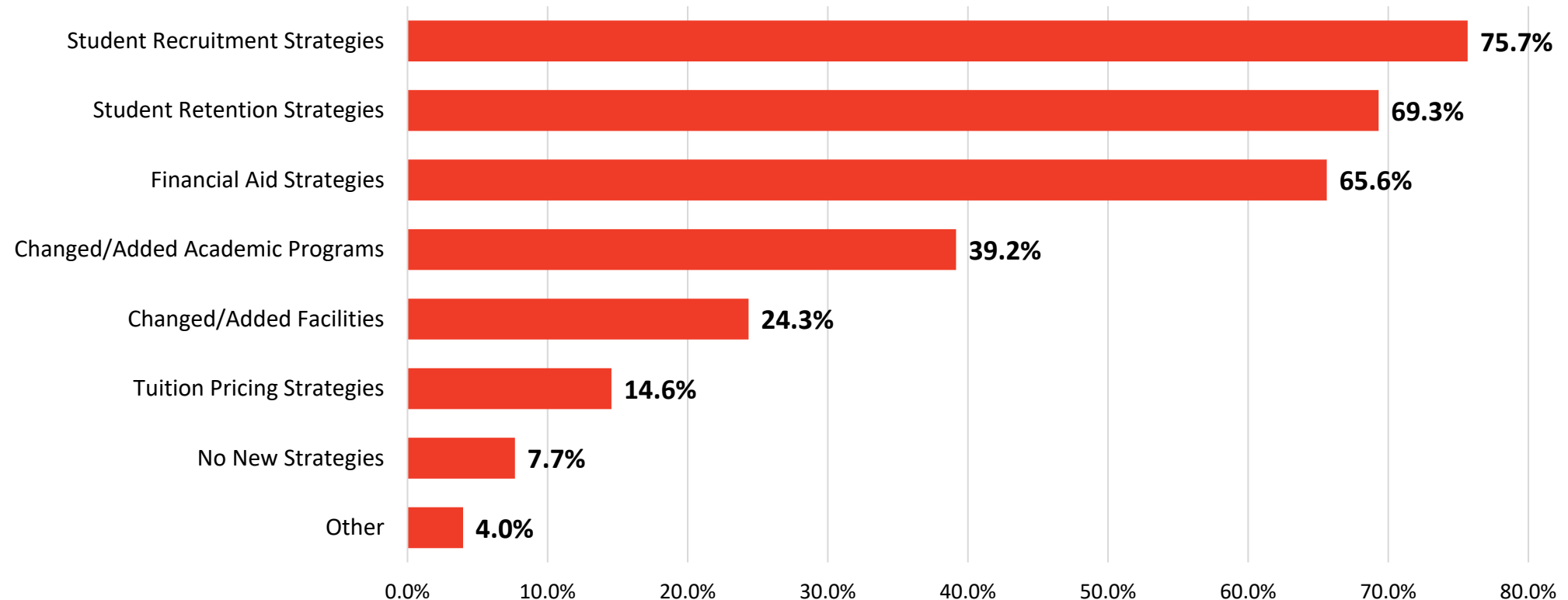
What Effect Does Tuition Discounting Have On Institutional Finances?

Higher Discount Rates Have Led to Much Slower Growth in Tuition Revenue
**Average Annual Percentage Change in
Net Tuition Revenue per Full-Time Freshman in Current Dollars, 2007-08 to 2018-19***



What Strategies Did Independent Institutions Use or Implement in Fiscal Year 2018 to Increase Net Tuition Revenue?

Percentage* of Institutions that Used or Implemented Strategies to Increase Net Tuition Revenue in Fiscal Year 2018, by Strategy Type



Source: 2018 NACUBO Tuition Discounting Study

*Total does not equal 100% because institutions may have implemented multiple types of strategies.

Ways to Keep Engaged



- NACUBO Tuition Discounting Study



- Astra Academy Returns in the Fall!



- October 13 - 16 - Aspire Conference, Kansas City, Missouri

Addressing Your Questions and Comments