

# Institutional fact pack: table of contents

This deck includes updated pages in an addendum, including data from more recent years and several additional pages on completion outcomes, revenue, and cost effectiveness

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# Deep Dive | Virginia Commonwealth University background information

### Overview<sup>-</sup>

Founding year: 1838

**Location:** Richmond

Size and setting: Four-Year, Large, Primarily Residential

**Mission:** Serve as one national urban public research institution dedicated to the success and well-being of our students, patients, faculty, staff and community

**Research Institution:** Undergraduate and Graduate

Carnegie classification: Doctoral Universities: Very

High Research Activity

### **Program offering:**

55 Certificates

70 Bachelor's degrees

68 Master's degrees

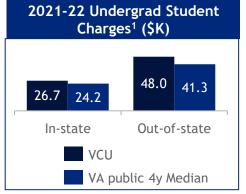
47 Doctorates degrees

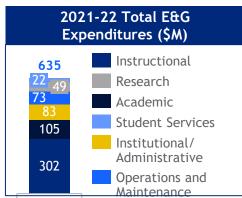
# Local Context & Economy

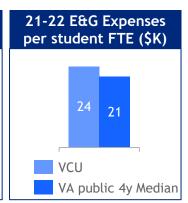
Geography: Midsize city

	Local	State-wide
Median HH income	\$54.8K	\$80.6K
Unemployment rate	3.4%	3.2%
Poverty rate	19.8%	10.2%

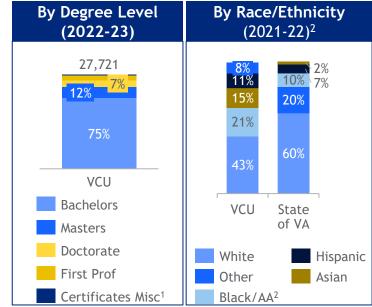
### High-level Financials

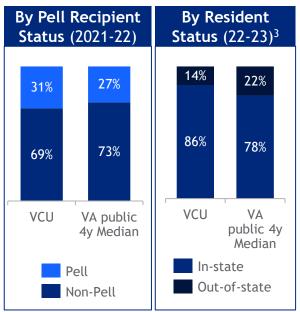






# Student Population (Headcount)





<sup>1.</sup> Full-time general UG student charges including tuition, mandatory fees, and average room & board 2. Undergraduate headcount, excludes international students and unknown / unreported. 3. Based on total UG headcount.

# Virginia Commonwealth University: Key metrics at a glance

# Enrollment volume & composition

# Current enrollment: 27.7K students in Fall 2022

- 23% lower-income students in Fall 2021
   (2 percentage point increase from Fall 2011)
- 92% acceptance rate in Fall 2022 (3% CAGR since Fall 2012)
- 26% yield in Fall 2022 (-4% CAGR since Fall 2012)

-0.6%

Annual growth in enrollment over 10 years

# Program alignment & performance

# Current 6-year graduation rate: 64% for freshman cohort of Fall 2016

 4.32 year avg time-to-degree for first-time in college students who graduated in 2022 (0 change since 2013) +7pp
Decrease in 6yr grad rate
over 11 years

# Current median wage of BA/MA graduates 3-years post-graduation: \$47K/\$60K (vs. \$35K for those with only a high school degree or equivalent)

 6% difference in median wages for Pell graduates and non-Pell graduates +3.9%
Growth in wages of BA graduates over 9 years

# Financial effectiveness & sustainability

# Current cost of attendance: \$34.1K in 2021-22

• \$9.0K annual borrowing per student FTE (0.6% annual growth since 2011)

Annual growth in student

in student attendance cost over 10 years

# Current revenue mix: GF is 33% of E&G revenue (\$214M) in 2021-22; 4.2% annual growth since 2011-12

- \$425M of Non-GF E&G total in 2021-22 (67% of total revenue); 1.7% annual growth since 2011-12
- 23% discount rate in 2021-22 (10 percentage point increase since 2013-14)

# <sup>'</sup>+5pp

Growth in share of rev. from Gen. Fund over 10 years

# Current per student FTE expenditure (E&G and Auxiliary): \$29K in 2021-22

- \$784M total expenditure in 2021-22 (+2.2% annual growth since 2014-15; +0.6% since 2018-19)
- 1.8 composite financial index ratio in 2021-22 vs. 3.0 benchmark (decrease of -0.9 since 2015-16)

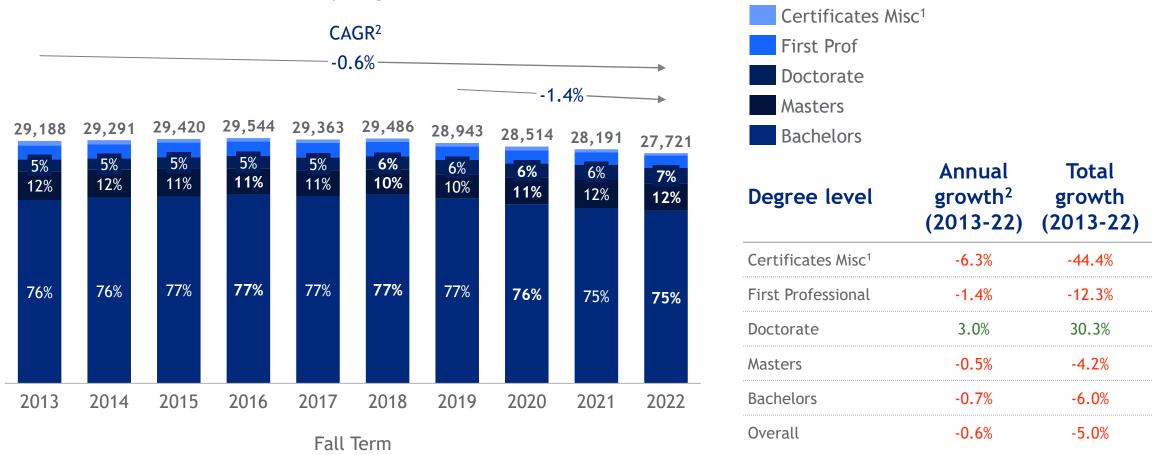
**/**+1.1%

Annual growth in per-student FTE expenditure over 10 years

# Enrollment

# Chart (A): How is overall enrollment trending over time?

# Total Fall Enrollment Headcount by Degree Level

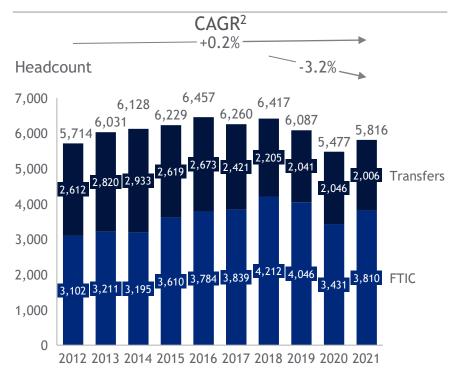


<sup>1.</sup> Sum of less than one-year certificates, one plus year certificates, post bachelors certificates, and post masters certificates. Does not include "students not program placed," which is included in the Excel backup 2. "Annual growth" calculated as compound annual growth rate (CAGR)

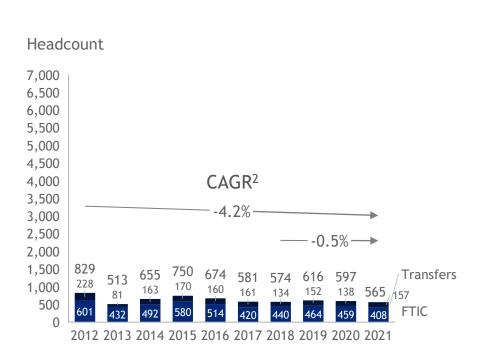
Note: Assoc. Applied and Certificates Misc. are not visible on some bars because they are less than 1% of yearly enrollment. Not program placed excluded. Source: Data from State Council of Higher Education for Virginia (SCHEV) Research Center Enrollment Report E33: Fall Enrollment by Degree Level

# Chart (B): How are new in-state and out-of-state undergraduate enrollment headcount trending over time?

# In-state new FTIC<sup>1</sup> (Freshmen) and transfers



# Out of state new FTIC<sup>1</sup> (Freshmen) and transfers





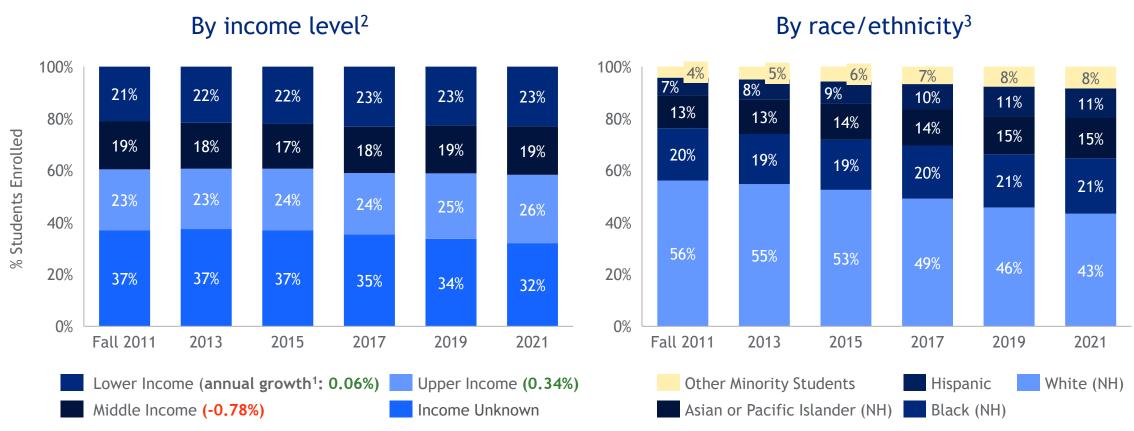
Note: Figures based on SCHEV Annual Admissions Report. Includes spring and fall headcounts.

Fall Term Fall Term

<sup>1.</sup> First time in college students 2. "Annual growth" calculated as compound annual growth rate (CAGR)
Note: 2022 excluded due to limited data availability of transfer student headcount. Year marks start year of report.
Source: Data from State Council of Higher Education for Virginia Research Center Enrollment report B08: Annual Admission report

# Chart (C): How is the student body mix changing over time?

# Undergraduate Enrollment Headcount by income & race/ethnicity

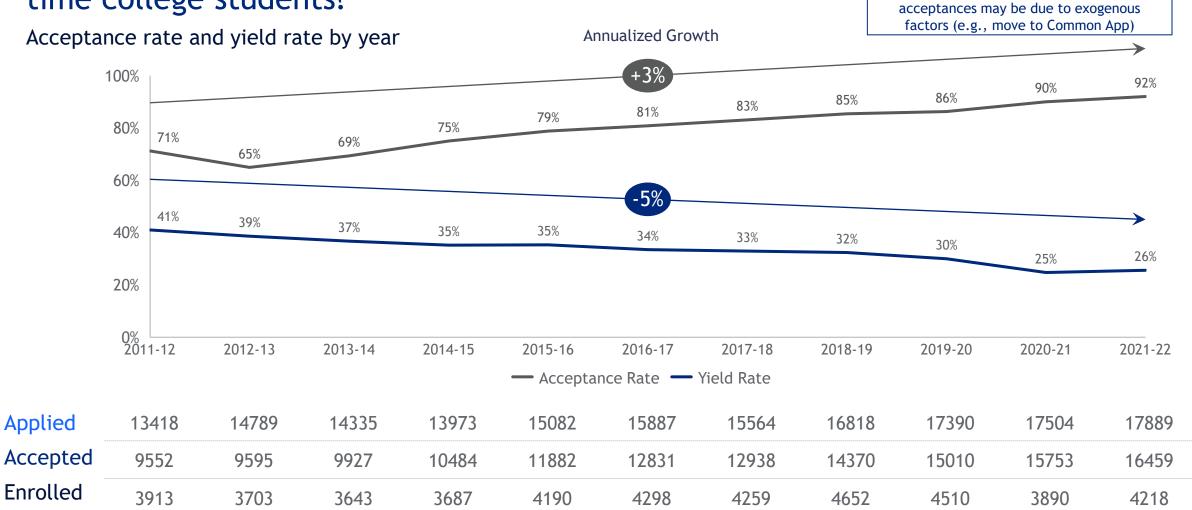


<sup>1. &</sup>quot;Annual growth" calculated as 10-year compound annual growth rate (CAGR) on headcount numbers 2. Income range (i.e., lower, middle and upper) is defined by the federal poverty level (FPL) "Lower Income Range"; 0 to 200% of FPL "Middle Income Range"; 201 to 400% of FPL "Upper Income Range" - 401% of FPL and above. 3. Foreign Students & Unknown/Unreported figures omitted from the data.

Source: SCHEV Undergraduate enrollment report E58: Enrollment by income range category and Report E22: Fall Headcount Trends in Race Ethnicity; Financial data from FAFSA, typically representing prior year, as reported on in SCHEV's annual financial file

Chart (D): What changes are happening across the recruitment funnel for first Note: Large sudden change in applications/

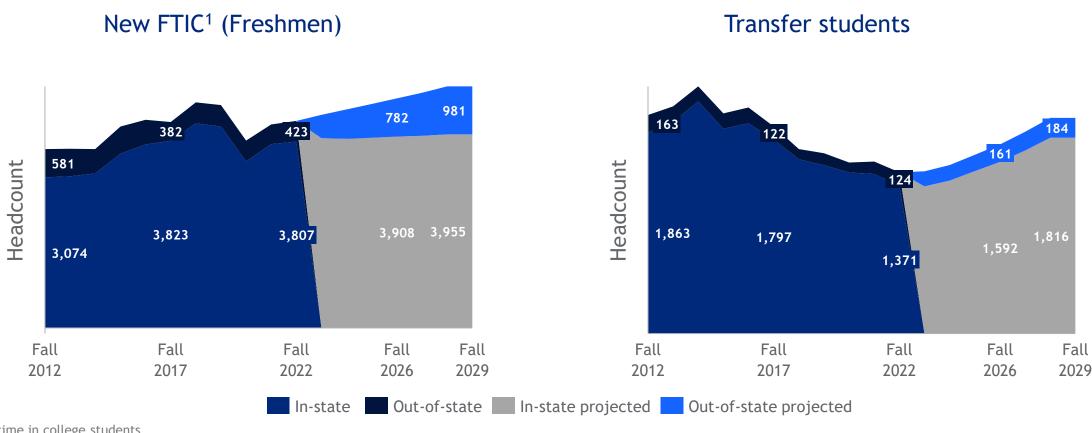
time college students?



<sup>1.</sup> First time in college students Source: Data from State Council of Higher Education for Virginia Research Center Admissions Report B08

# Chart (E): How do enrollment projections compare to historical trends?

New Enrollment Headcount, New FTIC and Transfer students by origin (projections as of 2023)



<sup>1.</sup> First time in college students
Source: Data from State Council of Higher Education for Virginia Research Center report E02: Fall Headcount Enrollment; SCHEV Enrollment Projection Summary

# Program alignment & performance

# Program alignment & performance: key considerations



# Objective for this section:

- Provide directional insight into how institutions are improving in how they support their unique student population to graduate ready to enter the workforce
- Provide a starting point for institutions to highlight their own proven successes within their unique context

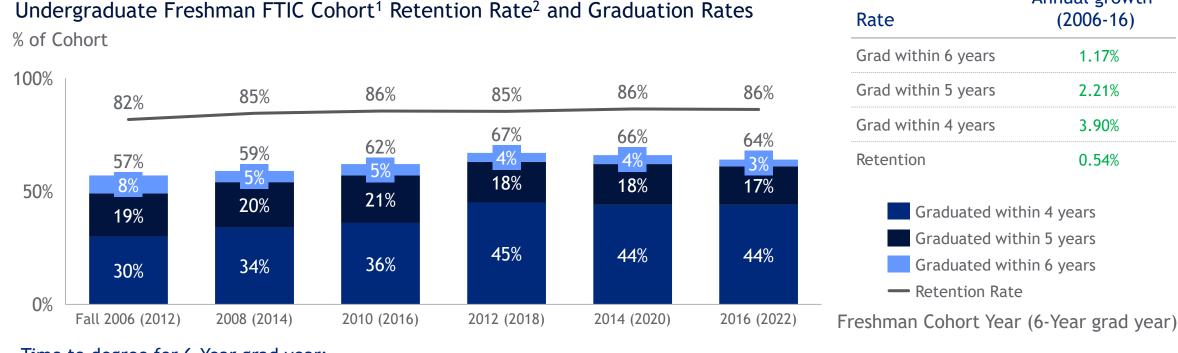


### **Considerations:**

- Outcomes should be viewed in context of an institution's unique mission, student mix, and local conditions; as such, institutions may have different definitions of success
- Workforce outcomes are influenced by a variety of factors beyond the remit of post-secondary institutions (e.g., local labor market trends, macro-economic environment, individual circumstances, etc.)
- Longitudinal data on post-completion outcomes and workforce alignment may have gaps and limitations
- Institutions have varying programmatic strengths and should be encouraged to build on areas of distinctiveness vs. aiming to be "everything for everybody"

# Completion outcomes

# Chart (A): How are retention and graduation rates trending over time?



Time to degree for 6-Year grad year:

FTIC: Median	4.00	4.00	4.00	4.00	4.00
FTIC: Mean	4.70	4.66	4.51	4.40	4.32
Transfer: Median	5.00	5.00	5.00	5.00	5.00
Transfer: Mean	6.23	6.13	6.05	6.07	6.14

<sup>1.</sup> First time in college and full-time freshmen cohorts 2. Percent of first-year students retained for following second-year fall term 3. "Annual growth" calculated as compound annual growth rate (CAGR).

Source: SCHEV Retention and Graduation report GRS04B: Cohort Graduation Rates, Four-Year Institutions (First-time, Full-time Freshmen Cohorts) by Year; SCHEV time to degree data

Annual growth<sup>3</sup>

1.17%

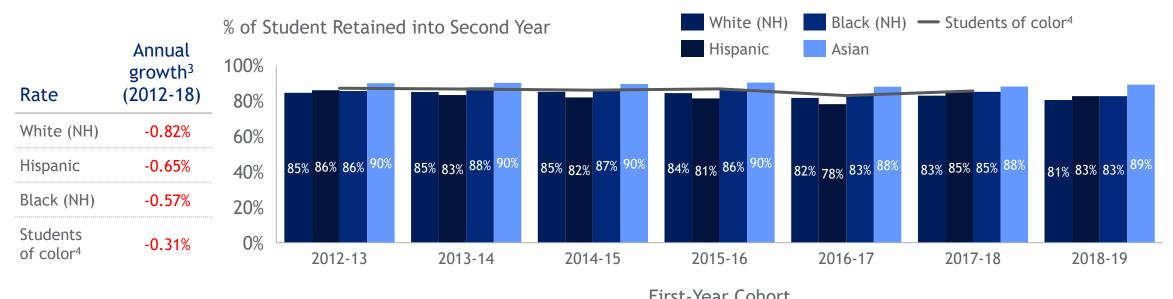
2.21%

3.90%

0.54%

# Chart (B): How are retention rates of students of color trending vs. white students?

# First-year retention rate<sup>1</sup> of FTIC<sup>2</sup> students by race/ethnicity for undergraduate students



Race/ethnicity % of total undergraduate population:

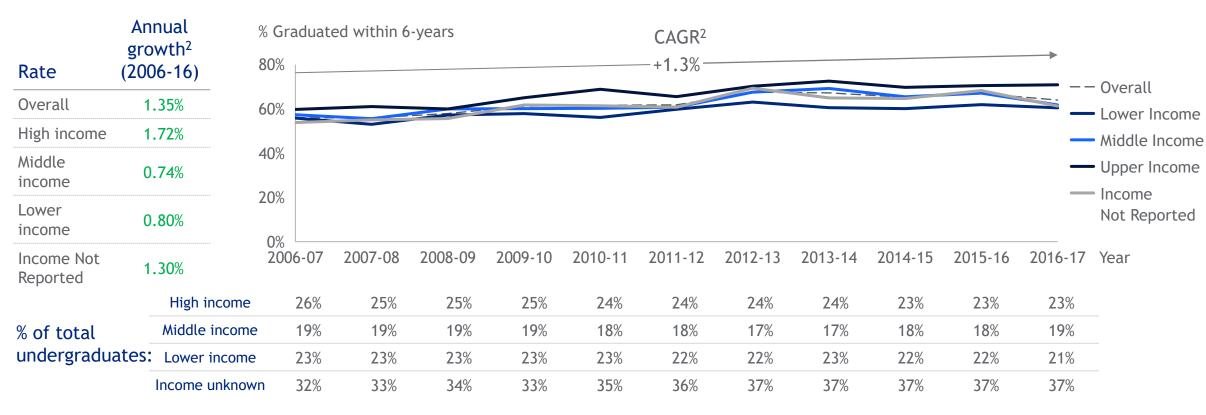
			'	ii se i cai conoi	C		
White (NH)	55%	55%	54%	53%	51%	49%	47%
Hispanic	7%	8%	8%	9%	9%	10%	10%
Black (NH)	19%	19%	19%	19%	20%	20%	21%
Asian	13%	13%	14%	14%	14%	14%	14%
Multi Race	4%	5%	5%	5%	6%	6%	7%

<sup>1.</sup> Rate of first-year students retained into second year 2. First time in college full time students 3. Excludes Native American and International due to comprising less than 5% of student population each year 4. Retention rate for students of color at Virginia Commonwealth University Note: Graph excludes race/ethnicity unknown

Source: SCHEV Retention and Graduation report Sub-Cohort Retention and Completion Rate Trends; RT01: Retention Report (First-time, Full-time Students; E22 Fall Term Enrollment by Race/ethnicity

# Chart (C): How do graduation rates differ by income level?

# 6-Year Graduation Rate of FTIC<sup>1</sup> Undergraduate Students by Income Level



<sup>1.</sup> First time in college, full-time students 2. "Annual growth" calculated as compound annual growth rate (CAGR)

Note: Income unreported line is excluded in this chart; Income categories do not exclude Pell recipients. Income represents family/student income at entry.

Includes full-time students, enrolling for the first time in fall, spring, or summer. Income levels based on reported family income on FAFSA and family size (lower income = 200% poverty level and below; middle income = 201-400% of poverty level; high income = 401% poverty level and above)

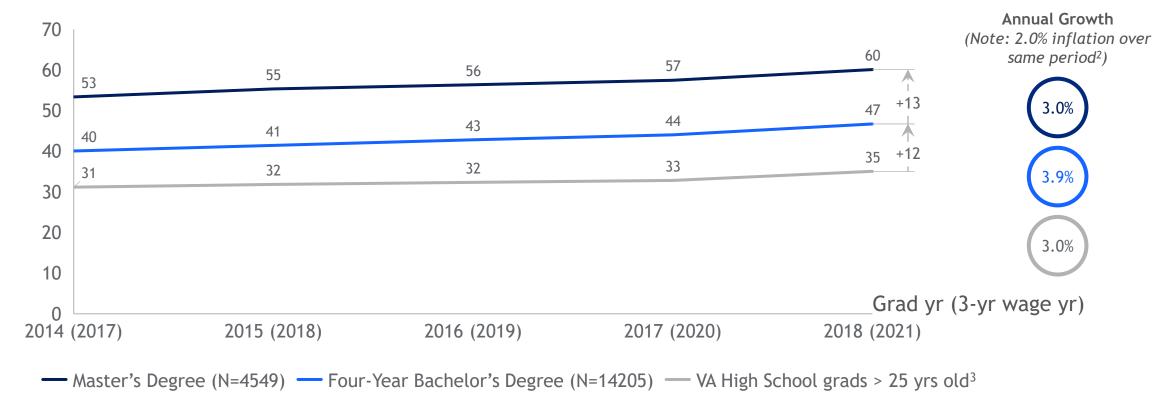
Source: SCHEV Retention and Graduation report Sub-Cohort Retention and Completion Rate Trends; GR-SC01: Six-Year Graduation Rate Trends, by Economic Sub cohorts (Low, Middle, High)

# Post-completion outcomes

# Graph (A): How much excess wages are generated by higher-ed degrees<sup>1</sup> vs. high school degrees?

Median income 3-yrs post-grad (\$K)

Source: SCHEV data extraction, April 2023; Bureau of Labor Statistics; US Census Bureau



<sup>1.</sup> Only included degrees with >10% of enrollment to ensure large enough N 2. CPI 2017-2021 for Washington-Arlington-Arlington-Arlington-Alexandria, DC-VA-MD-WV 3. Wages for Virginians ages 25+ with no more than a high school diploma or equivalent, wages defined as wages, salary, Armed Forces pay, commissions, tips, piece-rate payments, and cash bonuses earned before deductions were made for taxes, bonds, pensions, union dues, etc....and net income from self-employment."; 2020 includes 5-year estimates due to COVID-data disruption

Note: Years represent median wage 3 years post grad in VA of students who graduated in the year combined and students who graduated in the 4 previous years with wages adjusted for inflation to the most recent year of wages, in order to allow for reporting at the program-level; only includes wage data from VA from employers covered under state unemployment insurance; Only included programs with >10% of enrollment to ensure large enough N

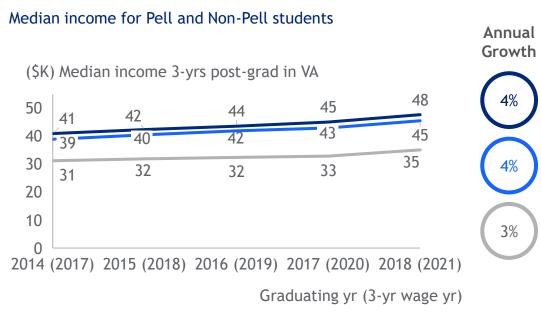
# Graph (B): How do wages for the largest programs<sup>1</sup> compare to other schools?

	n median wage grad vs. lic & private reporting inst. <sup>2</sup>	Diff. in wage growth vs. all 4-yr public inst.	Median inc. VCU grads	% of VCU grads <sup>3</sup>	Sample size (N)	Capture rate
4-year Bachelor's	11120	4-yr public ilist.	veo graus	vco graus	Sample Size (N)	(N /grads)
Psychology, General	-4-	0 pp	\$38K	6%	1473	59%
Biology/Biological Sciences, General	-5- <del>-</del>					
		-2 pp	\$37K	4%	807	46%
Business/Commerce, General	-1- <del>1</del>	2 pp	\$57K	4%	1009	60%
Mass Communication/Media Studies	<b>-</b> 4	0 pp	\$41K	4%	824	56%
Registered Nursing/Registered Nurse	-0	-6 pp	\$68K	3%	896	72%
Criminal Justice/Law Enforcement Administration	-2-	-3 pp	\$45K	3%	775	64%
Health Teacher Education	-3-	3 pp	\$40K	3%	588	58%
Political Science and Government, General	-7	-3 pp	\$44K	2%	382	50%
Marketing/Marketing Management, General	<mark>-8</mark> ]	9 pp	\$53K	2%	411	58%
English Language and Literature, General	-15 <mark>-</mark>	-2 pp	\$35K	2%	396	60%
Chemistry, General	-8	-19 pp	\$40K	2%	306	47%
Information Science/Studies	<mark>-12</mark>	0 pp	\$69K	2%	440	69%
Biological and Physical Sciences	<b>-</b> 3	-4 pp	\$39K	1%	323	59%
Accounting	<mark>-7</mark>	2 pp	\$61K	1%	346	68%
Master's						
Social Work	-2 <del>-</del>	-3 pp	\$52K	2%	652	73%
Education, General	-5- <del></del>	-1 pp	\$53K	2%	534	82%
Business Administration and Management, General	15	5 pp	\$110K	1%	349	69%

2. Median wage of class of '18 and 5 preceding classes 3 yrs post-grad 3. 2017-2018 Graduating Year Source: SCHEV data extract, 4/'23

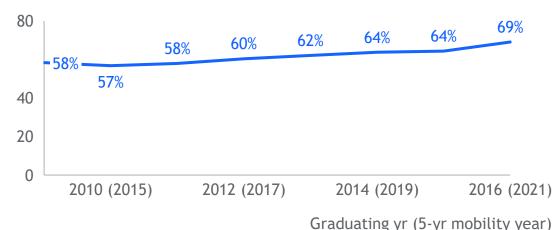
<sup>1.</sup> Largest programs based on number of 2018 graduates with sample size (N) at least 100 up to 20 programs; excludes "Multi-Interdisciplinary studies, other"

# Graph (C): How are median wages and upward mobility trending for lower-income students?



### Upward mobility for lower-income undergrads<sup>2</sup>

% of lower-income graduates who achieve upward mobility in VA (measured at 5-yr mark)



Virginia Commonwealth University (N=1091)

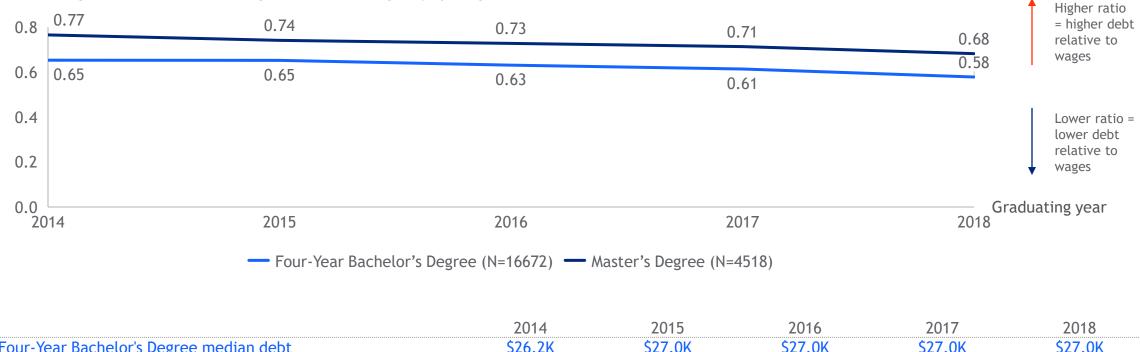
- Virginia Commonwealth University Non-Pell grads (N=8262)
- Virginia Commonwealth University Pell grads (N=5943)
- VA High School grads > 25 yrs old
- 1. Wages for Virginians ages 25+ with no more than a high school diploma or equivalent, wages defined as wages, salary, Armed Forces pay, commissions, tips, piece-rate payments, and cash bonuses earned before deductions were made for taxes, bonds, pensions, union dues, etc....and net income from self-employment."; 2020 includes 5-year estimates due to COVID-data disruption 2. Upward mobility defined as earnings greater than 200% of the federal poverty level (5-yrs post-grad) for the average family size for a 25-29 yr old + estimated annual student loan payment; lower-income undergraduates defined as those coming from households at 0-200% of the federal poverty level (income data drawn from FAFSA)

Note: Year's represent median wage 3 years post grad in VA of students who graduated in the year combined and students who graduated in the 4 previous years with wages adjusted for inflation to the most recent year of wages, in order to allow for reporting at the program-level; only includes wage data from VA from employers covered under state unemployment insurance

Source: SCHEV data calculation and extract, April 2023; US Census Bureau

# Graph (D): How much debt do students take on relative to their future earnings?

Debt to wage ratio (median debt at grad./median. wage 3-yr post-grad)



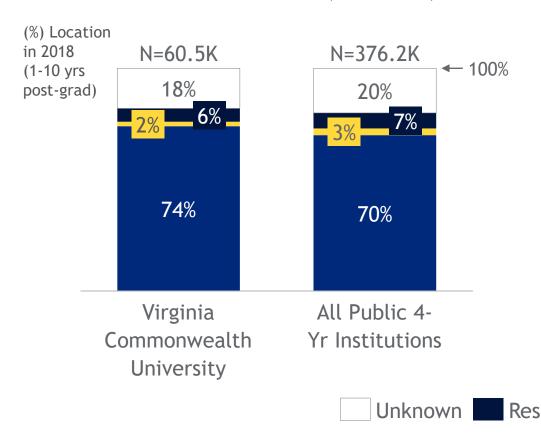
	2014	2015	2016	2017	2018
Four-Year Bachelor's Degree median debt	\$26.2K	\$27.0K	\$27.0K	\$27.0K	\$27.0K
Master's Degree median debt	\$40.9K	\$41.0K	\$41.0K	\$41.0K	\$41.0K

Note: Years represent median wage 3 years post grad in VA of students who graduated in the year combined and students who graduated in the 4 previous years with wages adjusted for inflation to the most recent year of wages, in order to allow for reporting at the program-level; only includes wage data from VA from employers covered under state unemployment insurance; Debt represents median cumulative debt at graduation Source: SCHEV data extraction, April 2023

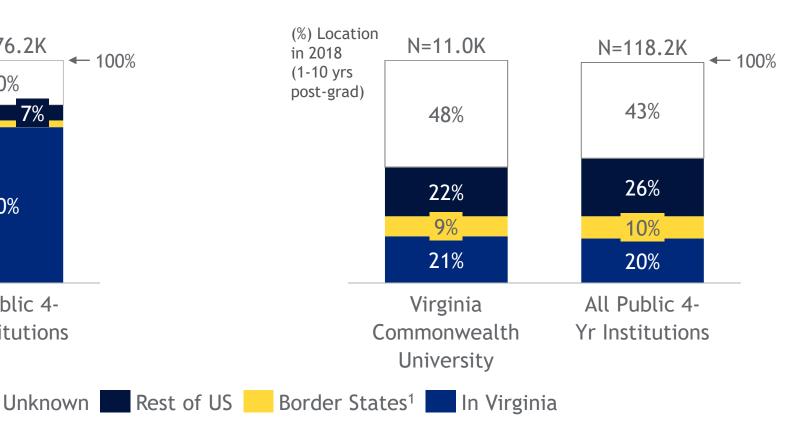
# Workforce alignment

# Chart (A): Are graduates remaining in Virginia after school?

# In-State Graduates (all levels)



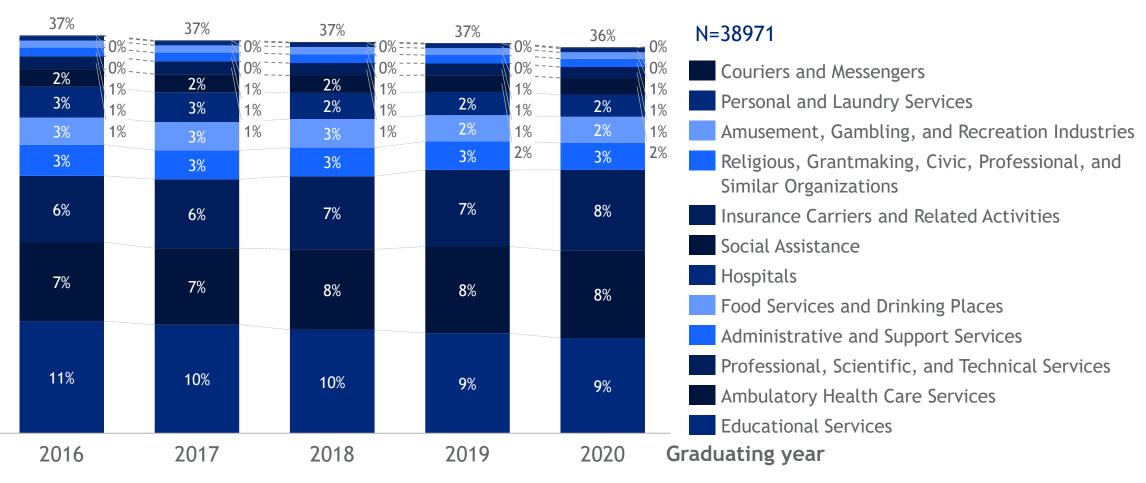
# Out-of-State Graduates (all levels)



Note: Graduates include students from all degree programs and levels from graduating classes of 2007-08-2017-18 1. Border States Include North Carolina, Tennessee, Kentucky, West Virginia, Maryland and Washington, D.C. Source: SCHEV Graduate Mobility Website

# Chart (B): Are graduates entering industries with the highest job growth in VA?

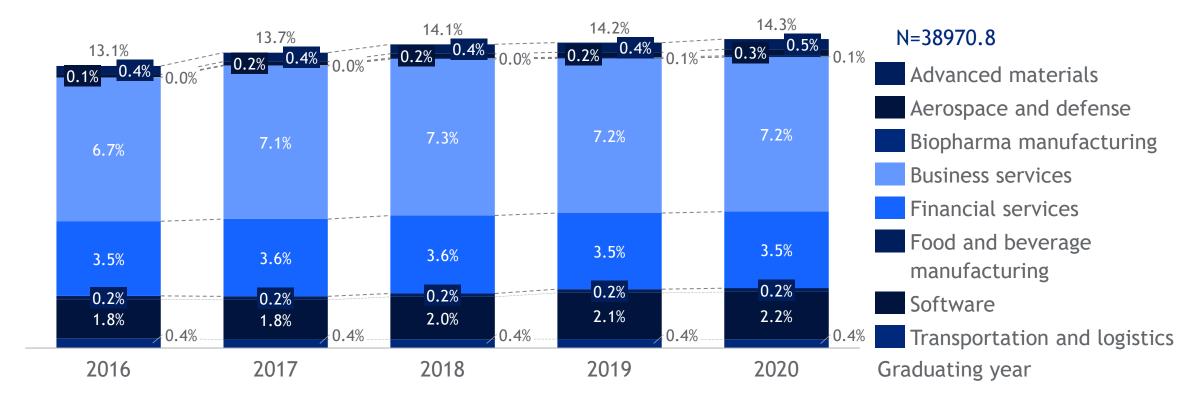
% of graduates working in top 12 high growth industries 1 year post graduation (inclusive of all degree levels)



Note: Excludes State, Local, and Federal Government Source: SCHEV graduate data; VOEE data on highest growth industries

# Chart (C): Are graduates entering VEDP-designated high-priority tradable industries?

% of graduates working in VEDP priority industries<sup>1</sup> 1 year post graduation (inclusive of all degree levels)



<sup>1.</sup> Priority industries defined as industries with high potential job growth and alignment to Virginia's strengths that will position Virginia as an unparalleled business location Source: SCHEV and VEDP

# Occupational alignment: key considerations



# Objective for this section:

 Provide directional insight into how institutional degree conferrals align to high-growth occupations in the Commonwealth of Virginia



# Approach:

 A tailored set of degree programs at 2 & 4-yr levels matching each occupation was chosen based on CIP codes and the most common degree programs across the state (full list in backup)



### **Considerations:**

- Occupational alignment data is still nascent; VOEE's "Education and Workforce Alignment" dashboard is pending public release for institutional use.
- The mapping of programs of study to high-growth occupations may have gaps and limitations, as there is no clear 1:1 mapping between degree programs and occupational requirements.
- Some occupations (e.g., business operations specialists) may not capture all projected workforce supply-demand gaps.

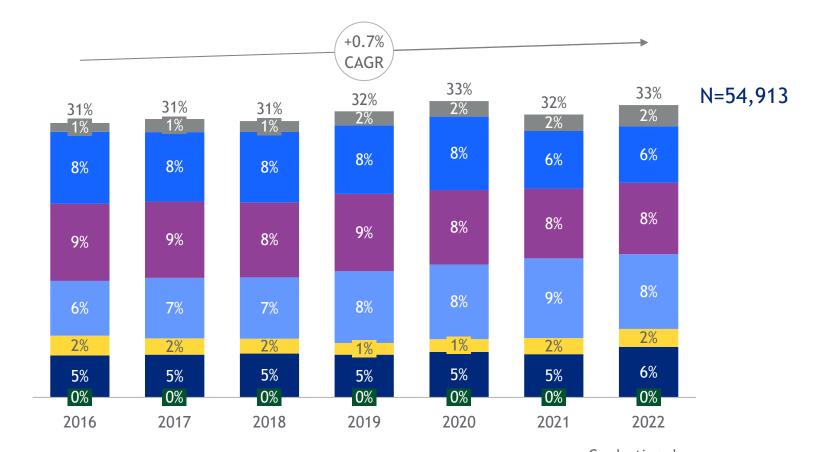
# Chart (D): Are students graduating from programs that are aligned to occupations that are expected to see high growth in the next 5 years?

### Occupations

Skilled Trades

**Computer Occupations Business Operations Specialists** Healthcare Diagnosing or Treating Practitioners Preschool, Elementary, Middle, Secondary, and Special Education Teachers Financial Specialists Counselors, Social Workers, and Other Community and Social Service **Specialists** 

# Share of students graduating from programs aligned to high-growth occupations



Note: Excludes high growth occupations that typically do not require any college education for entry level positions; excludes "Other Management Occupations" due to lack of consistent "core" associated programs

Source: VOEE occupation growth estimates, SCHEV degree conferral estimates

# Backup | High-growth occupation - degree program mapping (1/4)

Computer Occupations	CIP Code
Computer and Information Sciences, General	110101
Information Technology	110103
Computer Science	110701
Mathematics and Computer Science	300801
Computer and Information Systems Security/Auditing/Information Assurance.	111003
Computer and Information Sciences and Support Services, Other	119999
Computer Engineering, General	140901

Business Operations Specialists	CIP Code
Business Administration, Management and Operations, Other	520299
Business Operations Support and Secretarial Services, Other	520499
Business Administration and Management, General	520201
Business/Commerce, General	520101
Business Analytics.	307102
International Business/Trade/Commerce	521101
Small Business Administration/Management	520703

Healthcare Diagnosing or Treating Practitioners	CIP Code
Allied Health Diagnostic, Intervention, and Treatment Professions, Other	510999
Health Information/Medical Records Technology/Technician	510707
Registered Nursing/Registered Nurse	513801

Healthcare Diagnosing or Treating Practitioners	CIP Code
Emergency Medical Technology/Technician (EMT Paramedic)	510904
Licensed Practical/Vocational Nurse Training	513901
Respiratory Care Therapy/Therapist	510908
Health Services/Allied Health/Health Sciences, General	510000
Medical/Clinical Assistant	510801
Nursing Practice	513818
Nursing Science	513808
Psychiatric/Mental Health Nurse/Nursing	513810
Adult Health Nurse/Nursing	513803
Family Practice Nurse/Nursing	513805
Medicine	511201
Nurse Anesthetist	513804
Registered Nursing, Nursing Administration, Nursing Research and Clinical Nursing, Other	513899
Geriatric Nurse/Nursing	513821
Maternal/Child Health and Neonatal Nurse/Nursing	513806
Pre-Medicine/Pre-Medical Studies	511102
Clinical/Medical Laboratory Technician	511004
Dental Hygiene/Hygienist	510602
Dental Laboratory Technology/Technician	510603
Diagnostic Medical Sonography/Sonographer and Ultrasound Technician	510910

# Backup | High-growth occupation - degree program mapping (2/4)

Healthcare Diagnosing or Treating Practitioners	CIP Code
Medical Office Assistant/Specialist	510710
Medical Radiologic Technology/Science - Radiation Therapist	510907
Occupational Therapist Assistant	510803
Opticianry/Ophthalmic Dispensing Optician	511801
Physical Therapy Assistant.	510806
Radiologic Technology/Science - Radiographer	510911
Surgical Technology/Technologist	510909
Physician Assistant	510912

Preschool, Elementary, Middle, Secondary, and Special Education Teachers	CIP Code
Elementary Education and Teaching	131202
Secondary Education and Teaching	131205
Teacher Education and Professional Development, Specific Levels and Methods, Other	131299
Administration of Special Education	130402
Art Teacher Education	131302
Education, General	130101
Education/Teaching of Individuals with Autism	131013
Education/Teaching of Individuals with Vision Impairments Including Blindness	131009
Educational Leadership and Administration, General	130401
Foreign Language Teacher Education	131306

Preschool, Elementary, Middle, Secondary, and Special Education Teachers	CIP Code
Health Teacher Education	131307
Physical Education Teaching and Coaching	131314
Reading Teacher Education	131315
Special Education and Teaching, General.	131001
Early Childhood Education and Teaching	131210
Education/Teaching of Individuals in Early Childhood Special Education Programs	131015
Education/Teaching of the Gifted and Talented	131004
Educational Assessment, Testing, and Measurement	130604
Education, Other	139999
Education/Teaching of Individuals in Secondary Special Education Programs	131019
Education/Teaching of Individuals with Multiple Disabilities	131007
Educational Administration and Supervision, Other	130499
English/Language Arts Teacher Education	131305
French Language Teacher Education	131325
History Teacher Education	131328
Junior High/Intermediate/Middle School Education and Teaching	131203
Kindergarten/Preschool Education and Teaching	131209
Mathematics Teacher Education	131311
Science Teacher Education/General Science Teacher Education	131316
Social Studies Teacher Education	131318
Special Education and Teaching, Other	131099

# Backup | High-growth occupation - degree program mapping (3/4)

Preschool, Elementary, Middle, Secondary, and Special Education Teachers	CIP Code
Teacher Assistant/Aide	131501
Teacher Education, Multiple Levels	131206
Biology Teacher Education	131322
Online Teaching for K-12 Teachers	139998
Geography Teacher Education	131332
Physics Teacher Education	131329
Technology Teacher Education/Industrial Arts Teacher Education	131309
Financial Specialists	CIP Code
Accounting and Related Services, Other	520399
Finance, General	520801
Accounting	520301
Accounting and Finance	520304
Accounting and Business/Management	520305
Finance and Financial Management Services, Other	520899
Actuarial Science	521304

Counselors, Social Workers, and Other Community and Social Service Specialists	CIP Code
Mental and Social Health Services and Allied Professions, Other	511599
Social Work	440701

Counselors, Social Workers, and Other Community and	
Social Service Specialists	CIP Code
Counselor Education/School Counseling and Guidance Services	131101
Clinical Pastoral Counseling/Patient Counseling	511506
Community Health Services/Liaison/Counseling	511504
Counseling Psychology	422803
Mental Health Counseling/Counselor	511508
Substance Abuse/Addiction Counseling	511501
Vocational Rehabilitation Counseling/Counselor	512310
Clinical, Counseling and Applied Psychology, Other	422899
Genetic Counseling/Counselor	511509
Psychiatric/Mental Health Services Technician	511502

Skilled Trades	CIP Code
Aircraft Powerplant Technology/Technician	470608
Airframe Mechanics and Aircraft Maintenance Technology/Technician	470607
Automobile/Automotive Mechanics Technology/Technician	470604
Construction Trades, General	460000
Diesel Mechanics Technology/Technician	470605
Electrician	460302
Heating, Air Conditioning, Ventilation and Refrigeration Maintenance Technology/Technician	470201

# Backup | High-growth occupation - degree program mapping (4/4)

Skilled Trades	CIP Code
Industrial Electronics Technology/Technician	470105
Mechanics and Repairers, General	470000
Precision Metal Working, Other	480599
Welding Technology/Welder	480508
Electrical, Electronic, and Communications Engineering Technology/Technician.	150303

# Financial effectiveness & sustainability

# Affordability

# Chart (A): How has the total cost of attendance been changing over time?

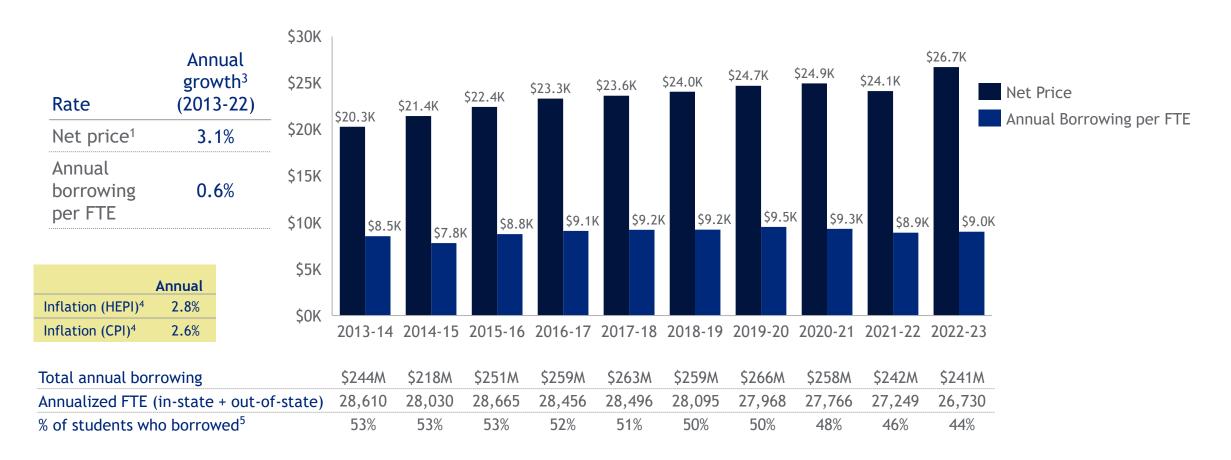
### Breakdown of total cost of attendance (COA)<sup>1</sup> for in-state undergraduates [2012-2021]



<sup>1.</sup> COA = calculated cost of attending the institution; includes transportation, room/board, tuition/fees, supplies, books and other expenses 2. Other expenses include transportation, supplies, books, and other expenses 3. "Annual growth" calculated as compound annual growth rate 4. Inflation-adjusted 5. Determined as growth in HEPI/CPI Source: Data from SCHEV Research Center Tuition & Fees Report TF01: Student Charges by Student Level and Residency Status: IPEDS: U.S. Census Bureau, American Community Survey 5-yr estimates

# Chart (B): How much debt do students need to take on to cover net price?

Net price<sup>1</sup> vs. annual borrowing per total full time equivalents (FTE)<sup>2</sup> [2013-2022]



<sup>1.</sup> Net price = total cost of attendance - financial aid (average) 2. Determined as total annual borrowing (e.g., private Perkins, Stafford, Plus loans) divided by annualized FTE 3. "Annual growth" calculated as compound annual growth rate (CAGR) 4. Determined as annual growth in Higher Education Price Index over period 5. Determined as the number of students with loans divided by total reported enrollment; excludes non-degree, unclassified, and certificate programs; only includes associate, bachelor's, master's, first professional, and doctor's degree programs

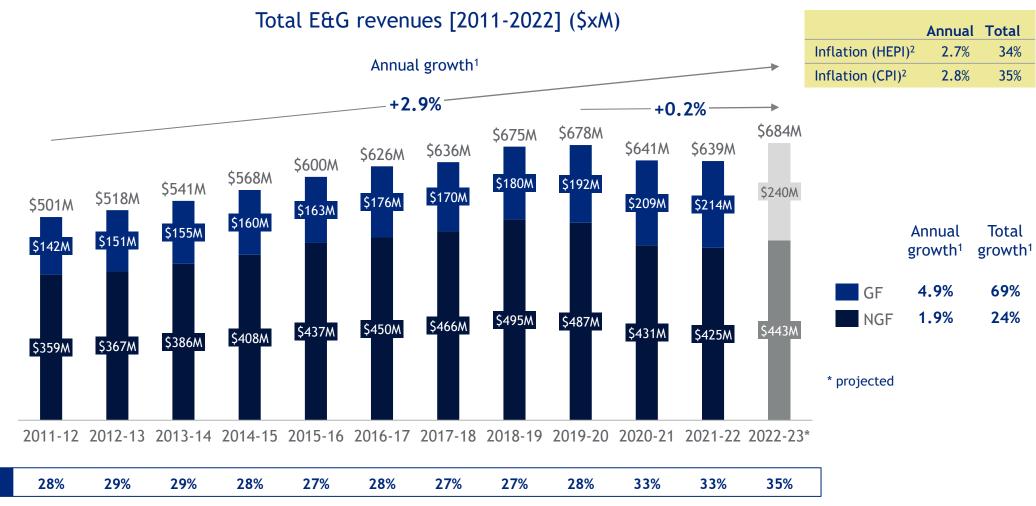
Source: Data from SCHEV Research Center Financial Aid Report FA19C: Trends in Annual Borrowing Per Annualized Student FTE: IPEDS

# Revenue

GF % of total

### Virginia Commonwealth University

### Chart (A): How much do E&G revenues rely on state general funds?

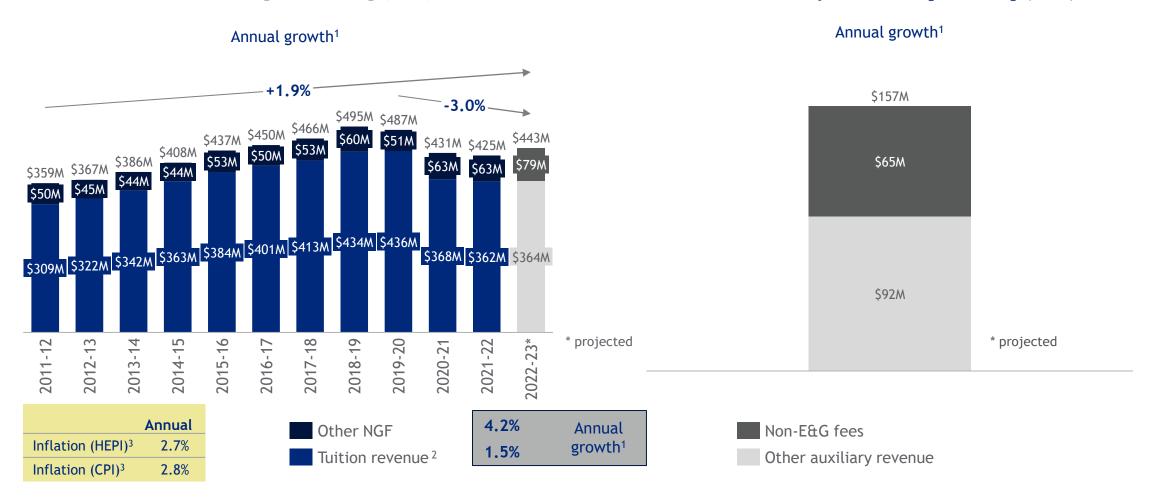


<sup>1. &</sup>quot;Annual growth" calculated as compound annual growth rate (CAGR) 2. Determined as growth in HEPI/CPI Notes: GF=general funds; NGF=non-general funds; total E&G revenues = E&G GF appropriations + total E&G NGF revenue (as reported by institutions) Source: SCHEV

### Chart (B): How quickly have NGF sources of revenue been changing?

Total NGF E&G revenues [2011-2022] (\$xM)

Total NGF auxiliary revenues [2022-23] (\$xM)



<sup>1. &</sup>quot;Annual growth" calculated as compound annual growth rate (CAGR) 2. Total NGF tuition revenue included tuition revenue used for financial aid 3. Determined as growth in HEPI/CPI Notes: NGF=non-general funds; projected revenues for FY2023 year included. Source: SCHEV

# Chart (C): How is institutional financial aid (e.g., discounts/waivers) offsetting institutional tuition revenue over time?

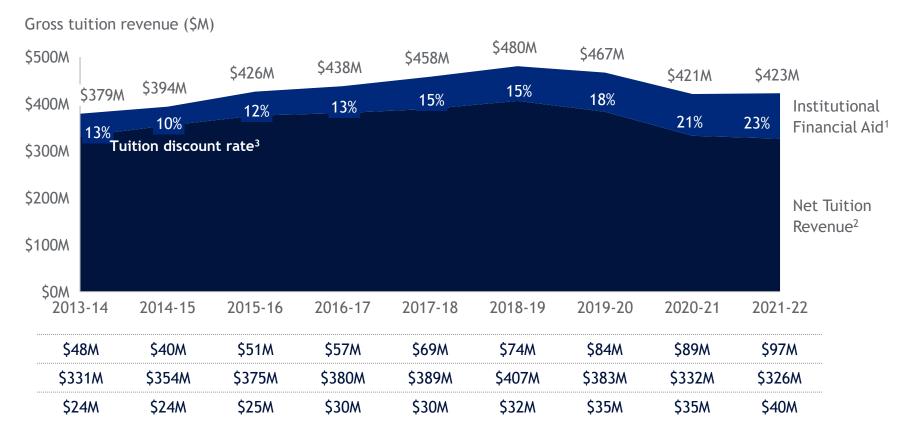
Institutional financial aid (e.g., tuition discounts/waivers)<sup>1</sup> vs. net tuition revenue<sup>2</sup> [2013-2021]

Category	Annual growth <sup>4</sup> (2013-21)
Gross tuition revenue	1.4%
Institutional financial aid¹	9.1%
Net tuition revenue <sup>2</sup>	-0.2%
Inflation (HEPI) <sup>5</sup>	2.8%
Inflation (CPI) <sup>5</sup>	2.7%

Institutional financial aid

Net tuition revenue (NGF)

State-funded financial aid (GF)



<sup>1.</sup> Institution financial aid = SCHEV S1/S2 collections; includes tuition discounts/waivers (foregone revenue) and non-general fund tuition revenues applied toward financial aid (redirected revenue) 2. Net tuition revenue = gross tuition revenue - total institutional financial aid 3. Tuition discount rate = total institutional aid (tuition discounts/waivers) / gross tuition revenue 4. "Annual growth" calculated as compound annual growth rate (CAGR) 5. Determined as annual growth in HEPI/CPI over period Source: SCHEV

# Cost effectiveness

# Expenditures by category

# Chart (A): How are E&G and Auxiliary expenditures (overall and per student) changing over time?

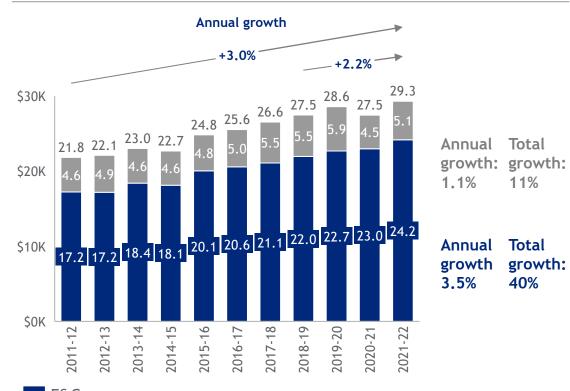
E&G and Auxiliary expenditures and expenditures by student FTE over time

	Annual	Total
Inflation (HEPI) <sup>1</sup>	2.7%	30%
Inflation (CPI) <sup>1</sup>	2.5%	28%

### E&G and Auxiliary expenditure [2011-2021] (\$xM)



### Expenditure per student FTE [2011-2021] (\$xK)



Auxiliary E&G

FG services (program codes 108 and 110) and program code 199 ("admin/sun

Note: Excludes student financial assistance and financial assistance for E&G services (program codes 108 and 110) and program code 199 ("admin/support services"). During the COVID-19 pandemic, institutions incurred one-time expenses such as testing, quarantine housing, and upgrades for distance learning, as well as suppressed personnel expenditures like travel, professional development, and hiring. Including these COVID-related expenses may skew comparisons across those years.

Source: Cardinal Expendwise expenditure data; SCHEV report E5 FTE data

<sup>1.</sup> Determined as growth in HEPI/CPI over period

# Chart (B): How are E&G expenditures changing over time?

Proportional breakdown of E&G expenditures by category [2011-2021]



	Annual	Total
Inflation (HEPI) <sup>2</sup>	2.7%	30%
Inflation (CPI) <sup>2</sup>	2.5%	28%

#### Growth rates (2011-2021)

	Annual	Total
Instructional	1.1%	11%
Research	14.7%	295%
Academic	1.9%	20%
Student Services	-0.5%	-5%
Institutional/Administrative	6.7%	92%
Operations & Maintenance	4.0%	48%

2011-12 2012-13 2013-14 2014-15 2015-16 2016-17 2017-18 2018-19 2019-20 2020-21 2021-22



<sup>1. &</sup>quot;Annual growth" calculated as compound annual growth rate (CAGR). 2. Determined as growth in HEPI/CPI over period

Note: Excludes student financial assistance and financial assistance for E&G services (program codes 108 and 110) and public services due to small expenditures; excludes program code 199 ("admin/support services") and program code 809 ("auxiliary enterprises")

Source: Cardinal Expendwise data

43

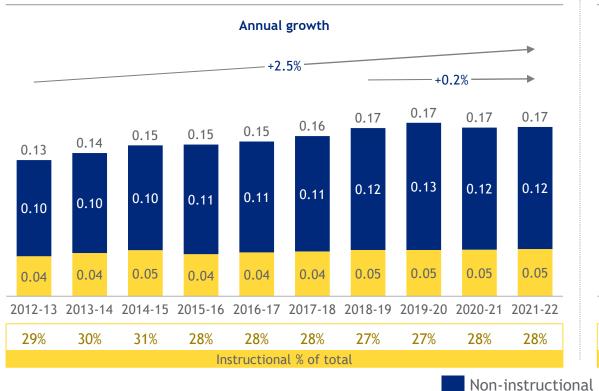
# Personnel numbers & costs

### Chart (C): How has personnel increased on a per-student basis?

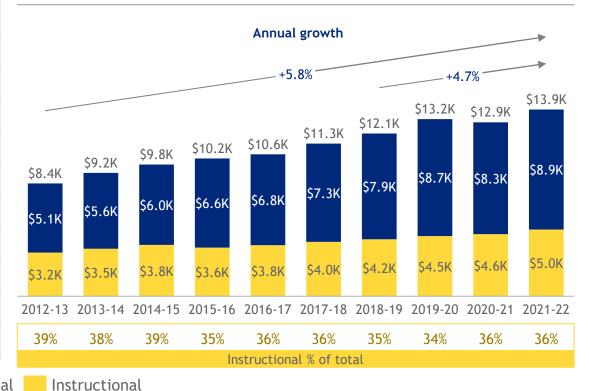
Breakdown of personnel by # and \$ on a per-student basis [2013-2022]

	Annual	Total
Inflation (HEPI) <sup>1</sup>	2.8%	28%
Inflation (CPI) <sup>1</sup>	2.6%	26%





### By salary outlay \$\$ per student FTE



Note: full-time personnel only; includes personnel from all sources of funding; William & Mary includes VIMS and VT/VSU include extension campuses Source: IPEDS

<sup>1.</sup> Determined as growth in HEPI/CPI over period

# Fastest-growing expenditures (E&G + Auxiliary)

### Chart (D): Which of the biggest expenditure categories are growing fastest?

Growth in E&G program expenditures (by service areas) [2011-2021]

	Annual	Total
Inflation (HEPI) <sup>2</sup>	2.7%	30%
Inflation (CPI) <sup>2</sup>	2.5%	28%

#### Top 5 E&G service areas over time



Top 10 service areas <sup>1</sup>		% of spend (2021-22)	Annual growth rate <sup>3</sup>
General Academic Instruction	\$237M	37%	3.0%
Academic Administration	\$68M	11%	1.2%
Individual Or Project Research	\$43M	7%	15.0%
Medicine Instruction	\$33M	5%	-0.5%
General Administrative Services	\$30M	5%	13.9%
Dentistry Instruction	\$27M	4%	3.7%
Libraries	\$23M	4%	3.5%
Logistical Services	\$21M	3%	4.4%
Other Operation And Maintenance Expense	\$19M	3%	10.3%
Utilities	\$18M	3%	2%

Note: Excludes student financial assistance and financial assistance for E&G services (program codes 108 and 110); includes program code 199 ("admin/support services") and program code 809 ("auxiliary enterprises"); personnel spending determined by personal services, non-personnel spending all other major objects

Source: Cardinal Expendwise

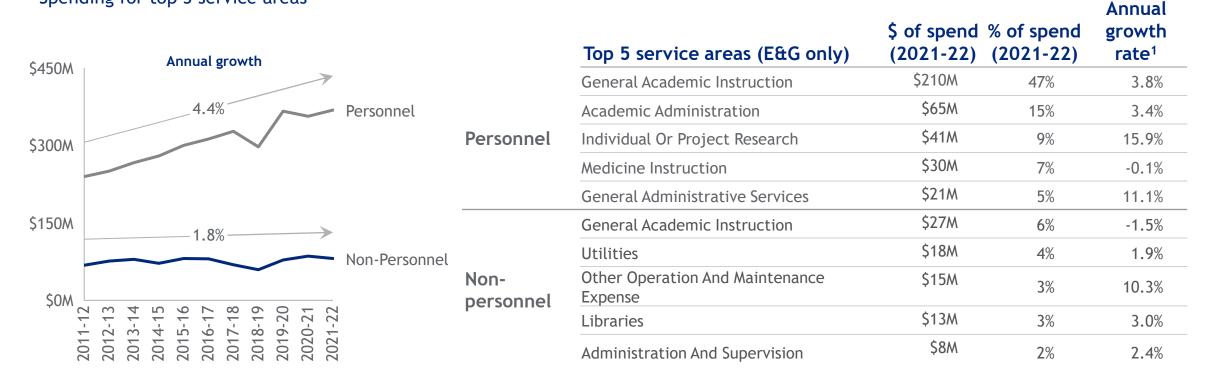
<sup>1.</sup> May be less than 10 depending on institutional use of Cardinal accounting service areas 2. Determined as growth in HEPI/CPI over period. 3. "Annual growth" calculated as compound annual growth rate (CAGR).

### Chart (E): Is expenditure growth driven by personnel or non-personnel costs?

Growth in expenditures, personnel vs. non-personnel [2011-2021]

	Annual	Total
Inflation (HEPI) <sup>2</sup>	2.7%	30%
Inflation (CPI) <sup>2</sup>	2.5%	28%

#### Spending for top 5 service areas



<sup>1. &</sup>quot;Annual growth" calculated as compound annual growth rate (CAGR). 2. Determined as growth in HEPI/CPI over period

Note: Excludes student financial assistance and financial assistance for E&G services (program codes 108 and 110); includes program code 199 ("admin/support services") and program code
809 ("auxiliary enterprises"); personnel spending determined by personal services, non-personnel spending all other major objects

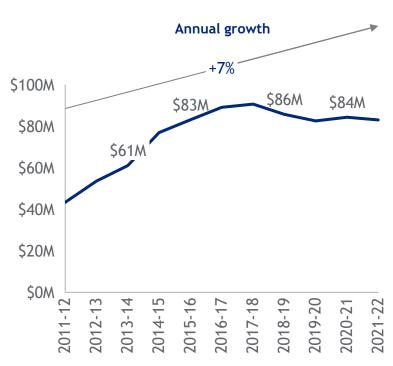
Source: Cardinal

### Chart (F): Which types of administrative spend are growing fastest?

Growth in institutional support spend objects [2011-2021]

	Annual	Total
Inflation (HEPI) <sup>2</sup>	2.7%	30%
Inflation (CPI) <sup>2</sup>	2.5%	28%

#### Total institutional support spend over time



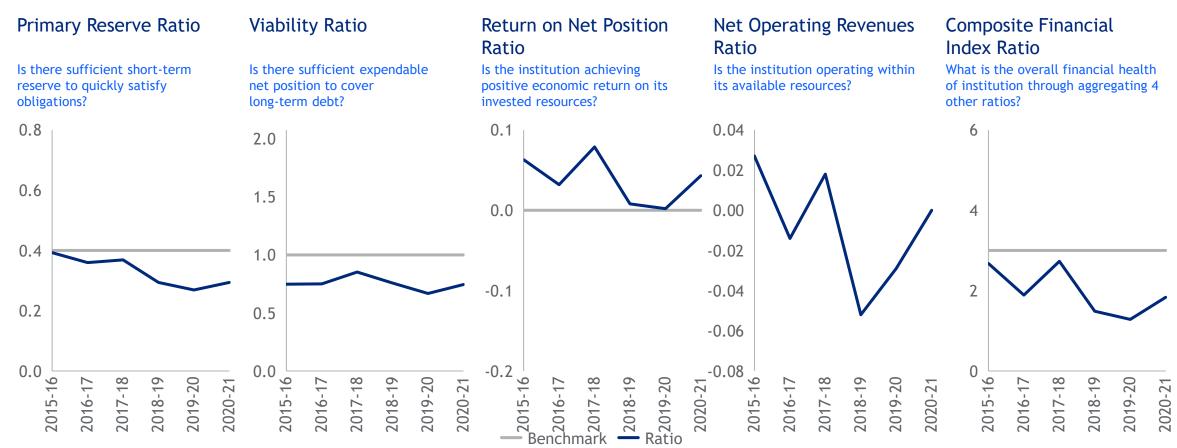
Top 5 spend objects	-	% of spend (2021-22)	Annual growth rate <sup>1</sup>
Salaries	\$51M	61%	7.6%
Employee Benefits	\$21M	25%	10.4%
Technical Services	\$6M	7%	31.4%
Communication Services	\$3M	3%	4.2%
Insurance-Operations	\$2M	3%	2.2%

<sup>1. &</sup>quot;Annual growth" calculated as compound annual growth rate (CAGR). 2. Determined as growth in HEPI/CPI over period Note: Only program code 106 (institutional support) Source: Cardinal

# Financial health

# Chart (G): Is institutional financial health a concern? (exclude components<sup>1</sup>)

#### Fiscal Health Ratios per Auditor of Public Accounts Higher Education Comparative Report, excluding component units<sup>1</sup> [2015-2020]



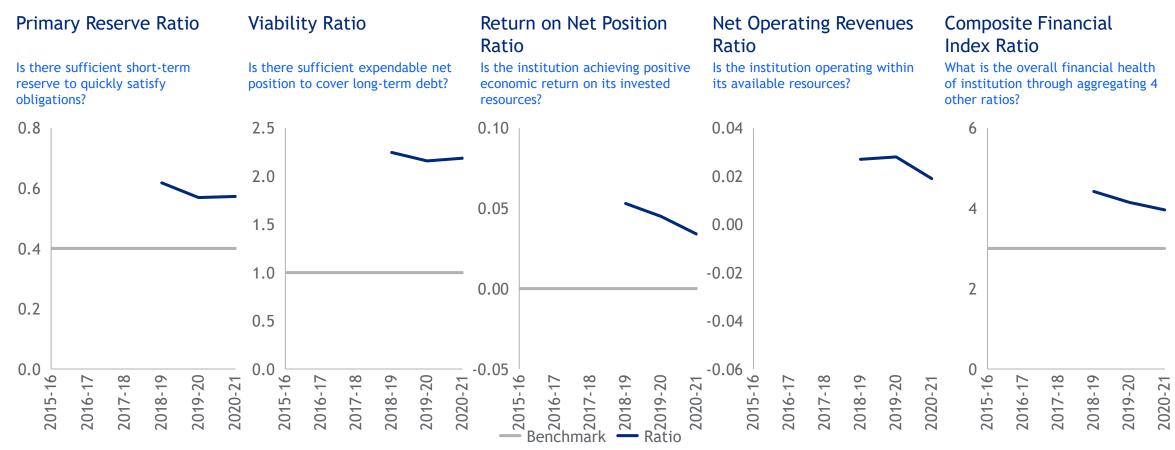
<sup>1.</sup> Component units are legally separate organizations for which the institutional leaders are financially accountable and are significant to institution finances

Note: Net operating revenues ratio has no fixed benchmark; however, institutions should attempt to achieve positive income before consideration of capital and other revenues

Source: SCHEV; Auditor of Public Accounts Higher Education Comparative Report for FY 2020 (link)

### Chart (H): Is institutional financial health a concern? (include components<sup>1</sup>)

#### Fiscal Health Ratios per Auditor of Public Accounts Higher Education Comparative Report, including component units<sup>1</sup> [2015-2020]

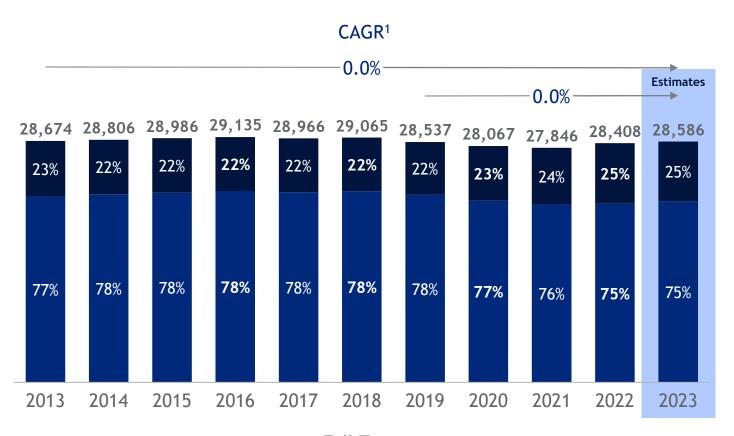


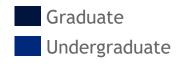
<sup>1.</sup> Component units are legally separate organizations for which the institutional leaders are financially accountable
Note: Ratios for 2015 and 2016 w/ component units not available; net operating revenues ratio has no fixed benchmark - however, institutions should attempt to achieve positive income before consideration of capital and other revenues
Source: SCHEV; Auditor of Public Accounts Higher Education Comparative Report for FY 2020 (link)

# Post-Plan Submission Addendum

### Chart (A): How is overall enrollment headcount trending over time?

### Total Fall Enrollment Headcount by Degree Level





Degree level	Annual growth <sup>1</sup> (2013-23)	Total growth (2013-23)
Graduate	1.0%	7.0%
Undergraduate	-0.3%	-3.0%
Overall	0.0%	0.3%

Excludes certificates as estimates were not available at time of analysis

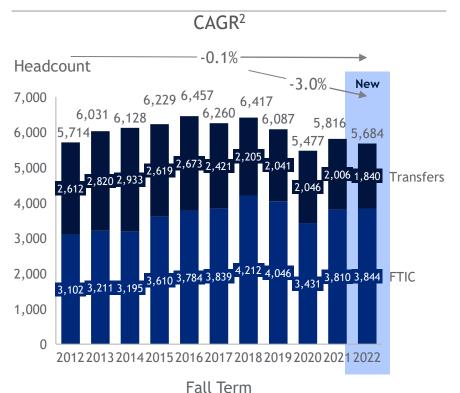
Fall Term

<sup>1. &</sup>quot;Annual growth" calculated as compound annual growth rate (CAGR)

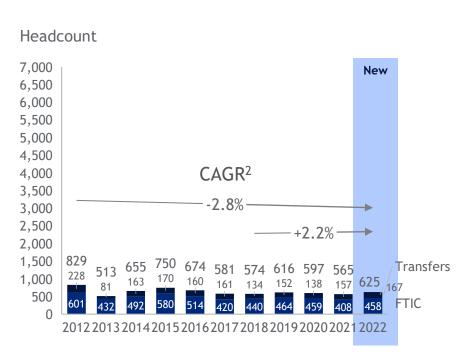
Note: Assoc. Applied and Certificates Misc. are not visible on some bars because they are less than 1% of yearly enrollment. Not program placed excluded. Source: Data from State Council of Higher Education for Virginia (SCHEV) Research Center Enrollment Report E33: Fall Enrollment by Degree Level

# Chart (B): How are new in-state and out-of-state undergraduate enrollment headcount trending over time?

# In-state new FTIC<sup>1</sup> (Freshmen) and transfers



# Out of state new FTIC<sup>1</sup> (Freshmen) and transfers



Sub cohort	Annual growth <sup>2</sup> (2013-22)
In-state FTIC	2.2%
Out-of-state FTIC	-2.7%
In-state Transfers	-3.4%
Out-of-state Transfers	-3.1%

Note: Figures based on SCHEV Annual Admissions Report. Includes spring and fall headcounts.

Fall Term

<sup>1.</sup> First time in college students 2. "Annual growth" calculated as compound annual growth rate (CAGR) Source: Data from State Council of Higher Education for Virginia Research Center Enrollment report B08: Annual Admission report

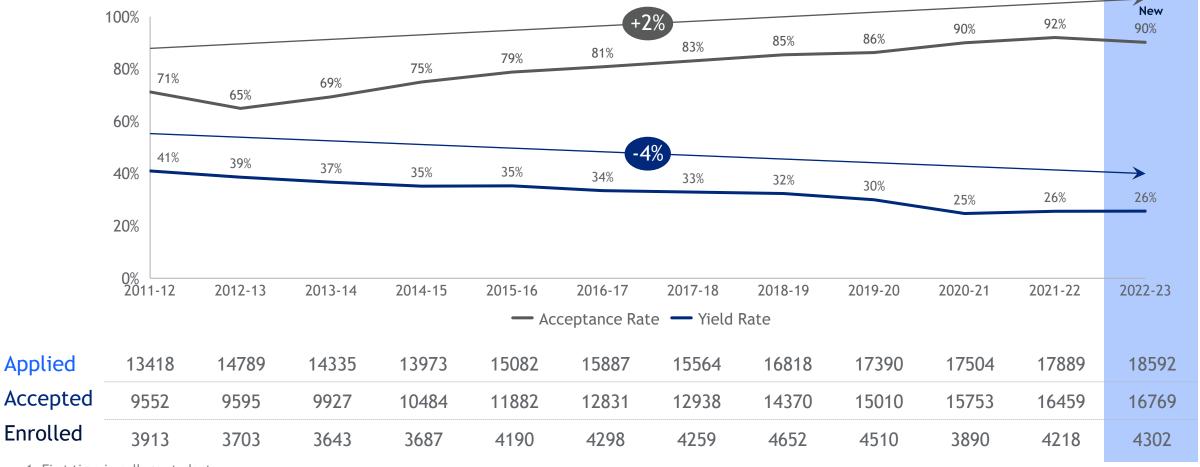
# Chart (D): What changes are happening across the recruitment funnel for first

time college students?

Acceptance rate and yield rate by year



Note: Large sudden change in applications/ acceptances may be due to exogenous factors (e.g., move to Common App)

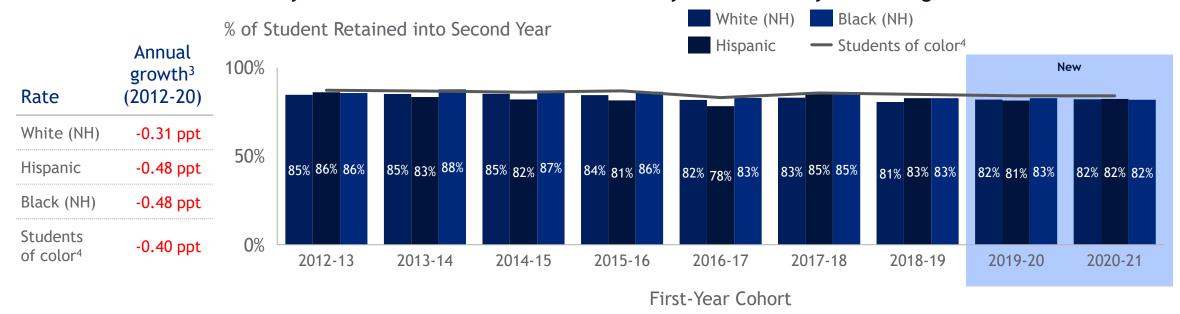


<sup>1.</sup> First time in college students

Source: Data from State Council of Higher Education for Virginia Research Center Admissions Report B08

# Chart (B): How are retention rates of students of color trending vs. white students?

### First-year retention rate<sup>1</sup> of FTIC<sup>2</sup> students by race/ethnicity for undergraduate students



Race/ethnicity % of total undergraduate population:

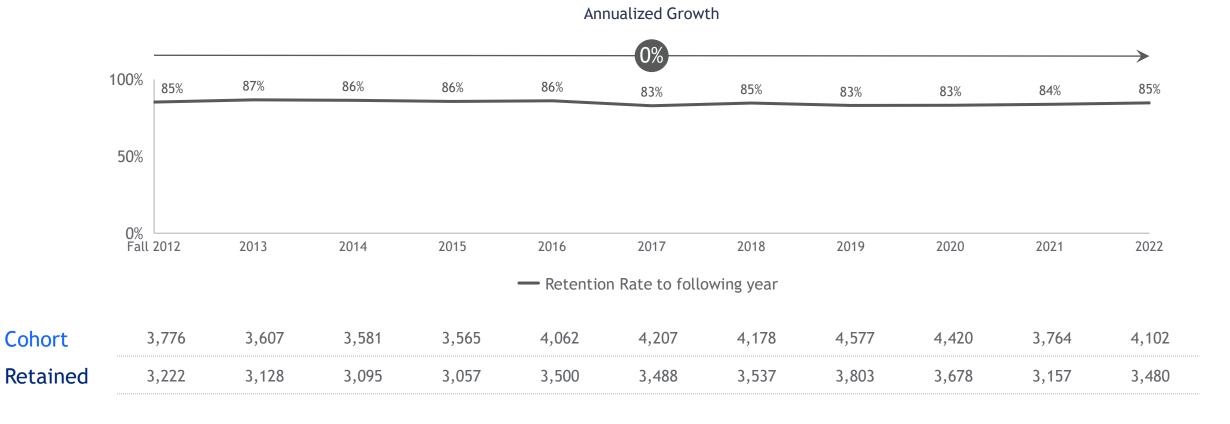
White (NH)	55%	55%	54%	53%	51%	49%	47%	46%	45%
Hispanic	7%	8%	8%	9%	9%	10%	10%	11%	12%
Black (NH)	19%	19%	19%	19%	20%	20%	21%	21%	21%

Source: SCHEV Retention and Graduation report Sub-Cohort Retention and Completion Rate Trends; RT01: Retention Report (First-time, Full-time Students; E22 Fall Term Enrollment by Race/ethnicity

<sup>1.</sup> Rate of first-year students retained into second year 2. First time in college full time students 3. Excludes Native American and International due to comprising less than 5% of student population each year 4. Retention rate for students of color at Virginia Commonwealth University Note: Graph excludes race/ethnicity unknown

### Chart (D): How is retention of FTIC freshman changing over time?

### Undergraduate Freshman FTIC Cohort<sup>1</sup> Retention Rate<sup>2</sup>



<sup>1.</sup> First time in college and full-time freshmen cohorts 2. Percent of first-year students retained for following second-year fall term Source: SCHEV Retention report RT01

### Chart (A): How has the total cost of attendance been changing over time?

#### Breakdown of total cost of attendance (COA)<sup>1</sup> for in-state undergraduates [2012-2021]



COA proportion of household income

\$63,636\$63,907\$64,792\$65,015\$66,149\$68,766\$71,564\$74,222\$76,398\$80,615 40% 42%

<sup>1.</sup> COA = calculated cost of attending the institution; includes transportation, room/board, tuition/fees, supplies, books and other expenses 2. Other expenses include transportation, supplies, books, and other expenses. . Note: 2023 data not available for other expenses so 2022 data was used as a placeholder 3. "Annual growth" calculated as compound annual growth rate 4. Inflation-adjusted 5. Determined as growth in HEPI/CPI. Note HEPI estimate for 2023 as of June, 2023.

### Chart (C): How are unfunded discounts & waivers and tuition used for financial aid offsetting tuition revenue over time?

#### Discount rate: Institution discounting as % of gross tuition revenue



		Redist	ribution r	ate: Iuitio	on used to	r Financia	l Aid as %	of paid/co	illected tu	iition
	Tuition used for Financial aid / tuition revenue for	3.2%	2.7%	2.5%	5.3%	6.1%	6.8%	13.7%	10.9%	11.8%
	operations	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
(\$M	)	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
Gro	ss Tuition Rev	\$379.1	\$394.3	\$426.3	\$437.7	\$458.0	\$480.4	\$466.8	\$421.2	\$422.8
Unf	unded Discounts & Waivers	\$37.6	\$30.9	\$41.8	\$37.1	\$45.1	\$46.1	\$31.0	\$52.8	\$58.4
<b>T</b> uit	ion Rev for Financial Aid	\$10.6	\$9.4	\$9.4	\$20.2	\$23.6	\$27.7	\$52.6	\$36.1	\$38.4
<b>■</b> Tuit	ion Rev for Operations	\$330.9	\$354.0	\$375.0	\$380.5	\$389.2	\$406.6	\$383.1	\$332.2	\$326.1
% of	f Gross Tuition for Operations	87.3%	89.8%	88.0%	86.9%	85.0%	84.6%	82.1%	78.9%	77.1%

Source: Previously submitted 6y plans, S1S2 report, SCHEV analysis

\$20M

\$10M

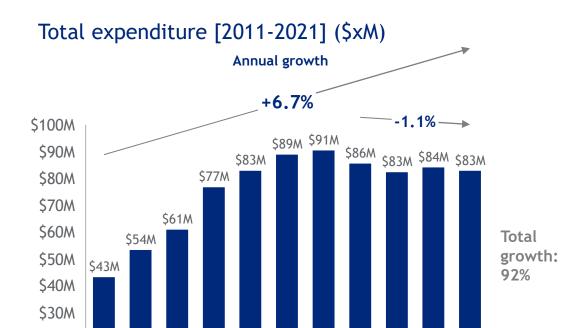
SOM

Virginia Commonwealth University

# Chart (C): How are institutional/admin expenditures (total and per student) changing over time?

Total institutional/admin (106) expenditures and expenditures by student FTE over time

	Annual	Total
Inflation (HEPI) <sup>1</sup>	2.7%	30%
Inflation (CPI) <sup>1</sup>	2.5%	28%



2018-19

2019-20

### Expenditure per student FTE [2011-2021] (\$xK)



<sup>1.</sup> Determined as growth in HEPI/CPI over period Source: Cardinal Expendwise expenditure data; SCHEV report E5 FTE data

# Appendix

# Backup | Cardinal programs & service areas (I/III)

Instruction
General Academic Instruction
Remedial Instruction
Vocational Education
Community Education
Dentistry Instruction
Medicine Instruction
Family Practice Residency Instruction
Veterinary Instruction
Unique Academic Program Activities

Research
Institutes And Research Centers
Individual Or Project Research
Agriculture And Forestry Research
Coal And Energy Research
Environmental And Water Resources Research
Marine Science, Resources, And Environmental Research
Industrial And Economic Development Research
Supporting Research
Veterinary Medical Research

# Backup | Cardinal programs & service areas (II/III)

Academic Support
Libraries
Museums And Galleries
Audio/Visual Services
Computing Support
Ancillary Support
Academic Administration, Personnel Development, and Course and Curriculum Development
All Other Subprograms

Student Service Administration
Social And Cultural Development
Counseling And Career Guidance
Student Admissions And Records
Financial Aid Administration
Student Health Services

**Student Services** 

Institutional/Administrative <sup>1</sup>				
Executive Management				
Fiscal Operations				
General Administrative Services				
Logistical Services				
Public Relations And Development				

# Backup | Cardinal programs & service areas (III/III)

	Non-E&G		
Operations & Maintenance	Auxiliary		
Administration And Supervision	Food Services		
Alumni Hall	Bookstores And Other Stores		
	Residential Services		
Custodial Service	Parking And Transportation Systems And Services		
Building Repairs And Maintenance, Care And Maintenance Of Grounds, And Utility Lines And Maintenance Repairs	Telecommunications Systems And Services		
Grounds, And Othity Lines and Maintenance Repairs	Student Health Services		
Utilities	Student Unions And Recreational Facilities		
Property And General Liability Insurance	Recreational And Intramural Programs		
Proporty Pontals	Other Enterprise Functions		
Property Rentals	Intercollegiate Athletics		

# Backup | Cardinal objects (I/II)

Contractual Services [Objects]	Contractual Services [SubObjects]
Communication services	<ul> <li>Shipping &amp; postal services</li> <li>Messenger services</li> <li>Printing services</li> <li>Telecom services</li> </ul>
Employee development services	<ul> <li>Memberships</li> <li>Publication subscriptions</li> <li>Employee training courses, workshops, and conferences</li> <li>Employee tuition reimbursement</li> </ul>
Health services	<ul> <li>Clinic services</li> <li>Dental services</li> <li>Hospital/medical services</li> <li>Nursing home services</li> <li>X-ray and laboratory services</li> <li>Insurance premiums</li> </ul>
Management & informational services	<ul> <li>Auditing</li> <li>Fiscal services (banking, accounting)</li> <li>Attorney services / legal services</li> <li>Management services</li> <li>Public information &amp; public relations</li> <li>Media &amp; advertising services</li> </ul>

Contractual Services [Objects]	Contractual Services [SubObjects]
Repair & maintenance services	<ul> <li>Custodial services</li> <li>Electrical repair &amp; maintenance</li> <li>Equipment repair &amp; maintenance</li> <li>Extermination</li> <li>Highway repair</li> <li>Mechanical repair</li> <li>Plant repair</li> <li>Vehicle repair</li> </ul>
Support services	<ul> <li>Architectural &amp; engineering</li> <li>Clerical services</li> <li>Food &amp; dietary services</li> <li>Laundry &amp; linen services</li> <li>Manual labor services</li> <li>Production services</li> </ul>
Technical services	<ul> <li>Information hardware services</li> <li>Computer software development services</li> <li>Computer operating services</li> </ul>
Transportation services	<ul><li>Moving &amp; relocation services</li><li>Travel</li><li>Meal reimbursements</li></ul>

# Backup | Cardinal objects (II/II)

Supplies & Materials	
Administrative supplies	
Energy supplies	
Manufacturing & merchandis supplies	sing
Medial & laboratory suppli	es
Repair & maintenance supp	lies
Residential supplies	
Specific use supplies	

Equipment		
Computer hardware & software		
Educational and cultural equipment		
Medial & laboratory equipment		
Motorized equipment		
Office equipment		
Specific use equipment		
Stationary equipment		

Personnel <sup>1</sup>		
Salaries		
Employee benefits		
Special payments		
Wages		
Disability benefits		
Continuous Charges		
Insurance		
Capital lease payments		
Operating lease payments		
Service charges		
Installment purchases		
Payments for state employee health insurance programs		

### Backup | Fiscal health ratio definitions

#### Fiscal Health Ratios per Auditor of Public Accounts Higher Education Comparative Report

	Formula	Key Question
Primary Reserve Ratio	Expendable net position  Total expenses	Is there sufficient short-term reserve to quickly satisfy obligations?
Viability Ratio	Expendable net position  Long-term debt obligations	Is there sufficient expendable net position to cover long-term debt?
Return on Net Position Ratio	Change in net position  Net position at beginning of fiscal year	Is the institution achieving positive economic return on its invested resources?
Net Operating Revenues Ratio	Net income (excl. capital revenues)  Total non–capital revenues	Is the institution operating within its available resources?
Composite Financial Index Ratio	Weighted avg. of 4 other ratios	What is the overall financial health of institution through aggregating 4 other ratios?

# Backup | Component units for each VA IHE (I/II)

University	Non-University Component Units
Christopher Newport University (CNU)	<ul><li>CNU Educational Foundation</li><li>CNU Real Estate Foundation</li></ul>
The College of William and Mary in Virginia (W&M) (includes Virginia Institute of Marine Science (VIMS) and Richard Bland College)	<ul> <li>W&amp;M Foundation</li> <li>Marshall-Wythe School of Law Foundation</li> <li>W&amp;M Alumni Association</li> <li>W&amp;M Athletic Educational Foundation</li> <li>W&amp;M School of Business Foundation</li> <li>VIMS Foundation</li> <li>Richard Bland College Foundation</li> <li>W&amp;M Real Estate Foundation</li> <li>Intellectual Property Foundation</li> </ul>
George Mason University (GMU)	<ul> <li>GMU Foundation</li> <li>Mason Housing</li> <li>GMU Instructional Foundation</li> <li>Mason Korea, LLC</li> <li>Mercatus Center</li> </ul>
James Madison University (JMU)	JMU Foundation
Longwood University (LU)	<ul><li>LU Foundation</li><li>LU Real Estate Foundation</li><li>LU Trust</li></ul>
Norfolk State University (NSU)	<ul> <li>NSU Foundation</li> <li>Athletics Foundation of NSU</li> <li>NSU Research &amp; Innovation Foundation &amp; Affiliates</li> </ul>
Radford University (RU)	RU Foundation
University of Mary Washington (UMW)	UMW Foundation

Note: Excludes Virginia Community College System (VCCS), as not compared to 4-yr colleges in comparative report Source: Auditor of Public Accounts Higher Education Comparative Report for FY 2020 (link); 2020 financial statements for each institution

# Backup | Component units for each VA IHE (II/II)

University	Non-University Component Units	
Old Dominion University (ODU)	<ul> <li>ODU Educational Foundation</li> <li>ODU Real Estate Foundation</li> <li>ODU Athletic Foundation</li> <li>ODU Research Foundation</li> </ul>	
University of Virginia (UVA) (includes UVA-Wise)	<ul> <li>UVA Global, LLC</li> <li>UVA Law School Foundation</li> <li>College Foundation of UVA</li> <li>UVA Darden School Foundation</li> <li>Alumni Association of UVA</li> <li>Jefferson Scholars Foundation</li> <li>Virginia Athletics Foundation</li> <li>UVA Foundation</li> <li>UVA Physicians Group</li> <li>UVA Investment Management Company</li> </ul>	
Virginia Commonwealth University (VCU)	<ul> <li>Medical College of Virginia Foundation</li> <li>VCU Foundation</li> <li>VCU Real Estate Foundation</li> <li>VCU School of Business Foundation</li> <li>VCU School of Engineering Foundation</li> <li>Dentistry@VCU</li> <li>VCU Health System Authority</li> </ul>	
Virginia Military Institute (VMI)	<ul><li>VMI Alumni Agencies</li><li>VMI Research Laboratories</li></ul>	
Virginia Polytechnic Institute & State University (VT)	VT Foundation	
Virginia State University (VSU)	VSU Foundation     VSU Real Estate Foundation	

Note: Excludes Virginia Community College System (VCCS), as not compared to 4-yr colleges in comparative report Source: Auditor of Public Accounts Higher Education Comparative Report for FY 2020 (link); 2020 financial statements for each institution