

**For More Information and Help with this Tool
Please Contact:**



*Best Practices
Strategic Solutions*

Kenneth L. Hoyt, Ph.D.
678 Second Street • Suite #2
Fairport Harbor, Ohio 44077
908-310-6943 • 908-349-3041 (fax)

klhoyt@higheredpractice.com
www.higheredpractice.com

The logo for The Austen Group, featuring a stylized blue 'A' with a red and white circular element in the center, followed by the text 'the Austen group' in a white sans-serif font on a dark blue background.

the Austen group

**SAMPLE COLLEGE
FINANCIAL AID LEVERAGING TOOL
WITH UPDATES**



**SAMPLE COLLEGE
FINANCIAL AID LEVERAGING TOOL
FALL 2009**

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MODEL VARIABLES

MODEL VARIABLES

Case Processing Summary

Unweighted Cases(a)		N	Percent
Selected Cases	Included in Analysis	2,467	100.0
	Missing Cases	0	0.0
	Total	2,467	100.0
Unselected Cases		0	0.0
	Total	2,467	100.0

a. If weight is in effect, see classification table for the total number of cases.

Dependent Variable Encoding

Original Value	Internal Value
Not Enrolled	0
Enrolled	1

Continuous Variables

Need
Total Gift Aid
HSGPA

Categorical Variables Codings

		Frequency	Parameter coding	
			(1)	(2)
Year	2006	910	0.000	0.000
	2007	946	1.000	0.000
	2008	611	0.000	1.000
Gender	Male	1,153	0.000	
	Female	1,314	1.000	
Ethnicity	Non-White	1,238	0.000	
	White	1,229	1.000	
State Residence	Out-of-state	1,279	0.000	
	West VA Resident	1,188	1.000	
Academic Program	Undecided	309	0.000	
	Major	2,158	1.000	
FASFA Status	Did NOT Apply for Aid	665	0.000	
	Applied for Aid	1,802	1.000	

Hosmer and Lemeshow Test

Step	Chi-square	df	Sig.
1	4.702	8	0.783

Contingency Table for Hosmer and Lemeshow Test

		Enrolled = Not Enrolled		Enrolled = Enrolled		Total
		Observed	Expected	Observed	Expected	
Step 1	1	243	241.805	4	5.195	247
	2	233	237.722	14	9.278	247
	3	227	226.465	20	20.535	247
	4	193	195.157	54	51.843	247
	5	183	178.410	64	68.590	247
	6	171	165.086	76	81.914	247
	7	147	150.312	100	96.688	247
	8	132	129.679	115	117.321	247
	9	97	102.154	150	144.846	247
	10	65	64.210	179	179.790	244

Classification Table(a)

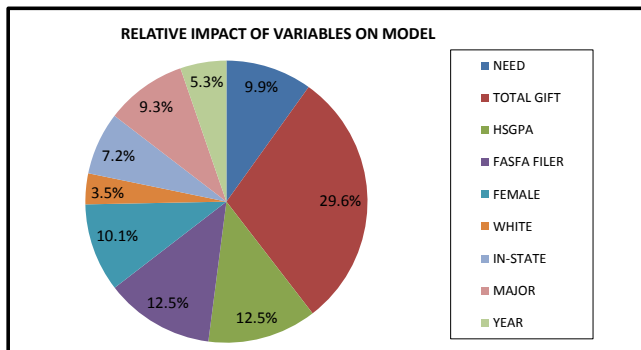
	Observed	Enrolled	Predicted		Percentage Correct
			Not Enrolled	Enrolled	
Step 1	Enrolled	Not Enrolled	1,020	671	60.3
	Enrolled	Enrolled	130	646	83.2
	Overall Percentage				67.5

a. The cut value is .289

Variables in the Equation

Step 1(a)		B	S.E.	Wald	df	Sig.	Exp(B)
	Need	0.000	0.000	12.119	1	0.000	1.000
	Need2	0.000	0.000	4.471	1	0.034	1.000
	Need3	0.000	0.000	0.794	1	0.373	1.000
	TOTL	0.000	0.000	1.235	1	0.267	1.000
	TOTL2	0.000	0.000	12.129	1	0.000	1.000
	TOTL3	0.000	0.000	9.766	1	0.002	1.000
	r_hsgpa	-15.715	9.243	2.891	1	0.089	0.000
	r_hsgpa2	5.124	3.028	2.865	1	0.091	168.026
	r_hsgpa3	-0.581	0.326	3.184	1	0.074	0.559
	fafsa(1)	1.091	0.293	13.885	1	0.000	2.976
	female(1)	0.199	0.105	3.587	1	0.058	1.220
	white(1)	0.268	0.108	6.126	1	0.013	1.308
	instate(1)	0.080	0.122	0.426	1	0.514	1.083
	major(1)	-0.095	0.156	0.375	1	0.541	0.909
	Year			3.834	2	0.147	
	Year(1)	0.163	0.124	1.732	1	0.188	1.177
	Year(2)	-0.069	0.132	0.272	1	0.602	0.934
	Constant	13.854	9.243	2.247	1	0.134	1,039.395,125

a. Variable(s) entered on step 1: fafsa, female, white, instate, major, Year.



FALL 2008 BENCHMARK



FALL BENCHMARK

ROW	HSGPA	NEED	ADMITTED	ENROLLED	YIELD	TOTAL GIFT				INSTITUTIONAL GIFT			GOVERNMENT GIFT			OTHER GIFT			
						GIFT AS % OF NEED [MEDIAN]	MINIMUM AWARD	AVERAGE AWARD	SUM OF AWARDS	TOTAL AWARDED [ENROLLED]	AVERAGE AWARD	SUM OF AWARDS	TOTAL AWARDED [ENROLLED]	AVERAGE AWARD	SUM OF AWARDS	TOTAL AWARDED [ENROLLED]	AVERAGE AWARD	SUM OF AWARDS	TOTAL AWARDED [ENROLLED]
1	3.50+	\$21,000 +	111	56	50.5%	86.6%	\$16,000	\$22,724	\$2,522,353	\$1,305,478	\$14,586	\$1,618,998	\$836,618	\$7,345	\$815,255	\$400,310	\$794	\$88,100	\$68,550
2		\$14,000 - \$21,000	42	23	54.8%	104.0%	\$14,000	\$18,431	\$774,113	\$456,514	\$14,880	\$624,959	\$355,480	\$2,572	\$108,004	\$64,284	\$980	\$41,150	\$36,750
3		\$7,000 - \$14,000	38	15	39.5%	172.0%	\$12,500	\$18,420	\$699,961	\$310,869	\$14,803	\$562,500	\$225,000	\$2,653	\$100,811	\$52,719	\$964	\$36,650	\$33,150
4		\$1 - \$ 7,000	26	11	42.3%	448.8%	\$12,500	\$17,617	\$458,036	\$213,201	\$14,231	\$370,000	\$161,500	\$2,666	\$69,311	\$34,976	\$720	\$18,725	\$16,725
5		No Need	45	23	51.1%	\$18,372.0	\$11,500	\$16,959	\$763,172	\$406,080	\$13,893	\$625,200	\$320,450	\$2,526	\$113,672	\$65,580	\$540	\$24,300	\$20,050
6		No FAFSA	72	1	1.4%	\$12,250.0	\$0	\$11,990	\$863,254	\$12,000	\$11,903	\$857,004	\$11,500	\$0	\$0	\$0	\$87	\$6,250	\$500
7	3.00-3.49	\$21,000 +	84	42	50.0%	71.8%	\$14,000	\$20,105	\$1,688,842	\$866,860	\$13,282	\$1,115,678	\$560,059	\$6,349	\$533,314	\$271,701	\$474	\$39,850	\$35,100
8		\$14,000 - \$21,000	33	13	39.4%	89.5%	\$12,500	\$15,162	\$500,333	\$211,217	\$13,740	\$453,430	\$179,430	\$954	\$31,486	\$18,370	\$467	\$15,417	\$13,417
9		\$7,000 - \$14,000	8	3	37.5%	123.9%	\$10,000	\$13,890	\$111,122	\$37,250	\$13,125	\$105,000	\$35,500	\$547	\$4,372	\$0	\$219	\$1,750	\$1,750
10		\$1 - \$ 7,000	16	8	50.0%	237.1%	\$1,000	\$11,438	\$183,000	\$103,000	\$10,859	\$173,750	\$93,750	\$0	\$0	\$0	\$578	\$9,250	\$9,250
11		No Need	26	7	26.9%	\$11,500.0	\$0	\$10,492	\$272,788	\$106,516	\$9,375	\$243,750	\$82,750	\$673	\$17,488	\$13,116	\$444	\$11,550	\$10,650
12		No FAFSA	79	5	6.3%	\$9,000.0	\$0	\$8,767	\$692,611	\$95,874	\$8,636	\$682,280	\$92,274	\$85	\$6,731	\$0	\$46	\$3,600	\$3,600
13	2.50-2.99	\$21,000 +	75	33	44.0%	63.4%	\$13,000	\$17,810	\$1,335,773	\$632,565	\$12,315	\$923,597	\$423,597	\$5,341	\$400,576	\$198,268	\$155	\$11,600	\$10,700
14		\$14,000 - \$21,000	24	8	33.3%	70.0%	\$12,500	\$12,510	\$300,250	\$89,250	\$12,479	\$299,500	\$88,500	\$0	\$0	\$0	\$31	\$750	\$750
15		\$7,000 - \$14,000	12	3	25.0%	104.3%	\$0	\$11,375	\$136,500	\$39,000	\$11,208	\$134,500	\$38,500	\$0	\$0	\$0	\$167	\$2,000	\$500
16		\$1 - \$ 7,000	3	2	66.7%	279.5%	\$8,000	\$9,500	\$28,500	\$16,000	\$9,500	\$28,500	\$16,000	\$0	\$0	\$0	\$0	\$0	\$0
17		No Need	25	4	16.0%	\$9,000.0	\$4,000	\$7,180	\$179,500	\$34,000	\$7,170	\$179,250	\$34,000	\$0	\$0	\$0	\$10	\$250	\$0
18		No FAFSA	70	3	4.3%	\$0.0	\$0	\$4,079	\$285,500	\$18,000	\$4,036	\$282,500	\$18,000	\$0	\$0	\$0	\$43	\$3,000	\$0
19	BELOW 2.50	\$21,000 +	22	12	54.5%	60.4%	\$13,000	\$15,372	\$338,184	\$199,060	\$11,568	\$254,500	\$141,500	\$3,645	\$80,184	\$54,060	\$159	\$3,500	\$3,500
20		\$14,000 - \$21,000	4	1	25.0%	69.2%	\$12,500	\$12,625	\$50,500	\$12,500	\$12,625	\$50,500	\$12,500	\$0	\$0	\$0	\$0	\$0	\$0
21		\$7,000 - \$14,000	7	2	28.6%	103.6%	\$8,000	\$11,286	\$79,000	\$25,000	\$11,286	\$79,000	\$25,000	\$0	\$0	\$0	\$0	\$0	\$0
22		\$1 - \$ 7,000	2	0	0.0%	301.0%	\$8,000	\$8,000	\$16,000	\$0	\$8,000	\$16,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
23		No Need	8	4	50.0%	\$4,000.0	\$4,000	\$4,813	\$38,500	\$22,500	\$4,813	\$38,500	\$22,500	\$0	\$0	\$0	\$0	\$0	\$0
24		No FAFSA	32	1	3.1%	\$0.0	\$0	\$63	\$2,000	\$0	\$63	\$2,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL			864	280	32.4%		\$0	\$14,259	\$12,319,792	\$5,212,734	\$11,251	\$9,720,896	\$3,774,408	\$2,640	\$2,281,204	\$1,173,384	\$368	\$317,692	\$264,942

BASELINE MODEL



COSTS		
	RESIDENT	COMMUTER
Tuition	\$22,880	\$22,880
Other	\$6,470	
Total	\$29,350	\$22,880

DASH BOARD

	TOTAL FALL08	864	280	32.4%	\$4,691,168	\$3,643,833	\$905,754	\$146,659	56.9%	\$2,762,554
	FALL08 BENCHMARK	864	280	32.4%	\$5,212,734	\$3,774,408	\$1,173,384	\$264,942	58.9%	\$2,631,992
	DIFFERENCE	0.0%	0.0%	0.0%	-10.0%	-3.5%	-22.8%	-44.6%	-3.5%	5.0%

ROW	HSGPA	NEED	TOTAL GIFT AS% OF NEED	MINIMUM TOTAL GIFT	ADMITTED	ENROLLED	YIELD	TOTAL GIFT AID	INST'L GIFT AID	GOV'T GRANTS	OTHER GIFT AID	DISCOUNT	NET TUITION
1	3.50+	\$21,000 +	87%	\$16,000	102	61	60.0%	\$1,402,207	\$976,591	\$373,441	\$52,174	69.8%	\$423,534
2		\$14,000 - \$21,000	104%	\$14,000	43	19	44.8%	\$360,134	\$295,006	\$45,274	\$19,854	67.6%	\$141,227
3		\$7,000 - \$14,000	172%	\$12,500	34	18	51.6%	\$343,405	\$284,332	\$38,521	\$20,553	70.9%	\$116,694
4		\$1 - \$ 7,000	449%	\$12,500	20	12	60.5%	\$278,017	\$238,114	\$25,078	\$14,826	87.4%	\$34,475
5		No Need		\$11,500	38	8	21.5%	\$94,820	\$73,218	\$17,304	\$4,298	38.8%	\$115,433
6		No FAFSA		\$0	88	3	3.4%	\$0	\$0	\$255	\$61	0.0%	\$67,241
SUBTOTAL					324	121	37.3%	\$2,478,584	\$1,867,260	\$499,874	\$111,766	67.5%	\$898,604
7	3.00-3.49	\$21,000 +	72%	\$14,000	78	43	55.3%	\$830,562	\$608,818	\$205,367	\$16,377	61.6%	\$378,816
8		\$14,000 - \$21,000	89%	\$12,500	28	12	44.4%	\$196,935	\$183,566	\$9,568	\$3,800	65.4%	\$97,307
9		\$7,000 - \$14,000	124%	\$10,000	17	6	38.8%	\$88,206	\$85,051	\$2,783	\$372	58.0%	\$61,526
10		\$1 - \$ 7,000	237%	\$1,000	16	5	29.8%	\$50,885	\$49,178	\$630	\$1,353	46.3%	\$56,955
11		No Need		\$0	32	5	16.0%	\$0	\$0	\$2,759	\$947	0.0%	\$117,470
12		No FAFSA		\$0	104	6	6.1%	\$0	\$0	\$238	\$119	0.0%	\$145,113
SUBTOTAL					274	78	28.5%	\$1,166,588	\$926,613	\$221,346	\$22,968	51.9%	\$857,188
13	2.50-2.99	\$21,000 +	63%	\$13,000	66	33	50.6%	\$577,679	\$431,443	\$140,029	\$6,207	56.4%	\$333,698
14		\$14,000 - \$21,000	70%	\$12,500	21	8	38.3%	\$107,913	\$105,974	\$1,067	\$872	56.9%	\$80,307
15		\$7,000 - \$14,000	104%	\$0	12	4	34.8%	\$47,102	\$46,651	\$31	\$420	49.9%	\$46,900
16		\$1 - \$ 7,000	279%	\$8,000	4	2	43.7%	\$25,546	\$23,614	\$1,813	\$119	53.1%	\$20,849
17		No Need		\$4,000	23	5	19.5%	\$18,343	\$17,906	\$0	\$679	17.1%	\$87,014
18		No FAFSA		\$0	67	5	7.9%	\$0	\$0	\$107	\$73	0.0%	\$121,494
SUBTOTAL					194	58	29.6%	\$776,584	\$625,589	\$143,047	\$8,370	47.5%	\$690,262
19	BELOW 2.50	\$21,000 +	60%	\$13,000	20	12	57.1%	\$191,238	\$146,842	\$41,296	\$3,100	55.4%	\$118,453
20		\$14,000 - \$21,000	69%	\$12,500	5	2	48.3%	\$29,287	\$29,222	\$0	\$65	55.5%	\$23,443
21		\$7,000 - \$14,000	104%	\$8,000	4	2	49.3%	\$22,848	\$22,458	\$0	\$390	52.3%	\$20,509
22		\$1 - \$ 7,000	301%	\$8,000	3	1	50.1%	\$17,945	\$17,945	\$0	\$0	54.7%	\$14,842
23		No Need		\$4,000	7	2	29.0%	\$8,095	\$7,904	\$191	\$0	17.1%	\$38,401
24		No FAFSA		\$0	33	4	13.3%	\$0	\$0	\$0	\$0	0.0%	\$100,854
SUBTOTAL					72	24	32.9%	\$269,412	\$224,370	\$41,487	\$3,555	41.5%	\$316,500
NEED SUBTOTALS					266	149	56.1%	\$3,001,686	\$2,163,694	\$760,133	\$77,859	63.3%	\$1,254,500
					96	42	43.4%	\$694,269	\$613,768	\$55,909	\$24,592	64.2%	\$342,284
					66	30	45.3%	\$501,562	\$438,492	\$41,335	\$21,735	64.1%	\$245,629
					43	20	46.8%	\$372,393	\$328,851	\$27,521	\$16,298	72.1%	\$127,120
					101	20	19.8%	\$121,258	\$99,028	\$20,255	\$5,924	21.7%	\$358,318
					292	19	6.5%	\$0	\$0	\$601	\$253	0.0%	\$434,703
TOTAL					864	280	32.4%	\$4,691,168	\$3,643,833	\$905,754	\$146,659	56.9%	\$2,762,554
FALL08 BENCHMARK					864	280	32.4%	\$5,212,734	\$3,774,408	\$1,173,384	\$264,942	58.9%	\$2,631,992
DIFFERENCE					0.0%	0.0%	0.0%	-10.0%	-3.5%	-22.8%	-44.6%	-3.5%	5.0%



COSTS

	RESIDENT	COMMUTER
Tuition	\$22,880	\$22,880
Other	\$6,470	
Total	\$29,350	\$22,880

DASH BOARD

	TOTAL FALLUS	900	314	34.8%	\$5,152,528	\$4,085,059	\$928,289	\$139,621	56.9%	\$3,088,473
BENCHMARK	864	280	32.4%	\$4,691,168	\$3,643,833	\$905,754	\$146,659	56.9%	\$2,762,554	
DIFFERENCE	4.2%	12.0%	7.5%	9.8%	12.1%	2.5%	-4.8%	0.1%	11.8%	

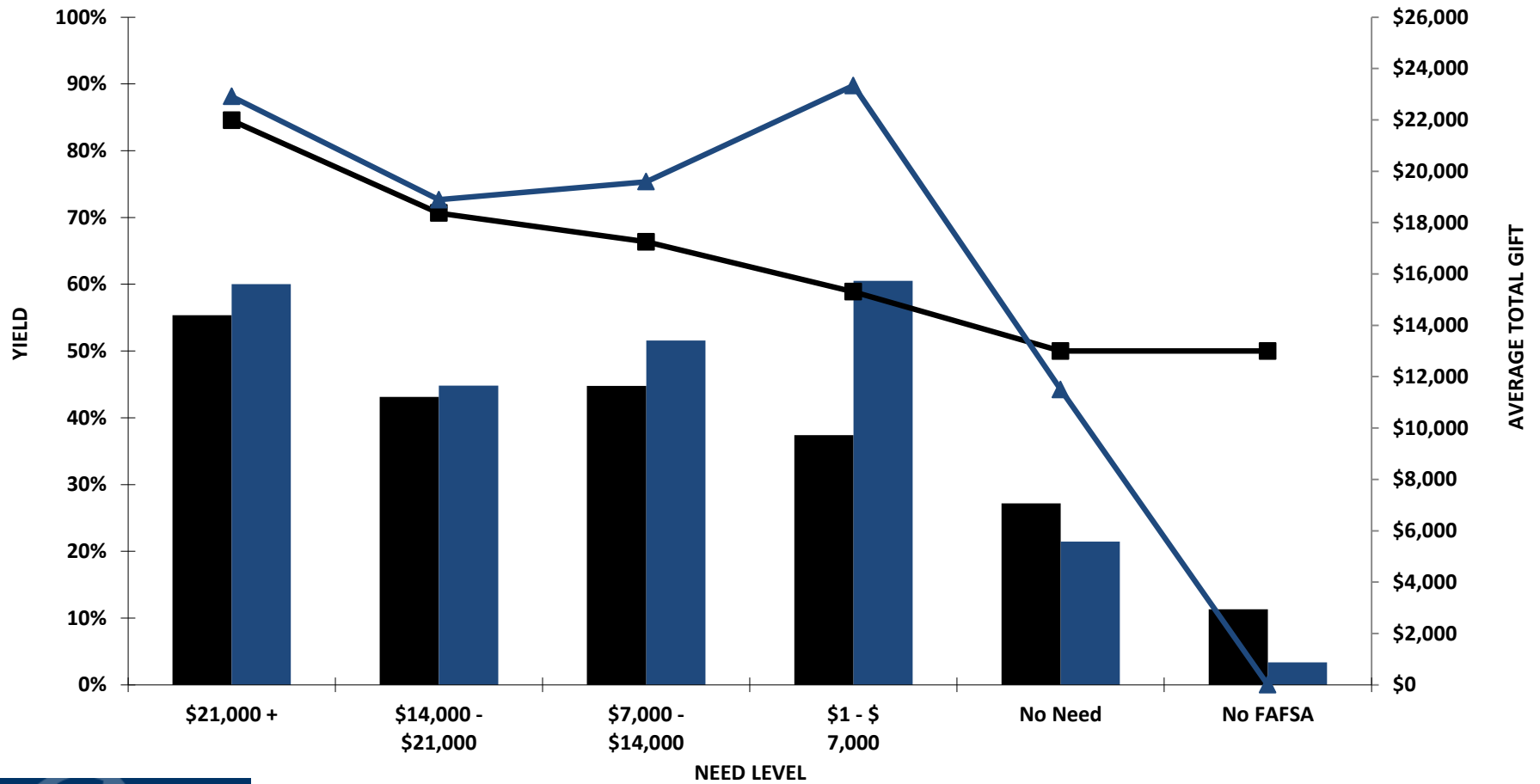
ROW	HSGPA	NEED	TOTAL GIFT %AS OF NEED	MINIMUM TOTAL GIFT	ADMITTED	ENROLLED	YIELD	TOTAL GIFT AID	INST'L GIFT AID	GOV'T GRANTS	OTHER GIFT AID	DISCOUNT	NET TUITION
1	3.50+	\$21,000 +	83%	\$17,000	106	59	55.4%	\$1,292,636	\$881,326	\$361,255	\$50,055	65.5%	\$464,011
2		\$14,000 - \$21,000	100%	\$16,500	44	19	43.1%	\$351,074	\$286,459	\$45,034	\$19,580	65.5%	\$150,774
3		\$7,000 - \$14,000	140%	\$16,500	35	16	44.8%	\$273,417	\$221,836	\$34,793	\$16,789	61.2%	\$140,810
4		\$1 - \$ 7,000	250%	\$15,000	21	8	37.4%	\$117,364	\$93,098	\$16,658	\$7,608	53.1%	\$82,342
5		No Need		\$13,000	40	11	27.2%	\$141,473	\$112,899	\$22,896	\$5,678	45.3%	\$136,094
6		No FAFSA		\$13,000	91	10	11.3%	\$134,497	\$133,371	\$905	\$221	56.3%	\$103,344
SUBTOTAL					338	123	36.3%	\$2,310,461	\$1,728,988	\$481,541	\$99,931	61.6%	\$1,077,377
7	3.00-3.49	\$21,000 +	72%	\$16,000	81	45	55.8%	\$877,278	\$644,876	\$215,104	\$17,298	62.0%	\$394,580
8		\$14,000 - \$21,000	90%	\$15,000	29	14	47.6%	\$224,627	\$209,877	\$10,522	\$4,228	67.0%	\$103,323
9		\$7,000 - \$14,000	120%	\$14,500	17	8	47.7%	\$122,203	\$117,158	\$4,379	\$666	62.4%	\$70,525
10		\$1 - \$ 7,000	150%	\$13,500	16	7	44.2%	\$96,673	\$92,856	\$1,779	\$2,038	56.7%	\$70,987
11		No Need		\$11,000	33	11	32.1%	\$118,033	\$110,273	\$5,786	\$1,974	44.9%	\$135,235
12		No FAFSA		\$11,000	108	15	13.8%	\$164,184	\$163,357	\$551	\$276	47.8%	\$178,146
SUBTOTAL					285	100	35.1%	\$1,602,998	\$1,338,397	\$238,122	\$26,479	58.4%	\$952,796
13	2.50-2.99	\$21,000 +	67%	\$14,500	69	39	56.5%	\$709,517	\$540,001	\$162,362	\$7,153	60.7%	\$349,008
14		\$14,000 - \$21,000	73%	\$13,500	22	9	42.5%	\$132,144	\$129,900	\$1,257	\$987	60.2%	\$85,792
15		\$7,000 - \$14,000	102%	\$13,500	12	6	46.4%	\$76,911	\$76,383	\$34	\$494	58.8%	\$53,597
16		\$1 - \$ 7,000	125%	\$11,500	5	2	39.8%	\$21,173	\$20,091	\$972	\$109	47.7%	\$22,033
17		No Need		\$4,000	24	5	19.5%	\$19,107	\$18,652	\$0	\$707	17.1%	\$90,639
18		No FAFSA		\$0	70	6	7.9%	\$0	\$0	\$112	\$76	0.0%	\$126,556
SUBTOTAL					202	66	32.7%	\$958,851	\$785,028	\$164,737	\$9,527	51.9%	\$727,627
19	BELOW 2.50	\$21,000 +	61%	\$13,000	21	12	58.0%	\$204,253	\$157,287	\$43,689	\$3,277	56.0%	\$123,389
20		\$14,000 - \$21,000	70%	\$13,000	5	3	50.6%	\$32,944	\$32,872	\$0	\$73	57.3%	\$24,522
21		\$7,000 - \$14,000	91%	\$12,500	4	2	52.6%	\$26,127	\$25,793	\$0	\$334	54.0%	\$21,968
22		\$1 - \$ 7,000	100%	\$8,000	3	1	35.5%	\$8,462	\$8,462	\$0	\$0	35.0%	\$15,739
23		No Need		\$4,000	7	2	29.0%	\$8,433	\$8,233	\$199	\$0	17.1%	\$40,001
24		No FAFSA		\$0	34	5	13.3%	\$0	\$0	\$0	\$0	0.0%	\$105,056
SUBTOTAL					75	25	32.9%	\$280,218	\$232,646	\$43,889	\$3,684	41.3%	\$330,674
NEED SUBTOTALS					278	155	56.0%	\$3,083,684	\$2,223,489	\$782,411	\$77,784	62.6%	\$1,330,989
		\$14,000 - \$21,000			100	45	44.6%	\$740,789	\$659,108	\$56,813	\$24,868	64.4%	\$364,411
		\$7,000 - \$14,000			69	32	46.3%	\$498,657	\$441,170	\$39,205	\$18,283	60.6%	\$286,900
		\$1 - \$ 7,000			44	18	40.0%	\$243,671	\$214,507	\$19,409	\$9,756	52.9%	\$191,101
		No Need			105	28	27.1%	\$287,046	\$250,057	\$28,882	\$8,358	38.4%	\$401,970
		No FAFSA			304	35	11.6%	\$298,682	\$296,728	\$1,568	\$573	36.6%	\$513,103
TOTAL					900	314	34.8%	\$5,152,528	\$4,085,059	\$928,289	\$139,621	56.9%	\$3,088,473
BASELINE MODEL					864	280	32.4%	\$4,691,168	\$3,643,833	\$905,754	\$146,659	56.9%	\$2,762,554
DIFFERENCE					4.2%	12.0%	7.5%	9.8%	12.1%	2.5%	-4.8%	0.1%	11.8%
GOAL					900	280	31.1%	\$5,000,000	\$3,650,000	\$1,200,000	\$150,000	35.0%	\$2,756,400
PERCENT OF GOAL					100.0%	112.0%	112.0%	103.1%	111.9%	77.4%	93.1%	162.7%	112.0%

COMPARISON TABLE

COMPARISON TABLE

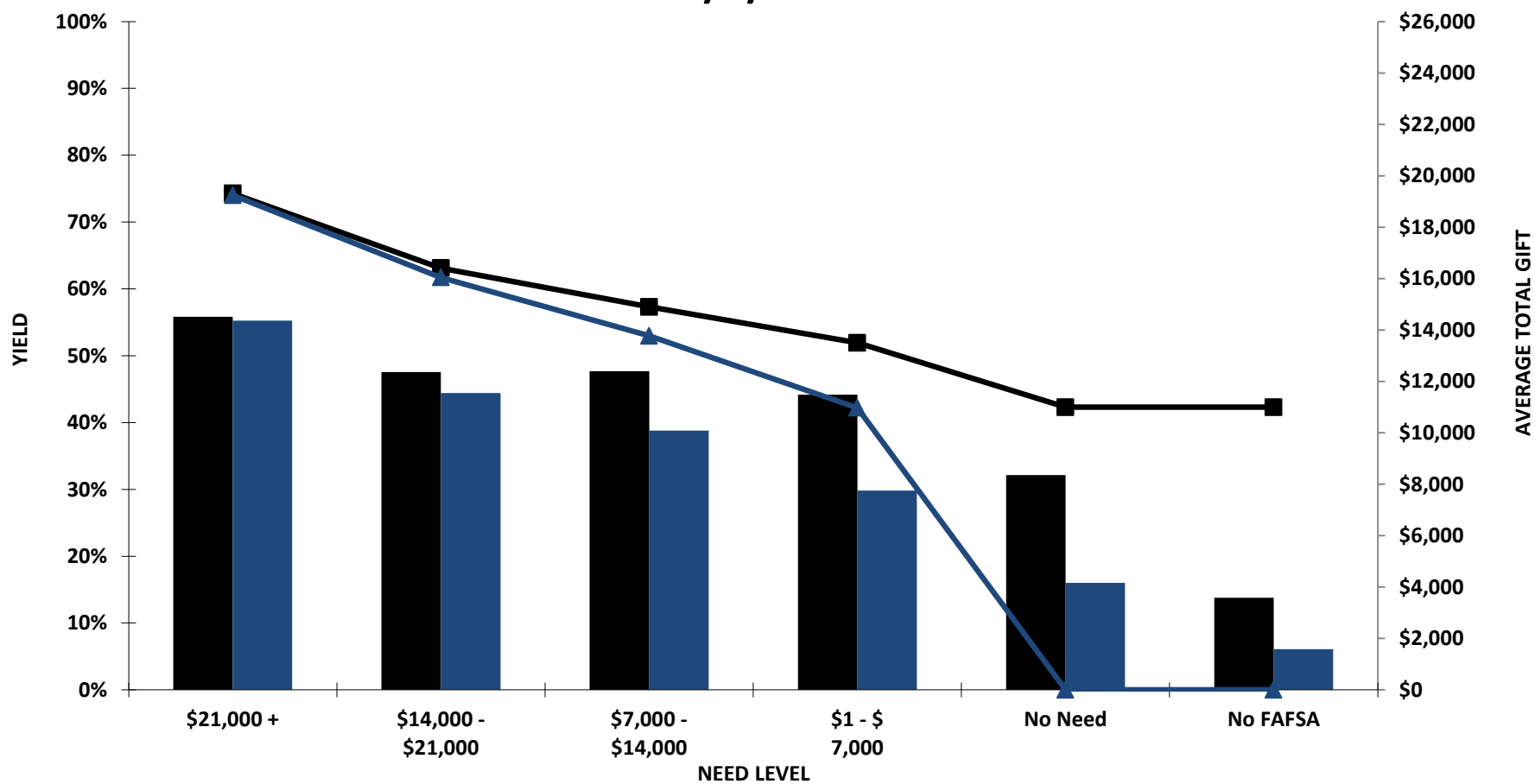
STRATEGY vs. BASELINE					
#REF!					
			STRATEGY		
ROW	HSGPA	NEED	STRATEGY TOTAL GIFT AS % OF NEED	STRATEGY AVERAGE TOTAL AWARD	STRATEGY YIELD
1	3.50+	\$21,000 +	83.0%	\$21,984	55.4%
2		\$14,000 - \$21,000	100.0%	\$18,371	43.1%
3		\$7,000 - \$14,000	140.0%	\$17,250	44.8%
4		\$1 - \$7,000	250.0%	\$15,306	37.4%
5		No Need	\$0	\$13,000	27.2%
6		No FAFSA	\$0	\$13,000	11.3%
ROW	HSGPA	NEED	STRATEGY TOTAL GIFT AS % OF NEED	STRATEGY AVERAGE TOTAL AWARD	STRATEGY YIELD
7	3.00-	\$21,000 +	72.0%	\$19,310	55.8%
8	3.49	\$14,000 - \$21,000	90.0%	\$16,410	47.6%
9		\$7,000 - \$14,000	120.0%	\$14,897	47.7%
10		\$1 - \$7,000	150.0%	\$13,500	44.2%
11		No Need	\$11,000	\$11,000	32.1%
12		No FAFSA	\$11,000	\$11,000	13.8%
ROW		HSGPA	NEED	STRATEGY TOTAL GIFT AS % OF NEED	STRATEGY AVERAGE TOTAL AWARD
13	2.50-	\$21,000 +	67.0%	\$18,260	56.5%
14	2.99	\$14,000 - \$21,000	73.0%	\$14,017	42.5%
15		\$7,000 - \$14,000	102.0%	\$13,538	46.4%
16		\$1 - \$7,000	125.0%	\$11,500	39.8%
17		No Need	\$4,000	\$4,000	19.5%
18		No FAFSA	\$0	\$0	7.9%
ROW		HSGPA	NEED	STRATEGY TOTAL GIFT AS % OF NEED	STRATEGY AVERAGE TOTAL AWARD
19	BELOW	\$21,000 +	61.0%	\$16,650	58.0%
20	2.50	\$14,000 - \$21,000	70.0%	\$13,133	50.6%
21		\$7,000 - \$14,000	91.0%	\$12,516	52.6%
22		\$1 - \$7,000	100.0%	\$8,000	35.5%
23		No Need	\$4,000	\$4,000	29.0%
24		No FAFSA	\$0	\$0	13.3%

STRATEGY vs. UPDATE ABOVE 3.50 HSGPA 5/1/2009



STRATEGY YIELD
 BASELINE YIELD
 STRATEGY AVERAGE TOTAL AWARD
 BASELINE AVERAGE TOTAL AWARD

STRATEGY vs. UPDATE 3.00 - 3.49 HSGPA 5/1/2009

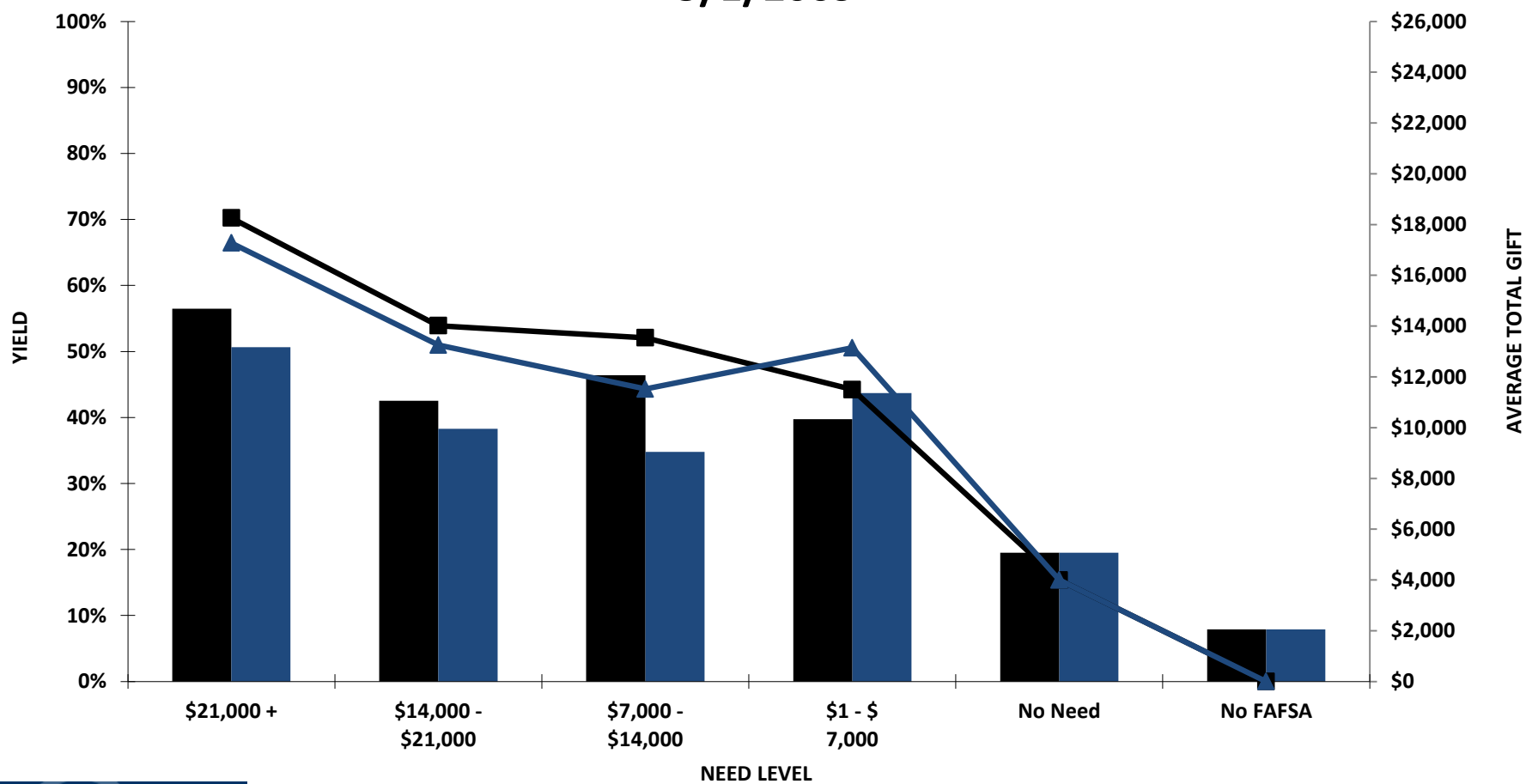


STRATEGY YIELD
 BASELINE YIELD
 STRATEGY AVERAGE TOTAL AWARD
 BASELINE AVERAGE AWARD

STRATEGY vs. UPDATE

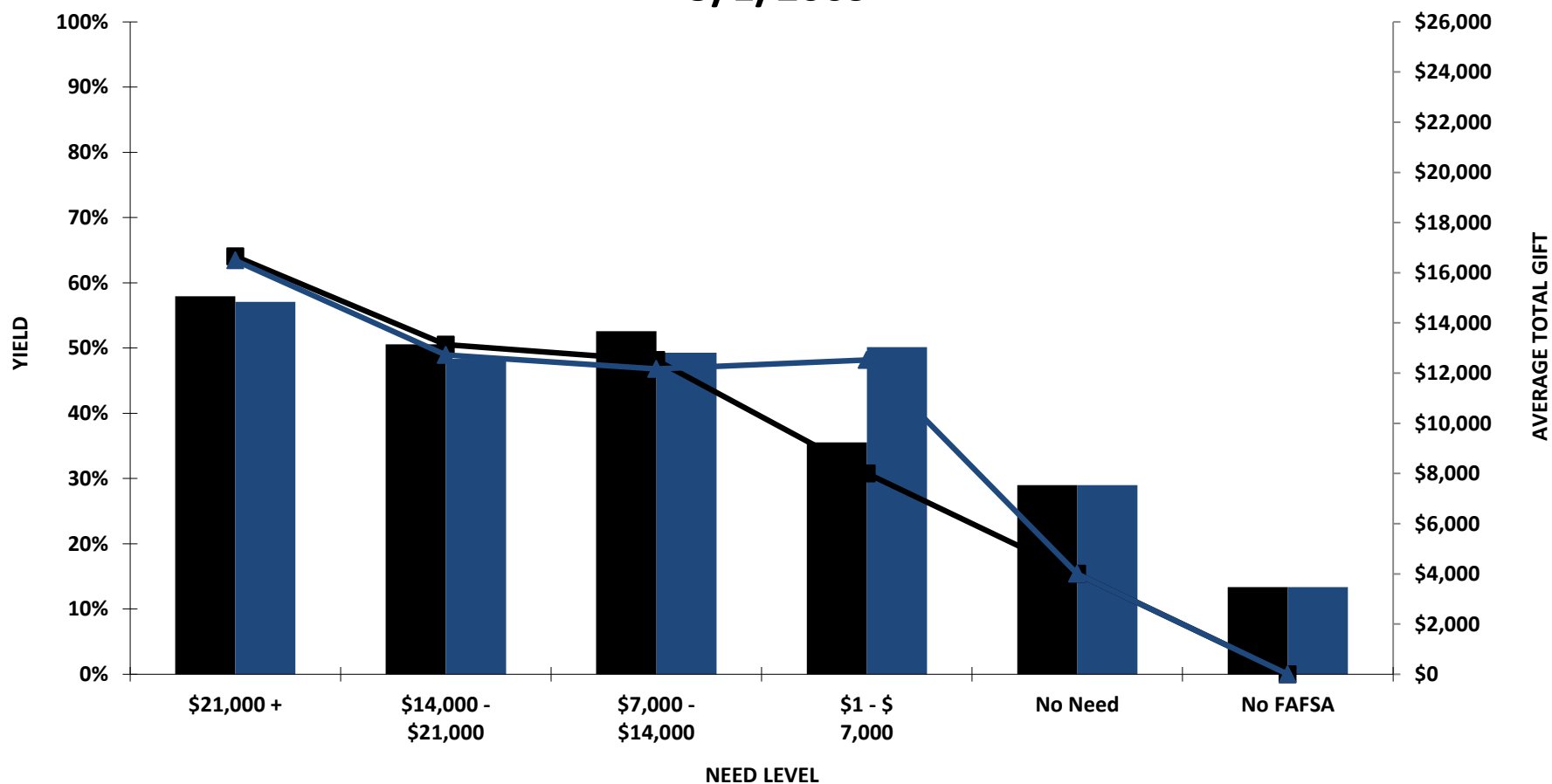
2.50 - 2.99 HSGPA

5/1/2009



STRATEGY YIELD
 BASELINE YIELD
 STRATEGY AVERAGE TOTAL AWARD
 BASELINE AVERAGE TOTAL AWARD

STRATEGY vs. UPDATE
2.50 - 2.99 HSGPA
5/1/2009



STRATEGY
YIELD

BASELINE
YIELD

STRATEGY
AVERAGE
TOTAL AWARD

BASELINE
AVERAGE
AWARD