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Survey Participants

Alexandria Technical & Community College
American Jewish University
Arkansas State University
Bemidji State University
Bethany College (Kansas)
Blue Mountain Community College
Bluegrass Community and Technical College
California Lutheran University
Capitol College
Cayuga Community College
Cheyney University of Pennsylvania
College of Business and Technology
College of the Siskiyous
Concordia University Wisconsin
Daemen College
Dalton State College
DePaul University
Eastern Wyoming College
Florence-Darlington Technical College
Fort Scott Community College
Franklin College
Fresno Pacific University
Georgia Highlands College
Greenville College
Hagel & Company
International Baptist College and Seminary
Kingswood University
Lee University
Lindsey Wilson College
McMurry University
Meadville Lombard Theological School
Mercy College of Ohio
Midland College
Newberry College
Northwestern Health Sciences University
Northwestern Michigan College
Oak Hills Christian College
Oklahoma City Community College
Pratt Institute
Principia College
Raritan Valley Community College
Royal Military College of Canada
Saddleback College

Saint Michael's College
Southeastern Community College
Southern West Virginia Community and Technical College
Spelman College
St. Jerome's University
Texas A&M University
University of Advancing Technology
Union Institute & University
University of Akron
University of Baltimore
University of Cincinnati Clermont College
University of Louisville
University of Missouri-St. Louis
University of North Carolina at Chapel Hill
University of Pittsburgh
University of South Carolina Sumter
University of South Florida
University of Texas Health Science Center
Washington College
Western Michigan University
Woodbury University
Wyoming Catholic College

The Questionnaire

1. Please provide the following contact information
   Name:
   Organization:
   Work Title:
   Email:
   Country:

2. Which phrase best approximates your college's Carnegie Class?
   (a) Community college
   (b) Predominantly 4-year degree granting college
   (c) 4-year degree + MA or PHD granting college
   (d) Research university

3. Is your college public or private?
   (a) Public
   (b) Private

4. What is the approximate full-time equivalent student enrollment of your institution for all programs and schools in all locations?

5. In the past year, which phrase best describes your college's experience, in terms of overall college revenues from all sources?
   (a) Revenue has decreased
   (b) Revenue has remained about the same
   (c) Revenue has increased

6. What has been the percentage change (indicate positive or negative) in your college's revenues over the past year, from the 2010-2011 to the 2011-12 academic year? And what do you expect will be the change in revenue for the upcoming 2012-13 academic year?

7. Over the next five years, what do you expect to happen in terms of college revenues? Do you expect increases or decreases? Do you believe that revenues will increase in terms of per capita enrollment? Is enrollment likely to increase or decrease?

8. Does your college have an endowment?
   (a) Yes
   (b) No

9. If your college does have an endowment what is its approximate current net worth or total value?

10. What was the college's approximate revenue in nominal terms or its rate of return in the past year?

11. What do you expect will be the percentage change in college revenues from the endowment in the next year in terms of actual spending? (If the college spent $1 million from revenues from its endowment in 2011-12 and $1.1 million in 2012-13 then the change would be +10%)

12. If your organization is a public college, what percentage of your total funds are derived from state sources?

13. What has been the percentage change of your college's total funding from state sources in each of the following years?
   2011-12:
   2012-13 (anticipated):

14. How do you expect state funding to develop over the next three years? Do you expect it to increase or decrease? By how much? For what reasons?

15. Has your state or municipality or other government donor altered its funding model in recent years so that the funding of your institution is affected by its efforts to control its costs, penalizing your institution if it exceeds certain cost bounds?
   (a) Yes
   (b) No

16. Does your institution compete with others from your state or city for funds from government that may be competitively awarded to colleges that better succeed in cost control?
   (a) Yes
   (b) No

17. If your state or municipality has such a program, can you briefly describe how it works?

18. Approximately how much revenue accrues to the college from the following source?
   Summer camps and sports camps:
   Rental of college facilities:
   Sales of memorabilia/licensing:
   Hospitals or healthcare services:
   College sports:
   Adult/distance education:
   Training courses or certificates for non-matriculated students:

19. What is the outlook for revenues from each of the following sources?

Camps
(a) Excellent
(b) Good
(c) Acceptable
(d) Poor
(e) Terrible
(f) Not Applicable

College sports
(a) Excellent
(b) Good
(c) Acceptable
(d) Poor
(e) Terrible
(f) Not Applicable

Memorabilia/licensing
(a) Excellent
(b) Good
(c) Acceptable
(d) Poor
(e) Terrible
(f) Not Applicable

Rental of college facilities
(a) Excellent
(b) Good
(c) Acceptable
(d) Poor
(e) Terrible
(f) Not Applicable

Adult education/distance learning/certificates
(a) Excellent
(b) Good
(c) Acceptable
(d) Poor
(e) Terrible
(f) Not Applicable

20. What has been the rate of change in the college's overall revenues from tuition over the following years?
2011-12:
2012-13 (anticipated):

21. What has been the average rate of change in the college's tuition charges in each of the following years? This question is about the rate of change in the tuition cost per credit hour.
    2011-12:
    2012-13 (anticipated):

22. What has been the average rate of change in the college's full-time equivalent enrollment in each of the following years?
    2011-12:
    2012-13 (anticipated):

23. In the following years what has been the rate of change in the number of foreign students studying at your college?
    2011-12:
    2012-13 (anticipated):

24. What is the outlook at your college for the recruitment of foreign students over the next three years?

25. Which phrase best describes how you think possible changes in student loan availability will impact your institution over the next three years?
    (a) I think that student loans for our students will be easier to get or have easier terms
    (b) I don't think our situation will change very much
    (c) Student loans will be harder to get and may have more onerous terms but it won't have a big impact on our revenues
    (d) Student loans will be harder to get or have more onerous terms and we'll feel the impact but be able to moderate or control it
    (e) Student loans will be harder to get or have more onerous terms and I'm afraid it will have a significantly negative impact on us

26. What percentage of your students received federal or federally guaranteed or subsidized student loans in each of the following years?
    2011-12:
    2012-13 (anticipated):

27. How is your organization preparing for a possible reduction in student loan subsidies from the US Federal Government?

28. How much did the college raise through fundraising and gifts in each of the following years?
    2011-12:
    2012-13 (anticipated):

29. What has been the trend over the past two years in fundraising and gift giving from alumni and others?

Characteristics of the Sample

Country

	United States	Canada
Entire Sample	95.45%	4.55%

Type of College

	Community College	4-Year Degree Granting	MA or PHD Granting	Research University
Entire Sample	28.79%	25.76%	34.85%	10.61%

Public or Private Status

	Public	Private
Entire Sample	54.55%	45.45%

Total Student Enrollment (FTE)

	Less than 1,500	1,500 to 4,000	More than 4,000
Entire Sample	31.82%	36.36%	31.82%