

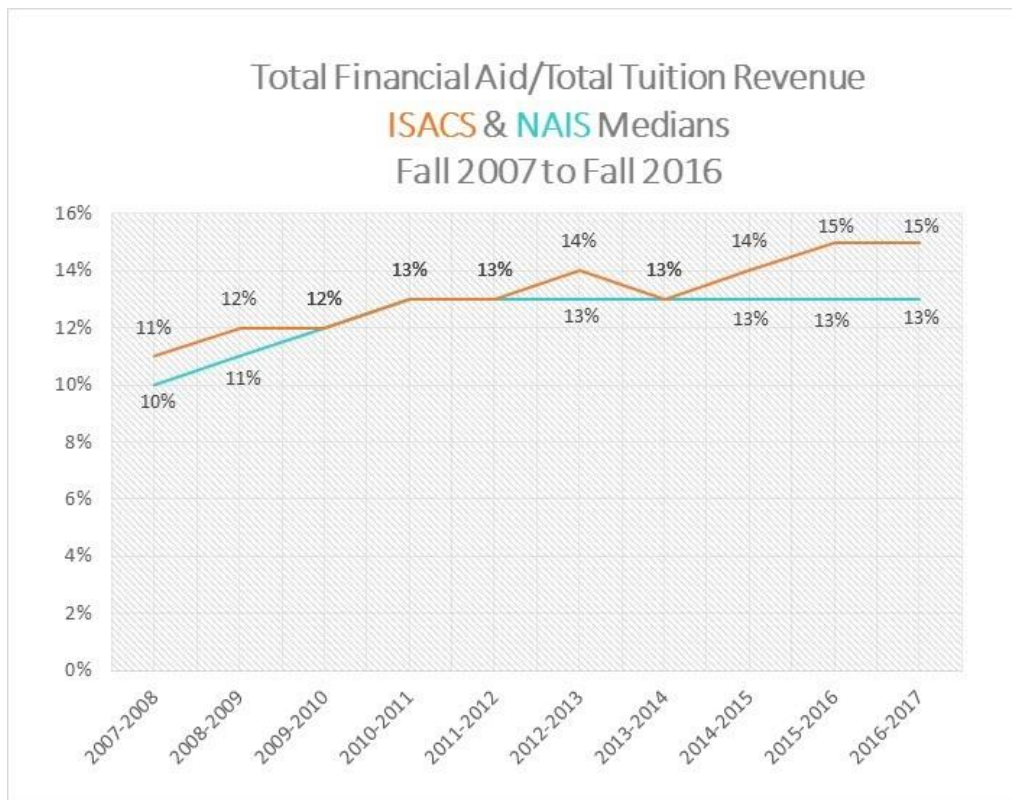


Excerpted from the *President's Update*, May 2017.

**This month's stats: financial aid.** A year ago, I asked Jeff Shields of the National Association of Business Officers (NBOA), "What one statistic is most informative when benchmarking financial aid?" His response: the ratio of total financial aid to total tuition revenue.

For the 97 ISACS schools entering data in the pertinent segment of the fall 2016 NAIS Data Analysis for School Leadership (DASL) survey, the median ratio for aid to tuition revenue for the current year was 15%. For the 964 NAIS schools reporting, the median ratio of aid to tuition revenue was 13%.

The chart below illustrates the ten-year trend line for both cohorts. While it's not surprising to see the proportional growth in financial aid from 2008-2011 given economic conditions, the substantial growth in this ratio in ISACS schools since 2013 should be on our radar.



As always, you may find that the most meaningful data analysis is more specific – by school size, school type, local region, etc. If your school entered data in the DASL survey, then you, your CFO, and your board chair have access to the database to run reports. If you have questions about ISACS statistics drawn from [DASL](#), contact ISACS staff member Andy Gilla at [andy@isacs.org](mailto:andy@isacs.org).