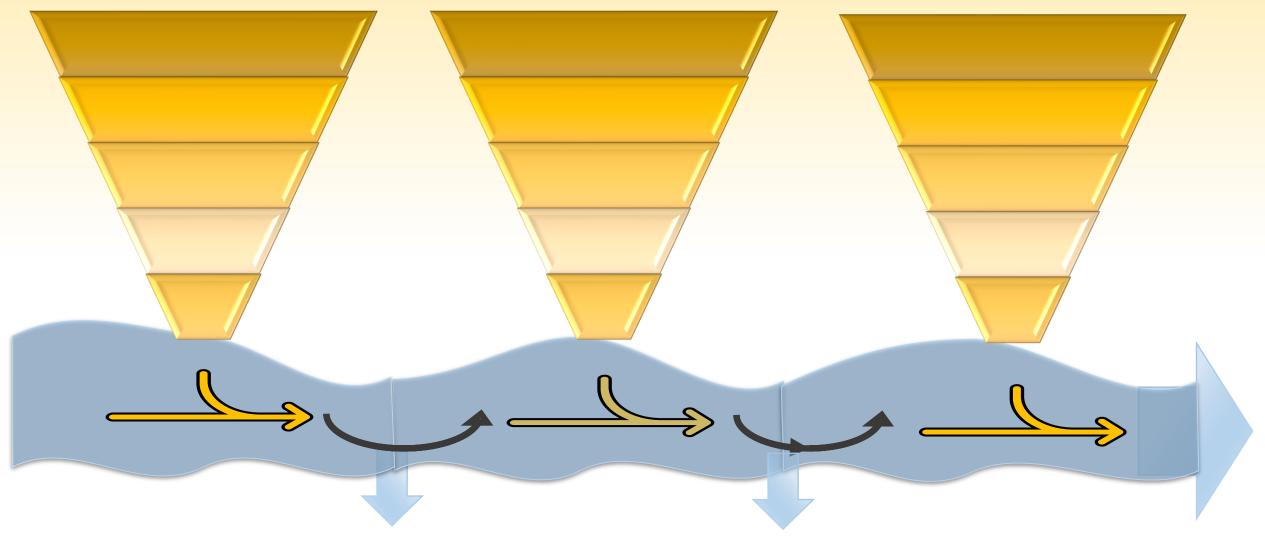
Proactive and Systematic Enrollment Management Support

Sunny Moon, Suseon Yang, Kevin Kaeochinda, Yusuke Kuroki, Michelle Hawley

California State University, Los Angeles

CAIR Conference November 2023





Enrollment Management Flow



Enrollment Modeling

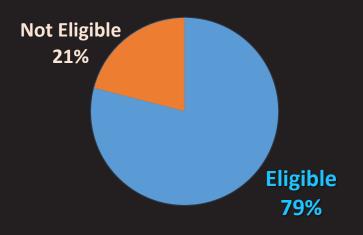
Applied Applied Applied Admitted Admitted Admitted ECD ECD ECD Orientation Orientation Orientation Enroll Enroll Enroll Re-Enrollment Re-Enrollment

Graduation / Stop-Out

Graduation / Stop-Out

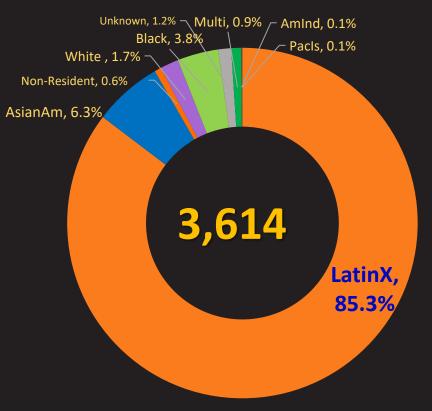


PELL ELIGIBILITY

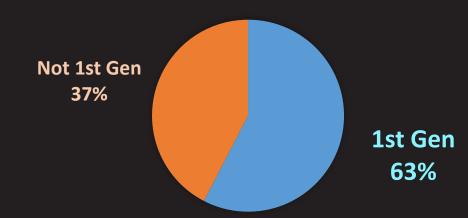


First-Time Freshmen: Fall 2023

ETHNICITY



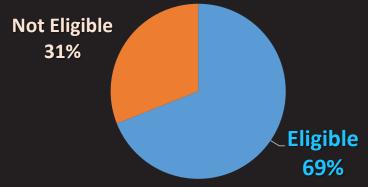
1ST GENERATION



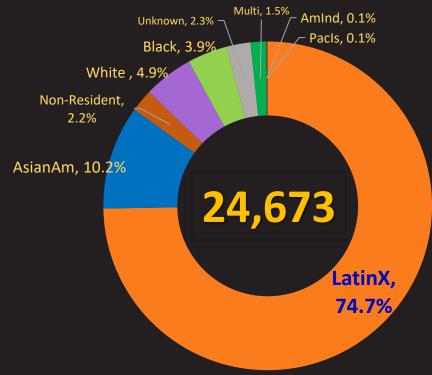


PELL ELIGIBILITY

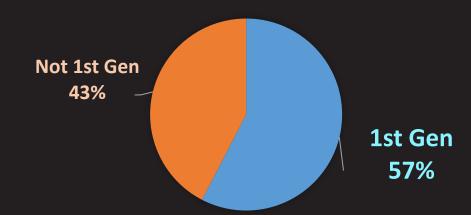
Fall 2023



ETHNICITY



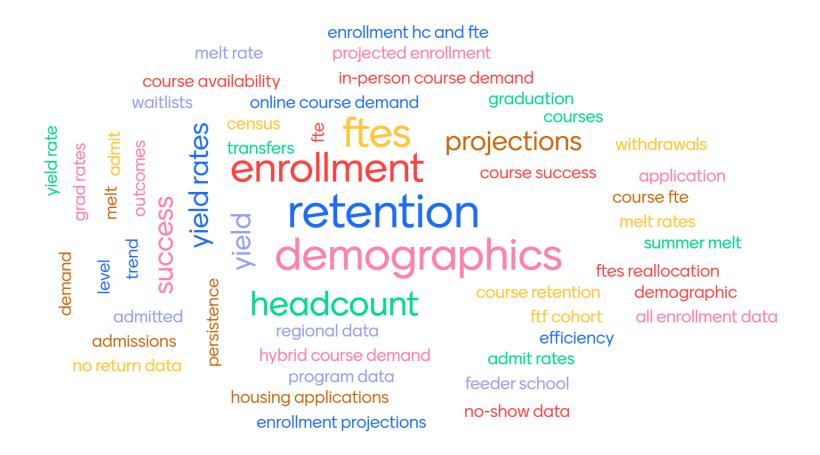
1ST GENERATION



What Data have you provided for Enrollment Management?

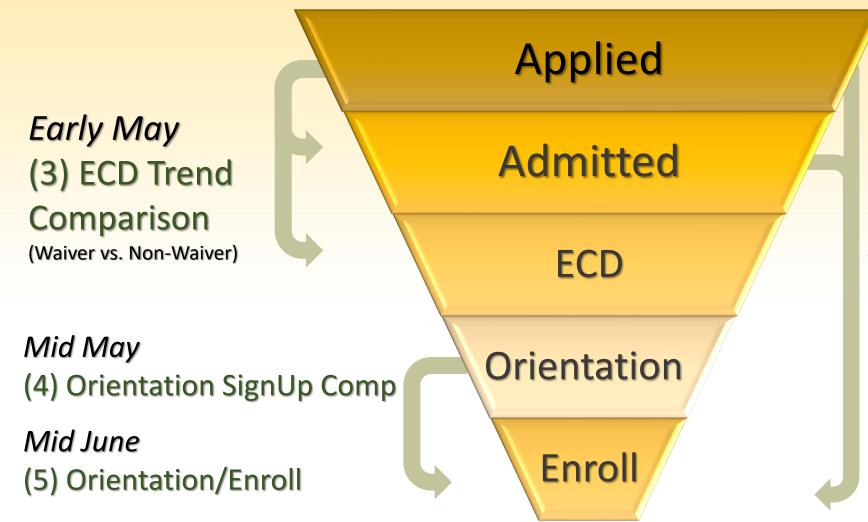
Mentimeter Time! MENTI.COM

What Data have you provided for Enrollment Management? 74 responses



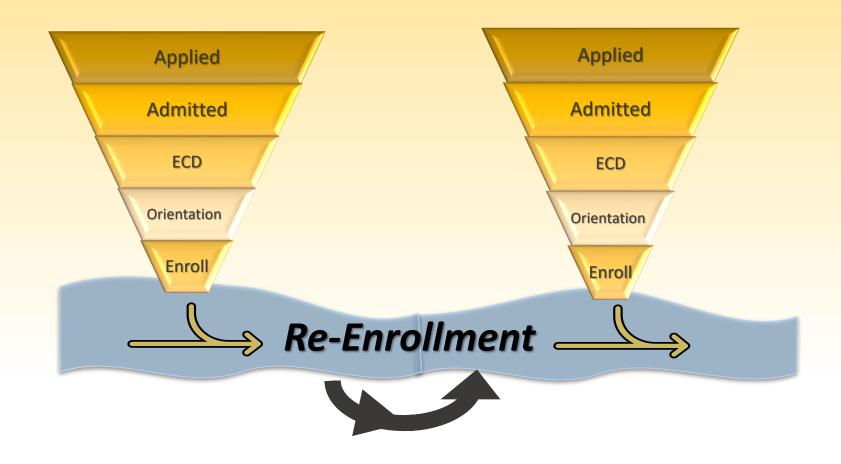
When/Who





Mid-December

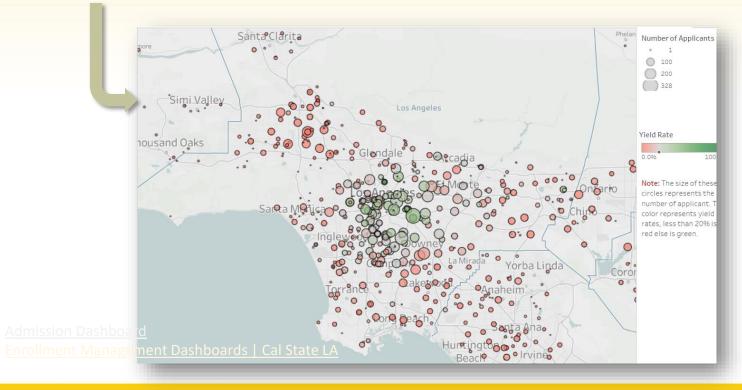
- (1) Admission Trend
- (2) Yield Analysis

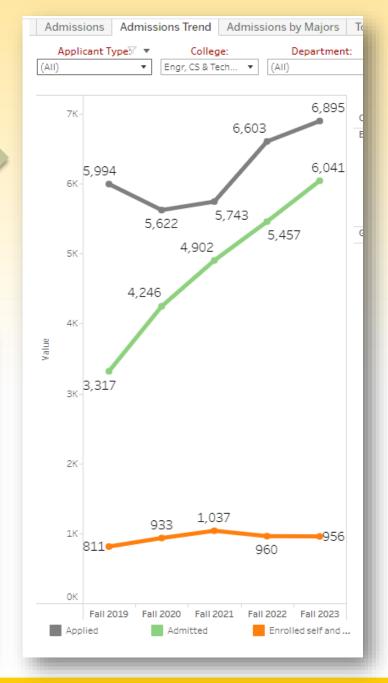


(6a) 1-Year Re-Enrollment: Fall-to-Fall - Mid May (6b) 1-Term Re-Enrollment: Fall-to-Spring - Late Nov

(1) Admission Dashboard

- Applied/Admitted/Enrolled Trends
 by College, Demographics, Service Area
- Yield Rates by # of Applied on Map for Feeder Schools





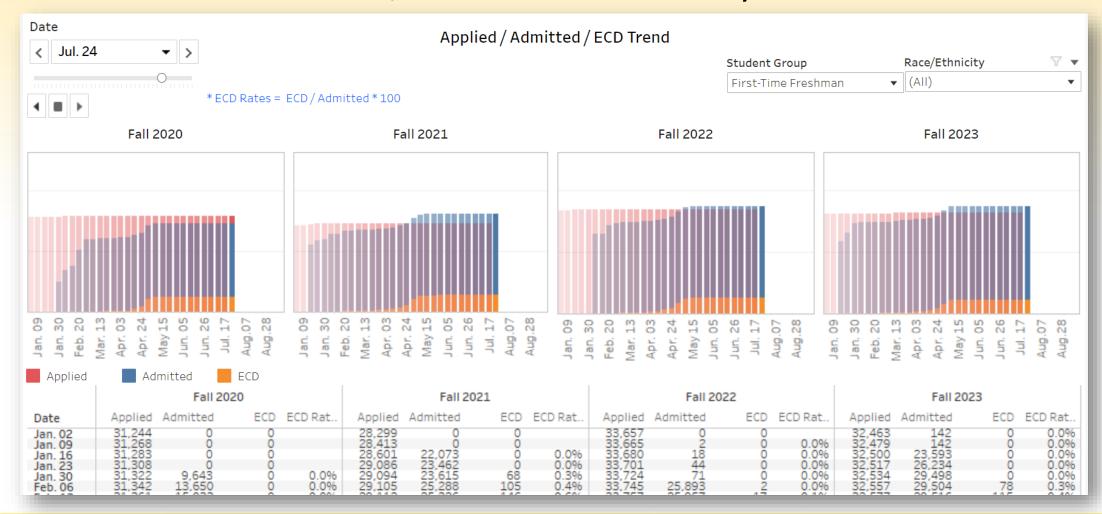
(2) Yield Analysis Dashboard

• Comprehensive analysis of the enrollment yield rates of admitted students: **Yields by GPA Range**, Previous Institution, Service Area

				Local			Non-local			Grand Total		Student Group
College	GPA	Institution	Admitted	Enrolled	Yield (%)	Admitted	Enrolled	Yield (%)	Admitted	Enrolled	Yield (%)	TRANSFER ▼
		West Los Angeles Colle	1	0	096				1	0	096	
		West Valley College				1	0	096	1	0	0%	Semester
		Total	100	28	28%	123	15	12%	223	43	19%	Fall 2023 ▼
	3.31 - 3.40	Allan Hancock College				1	0	096	1	0	0%	College
		Antelope Valley College				2	0	096	2	0	096	(AII)
		Berkeley City College	1	0	096				1	0	096	(Air)
		Cabrillo College	1	1	100%				1	1	100%	Plan
		Cerritos Community Col	1	0	096	13	1	896	14	1	796	✓ (AII)
		Chaffey Community Coll				3	0	096	3	0	0%	✓ Anthropology-BA
		Citrus Community Colle	1	0	096	7	1	1496	8	1	13%	✓ Art-BA
		Coastline Community C				2	1	50%	2	1	50%	✓ Asian & Asian-Amer S
		College of San Mateo				1	0	096	1	0	0%	✓ Aviation Adm-BS
		College of the Canyons				2	0	096	2	0	0%	✓ Biology-BS ✓ Bus Adm-BS-ACCT
		College of the Desert	1	0	096	3	0	096	4	0	0%	✓ Bus Adm-BS-ECON & S
		College of the Sequoias	1	0	0%	1	0	096	2	0	0%	✓ Bus Adm-BS-FIN & LAW
		Compton Center, El Ca				2	0	096	2	0	096	✓ Bus Adm-BS-MGMT
		Contra Costa College				1	0	096	1	0	096	✓ Bus Adm-BS-MGMT D
		Cuesta College				1	0	096	1	0	096	✓ Bus Adm-BS-MKT
		Cypress College				5	0	096	5	0	096	✓ Chemistry-BS
		De Anza Community Col				1	0	096	1	0	096	✓ Chicana(o) & Latina(o
		East Los Angeles College	13	7	5496				13	7	54%	✓ Child Development ✓ Chinese

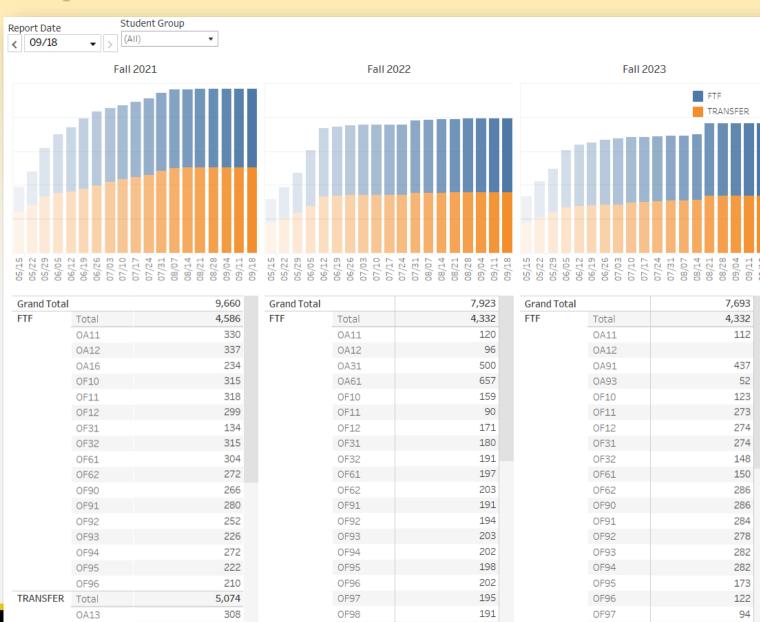
(3) ECD Trends Comparison

- Live tracking tool to compare ECD rates over the past years
- First-time Freshmen / Transfers and Ethnicity



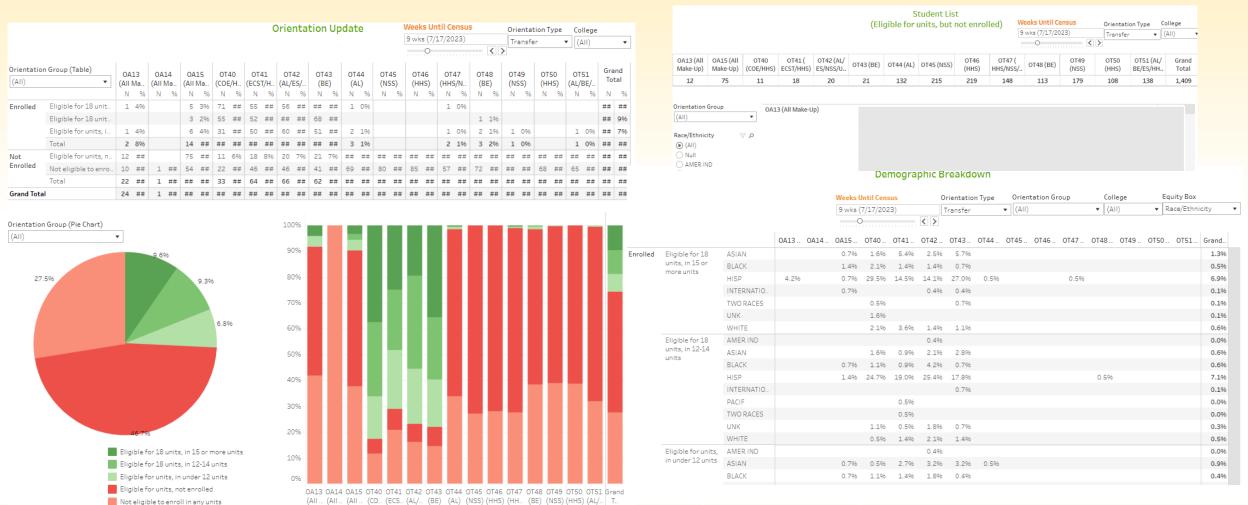
(4) Orientation Comparison Dashboards

- Live tracking tool to compare Orientation Sign-up over the past years
- First-time Freshmen / Transfers



(5) Orientation For Advising

- Live tracking tool to identify orientation signed-up but non-enrolled
- Advisors reach out to non-enrolled, based on ethnicity and enrollment eligibility



(6a) Re-Enrollment Dashboard: Fall-to-Fall for Monitoring Retention Rates

 Tracking to monitor retention rates among the first-time freshmen and the transfer cohorts.

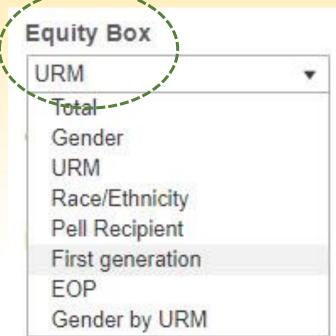
1 year										
Fall Coho	or	Grand T	Arts and	Busines	College	Engr, C	Ethnic S	Health a	Natural	Universi
	Re-enrollment %	79.9%	77.7%	77.5%	88.1%	76.6%	57.1%	83.1%	81.5%	76.7%
2019	Cohort Headcount	3,287	333	375	45	443	5	836	781	469
	Re-enrollment Co	2,696	279	303	41	365	4	705	644	355
	Re-enrollment %	82.0%	83.8%	80.8%	91.1%	82.4%	80.0%	84.3%	82.5%	75.7%
2020	Cohort Headcount	4,000	430	429	36	535	10	1,173	963	424
	Re-enrollment Co	2,877	304	308	21	396	6	837	699	306
	Re-enrollment %	71.9%	70.7%	71.8%	58.3%	74.0%	60.0%	71.4%	72.6%	72.2%
2021	Cohort Headcount	4,096	388	608	64	594	15	1,087	877	463
	Re-enrollment Co	2,940	278	444	47	428	11	773	636	323
	Re-enrollment %	71.8%	71.6%	73.0%	73.4%	72.1%	73.3%	71.1%	72.5%	69.8%
2022	Cohort Headcount	3,892	383	543	59	624	7	1,062	783	431
	Re-enrollment Co	2,784	275	377	47	453	6	735	599	292
	Re-enrollment %	71.5%	71.8%	69.4%	79.7%	72.6%	85.7%	69.2%	76.5%	67.7%

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(6a) Re-Enrollment Dashboard: Fall-to-Fall for Monitoring Retention Rates

First-Time Freshmen

Fall Cohe Year	ort	Grand Total	Non-URM	URM
	ne enroument o	70.00/	0.4.40/	20 70/
2040	Re-enrollment	79.9%	84.4%	78.7%
2019	Cohort Headcou	3,287	625	2,662
	Re-enrollment C	2,696	534	2,162
	Re-enrollment	82.0%	85.4%	81.2%
2020	Cohort Headcou	4,000	675	3,325
	Re-enrollment C	2,877	508	2,369
	Re-enrollment	71.9%	75.3%	71.2%
2021	Cohort Headcou	4,096	841	3,255
	Re-enrollment C	2,940	653	2,287
	Re-enrollment	71.8%	77.6%	70.3%
2022	Cohort Headcou	3,892	595	3,297
	Re-enrollment C	2,784	461	2,323
	Re-enrollment	71.5%	77.5%	70.5%



(6b) Re-Enrollment Dashboard: *Fall-to-Spring* for Monitoring Retention Rates

Reporting starts late
November for Advisor's
Proactive Action with
Continuing Students

Fall-to-Spring Re-enrollment by College

12 weeks until census date (corresponds to 11/28/2022)

Student's Fall Entry Status and cohort size is determined at the census date of the Fall entry term.

Re-enrollment is shown as of 12 weeks until the census date of the subsequent Spring term and can be adjusted using the Weeks Until Census filter. Some weeks may not be available for all cohort terms, and re-enrollment data for the coming Spring term is updated on Mondays.

First-Time Freshmen

1-Term Fall-to-Spring

Fall Cohort Year		Grand Total	Arts and Letters	Business and Eco	College of Education	Engr, CS & Techn	Ethnic Studies	Health and Hu	Natural and Soci	University
2016	Headcount	3,830	518	469	22	564	13	996	708	540
	Re-enrollment Co	2,884	373	346	16	401	9	786	544	409
	Re-enrollment %	75.3%	72.0%	73.8%	72.7%	71.1%	69.2%	78.9%	76.8%	75.7%
2017	Headcount	3,556	415	375	20	509	11	973	769	484
	Re-enrollment Co	2,691	307	274	16	361	10	780	585	358
	Re-enrollment %	75.7%	74.0%	73.1%	80.0%	70.9%	90.9%	80.2%	76.1%	74.0%
2018	Headcount	3,862	368	409	42	513	7	1,237	736	550
	Re-enrollment Co	853	83	69	15	96	2	272	182	134
	Re-enrollment %	22.1%	22.6%	16.9%	35.7%	18.7%	28.6%	22.0%	24.7%	24.4%
2019	Headcount	3,287	333	375	45	443	5	836	781	469
	Re-enrollment Co	2,398	245	241	38	301	4	665	588	316
	Re-enrollment %	73.0%	73.6%	64.3%	84.4%	67.9%	80.0%	79.5%	75.3%	67.4%
2020	Headcount	4,000	430	429	36	535	10	1,173	963	424
	Re-enrollment Co	2,187	231	211	20	252	4	698	533	238
	Re-enrollment %	54.7%	53.7%	49.2%	55.6%	47.1%	40.0%	59.5%	55.3%	56.1%
2021	Headcount	4,096	388	608	64	594	15	1,087	877	463
	Re-enrollment Co	2,372	228	321	40	337	4	705	494	243
	Re-enrollment %	57.9%	58.8%	52.8%	62.5%	56.7%	26.7%	64.9%	56.3%	52.5%
2022	Headcount	3,892	383	543	59	624	7	1,062	783	431
	Re-enrollment Co	2,294	224	293	44	367	5	678	435	248
	Re-enrollment %	58.9%	58.5%	54.0%	74.6%	58.8%	71.4%	63.8%	55.6%	57.5%

Fall Entry Status

First-Time Freshmen
 New Transfers

Weeks Until Census

10

College

(All)

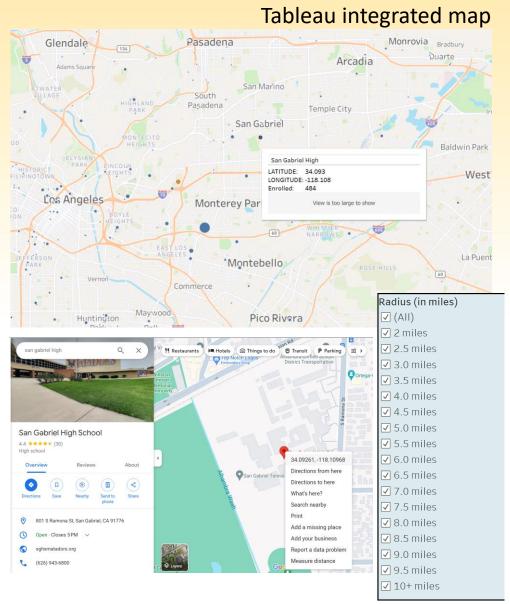
Department

(AII)

51.5%

(7) Feeder School Admission Dashboard

- Why is it important for our enrollment?
- Gives an overview of WHERE and WHO are applying and enrolling at Cal State LA.
 - Breakdown by Ethnicity, Gender, etc.
 - Compares student ethnic and gender composition versus:
 - the general population in the area
 - high school population in the area



(7) Feeder School Admission Dashboard Cont.

- Integrate public data for a more concise overview
 - US Census ACS-5 data for the general population
 - CA Depart. of Education data for High School students

US Census Data (AC	US Census Data (ACS5)									
American Indian	105,569									
%American Indian	0.59%									
Asian	1,505,807									
%Asian	8.47%									
Black	792,736									
%Black	4.46%									
Hispanic/ Latinos	5,765,964									
%Hispanic/Latinos	32.44%									
Pacific Islanders	66,281									
%Pacific Islanders	0.37%									
Two Races	1,192,231									
%Two Races	6.71%									
Unknown	3,368,667									
%Unknown	18.95%									
White	4,976,881									
%White	28.00%									
Total	11,116,153									

			AMER IND	ASIAN	BLACK	HISP	PACIF	TWO RACES	UNK	WHITE	Grand Tot
				4,378	107	5,363	5	226	35	226	10,34
inamora High	193016		0.07%	42.3196	1.03%	51.83%	0.05%	2.18%	0.3496	2.18%	100.00
andres High 105016 F 0,07% 42.33% 107% 53.50% 0,05% M 0.35% 42.23% 0 0.75% 50 53.50% 0.05% M 0.35% 42.23% 0 0.75% 50.12% 0.05% M 0.35% 42.23% 0 0.75% 50.12% 0.05% M 0.35% 0 0.75% 0 0	236	27	241	11,3							
		N1	0.33%	42.21%	0.77%		0.0996	2.08%	0.2496	2.12%	100.00
		N									
											100.00
iso Niguel High	303057	F	0.070	217	1.600	306	0.99%	110 7.16%	11 0.72%	864 56.21%	1,5
								124	20	871	1,5
		M						7.91%	1.28%	55.55%	100.00
								23	3	349	1.1
a Loma High	363022	F						1.99%	0.2696	30.14%	100.00
								21	6	424	1.3
		M	0.76%	4.61%	6.27%	53.67%	0.60%	1.59%	0.45%	32.05%	100.00
halm titak			3			1,269		8	1	32	1,3
ineim nign	303022	F	0.22%	1.49%	0.60%	94.63%		0.60%	0.07%	2.39%	100.00
				25		1,317		6	2	42	1,4
		N1	0.28%	1.78%	0.64%	93.54%	0.21%	0.43%	0.1496	2.98%	100.00
		N								1	
										100.00%	100.00
imo Inglewood Charter High	199658			2				13	2		1,6
								0.80%	0.12%	0.12%	100.00
		M						- 11	3	1	1,5
			0.07%	0.13%	11.39%			0.72%	0.20%	0.07%	100.00
		N									100.00
								274			
elope Valley High	193021	F						3,90%	0.03%		7,0
								266	0.03%		7.7
		M						3,42%	0.0596	0.008	100.0
								25			1.0
ple Valley High	363042	F						2,42%			100.00
								29			1.1
		M	0.51%					2,4996		35,82%	100.00
						3				1	
		N				75.00%				25.00%	100.00
adia High	193028	F	24	9,773	265	2,172	19	154	40	1,946	14,3
auta riigii			0.17%	67.90%	1.84%	15.0996	0.13%	1.07%	0.28%		100.00
		M	14	9,910	332	2,141	10	192	47	1,841	14,4
		N1	0.10%	68.41%	2.29%	14.78%	0.07%	1.33%	0.32%		100.00
		N				3					
						60.00%					100.00
ington High	333002	F	5	32	44	649		- 11	12		8
			0.56%	3.59%	4.93%	72.76%		1.23%	1.35%		100.00
		M	0.399	47 4.54%	62 5.98%	721 69,59%	0.77%	11 1.06%	17 1.6490		1,0
			0.39%	2,320	10	6,188	0.77%	23	1.6490	2 0.12% 1 0.07% 367 5.22% 417 5.36% 405 39.13% 418 35.82% 1 25.00% 1,946 13.52%	8,7
aya High	193032	F	0.13%	2,320	0.11%	6,188 70,4996	0,0896	0.26%	0.03%		100.00
			0.13%	26.439	0.11%	6.683	0.08%	0.26%	0.0390		9.6
		M	0.10%	2,612	0.37%	69,48%	0.05%	0.33%			100.00
			0.1090	L1.1399	0.3799	09.4010	0.0090	0.0090		2,0146	100.00
		N				100.00%					100.00
			5	17	60	1,151	11	3	10	15	1.2
oyo Valley High School	363108	F	0.39%	1.33%	5.39%	89.85%	0.86%	0.23%	0.78%	1.17%	100.0
			0.3910	16	73	1.205	7	0.6390	11	22	1.3
		M	0.22%	1.19%	5.4590	89,93%	0,52%	0.22%	0.8296	1.64%	100.0

(7) Feeder School Admission Dashboard Cont.

Integrated CA Dept of Education Data

			AMER IND	ASIAN	BLACK	HISP	PACIF	TWO RACES	UNK	WHITE	Grand T
	402046	_	7	4,378	107	5,363	5	226	35	226	10,
hambra High	193016	F	0.07%	42.31%	1.03%	51.83%	0.05%	2.18%	0.34%	2.18%	100.0
		M	37	4,799	88	5,932	10	236	27	241	11,
			0.33%	42.21%	0.77%	52.17%	0.09%	2.08%	0.24%	2.12%	100.0
		N				2 100.00%					100.0
iso Niguel High	303057	F	1	217	23	306	5	110	11	864	1,
	333337		0.07%	14.12%	1.50%	19.91%	0.33%	7.16%	0.72%	56.21%	100.
		M	0.13%	241 15.37%	29 1.85%	273 17.41%	8 0.51%	124 7.91%	20 1.28%	871 55.55%	1 100.
			5	55	62	651	10	23	3	349	1
a Loma High	363022	F	0.43%	4.75%	5.35%	56.22%	0.86%	1.99%	0.26%	30.14%	100.
		M	10	61	83	710	8	21	6	424	1
		101	0.76%	4.61%	6.27%	53.67%	0.60%	1.59%	0.45%	32.05%	100.
aheim High	303022	F	3 0.22%	20 1.49%	8 0.60%	1,269 94.63%		8 0.60%	1 0.07%	32 2.39%	1 100.
			4	25	9	1,317	3	6	0.07-70	42	100.
		M	0.28%	1.78%	0.64%	93.54%	0.21%	0.43%	0.14%	2.98%	100.
		N								1	
		14			470			40		100.00%	100.
imo Inglewood Charter High	199658	F		2 0.12%	170 10.43%	1,441 88.40%		13 0.80%	2 0.12%	0.12%	1 100.
			1	0.12%	175	1,343		11	3	0.12-70	100.
		M	0.07%	0.13%	11.39%	87.43%		0.72%	0.20%	0.07%	100.
		N				4					
		14				100.00%					100.
telope Valley High	193021	F	20 0.28%	48 0.68%	2,096 29.82%	4,214 59.94%	9 0.13%	274 3.90%	2 0.03%	367 5.22%	7 100.
			37	79	2,427	4,536	10	266	0.0370	417	700
		M	0.48%	1.02%	31.21%	58.33%	0.13%	3.42%	0.05%	5.36%	100
ple Valley High	363042	F	4	25	55	517	4	25		405	1
p. 1			0.39%	2.42%	5.31%	49.95%	0.39%	2.42%		39.13%	100.
		M	6 0.51%	24 2.06%	65 5.57%	620 53.13%	5 0.43%	29 2.49%		418 35.82%	1 100
			0.5170	2.0070	3.57 70	33.1370	0.4370	2.4370		1	100.
		N				75.00%				25.00%	100
cadia High	193028	F	24	9,773	265	2,172	19	154	40	1,946	14
addid i ngii	135020		0.17%	67.90%	1.84%	15.09%	0.13%	1.07%	0.28%	13.52%	100
		M	14 0.10%	9,910 68.41%	332 2.29%	2,141 14.78%	10 0.07%	192 1.33%	47 0.32%	1,841 12.71%	14 100
			0.1070	00.4170	2.2570	3	0.07 70	1.55%	0.52%	2	100
		N				60.00%				40.00%	100
ington High	333002	F	5	32	44	649		11	12	139	
	333002		0.56%	3.59%	4.93%	72.76%		1.23%	1.35%	15.58%	100
		M	4 0.39%	47 4.54%	62 5.98%	721 69.59%	8 0.77%	11 1.06%	17 1.64%	166 16.02%	100
,			0.39%	2,320	10	6,188	7	23	3	217	100
oyo High	193032	F	0.13%	26.43%	0.11%	70.49%	0.08%	0.26%	0.03%	2.47%	10
		M	10	2,612	36	6,683	5	32		241	
		IVI	0.10%	27.15%	0.37%	69.48%	0.05%	0.33%		2.51%	10
		N				3 100.00%					10
			5	17	69	1,151	11	3	10	15	10
yo Valley High School	363108	F	0.39%	1.33%	5.39%	89.85%	0.86%	0.23%	0.78%	1.17%	10
			3	16	73	1,205	7	3	11	22	
		M	0.22%	1.19%	5.45%	89.93%	0.52%	0.22% 2 OJ MSTRUTIO N	0.82%	1 6/06	10

(7) Other Dashboards

- DER (Daily Enrollment Dashboard)
- AUL (Ave Unit Load)
- FTES History Dashboard
- Summer URM Unit Dashboard



Late Nov A

(6b) Re-Enrollment:
Fall-to-Spring

Mid May A

(6a) Re-Enrollment:
Fall-to-Fall

Early May E
(3) ECD Trend
Comparison

A: Advisor
E: Enroll Services
M: Modeling (IE)

Mid May **E**

(4) Orientation SignUp Comp

Nov Dec Jan Feb Mar Apr May June Jul Aug Sep Oct

Mid-Dec **E**

- (1) Admission Trend
- (2) Yield Analysis

Thru Year **É**

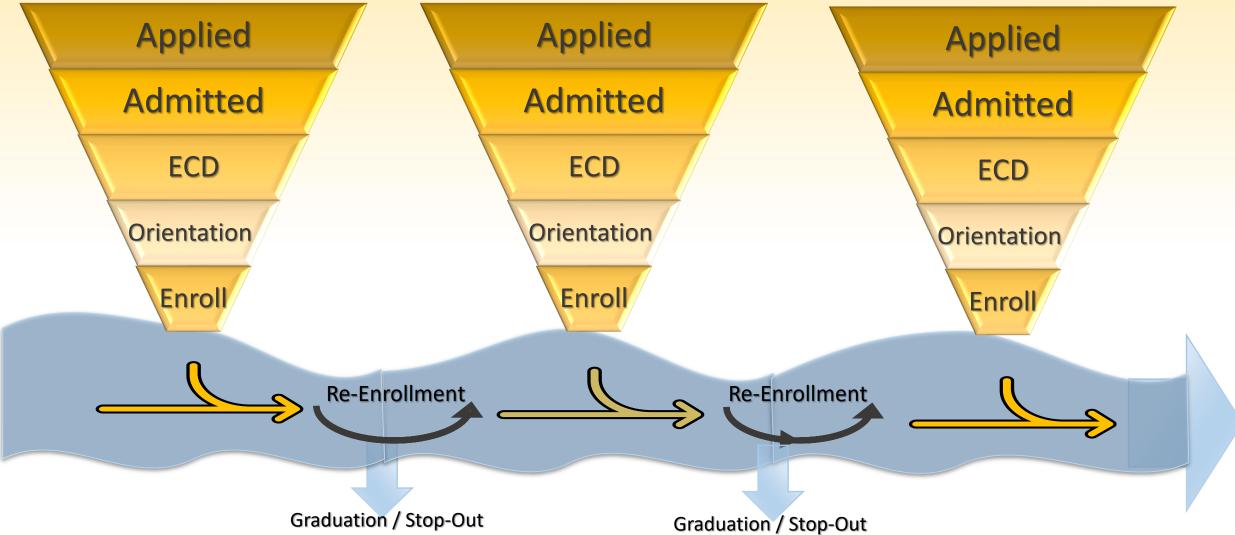
(7) Feeder School

Mid June A

(5) Orientation/Enroll



Enrollment Management Flow



Partnership / Collaboration

Timely Data

Action based on Data

Student Success Team

Enrollment Services

Institutional **Effectiveness**

Q & A





Contact Us

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