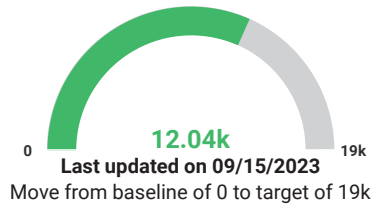
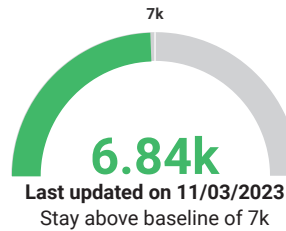


### Strategic Enrollment Management - AY24

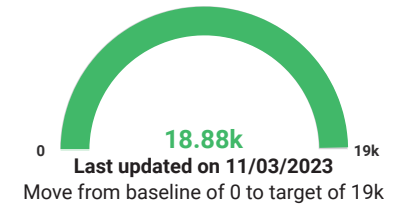
#### SEM - Fall 2023 Credit Hours



#### SEM - Spring 2024 Credit Hours (YTD 11/1/23)



#### SEM - AY24 Total Credit Hours (YTD 11/1/23)



#### DroneUp Flight Academy

| Academic Year  | Headcount  |
|----------------|--|
| FY23           | 135  |
| FY24 Projected | 100 (UAS Certificate Completion*)<br>*based on Wal-Mart FY24 growth projection |

#### FAME Work-Based Learning Program

In talks with potential 17th industry partner. Early student interest is strong.

| Cohort    | Student Headcount | Industry Partner Count |
|-----------|-------------------|------------------------|
| Fall 2021 | 6                 | 9                      |
| Fall 2022 | 8                 | 11                     |
| Fall 2023 | 13                | 16                     |

#### Dual Enrollment Student Headcount

| Academic Year                                | Student Headcount |
|--|-------------------|
| AY22   | 1425              |
| AY23   | 1595              |
| AY24 (YTD - Fall Semester through 11/1/2023) | 1755              |
| AY24 (Total Projected)                       | 1675              |

### Student Success Goals

#### Increase First Time in College Retention Rate

Increase First Time in College Retention from 38% to 60% by 2030

- 38%: RBC average
- 58%: Virginia average
- 56%: IPEDS comparison group average
- 61%: National average

#### Increase Overall Graduation Rate

Increase Overall Graduation Rate from 28% to 50% by 2030

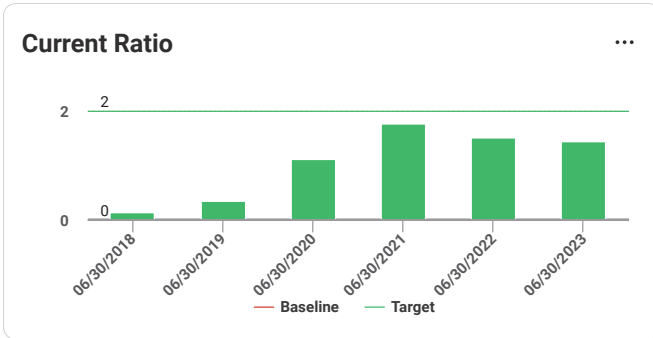
- 28%: RBC average
- 36%: Virginia average
- 30%: IPEDS comparison group
- 34%: National average

#### Increase Pell-Eligible Graduation Rate

Increase Pell-Eligible Graduation Rate from 23% to 50% by 2030

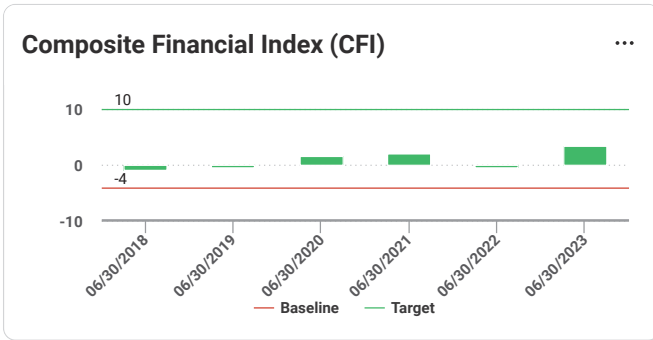
- 23%: RBC average
- 19%: Virginia average: 18.7%
- 26%: IPEDS comparison group
- 29%: National average:

### Sustainability in Operations



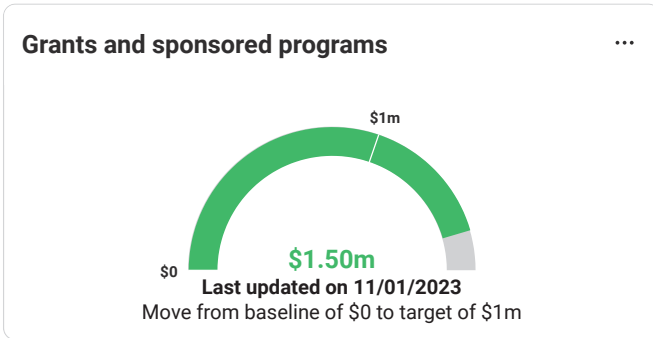
#### Current Ratio

FY 18: 0.14  
 FY 19: 0.36  
 FY 20: 1.13  
 FY 21: 1.77  
 FY 22: 1.52  
 FY 23 (Unaudited): 1.44



#### CFI

FY 18: -1.0  
 FY 19: -0.4  
 FY 20: 1.6  
 FY 21: 2.1  
 FY 22: -0.4  
 FY 23 (Unaudited): 3.5



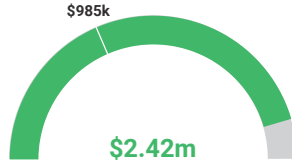
#### FY24 Grant Award Goal: \$1,000,000

FY24 Grant Submission Priorities

- \$250K: Virginia Office of Education Economics submitted
- \$1.2M: Department of Education TRIO (due 10/23)
- \$3.0M: NSF IUSE (due 12/23)
- \$700K: NSF Advanced Technology Education ( 2 separate proposals due 10/23 and 10/24)

November 16-17, 2023

### FY24 Auxiliary Revenue (YTD Gross) ...



**\$2.42m**  
Last updated on 11/03/2023  
Stay above baseline of \$985k

### Auxiliary Capital - FY24 ...

- Housing Net Revenue > \$600K, YTD: \$1,653,836
- Food Service Net Revenue > \$325K, YTD: \$682,151
- Bookstore Net Revenue > \$50K, YTD: \$79,994

#### Key FY24 Partners:

- VSU
- DroneUp

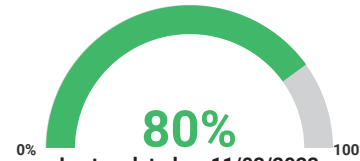
## RBC Initiatives

### Innovation Park: Move to Tier 4 Site Classification ...



**95%**  
Last updated on 09/15/2023  
Move from baseline of 0% to target of 100%

### Academic Innovation Center Construction ...



**80%**  
Last updated on 11/03/2023  
Move from baseline of 0% to target of 100%