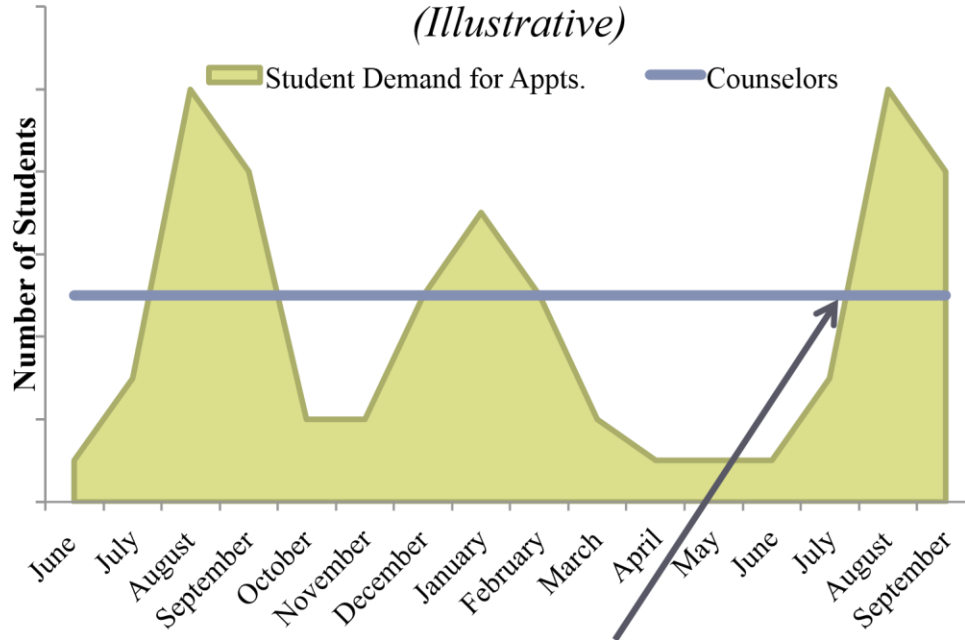


Student Demand for Advising (Illustrative)



In 2014, nearly 700 students took the Accuplacer in July/August (a good proxy for intent to matriculate) and then failed to register for Fall or Spring classes. This represented roughly 18% of July/August Accuplacer testers.

The Magnitude of the Issue

Kennedy & Company estimates enrollment bottlenecks impact at least **50-100** students who do not make it through to registration each year.

	Number of Students that do NOT Enroll	50-100 (E)
X	Avg. Tuition Revenue per Student Fall + Spring (2013-14)	\$2,800
=	Tuition Revenue	\$140K – \$280K
X	2 Years of Enrollment	
=	Total Tuition Revenue	\$280K- \$560K

Numbers approximate due to rounding

Enrollment bottlenecks have the potential to cause Montgomery College to lose \$560,000 or more in tuition revenue.