



Department of IE Staff



Dr. Noreen Gaubatz – Assistant Provost for Institutional Effectiveness & SACSCOC Liaison



Dr. KB Gwebu - Director of Assessment



Dr. Zach Abernathy – Educational Data Scientist & Professor of Math



Maria Linn - Director of Institutional Research



Kelly Scott - Senior Data Analyst



Nancy Scurry – Budget, Personnel, & Business Analyst





Agenda

- Introduction to the Student Success Partners Series
- Student Enrollment Data
- Door Prize Drawing
- Table Conversations
- Large Group Conversations
- Wrap-up
- Next Session





Student Success Partners: Conversations about Winthrop Data

- Data Transparency
- Student Success
- Conversations
- Partners



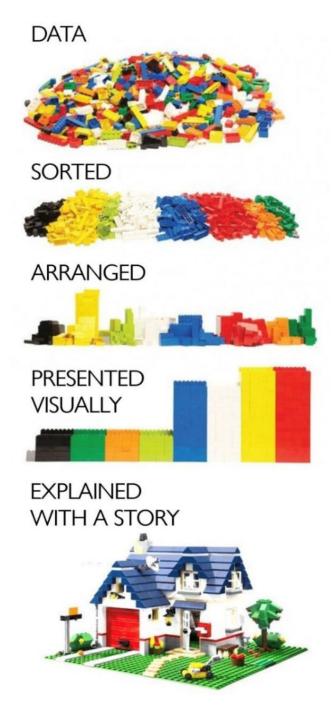


About the Data

Dr. Joseph Miller, VP for Enrollment Management & Marketing

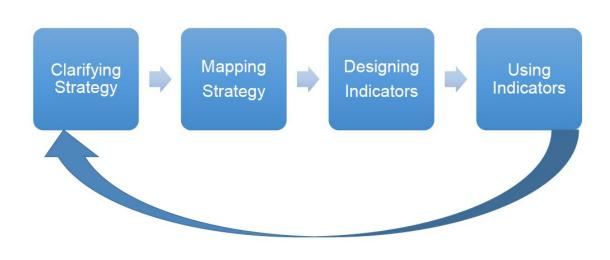






Why Data Analysis Matters...

- Synthesis, not summary
- Analysis and Insights
- Evidence-Based Management
- Support of Strategy
- Measure, Assess, Revisit
 - a continuous evaluation process for quality improvement







Types of Data Analytics, Data Maturity, and Statistics in Enrollment Management:

- Enterprise Tools (CRM, SIS, Reports, Dashboards)
 - Data Analytics Tools
- Descriptive Analytics
 - Descriptive Statistics (Comparative Analytics, etc.)
- Inferential Statistics (Z-scores, T-scores, ANOVA, Chi-square)
- Predictive Analytics
 - Predictive Statistics
 - Predictive Modeling
- Prescriptive Analytics
- Machine Learning
 - ROC AUC models, etc.





Samples of Weekly Enrollment Data Tracking:

- Persisting Enrollment & Priority Registration (Semester by Semester)
- Admissions Strategic Overview (Prospects, Inquiries, Applicants, etc.)
- New Student Application Status Comparison Data
- Applied Student Trendline Data
- Admitted Student Comparison Data
- Admitted Student Trendline Data
- Deposited Student Comparison Data
- Deposited Student Trendline Data
- Fall Orientation Sign-up Comparison Data
- New Student Financial Aid and Net Tuition Revenue Data





Enrollment and Priority Registration Data





					24 Comparison (as of 0			
			MORNING O	OF SECOND DAY	OF SESSION A			
	Summer	2025	Summer 2	024	Final Summe	er 2024	Final Summe	er 2023
HEADCOUNT		•				•		
ENROLLMENT								
UNDERGRADUATE:		761		744		823		83
Senior:	299		322		389		426	
Junior:	262		237		218		226	
Sophomore:	151		141		157		132	
Freshman:	33		37		32		25	
UG DEGREE SEEKING								
SUBTOTAL:		745		737		796		80
Non-Degree Seeking:	16		7		27		22	
Undergrad Out of State:	92		86		93		90	
Undergrad Part Time:	761		744		749		763	
New Freshmen:	1		17		19		18	
New Transfers:	10		5		15		14	
GRADUATE:		645		563		627		62:
* Degree Seeking:	623		553		562		579	
* Non-Degree Seeking:	22		10		65		46	
Grad Out of State:	165		134		138		196	
Grad Part Time:	645		563		510		501	
Total UNDERGRAD and								
GRAD:		1406		1307		1450		145
CREDIT HOUR								
PRODUCTION								
Total:		8942.50		8110.00		8707.00		8598.5
Undergrad:	4516.00		4373.00		4708.00		4639.50	
Grad:	4426.50		3737.00		3999.00		3959.00	

Summer '25 Priority Registration





			U.	NOFFICIAL	Fall 2025 Ke	gistration (as of 05/20	0/25)			
	Fall 20	25	Fall 20	24	Fall 20)23	Final Fall	2024	Final Fall	2023
HEADCOUNT		<u> </u>						<u> </u>		
ENROLLMENT										
UNDERGRADUATE:		2361		2235		2111		3969		378
Senior:	775		788		829		953		1009	
Junior:	798		662		683		838		846	
Sophomore:	650		603		531		841		709	
Freshman:	109		152		59		894		860	
UG DEGREE SEEKING										
SUBTOTAL:		2332		2205		2102		3526		342
Non-Degree Seeking:	29		30		9		443		363	
Undergrad Out of State:	355		333		253		540		457	
Undergrad Part Time:	315		283		316		664		608	
New Freshmen:	18		93		0		900		867	
New Transfers:	1		0		2		315		268	
GRADUATE:		227		150		188		925		90
* Degree Seeking:	221		144		180		792		792	
* Non-Degree Seeking:	6		6		8		133		115	
Grad Out of State:	56		39		55		219		241	
Grad Part Time:	88		46		80		621		655	
Total UNDERGRAD and										
GRAD:		2588		2385		2299		4894		469
CREDIT HOUR										
PRODUCTION										
Total:		35027.50		32919.00		31112.00		59837.50		57364.0
Undergrad:	32974.50		31541.50		29490.00		53265.00		51199.50	
Grad:	2053.00		1377.50		1622.00		6572.50		6164.50	

Fall '25 Priority Registration





Fall Advising and Registration Data

Total Number of Students by College					
College	Eligible	Not Registered	Percent of Eligible	Not Advised	Percent of Eligible
AS	1037	152	14.66	82	7.91
BU	689	102	14.8	57	8.27
VP	539	76	14.1	22	4.08
ED	422	41	9.72	24	5.69
UC	33	11	33.33	7	21.21
GC	23	23	100	1	4.35
Total	2743	405	14.76	193	7.04
Total Number of Students by Class St	tanding				
Class Standing	Eligible	Not Registered	Percent of Eligible	Not Advised	Percent of Eligible
Freshman	611	55	9	31	5.07
Sophomore	778	119	15.3	61	7.84
Junior	871	111	12.74	47	5.4
Senior	481	120	24.95	54	11.23

NOTE:

- Includes undergraduate students registered for 202550 OR 202510 who are NOT registered for 202580 and have not graduated with an undergraduate degree from Winthrop.
- Excludes non-degree students and students with an academic standing that prohibits registration.
- Students in this report have not applied to graduate in 202550 OR 202510.



Fall Registration Holds Data

Number of Students with Holds	AS	BU	ED	VP	UC	GC	Total
Dean of Students	3	1	0	0	0	0	4
Balance Due Registration Hold	29	21	9	23	1	0	83
Student Athlete Hold	0	0	0	0	0	0	0
Immunization	0	0	0	0	0	0	0
LEAP Pgm No Reg Changes	0	0	0	0	0	0	0
Reg Hold-Veterans Benefits	0	0	0	0	0	0	0
Int'l Student hold	0	0	0	0	0	0	0
Student Success Consent	1	0	0	0	0	0	1
Admissions-Final Transcript	2	1	0	0	0	0	3
Student Financial Services	21	9	4	8	0	0	42
RecandReg-Registration	4	1	1	1	0	0	7
RecandReg-Senior Citizen	0	0	0	0	0	0	0
Graduate School	0	0	0	0	0	0	0
Judicial Suspension	0	2	0	1	0	0	3
Peer Coaching Req Not Met	0	0	0	0	0	0	0

NOTE:

- Includes undergraduate students registered for 202550 OR 202510 who are NOT registered for 202580 and have not graduated with an undergraduate degree from Winthrop.
- Excludes non-degree students and students with an academic standing that prohibits registration.
- Students in this report have not applied to graduate in 202550 OR 202510.



Prospect, Inquiry, and Application Data





CY Prospects

93,106

▲16.7%

79,776

80,086 LY Final

8.0%

Application Submission Rate

By Cohort

IN STATE OUT OF STATE INTERNATIONAL

52,137 **▲**7.4% 40,137 **▲**32.9% 130 **▼**39.8%

FEMALE MALE STUDENTS OF COLOR

36,048 ▲38.6% **27,321 ▲**42.5% **55,682 ▲**5.1%

Top 5 US States for Prospects

View all US States

State	CY Name Buys 💠	LY Name Buys (YTD)	YOY Change
South Carolina	52,137	48,537	▲7.4%
North Carolina	21,326	16,786	▲27.0%
Georgia	16,123	11,119	▲45.0%
Florida	620	403	▲ 53.8%
Texas	251	149	▲68.5%

Top 25 US Counties for Prospects

View all US Counties

County	State	CY Name Buys 💠	LY Name Buys (YTD)	YOY Change
Mecklenburg	North Carolina	6,588	4,997	▲31.8%
Greenville	South Carolina	5,612	5,478	▲2.4%
Gwinnett	Georgia	4,959	2,699	▲83.7%
Richland	South Carolina	4,441	3,784	▲17.4%
York	South Carolina	3,925	3,750	▲4.7%
Charleston	South Carolina	3,818	3,289	▲16.1%





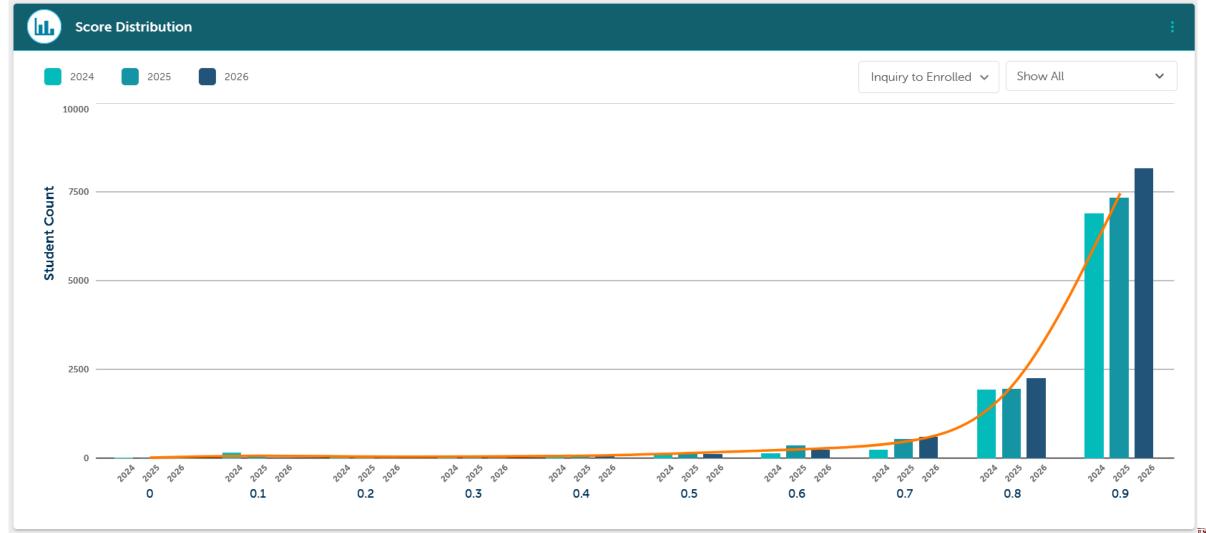
Smart+ Score Distribution by Funnel Point

Display 2024 as of 10/27/2023 2025 as of 10/27/2024 2026 as of 10/27/2025

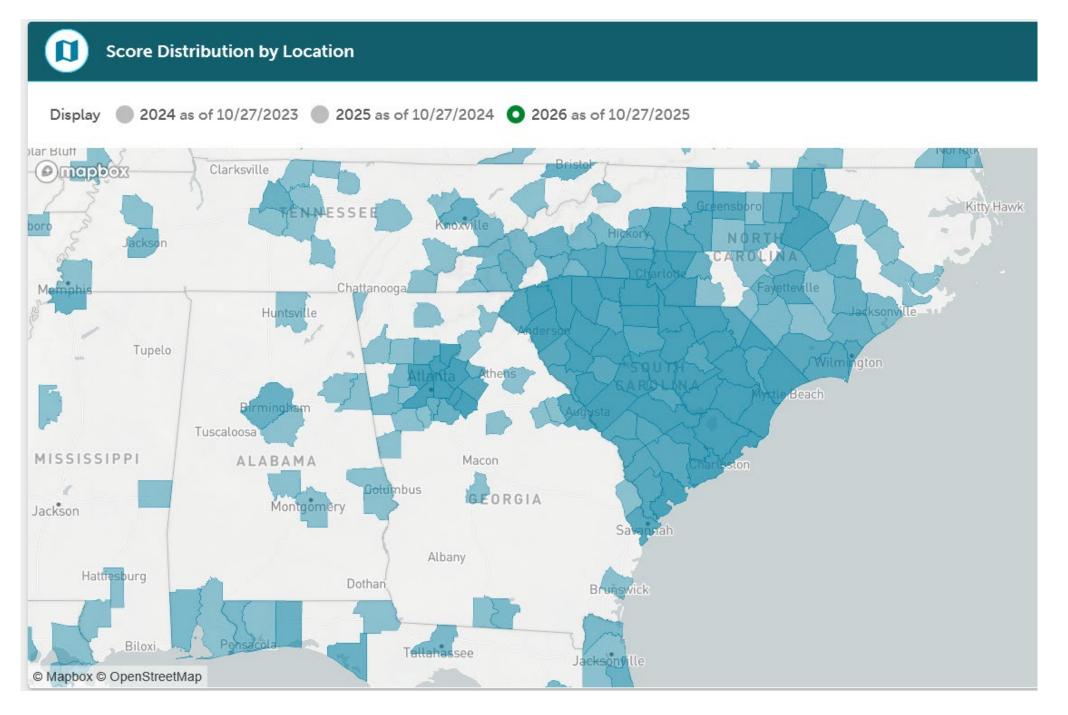
Score Range	Inquiries	Δ	Applicants	Δ	App Completed	Δ	Accepts/Admits	Δ	Deposits/Confirms	Δ	Enrolled
0.90-1.00	8,163	26.40%	2,155	76.19%	1,642	76.74%	1,260	2.94%	37	75.68%	28
0.80-0.89	2,243	9.45%	212	64.15%	136	66.91%	91	2.20%	2	100.00%	2
0.70-0.79	591	6.43%	38	78.95%	30	80.00%	24	4.17%	1	0.00%	0
0.60-0.69	226	6.64%	15	80.00%	12	91.67%	11	9.09%	1	100.00%	1
0.50-0.59	118	8.47%	10	60.00%	6	100.00%	6	0.00%	0	0.00%	0
0.40-0.49	63	6.35%	4	100.00%	4	75.00%	3	0.00%	0	0.00%	0
0.30-0.39	32	15.63%	5	40.00%	2	0.00%	0	0.00%	0	0.00%	0
0.20-0.29	15	13.33%	2	50.00%	1	100.00%	1	0.00%	0	0.00%	0
0.10-0.19	5	20.00%	1	100.00%	1	100.00%	1	0.00%	0	0.00%	0
0.00-0.09	2	0.00%	0	0.00%	0	0.00%	0	0.00%	0	0.00%	0





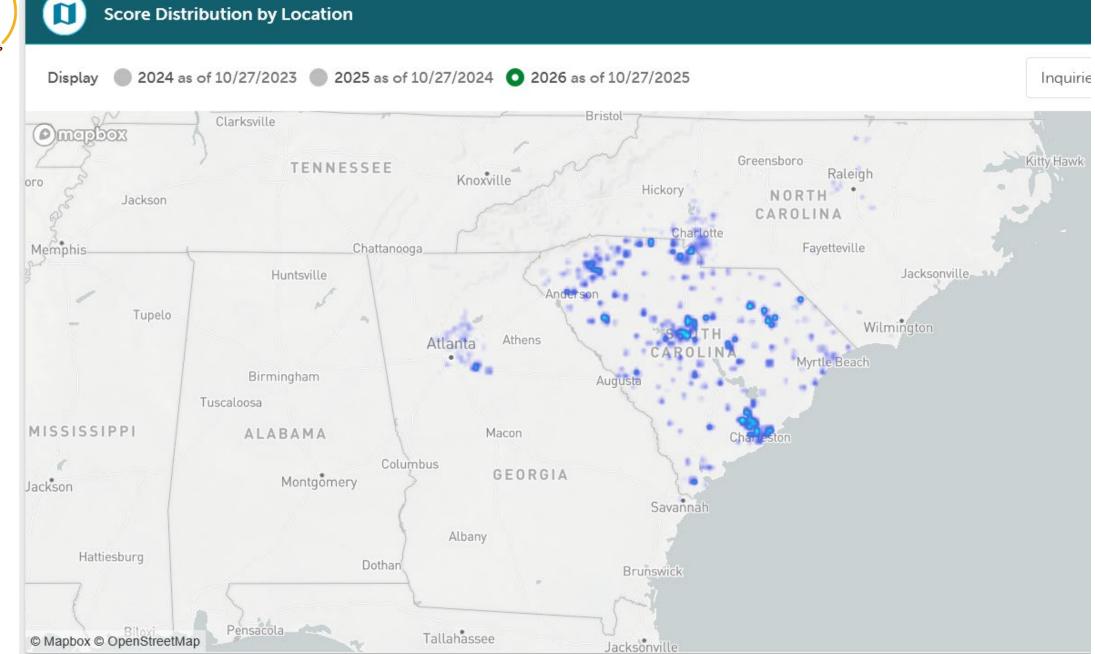






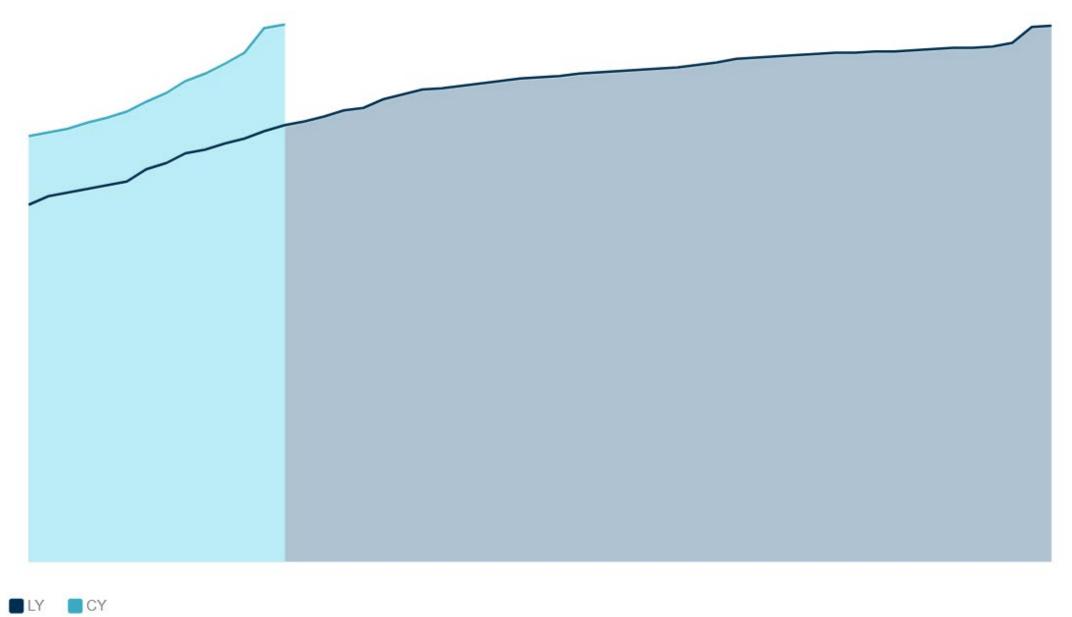








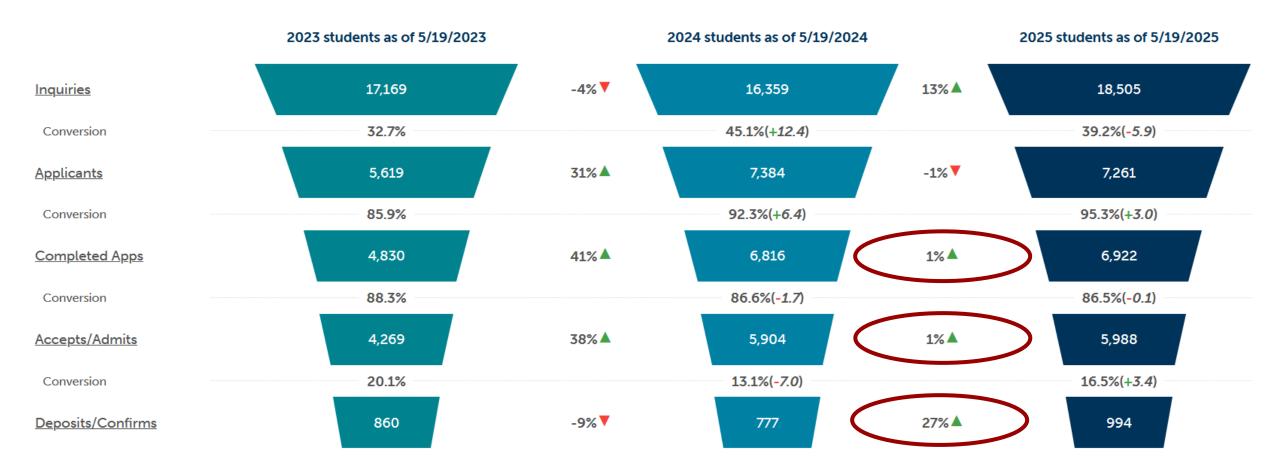








Fall Freshmen Strategic Overview







Funnel Summary

2026 Students as of 10/27/2025 2024 Students as of 10/27/2023 2025 Students as of 10/27/2024 Declared Declared Declared Affinity Affinity Automated Affinity **Automated** Automated Student Student Student Prospect Prospect Prospect **Online Search Online Search** Online Search Connection Connection Connection Connection Connection Connection 564 463 191 7,385 492 558 154 8,130 520 591 6,942 111 Inquiries Applicants 1,968 170 72 32 1,873 175 89 21 1,825 196 79 17 Accepts/ 859 87 40 19 834 83 46 10 1,058 141 52 10 Admits Deposits/ 9 2 0 0 12 0 0 28 10 3 1 Confirms 0 0 0 21 2 0 0 0 0 0 8 Enrolled





Rate Summary

	2024 Students as of 10/27/2023					2025 Students	as of 10/27/202	4		2026 Students	2026 Students as of 10/27/2025		
	Prospect	Declared Student Connection	Affinity Connection	Automated Online Search	Prospect	Declared Student Connection	Affinity Connection	Automated Online Search	Prospect	Declared Student Connection	Affinity Connection	Automated Online Search	
Prospect to Inquiry (Response) Rate	22.59%	112.13%	67.00%	0.00%	23.96%	109.33%	80.87%	0.00%	27.23%	85.95%	82.77%	0.00%	
Inquiry to Applicant (Conversion) Rate	28.35%	30.14%	15.55%	0.00%	25.36%	35.57%	15.95%	0.00%	22.45%	37.69%	13.37%	0.00%	
Inquiry to Enrolled Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.26%	1.54%	0.34%	0.00%	
Applicant to Accept/ Admit (Admit) Rate	43.65%	51.18%	55.56%	0.00%	44.53%	47.43%	51.69%	0.00%	57.97%	71.94%	65.82%	0.00%	
Accept/ Admit to Enrolled (Yield) Rate	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	1.98%	5.67%	3.85%	0.00%	





Application Status 2025 Year over Year

Generated on 05/20/2025 at 09:24:36 AM ET

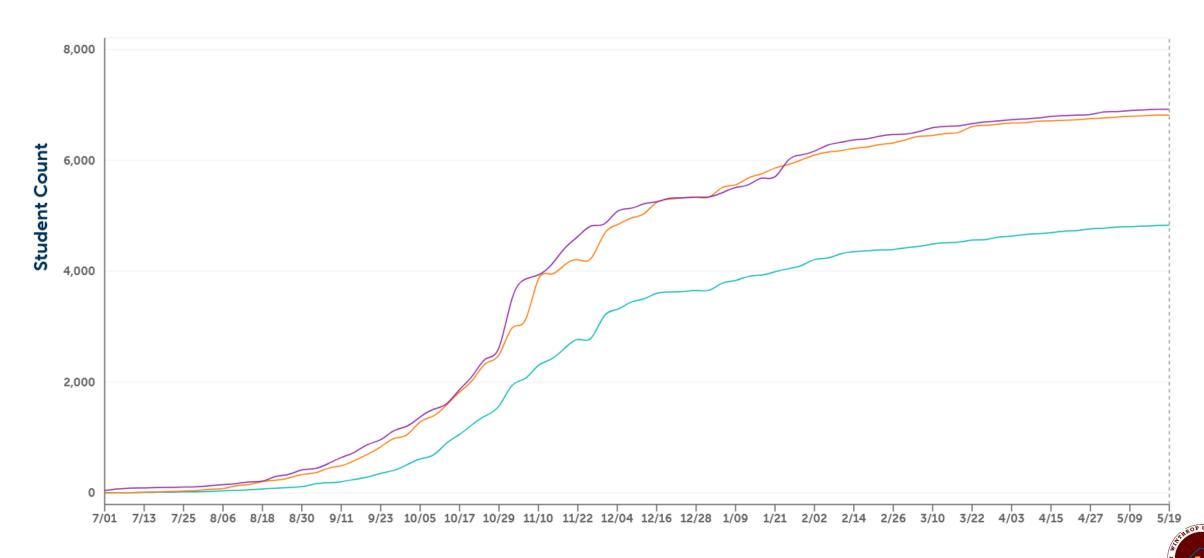
	2023		2024		2025	
Metric	Started	Submitted	Started	Submitted	Started	Submitted
Student Type						
Audit	13	13	15	13	15	12
First Time Freshman	6488	5837	8266	7566	8051	7372
High School Dual Enrollment	31	27	45	38	120	103
Non-Degree	24	13	22	5	26	15
Readmit - 5 or more years	34	24	31	26	31	29
Second Undergraduate	43	37	49	37	46	38
Transfer	920	868	1012	935	1199	1118
Transient/Visiting	28	24	25	22	25	21
Winthrop LIFE	10	10	15	15	36	32
Total	7591	6853	9480	8657	9549	8740





Fall Freshmen Completed Application Comparison







Admit Data





Completed & Admitted Status: Year over Year Comparison (23, 24, 25)

Metric	Created	Submitted	Completed	Submitted to Completed	Admitted
Term					
August 2023	6925	6247	5203	83.3%	4599
August 2024	8772	8014	7216	90.0%	6238
August 2025	8704	7898	7270	92.0%	6290
January 2023	509	431	274	63.6%	232
January 2024	599	486	285	58.6%	226
January 2025	701	556	329	59.2%	287
May 2023	174	149	83	55.7%	68
May 2024	132	102	62	60.8%	58
May 2025	179	151	99	65.6%	89





Fall Freshmen Admission Comparison Data







Deposit Data





Fall Enrollment Deposit Comparison Data

	Admit	
Metric	2024	2025
First Time Freshman	5554	5958
Transfer	261	388
Winthrop LIFE	14	14
Total	5829	6360

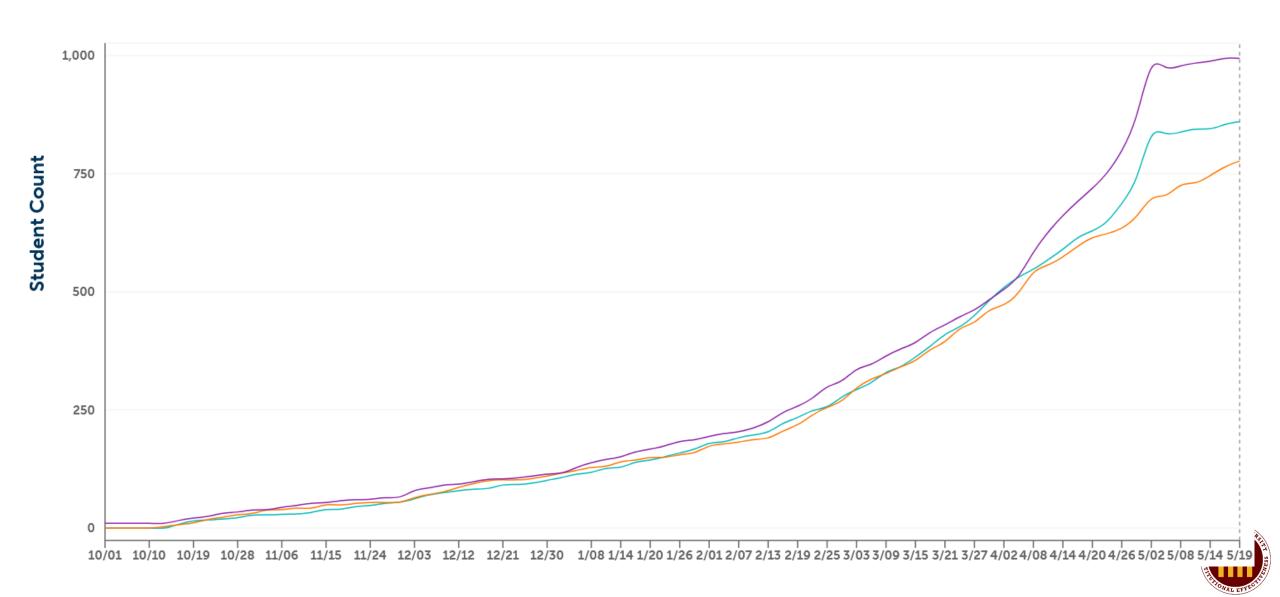
Deposit							
2024	2025						
759	990						
150	212						
11	11						
920	1213						





Fall Freshmen Deposit Comparison Data







Fall Orientation Sign-up Data

	2025	
Metric	Registered	Admits
Students		
First Time Freshman	881	5958
Transfer	105	388
Winthrop LIFE	7	14
Total	993	6360

2024	
Registered	Admits
676	5932
118	321
8	14
802	6267





Financial Aid Optimization & Net Tuition Revenue





Conducting Tuition and Pricing Modeling

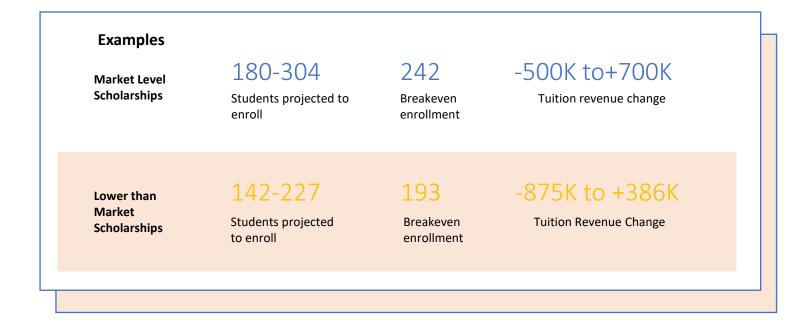
Using Sensitivity and Breakeven Analysis to Help Determine Merit Strategy

Approach:

Statistical modeling on price response for Fall 2023 class involved 4 models with 26 variables, including market, major, financial strength, academic quality, and others.

Outcomes:

All models suggested a similar enrollment for breakeven points, which suggested keeping the scholarships consistent with the market.







Exploring Policy Trade-Offs with Live Iterative Model

3.95,65k Promise, 1K Need (from 500), 2s+3s	938	\$5,383,492	\$10,639,944	
	20	\$255,491	\$90,725	
3.95Promise,65K,1K need, 7% increase in FAFSAs	985	\$5,529,566		Tuition Reduction
	67	\$401,565	\$665,266	\$388,753
200 increase in Admits (same as directly above)	1005	\$5,592,168	\$11,460,717	
(can be a see of the s	88	\$464,168	\$911,498	
ower merit, no need, no admit increase with promise	889		\$10,198,353	
Lower merit by 1k in 4-5 and 500 in 2-3	-28	-\$287,073	-\$350,866	
	000	44740 540	*10.111.500	
Lower merit, no need, no Promise award Lower merit by 1k in 4-5 and 500 in 2-3	-38	\$4,712,512 -\$415,489	\$10,141,503 -\$407,716	
Lower ment by 1k in 4-5 and 500 in 2-5	-36	-9413,403	-\$407,710	
2% Tuition Reduction Scenarios				
2 /6 Tuition Reduction Scenarios				
3.95,65 Promise, 1K Need (from 500), 2s+3s	938	\$5,377,942	\$10,377,286	
,,,	20	\$249,941	-\$171,933	
3.95Promise,65K,1K need, 7% increase in FAFSAs	985		\$10,937,971	
	67	\$395,650	\$388,753	
200 (0.000 to 0.000 to	1005	\$5,586,097	\$11,178,265	
200 increase in Admits (same as directly above)	88	\$458,096	\$629,046	
	- 00	\$ +30,030	\$025,040	
ower merit, no need, no admit increase with promise	889	\$4,849,833	\$10,443,085	
Lower merit by 1k in 4-5 and 500 in 2-3	-28	-\$278,168	-\$106,134	
			. ,	
Lower merit, no need, no Promise award	880	\$4,712,512		
Lower merit by 1k in 4-5 and 500 in 2-3	-38	-\$415,489	-\$157,058	
	005	45 222 5	****	
Promise Only, 2% reduction	925	\$5,237,557 \$109,556	\$10,324,647 -\$224,571	
		@100 556I		ı

- Together with EAB experts, the Winthrop team walked through a live simulation, allowing us to test different scenarios and see likely outcomes ahead of time
- Excel program
 served as a window
 into the statistical
 modeling that
 was taking place
 in real time in the
 background





Marrying Aid Strategy to New Tuition Pricing

Ensuring Winthrop's Agile Aid Strategy Evolves to Fit Updated Tuition

SAI in Context: Tuition Change

	Enrolled	Inst Grant	Net Rev.
Census Base	867	\$5,124,343	\$10,648,871

Change with only SAI turned on, no change in tuition:

Enrolled	Inst Grant	Net Rev.
881	\$5,172,937	\$10,836,726
14	\$48,595	\$187,856

With SAI, could enroll 1 fewer student and still break even with Fall 2023 due to higher Pell awards

Change with SAI and Tuition Decrease, flat merit awards:

Enrolled	Inst Grant	Net Rev.
939	\$5,359,094	\$10,215,255
72	\$234,751	-\$433,615

Breakeven would require an additional ~39-40 students

EAB's team helped ensure Winthrop's aid policy was complementary to the new pricing structure, while continuing to support their enrollment goals.

New Merit Strategy

RESIDENT

	1		
Total Points	Old Merit	New Merit	
1	\$0	\$0	
7	\$2,000	\$1,500	
12	\$3,000	\$2,000	
18	\$4,500	\$3,000	
25	\$6,000	\$4,000	
29	\$7,000	\$5,000	

NON-RESIDENT

	1		
Total Points	Old Merit	New Merit	
1	\$0	\$0	
7	\$1,000	\$1,000	
12	\$1,500	\$1,500	
18	\$2,500	\$2,500	
25	\$4,000	\$3,500	
29	\$6,000	\$4,500	

Enrolled	Inst Grant	Net Rev.
910	\$4,607,007	\$10,554,145
44	-\$517,336	-\$94,726

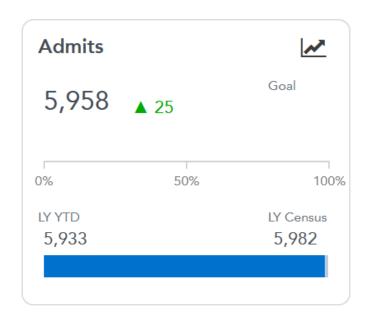
Additional students needed to break even, ~8-10

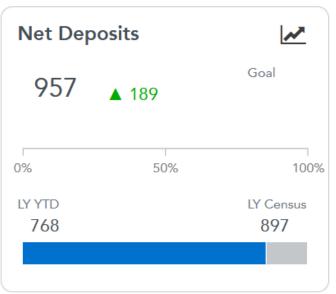
The FAO team and Winthrop's leadership worked together to prepare data, recommendations, and results for the board during the transition.

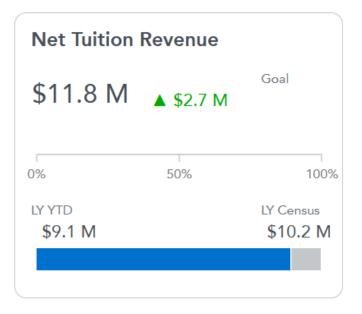




FR Financial Aid Comparison Update





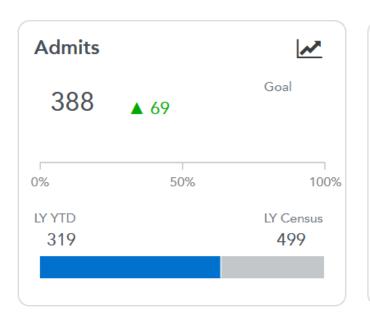


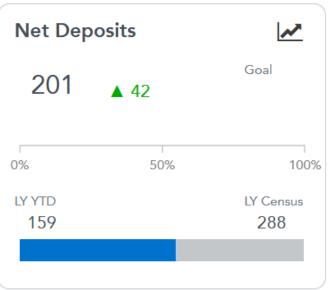


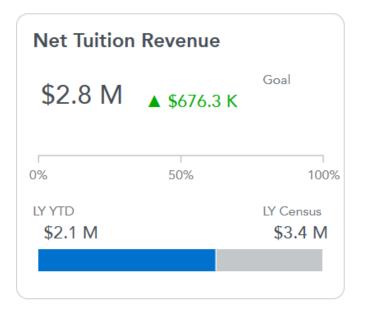


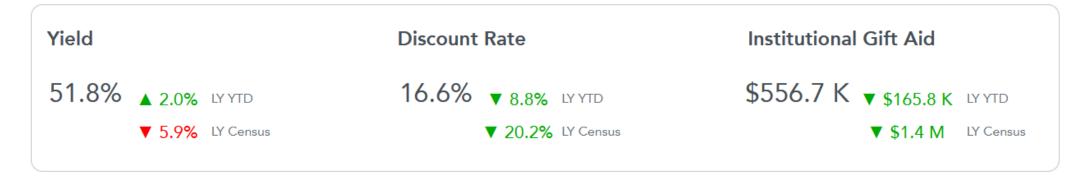


TR Financial Aid Comparison Update







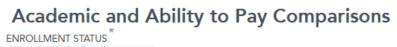






Comparative Summary

Year	2023 Census	2024 Census	2023 Year-to-Date	2024 Year-to-Date	2025
# of Admits	4,397	5,982	4,332	5,933	5,958
Yield	19.7%	15.0%	19.9%	12.9%	16.1%
# of Net Deposits	867	897	860	768	957
Average Institutional Gift Aid	\$5,932	\$5,680	\$5,005	\$5,173	\$4,384
Total Institutional Gift Aid	\$5,143,332	\$5,094,515	\$4,304,664	\$3,973,134	\$4,195,104
Average Unmet Need	\$5,989	\$7,291	\$7,441	\$8,125	\$9,165
Average Net Tuition Revenue	\$12,266	\$11,366	\$13,308	\$11,903	\$12,338
Total Net Tuition Revenue	\$10,635,052	\$10,195,561	\$11,444,672	\$9,141,138	\$11,807,112
Discount Rate	32.6%	33.3%	27.3%	30.3%	26.2%





Year	2023 Census	2024 Census	2023 Year-to-Date	2024 Year-to-Date	2025
# in Selection	867	897	860	768	957
Average GPA	4.24	4.20	4.19	4.18	4.08
Average Test	1101.6	1100.2	1102.4	1111.9	1087.5
Median Adjusted SAI**	\$4,755	\$3,775	\$8,691	\$12,410	\$14,863
Average Adjusted SAI**	\$13,662	\$12,631	\$15,950	\$17,044	\$17,801
Median SAI (Aid Applicants)	\$3,670	\$2,670	\$4,134	\$5,451	\$4,484
Average SAI (Aid Applicants)	\$19,840	\$21,288	\$19,948	\$25,071	\$26,237

^{*}An "Enrollment Status" of "All" represents admits.



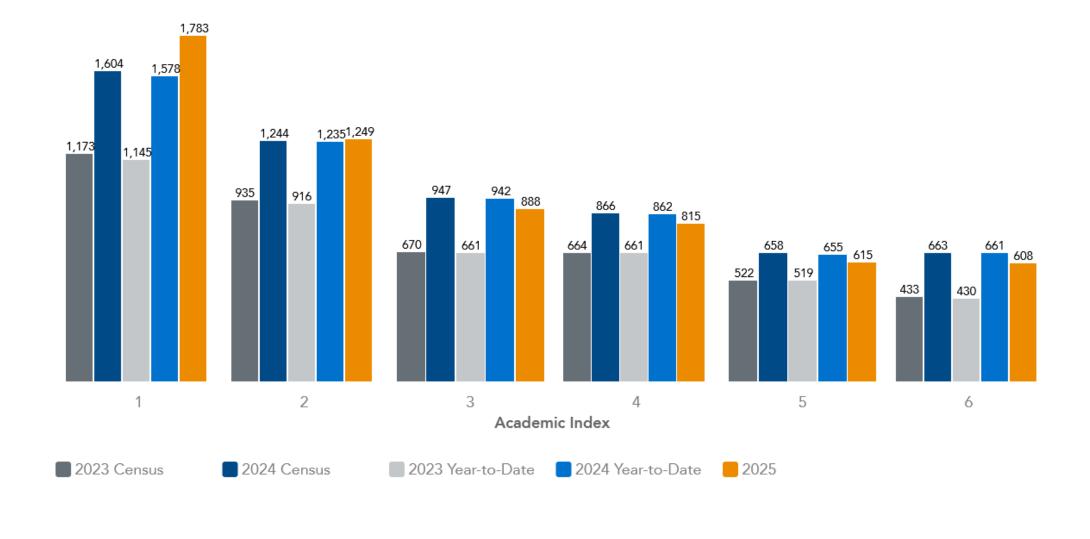
^{**}Adjusted SAI is created by imputing full budget for non-aid applicants and capping SAI at yearly budget for aid applicants.



Counts by Academic Index

with an Enrollment Status of all*





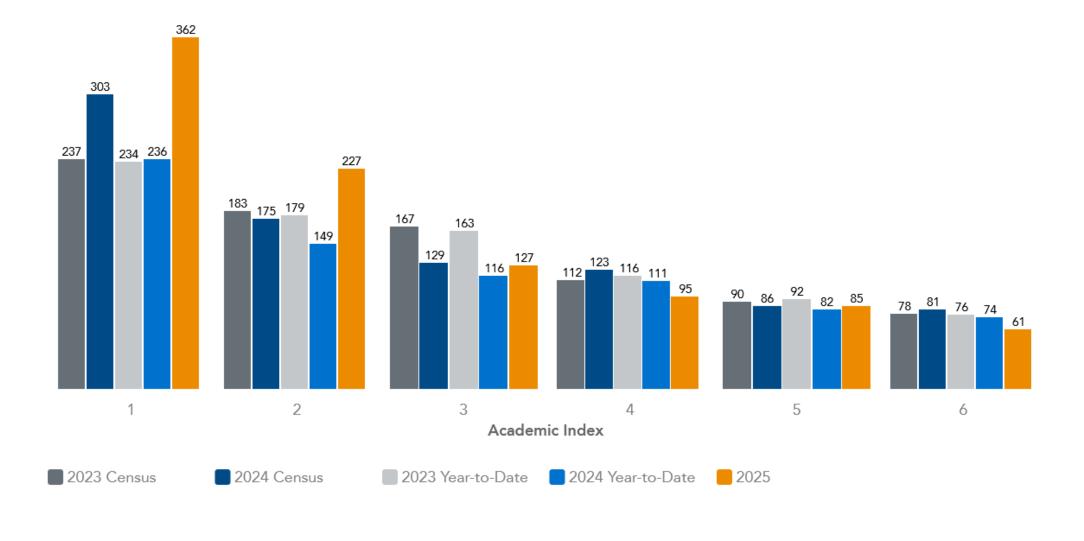




Counts by Academic Index

with an Enrollment Status of Net Deposit*



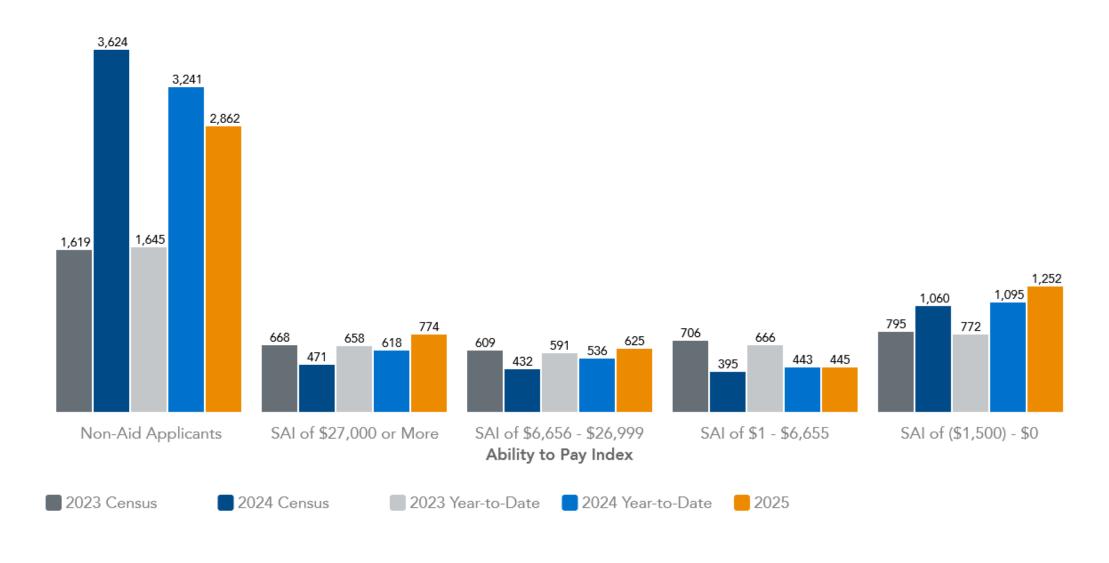






Counts by Ability to Pay Index

with an Enrollment Status of all*



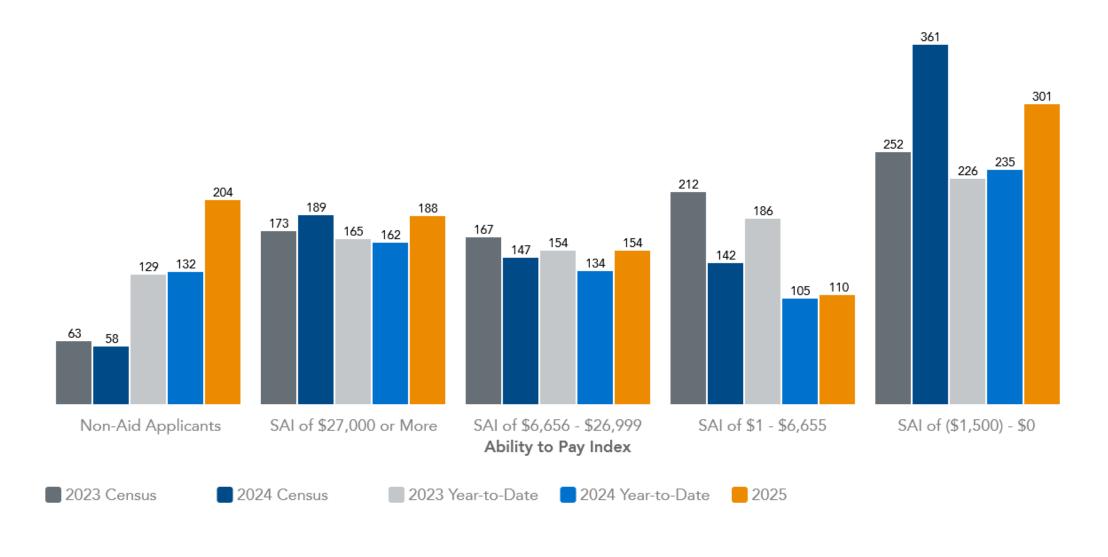


CY Total: 5,958



Counts by Ability to Pay Index

with an Enrollment Status of Net Deposit*





957

CY Total:



Door Prize Drawing

It takes fuel to analyze data!



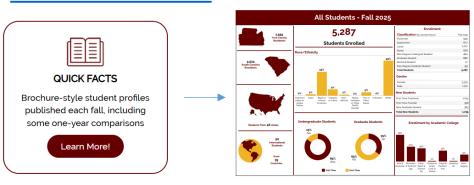




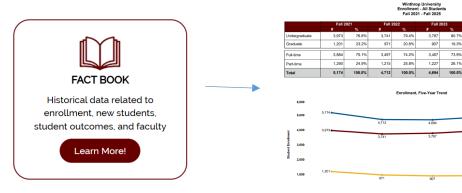


What enrollment data are available & where?

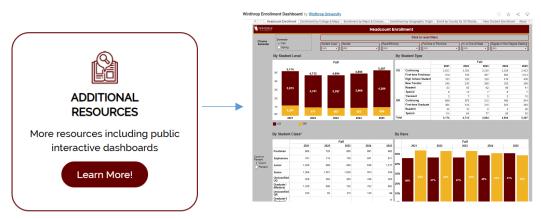
Quick Facts



Fact Book

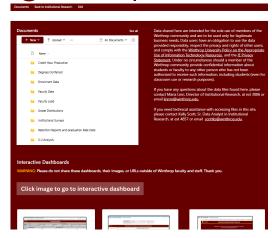


Dashboard



Winthrop Data (login required)









Let's Navigate to the Dashboard

URL: www.winthrop.edu/ie/sharepoint-site

Then scroll down to the first dashboard on the left

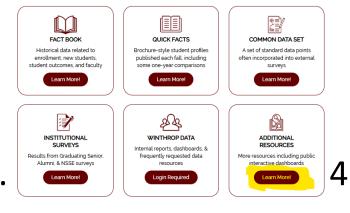
Or click through from www.winthrop.edu:

Institutional Research

Official Source of Historical Institutional Data







Additional Resources

Interactive Data Tools

WU Interactive Enrollment Dashboard - An interactive tool created and maintained by Winthrop's Office of Institutional Research, including official, historical headcount data filterable by a variety of demographic variables.





Tableau Tips & Tricks

- Preferred browsers: Microsoft Edge or Google Chrome
- Zoom settings may need to be adjusted (67%) click refresh after adjusting for best results
- Navigate using gray tabs along the top or buttons on main menu
- When filtering the data, keep in mind that results will be masked for numbers less than 5
- Several options to clear filters:

RESET ALL FILTERS

- Click the RESET ALL FILTERS button
- Click the clear filter icon on each filter



Choose (All) in each filter's drop-down menu





Guiding Questions

Choose an area of interest and explore and discuss the data with a partner. Jot down notes to share with the group.

- 1. What patterns or trends did you notice in the data?
- 2. Did anything surprise you about the data?
- 3. What are some ways you might use the data to inform your work?





Wrap-Up

- Thank you for attending! Coaster is our departing gift to you.
- Feel free to take the **handout** with you for future reference.
- Please, complete an evaluation form on paper or scan the QR code.





TO STAY OR NOT TO STAY, THAT IS THE QUESTION: RETENTION DASHBOARD DEBUT

CONVERSATIONS
ABOUT WINTHROP DATA



JANUARY 28, 2026 10:00 - 11:15 A.M. DIGS 114

www.winthrop.edu/ie/ssp

STARRING:

