



## Board of Trustees

### Advancement & Enrollment Management Committee

12:30 PM  
April 24, 2019  
President's Boardroom

---

- |   |   |
|---|---|
| <b>1. Call to Order</b>   | Trustee Landrau   |
| <b>2. Approval of Minutes</b><br>February 7, 2019   | Trustee Landrau   |
| <b>3. Items for Information</b><br>Admissions Funnel Report<br>EAB Report<br>5 Year Projection<br>Advancement Dashboard<br>Interfaith Center Initiatives<br>Fundraising Counsel<br><i>Pathways to Excellence</i> Event, May 9, 2019 | Dan Forster<br>Dan Forster<br>Dan Forster<br>Erica Broman<br>Erica Broman<br>Erica Broman<br>Erica Broman |
| <b>4. Items for Discussion</b>  |   |

#### Attachment(s):

- a) Minutes – February 7, 2019
- b) Admission Funnel Report
- c) Fall Funnel Comparisons
- d) Graduate Admission Funnel Report – Fall '19-Summer I '20
- e) EAB Report
- f) 5 Year Projection
- g) Advancement Dashboard



## Board of Trustees

### Advancement and Enrollment Management Committee Minutes

President's Boardroom, Horace Mann Center  
February 7, 2019

---

Board of Trustees committee members in attendance: Committee Vice Chair Hagan, Secretary Hill and Trustees Magovern, Martin and Swan.

Excused absence: Committee Chair Landrau.

Trustee guests present: Trustee Queenin.

Dr. Ramon S. Torrecilha, President of Westfield State University, was also present.

The meeting was called to order at 11:01 AM by Committee Vice Chair Hagan.

**MOTION** was made by Trustee Magovern, seconded by Trustee Hill, to approve the minutes of the December 5, 2018 meeting. There being no discussion, **Motion passed unanimously.**

Committee Vice Chair Hagan welcomed Dr. Erica Broman, Vice President of Institutional Advancement, who highlighted the following:

- The IA Dashboard shows a dramatic change from funds raised last year and so far this year. This is a building year based on many smaller gifts. The goal for this year is \$1.5 million and we are halfway there.
- A pledge agreement was signed last week with a faculty emeriti member and the stewardship plan will be implemented with follow-up letters and the impact report. This gift was received through the emeriti program, which is going well.
- The scholarship process has been started.
- The True Blue and You campaign has 60 faculty and staff participating - up from 49 last year.
- The #GiveAHoot campaign will be April 10-11, 2019, consisting of 36 hours (1839 minutes) with a goal of \$50,000 and 500 donors. A mini telethon is being planned in the studio. There are currently nine challenge gifts and Chair Queenin will work on creating a Trustee challenge.
- The *Pathways to Excellence* gala is May 9 with the tartan theme. We are partnering with the city in their 350<sup>th</sup> Anniversary and creating a comprehensive plan showing where students are interning and working in the city. It was suggested to include Stanley Park in the process as it turns 70 this year. Co-chairs are Professor Emeriti Robert Brown and his wife Judy and Judge John Greaney and his wife Susan.
- At the March Florida trip, there will be a golf tournament, a reception at Bill Hogan's house, and a Sarasota Yacht Club event. An event will include the baseball teams that will be there near the

same time. There has also been some interest from Pensacola alumni.

- There have been \$35,000 in pledges and gifts toward the June goal of \$50,000 so an endowment can be created for the Interfaith Center. The endowment will be highlighted at the Interfaith Breakfast on April 10. Dr. Broman thanked all the Trustees who have given and stated they are looking for 100% participation in Trustee and Foundation giving.

Committee Vice Chair Hagan welcomed Daniel Forster, Vice President of Enrollment Management, who shared the following:

- The Funnel Report was reviewed which showed inquiries and applications up considerably due to an increase in communications, but we can't read too much into this until we receive the deposits. Exemption students dropped from 11% to 8.3% as we become more selective. Transfers are up slightly in new admits for spring 2019 but are starting to slow down, especially from community colleges. The MassTransfer isn't translating as well for students who don't know what their path is yet.
- The College of Graduate and Continuing Education Funnel numbers are very positive. The first four programs on their Funnel Report are cohort based and the prospect numbers were higher than anticipated. The five programs on the bottom enroll all year long. The cohort programs are doing very well and the success of this type of model was discussed.
- A Marketing Report from Facebook, Twitter and Snapchat was shared. Social media is vital to show current and prospective students we are connected. We don't use "search engines" because they are very expensive and do not produce a lot of results. Eighty-four percent of our activity is from students who come to find us. Our web page is now six-to-seven years old and needs to be redesigned to be active, reactive, and contain considerable video content.
- The Financial Aid Optimization Analysis from EAB Global was discussed. It shows how they chose from our applicant pool and how the full-time freshman yield is going down. The grids based on admits and yield by academic rank and Estimated Family Contribution (EFC) were reviewed. Additional marketing is needed to encourage more students to fill out their FAFSA and give us their information.
- Trustee Martinez-Alvarez joined the meeting at 11:55 AM.
- There has been a restructuring of Residence Life this year based on a report of suggested improvements from Fresh Eyes, an outside consultant looking at all the aspects of residential life on campus. The student engagement side of the department has remained with Student Affairs. This consists of RAs, RDs, day-to-day programming, checking on students, and social support. The operational side of the department has been moved to Enrollment Management. This consists of managing housing agreements, lease agreements, and communications with the state. There is nothing different for students; they will have the same interaction. This is an opportunity to do better data analysis with residence halls and students, marketing the advantages of living on campus and improving the student culture as part of the Westfield State Experience.
- Trustee Martinez-Alvarez left the meeting at 12:05 PM.

There being no further business, Committee Vice Chair Hagan asked for a motion to adjourn.

**MOTION** was made by Trustee Magovern, seconded by Trustee Swan, to adjourn. **Motion passed unanimously.**

The meeting was adjourned at 12:06 PM.

Attachments presented at this meeting:

- a. Minutes, December 5, 2018

- b. IA Dashboard
- c. Admissions Funnel Report
- d. CGCE Funnel Report
- e. Marketing Report
- f. Financial Aid/EAB Report

**Secretary's Certificate**

I hereby certify that the foregoing is true and correct copy of the approved minutes of the Westfield State University Board of Trustees Advancement and Enrollment Management Committee meeting held on February 7, 2019.

\_\_\_\_\_  
Terrell Hill, Secretary

\_\_\_\_\_  
Date

## Admission Funnel Report

4/10/2019

Fall 2019									
First Years					Transfers				
	Fall 2018*	Fall 2019	Goal	% to Goal		Fall 2018*	Fall 2019	Goal	% to Goal
Prospects	67075	64671			Prospects	n/a	n/a		
Inquiries	11340	14741	13000	113.4%	Inquiries	1016	971	1350	71.9%
Applications	4787	4958	5500	90.1%	Applications	614	548	800	68.5%
Complete Applications	4165	4410	4820	91.5%	Complete Applications	342	317	600	52.8%
Accepts	3454	3722	4100	90.8%	Accepts	306	308	575	53.6%
Deposits (Total)	418	502	1189	42.2%	Deposits (Total)	103	93	380	24.5%
Deposits	418	500	1050	47.6%	Deposits	103	91	340	26.8%
Denied	442	494			Denied	8	5		

\*Information taken from 4/11/2018

Tour Numbers									
	Fall 2018	Fall 2019	Goal	% to Goal		Spring 2018	Spring 2019	Goal	% to Goal
<b>Summer</b>	5/30 - 8/18	6/4 - 8/24			<b>Spring</b>	1/29 - 4/7	1/28 - 4/6		
Daily Tours/Info. Sessions	832	792	850	93.2%	Daily Tours/Info. Sessions	313	271	800	33.9%
					Saturday Tours	154	145	150	96.7%
<b>Fall</b>	9/18 - 12/15	9/10-12/14			Totals	467	416	950	43.8%
Daily Tours/Info. Sessions	831	616	835	73.8%					
Saturday Tours	136	141	140	100.7%	<b>Accepted Student Days</b>	Spring 2018	Spring 2019	Goal	% to Goal
Totals	967	757	975	77.6%	Accepted Student Day 1	183	205	200	102.5%
					Accepted Student Day 2	194	166	200	83.0%
Open House 1	174	181	175	103.4%	Accepted Student Day 3	168	240	200	120.0%
Open House 2	204	121	210	57.6%	Accepted Student Day 4	240	215	200	107.5%
Open House 3	204	252	210	120.0%	Totals	785	826	800	103.3%
Totals	582	554	595	93.1%					

## Fall Funnel Report

Data for Fall 2019 pulled on April 9, 2019

		Fall 2015		Fall 2016		Fall 2017		Fall 2018		Fall 2019		Fall 2018 as of 4/10/18	
LEVL	SOURCE	COUNT	RATIO	COUNT	RATIO	COUNT	RATIO	COUNT	RATIO	COUNT	RATIO	COUNT	RATIO
GR	RECRUITED	521	.00%	551	.00%	544	.00%	862	.00%	1006	.00%	862	.00%
	APPLIED	267	51.25%	304	47.26%	352	64.71%	342	37.66%	421	41.85%	306	35.50%
	ACCEPTED	185	69.29%	201	55.81%	244	69.32%	250	87.11%	202	47.98%	217	70.92%
	ENROLLED	162	87.57%	170	79.19%	197	80.74%	204	81.60%	0	.00%	0	.00%
PB	RECRUITED	40	.00%	33	.00%	30	.00%	56	.00%	44	.00%	37	.00%
	APPLIED	23	57.50%	25	75.76%	29	96.67%	37	66.07%	24	54.55%	18	48.65%
	ACCEPTED	20	86.96%	15	52.00%	19	65.52%	26	70.27%	15	62.50%	7	38.89%
	ENROLLED	15	75.00%	11	73.33%	16	84.21%	22	84.62%	0	.00%	0	.00%
SB	RECRUITED	19	.00%	31	.00%	25	.00%	48	.00%	41	.00%	48	.00%
	APPLIED	12	63.16%	17	54.84%	23	92.00%	24	50.00%	19	46.34%	20	41.67%
	ACCEPTED	9	75.00%	17	94.12%	22	95.65%	19	79.17%	13	68.42%	11	55.00%
	ENROLLED	7	77.78%	13	81.25%	10	33.33%	13	68.42%	0	.00%	0	.00%
UG	RECRUITED	377	.00%	414	.00%	294	.00%	405	.00%	352	.00%	311	.00%
	APPLIED	226	59.95%	256	61.50%	221	75.17%	207	51.11%	155	44.03%	118	37.94%
	ACCEPTED	156	69.03%	192	70.47%	155	70.14%	148	71.50%	82	52.90%	48	40.68%
	ENROLLED	113	72.44%	125	64.80%	104	67.10%	103	69.59%	0	.00%	3	6.25%
<b>TOTAL RECRUITS</b>		<b>957</b>		<b>1029</b>		<b>893</b>		<b>1371</b>		<b>1443</b>		<b>1258</b>	
<b>TOTAL APPS</b>		<b>528</b>		<b>602</b>		<b>625</b>		<b>610</b>		<b>619</b>		<b>462</b>	
<b>TOTAL ACCEPTS</b>		<b>370</b>		<b>425</b>		<b>440</b>		<b>443</b>		<b>312</b>		<b>283</b>	
<b>TOTAL ENROLL</b>		<b>297</b>		<b>319</b>		<b>327</b>		<b>342</b>		<b>0</b>		<b>3</b>	

**Notes:**

Data beginning in Fall 2018 is driven by student entered data. Therefore numbers may fluctuate as we evaluate students accounts

Post-bacc numbers are higher due to students looking for just practicum going through the application process as of fall 2018

MSW Advanced standing students are calculated into fall 2018 funnel numbers - 43 seats

**Some students are not calculated properly in the enrolled column due to problems from banner to recruit (Fall 2018)**

Difference is last year at this time did not freeze numbers so prospects for graduate decreased when students were RJ/Cancelled

RN to BSN adding to accepted in Fall 2019 ; Adv standing still in fall 2019

College of Graduate and Continuing Education  
Graduate Admission Funnel Report – Fall '19-Summer I '20

Data as of April 10, 2019

\*Cohort programs enroll in fall only, PA spring only

\*Rolling admission programs enroll in fall thru summer I

Funnel Stage	Master of Social Work - Westfield	Goal	% to Goal	Difference from same time previous year	Master of Social Work - Worcester	Goal	% to Goal	Difference from same time previous year	MA Counseling	Goal	% to Goal	Difference from same time previous year	MA Applied Behavior Analysis	Goal	% to Goal	Difference from same time previous year	MS Physician Assistant (FINAL)	Goal	% to Goal	Difference from same time previous year
Prospect	408	275	148.4%	+64	139	75	185.3%	+13	122	90	135.6%	+8	92	60	153.3%	+10	568	250	227.2%	NA
Applications Submitted	204	175	116.6%	+29	56	50	112.0%	+9	45	50	90.0%	+6	21	30	70.0%	-7	266	175	152.0%	NA
Admits	96	96	100.0%	-38	34	30	113.3%	+13	33	25	132.0%	+9	15	16	93.8%	-1	30	30	100.0%	+6
Confirmed	70			-3	24			+8	20			-1	11			-1	30	30	100.0%	+6
Enrolled	0	86	0.0%	-	0	24	0.0%	-	0	20	0.0%	-	0	15	0.0%	-	30	30	100.0%	+6
*MSW is capped at 86.				*MSW/ Wor is capped at 24.				*MA Counseling capped at 20.				*ABA cohort program capped at 15.				*Program enrolls in spring, capped at 30.				
*App deadline is Feb. 1, 2019				*App deadline is Feb. 1, 2019				*App deadline is Feb. 1, 2019				*App deadline is Feb. 1, 2019				Previous year enrollment was 24				
Cohort program - still accepting/collecting deposits				Cohort program - still collecting deposits				Cohort program - still collecting deposits				Cohort program - still collecting deposits				Cohort program				
Funnel Stage	MS Accounting	Goal	% to Goal	Difference from same time previous year	MS Criminal Justice	Goal	% to Goal	Difference from same time previous year	Master of Public Administration	Goal	% to Goal	Difference from same time previous year	Master of Education	Goal	% to Goal	Difference from same time previous year	MA English	Goal	% to Goal	Difference from same time previous year
Prospect	32	35	91.4%	-20	50	35	142.9%	+13	57	35	162.9%	+12	96	110	87.3%	+19	10	15	66.7%	+1
Applications Submitted	12	33	36.4%	-8	11	29	37.9%	+5	18	27	66.7%	+10	34	75	45.3%	+15	5	12	41.7%	+5
Admits	4	20	20.0%	-7	4	22	18.2%	+2	3	22	13.6%	0	13	48	27.1%	+11	2	10	20.0%	+2
Confirmed	2			0	1			-1	1			-1	7			+5	1			+1
Enrolled	0	18	0.0%	-	0	18	0.0%	-	0	18	0.0%	-	0	50	0.0%	-	0	7	0.0%	-
Rolling admission Fall 2019 to Summer I 20				Rolling admission Fall 2019 to Summer I 20				Rolling admission Fall 2019 to Summer I 20				Rolling admission Fall 2019 to Summer I 20				Rolling admission Fall 2019 to Summer I 20				

Funnel Stage Definitions

Prospect = Students who are interested in WSU but not applied

Application Submitted = Students have completed the online application, but not have submitted all materials

Admits = Students who have been accepted into a program

Confirmed = Students who have identified that yes they are coming to WSU, via a deposit or confirmation from student

Enrolled = Students who have enrolled in courses

Full-Time Freshmen

Current year data as of: 04/03/2019

ENROLLMENT STATUS\*

All

Counts by Ability to Pay Index

with an Enrollment Status of all\*

TUITION BAND

All

GENDER

All

RACE

All

RESIDENT

All

PERMANENT STATE

All

MARKET

All

VISIT STATUS

All

ACADEMIC INDEX

All

YEAR

All

CATEGORY

All

DECISION TYPE

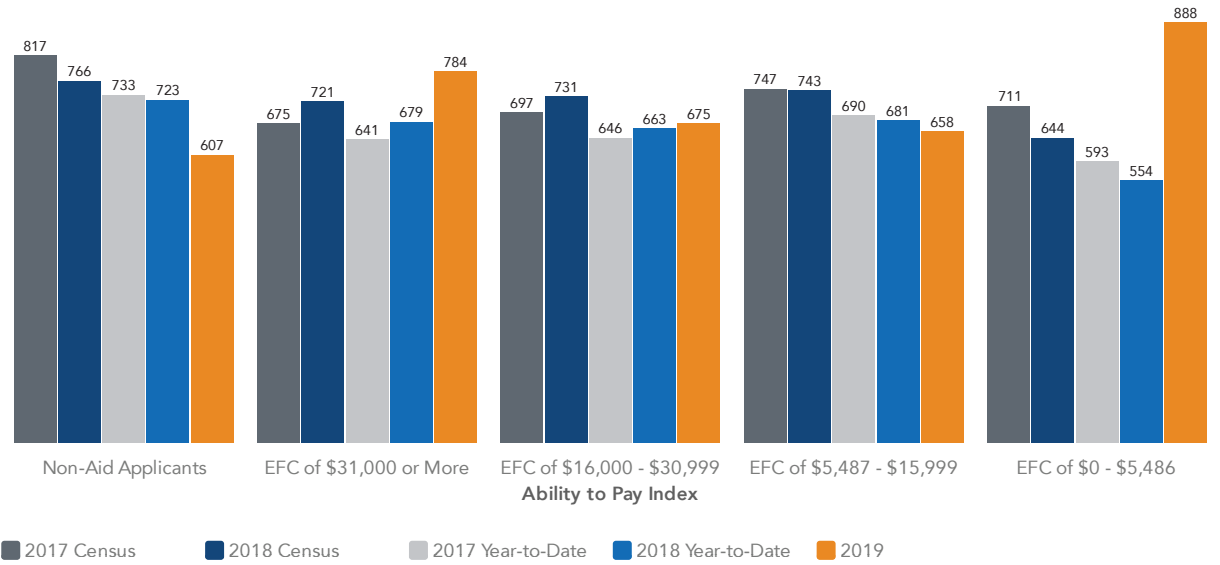
All

MODEL POPULATION

Model Population

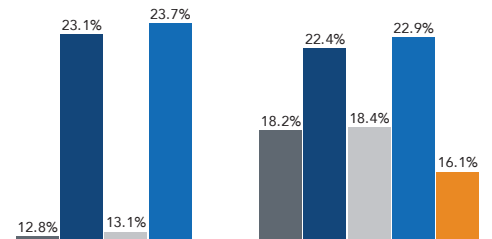
EXCLUDED GROUP

All

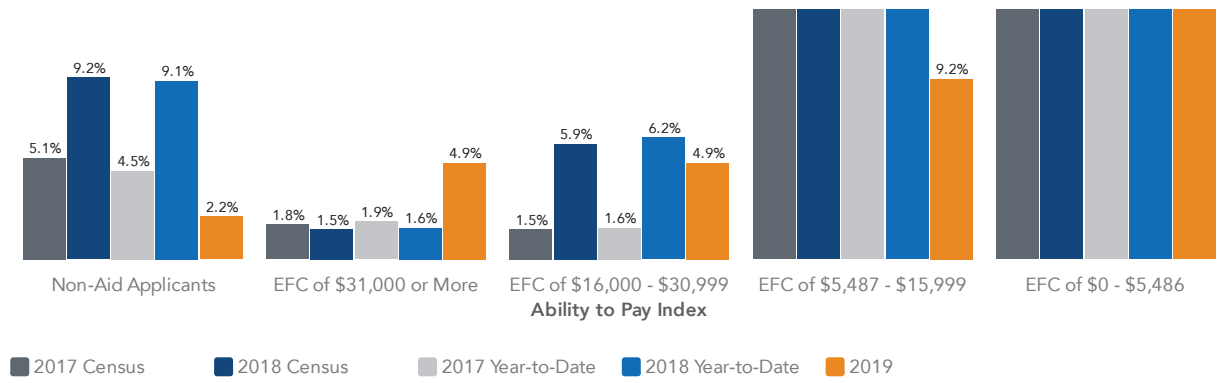


Discount Rate by Ability to Pay Index

with an Enrollment Status of all\*







\*An "Enrollment Status" of "All" represents admits.

\*\*Yield is visualized in the "Percent of Admits" chart when the "Enrollment Status" filter is set to "Net Deposit" or other enrollment indicator, e.g. "Housing Deposit Rec'd".

Year-to-date data is derived from datasets dated: **09/11/2018** and **09/12/2017**

Where dates are available, year-to-date data reflects the current data date: **04/03**

Version  
1.2

## Full-Time Freshmen

Current year data as of: 04/03/2019

## Admits

	Admits	Average GPA	Average Test	Average EFC (Aid Applicants)
CY Admit Pool	3,682	3.33	1085.9	\$24,519
CY vs LY YTD*	▲ 307	▲ .04	▼ 8.2	▼ \$662
LY Census vs LY YTD**	319	-.02	-3.8	\$-777

## Net Deposits

	Net Deposits	Net Tuition Revenue	Discount Rate	Institutional Gift Aid
CY Admit Pool	425	\$4,078,646	9.3%	\$416,124
CY vs LY YTD*	▲ 108	▲ \$1,128,197	▼ 2.6%	▲ \$18,055
LY YTD vs LY Census**	678	\$6,093,470	1.8%	\$1,037,637

\* The current enrollment cycle (CY) numbers compared to last year's year-to-date (LY YTD) numbers.

\*\* The change from last year year-to-date (LY YTD) to last year census (LY Census).

## TUITION BAND

All

## Comparative Summary

	Year	2017 Census	2018 Census	2017 Year-to-Date	2018 Year-to-Date	2019
GENDER	# of Admits	3,730	3,694	3,364	3,375	3,682
	Yield	27.0%	26.9%	10.6%	9.4%	11.5%
RACE	# of Net Deposits	1,008	995	356	317	425
	Average Institutional Gift Aid	\$902	\$1,443	\$675	\$1,256	\$979
RESIDENT	Total Institutional Gift Aid	\$909,491	\$1,435,706	\$240,206	\$398,069	\$416,124
	Average Net Tuition Revenue	\$8,918	\$9,089	\$9,171	\$9,307	\$9,597
PERMANENT STATE	Total Net Tuition Revenue	\$8,989,169	\$9,043,919	\$3,264,999	\$2,950,449	\$4,078,646
	Discount Rate	9.2%	13.7%	6.9%	11.9%	9.3%

## MARKET

All

## Academic and Ability to Pay Comparisons

## VISIT STATUS

All

ENROLLMENT STATUS<sup>§</sup>

All

## ACADEMIC INDEX

All

	Year	2017 Census	2018 Census	2017 Year-to-Date	2018 Year-to-Date	2019
	# in Selection	3,730	3,694	3,364	3,375	3,682
ABILITY TO PAY INDEX	Average GPA	3.19	3.27	3.22	3.29	3.33
	Average Test	1082.3	1090.4	1091.3	1094.2	1085.9
CATEGORY	Median Adjusted EFC**	\$22,908	\$23,750	\$23,665	\$24,820	\$20,352
	Average Adjusted EFC**	\$17,082	\$17,423	\$17,423	\$17,712	\$15,863
DECISION TYPE	Median EFC (Aid Applicants)	\$15,065	\$16,492	\$15,716	\$17,227	\$14,768
	Average EFC (Aid Applicants)	\$22,691	\$24,405	\$23,598	\$25,182	\$24,519

## EXCLUDED GROUP

All

\*An "Enrollment Status" of "All" represents admits.

\*\*Adjusted EFC is created by imputing full budget for non-aid applicants and capping EFC at yearly budget for aid applicants.

Year-to-date data is derived from datasets dated: 09/11/2018 and 09/12/2017

Where dates are available, year-to-date data reflects the current data date: 04/03

**Full-Time Freshmen**

Current year data as of: 04/03/2019

	Net Deposits	Pending	Melt	Withdrawn
CY Admit Pool	425	3,162	1	94
CY vs LY YTD*	▲ 108	▲ 198	▲ 1	0
LY Census vs LY YTD**	678	-2,939	80	2,500

\* The current enrollment cycle (CY) numbers compared to last year's year-to-date (LY YTD) numbers.  
 \*\* The change from last year year-to-date (LY YTD) to last year census (LY Census).

ENROLLMENT STATUS<sup>§</sup>

All

**Enrollment Status Counts**

TUITION BAND

All

GENDER

All

RACE

All

RESIDENT

All

PERMANENT STATE

All

MARKET

All

VISIT STATUS

All

ACADEMIC INDEX

All

ABILITY TO PAY INDEX

All

YEAR

All

CATEGORY

All

DECISION TYPE

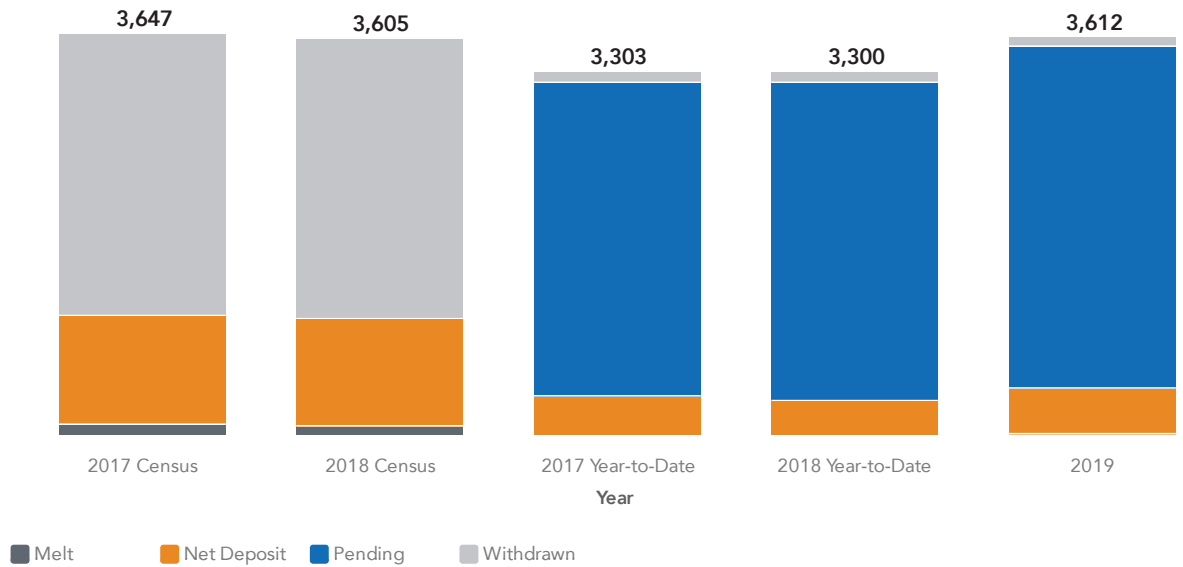
All

MODEL POPULATION

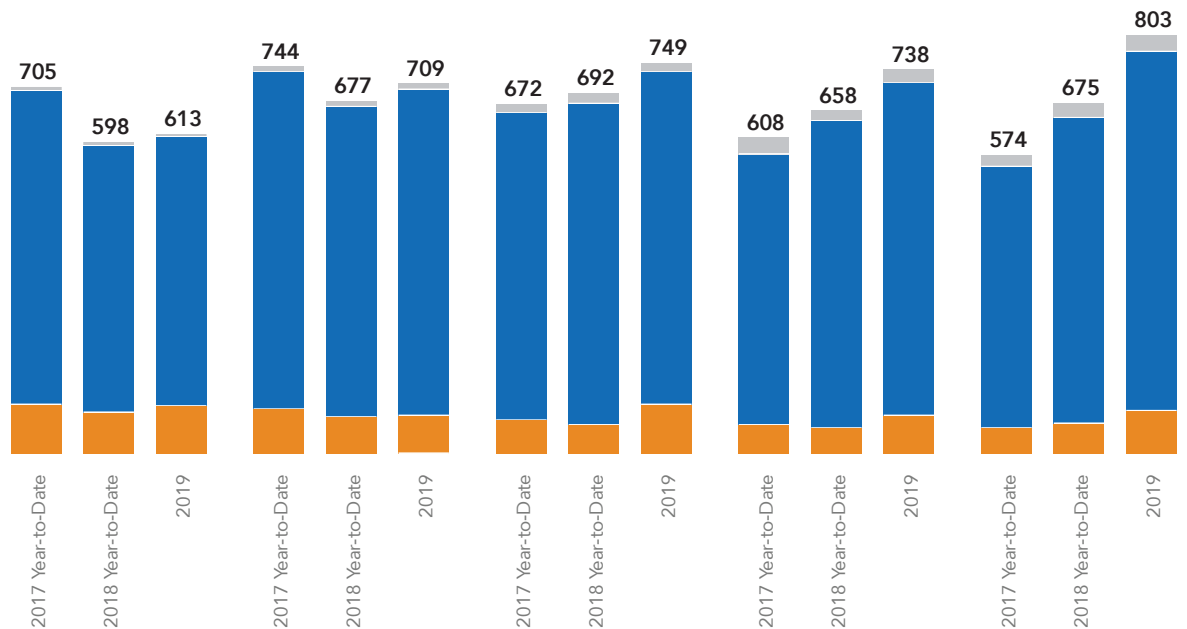
Model Population

EXCLUDED GROUP

All

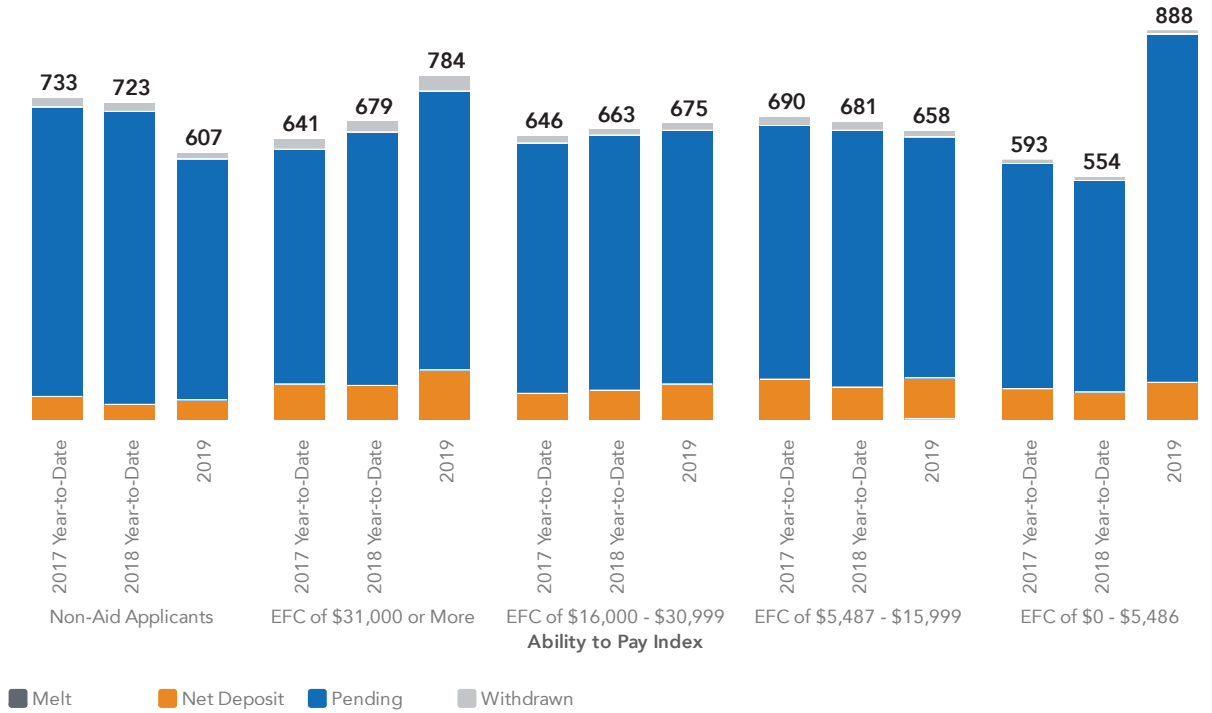


**Enrollment Status Counts by Academic Index**



■ Melt ■ Net Deposit ■ Pending ■ Withdrawn

### Enrollment Status Counts by Ability to Pay Index



■ Melt ■ Net Deposit ■ Pending ■ Withdrawn

\*An "Enrollment Status" of "All" represents admits.

Year-to-date data is derived from datasets dated: 09/11/2018 and 09/12/2017

Where dates are available, year-to-date data reflects the current data date: 04/03

Version 1.2

**Full-Time Freshmen**

Current year data as of: 04/03/2019

ENROLLMENT STATUS\*

All

**Counts by Academic Index**

with an Enrollment Status of all\*

TUITION BAND

All

GENDER

All

RACE

All

RESIDENT

All

PERMANENT STATE

All

MARKET

All

VISIT STATUS

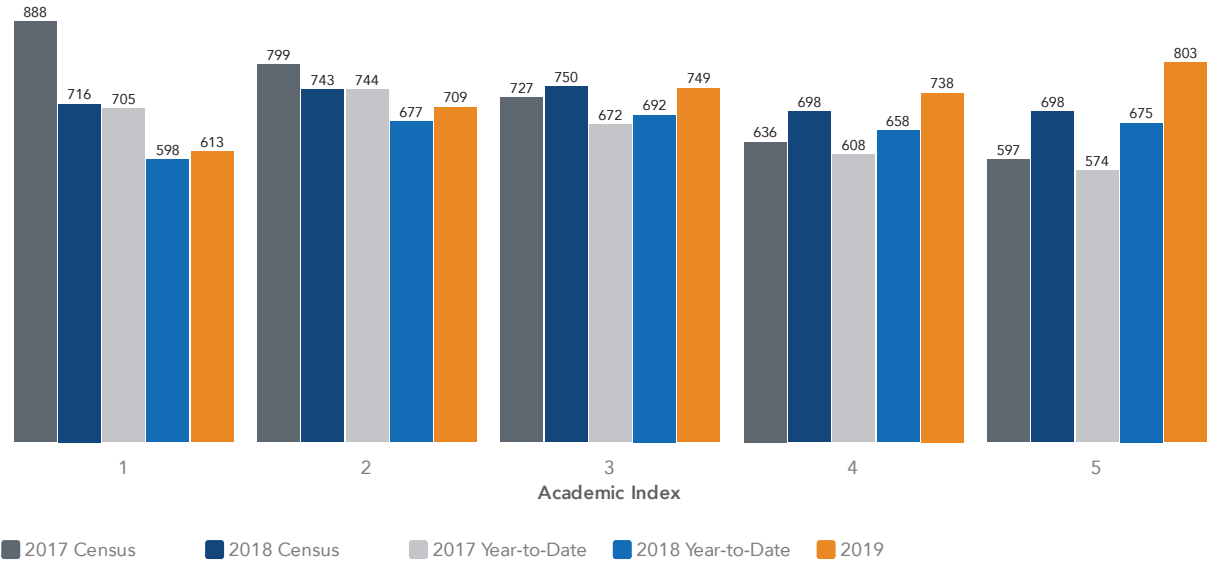
All

ABILITY TO PAY INDEX

All

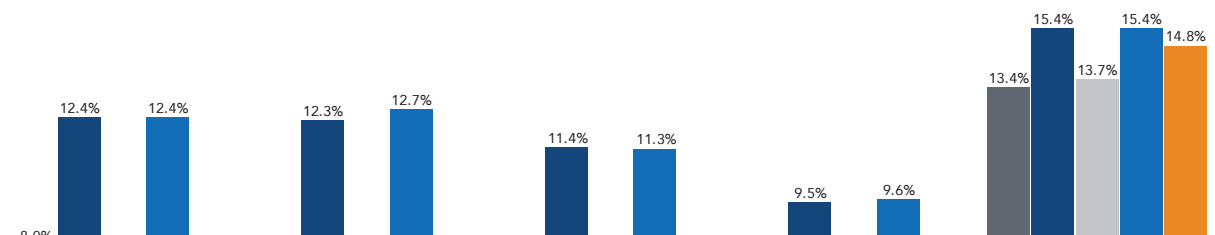
YEAR

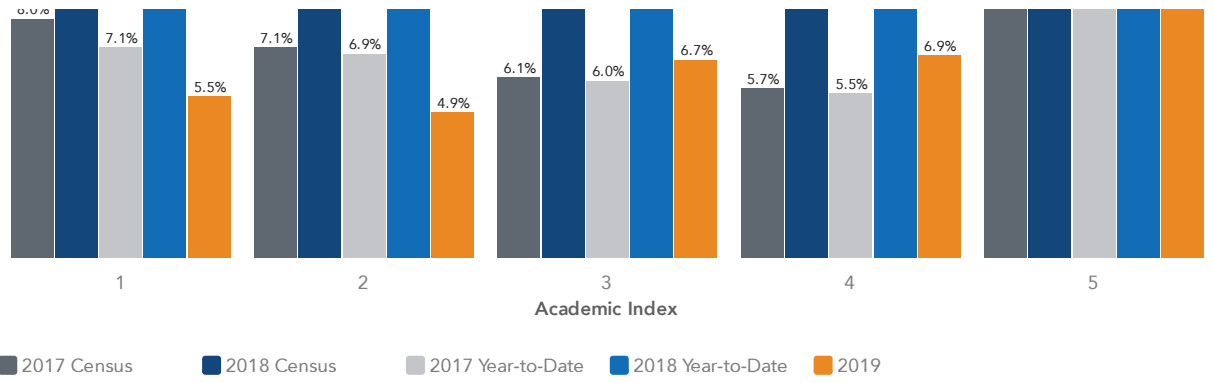
All



**Discount Rate by Academic Index**

with an Enrollment Status of all\*





\*An "Enrollment Status" of "All" represents admits.

\*\*Yield is visualized in the "Percent of Admits" chart when the "Enrollment Status" filter is set to "Net Deposit" or other enrollment indicator, e.g. "Housing Deposit Rec'd".

Year-to-date data is derived from datasets dated: 09/11/2018 and 09/12/2017

Where dates are available, year-to-date data reflects the current data date: 04/03

Version  
1.2



# Institutional Advancement DASHBOARD

July 1, 2018–April 15, 2019

## Highlights

Over 600 students completed nearly 2,500 scholarship applications. Committees are currently reviewing these applications. \$265,000 in scholarship funds will be awarded for the upcoming academic year.

Over 1,200 Alumni engaged with the #OwlsinLove social media appeal. This effort has updated valuable relationship information and provided a platform for alumni who met and fell in love on campus to share their stories.

On April 6, 2019, 102 alumni, family and friends gathered at the Criminal Justice Alumni Hall of Fame. The Dr. Victor Ascolillo Lifetime Service Award was presented to Dr. L. Michael McCartney.

The annual Albert & Amelia Ferst Interfaith Breakfast was held on April 10, 2019. Rabbi Jacob Fine, Founder and Director of Abundance Farm spoke and the student award was presented to Hibo Hussein '19, president of the Muslim Student Organization.

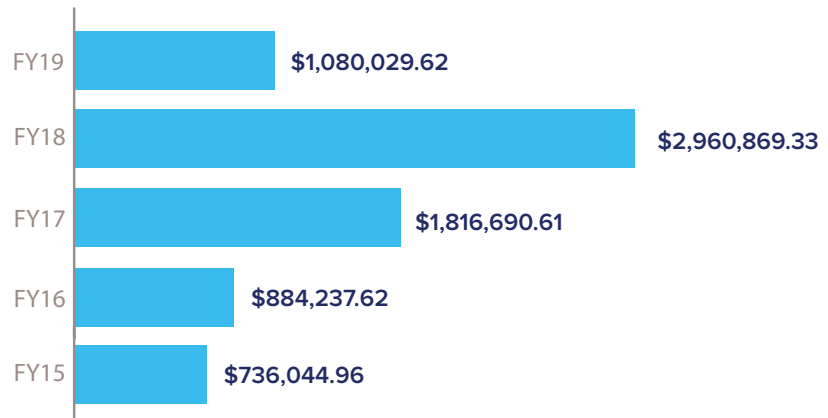
Our #GiveAHoot Annual Day of Giving, held over 1,839 minutes from April 10–11, brought in over \$54,333.17 and 620 donors. The inaugural Owl Run 5K race occurred on April 7 as part of the #GiveAHoot initiative. It was a huge success with 155 runners and \$3,875 raised toward the #GiveAHoot goal.

The *Pathways to Excellence* event is set for May 9, 2019. This year's event highlights the "Westfield" in Westfield State with a portion of the proceeds helping to fund the Westfield Pride Scholarship.

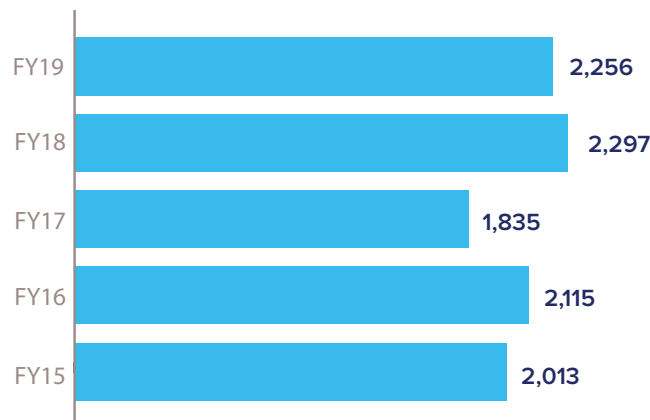
Fiscal year-to-date, we have engaged 290 new alumni and parent donors totaling \$28,935. In addition, we have recovered (gave in FY17, but not FY18) 104 alumni and parent donors totaling \$12,589.

The Happy Birthday program continues to engage alumni. To date, the birthday video has been shared 148 times on Facebook and downloaded 131 times. We have received 135 replies from alumni about their video.

### TOTAL DOLLARS



### TOTAL DONORS



	Gifts of \$5,000+	Median Gift	Average Gift
FY17	52	\$50.00	\$577.99
FY18	48	\$39.00	\$713.39
FY19	37	\$40.00	\$242.77

Volunteer Boards	Population	Dollars	Donors	Average Gift	Participation
<b>Board of Trustees</b>					
FY18	11	\$52,945.00	11	\$1,176.55	100.00%
FY19	11	\$30,355.40	9	\$842.65	82.00%
<b>Foundation Board</b>					
FY18	26	\$36,338.86	26	\$374.62	100.00%
FY19	28	\$29,786.53	28	\$338.48	100.00%
<b>Alumni Association</b>					
FY18	17	\$5,973.08	17	\$55.30	100.00%
FY19	17	\$5,203.58	17	\$89.72	100.00%
<b>Cabinet</b>					
FY18	8	\$12,849.90	8	\$62.99	100.00%
FY19	8	\$12,759.00	9	\$69.72	100.00%