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Associate Vice Provost of Enrollment Management



# **Enrollment Management**

• 2021-2022 largest enrollment increase in recent history

• 2022-2023 potentially the largest class of new students (freshmen and transfer)

 2022-2023 potentially the largest number of honor students (over 300 Provost and Presidential scholars)



		Fall 2020	Fall 2021	Fall 2022
		8/3/2020	8/2/2021	8/4/2022
Total				
	Admits	8,370	6,414	7,983
	Deposits	1,287	1,170	<mark>1,840</mark>
	Validated		144	1,660
Freshmen				
	Admits	8,113	6,055	7,495
	Deposits	1,159	962	<mark>1,568</mark>
Transfers				
	Admits	257	359	488
	Deposits	128	208	<mark>272</mark>
Graduate-Master's				
	Applications	470	524	709
	Admits	145	145	151

+499 In-state

+470 In-state

+29 In-state



### Strategic Implementations in Admissions

- Director of Transfer Center
- Assistant Director of Operations
- Executive Director of Admissions
- Director of VCAN





### Strategic Implementations in Admissions

- Revitalization of the CRM system (Customer Relationship Management)
- Refocus and redesign of a Communication Plan with over 20 automated emails
- Virginia Recruitment Path
- Targeted Recruitment in Academic Programs
- Emphasis on the importance of transfer students
  - Virginia Community College System
  - Richard Bland College
  - Brightpoint Community College





# New Opportunities (Admissions)

- Add new geographic areas
- Add 3 recruiters/counselors
- Expand partnership with EAB to include graduate programs
- Implement Call Center





# Trojan Summer Bridge 2022





### Trojan Summer Bridge

#### **Program Components:**

- ■5 credit hours
- Faculty/Peer Mentorship
- Peer/Peer mentorships
- Intrusive Academic Advising
- Independent Learning Sessions
- Social Engagement (movies, basketball tournament, game night, arcade)





#### Trojan Summer Bridge

#### College Success Seminars



Know your Learning Style

Time Management

Synchronous/Asynchronous Learning

Communicating with Faculty

Career Preparedness

Mental Health Awareness

Community Hunger

**Student Conduct** 

Title IX

Brother-2-Brother/Sister-2-Sister



### Virginia College Affordability Network (VCAN)





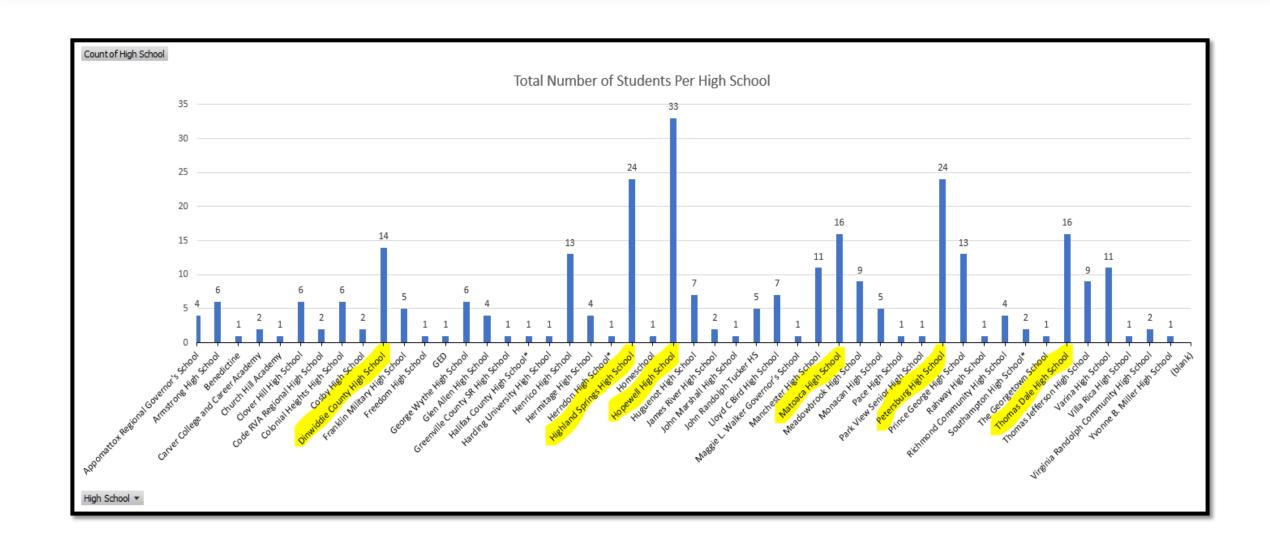
#### Number of Students Enrolled Since 2020

- 2020-2021: 31 Students
- 2021-2022: 310 Total
  - Fall 310
    - 268 Freshmen
    - 27 Sophomores
    - 8 Juniors
    - 7 Seniors
  - Spring 297
- 2022-2023: 275 (11 waitlisted)

- 438 Freshmen
- 86 Sophomores
- 29 Juniors
- 19 Seniors



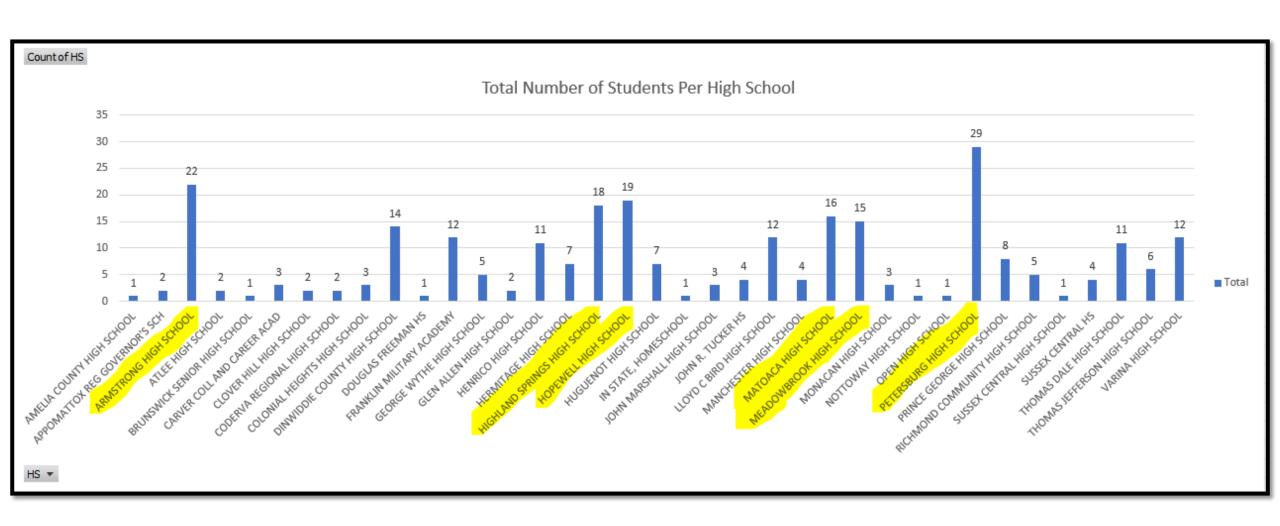
#### Total Number of Students Per High School 2020-2022





#### Total Number of Students Per High School 2022-2023

Since 1882





### **VCAN** Engagement

Since 1882

 VCAN students intentionally engaged with eight (8) various high school VCAN student panel visits.



VCAN @ VSU Lobby Day

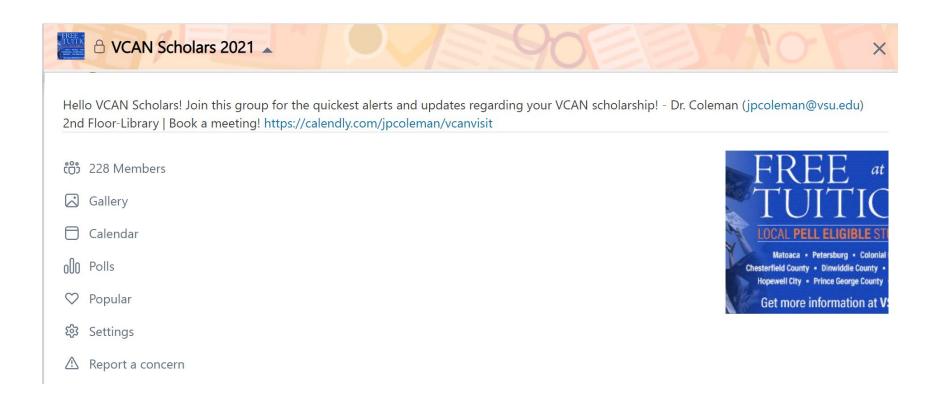


(Petersburg High School)



# **VCAN Community**

• 228 students are in the virtual group chat





# **VCAN** Engagement

#### **VCAN** in the Community



#### **VCAN Dinner**



(FAFSA/VASA Pop-Up)



#### **VCAN Quotes**

o "I am thankful for having support and a pretty close-knit group to call my peers. I am also thankful that everyone in VCAN just tries to help each other out"

o "Getting a chance to be a part of something so special"

"I am most thankful for the opportunity to be receiving my education with great people around me"

"I thank VCAN for helping me pay for school and not have to pay out of pocket"

 "VCAN giving many privileges to be able to receive the best experience at the best HBCU"

o "My most thankful moment was finding out I was offered the VCAN scholarship since it is such a rare and amazing opportunity"

"It's infrequent to have both [financial & emotional support] from a person, let alone a program, and hard to keep... I felt as though I couldn't make it the semester"



