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A PLAN TO ASSIST IN THE RECRUITMENT OF CENTRAL WASHINGTON UNIVERSITY FRESHMEN IN THE STATE OF WASHINGTON

4

A Project Presented to

The Graduate Faculty

Central Washington University

In Partial Fulfillment of the Requirements for the Degree of Master of Education in Administration

By

Jill M. Orcutt August 2001

A CENTRAL WASHINGTON UNIVERSITY FRESHMEN RECRUITMENT PLAN IN WASHINGTON STATE

By

Jill M. Orcutt

August 2001

The purpose of this project was to develop a recruitment plan to increase Central Washington University's enrollment of freshmen students from the state of Washington. To develop this plan, current research and literature related to increasing enrollment at institutions of higher education were researched and reviewed. A review of current strategies was also conducted and the new plan developed. The plan will be offered to the Director of Admissions at Central Washington University for consideration for implementation.

ACKNOWLEDGMENTS

Credit must be given to my husband and three daughters, who supported me while I worked on this project.

I would not be at this point in my education without the guidance and support of Dr. Susan Madley, Dr. Gregory Chan, and Dr. Jack McPherson. I also want to thank Dr. James Pappas, who provided research materials, advice and support.

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CHAPTER ONE

BACKGROUND OF THE STUDY

"There is danger in reckless change; but greater danger in blind conservatism." --Henry George

Introduction

"Central Washington University (CWU) was established in 1890 as Washington State Normal School and became a University in 1977. Central is one of six state-supported institutions offering baccalaureate and graduate degree programs in the state of Washington. Central's purpose as a comprehensive university is to provide a quality education to both undergraduate and graduate students. The University carries out its mission by fostering an environment which nurtures the physical, intellectual, social, and ethical developments of each student. That environment is marked by small classes, residential and recreational programs, and a demonstrated concern for each student as an individual. The University is a resource for the local community and region." (CWU Catalog 2000-01).

Central Washington University's recruitment focus has been the King, Pierce, and Snohomish Counties (I-5 corridor). These counties have the highest population in the state of Washington and the majority of students attending the six state institutions of higher learning come from this geographic region. The most current CWU Marketing Plan states "approximately 61 percent of CWU's student body, both on and off campus originates from the I-5 corridor." (1999).

Yakima, Chelan, Kittitas, Grant, and Benton counties comprise the next largest market area for CWU, supplying the Ellensburg Campus with over 2000 students each year. However, according to the CWU Office of Institutional Research at CWU, in the Fall of 1997, only (92) students came from the Yakima Valley and, in the Fall of 1998, only seventy-six (76) students. These statistics support the premise that the majority of CWU's current students are coming from the I-5 corridor.

Two reasons may have contributed to a lower number of students coming to CWU from Yakima, Chelan, Kittitas, Grant, and Benton counties. First, a large number of the students from these counties are from first generation, low-income families, whom may not be familiar with the opportunities available and or fully understand the importance of furthering their education. Secondly, many of the students from these counties attend community colleges in their area i.e., Yakima Valley Community College, and Wenatchee Valley College. Community colleges generally have lower tuition than four-year institutions and hence, more affordable and in many cases students may save money by living at home.

There has been limited recruitment and marketing in the I-5 corridor and in the Lower Valley due to a very small admissions and marketing budget. Until July of 1998, the University did not even have a marketing unit or a marketing budget. The current marketing budget consists of \$50,000 which is extremely small.

Purpose of the Project

The purpose of this project was to develop a recruitment plan to increase freshmen enrollment at Central Washington University. Specifically, recruitment efforts will be directed towards the lower Yakima Valley and to the 1-5 corridor in the state of Washington.

Definition of Terms

- 1. <u>Benefit Segmentation</u> Division of the mass market according to the benefits that people seek from a product.
- 2. Full Time Equivalent Undergraduate students averaging 15 credits per quarter.
- 3. Integrated Marketing Is a marketing planning process which includes not only promotion strategies but product, price, and place strategies. In addition, it seeks to establish vital exchange relationships with key target audiences; and is designed to achieve institutional objectives outlined in a university's mission, vision, and strategic plan.
- 4. <u>Marketing</u> Marketing is the analysis, planning, implementation, and control of carefully formulated programs designed to bring about voluntary exchanges of values with target markets for the purpose of achieving organizational objectives.
- 5. <u>Marketing Mix</u> Refers to four controllable variables—product, price, place, and promotion.
- Media Mix An array of promotional strategies an institution uses to communicate its marketing mix to prospective target audiences.
- 7. <u>**Paradigm</u>** An example or model. An accepted way of looking at something on the basis of experience, background, and perception.</u>
- 8. **Product Mixes** Represents and identifies various product attributes.

- 9. <u>Recruitment Plan</u> A plan to increase the number of student prospects, turn prospects into applicants, and turn applicants into enrolled students.
- 10. Segmentation
 The dividing of heterogeneous populations into smaller

 homogeneous subsets of a target population.
- 11. <u>CWU University Centers</u> The university has six Centers located in Lynnwood, SeaTac,
 Ft. Steilacoom, Yakima, Wenatchee, and Moses Lake.

Limitations

For the purpose of this project, it was necessary to set the following limitations:

- 1. The recruitment plan was designed and developed to be compatible with CWU's existing policies and vision.
- The freshmen recruitment plan was designed to recruit students to Central Washington University's Ellensburg Campus and did not directly address the University Centers.
- The recruitment plan addressed only incoming freshmen and excludes transfer and graduate students.
- 4. The marketing plan focused on the recruitment of freshmen students from the state of Washington.

CHAPTER TWO

REVIEW OF RELATED LITERATURE

Introduction of Related Research

The purpose of this project was to develop a recruitment plan to increase Central Washington University's enrollment of freshmen students from the state of Washington. To develop this plan, current research and literature related to increasing enrollment at institutions of higher education were researched and reviewed. A review of current strategies was also conducted and the new plan developed. The review of research and literature institute in the following pages has been organized to address:

- 1. Institutional Marketing and Recruitment
- 2. Central Washington University's Past Marketing Practices
- 3. Central Washington University's Current Marketing Strategies
- 4. Central Washington University's Current Recruitment Plan

Research in Chapter Two was identified through a computer search, statistical data, magazine articles, professional journals, books, and Central Washington University publications and reports.

Institutional Marketing and Recruitment

"There are five new megatrends that alone or together could dramatically affect institutions' ability to exert their own will in the marketplace: 1) The changing demographics of college students; 2) cost to attend and the tuition gap between publics and privates; 3) the rise of publics, including two-year institutions, as major players in recruiting

and fundraising; 4) greater involvement of states in managing their public institutions; and 5) increased competition for the donated dollar" (Integrated Marketing for Colleges, Universities, and Schools, 1998).

Economic, demographic, and attitudinal shifts are greatly impacting enrollment at institutions of higher education. "Students of today and tomorrow are somewhat more conservative than previous generations of students, likely to be less interested in the pure liberal arts, very program- and outcomes-oriented, more practical, and more likely to include convenience and access in defining academic quality" (Integrated Marketing for Colleges, Universities, and Schools, 1998). These trends will heighten the already significant stresses on recruiting.

Colleges and universities generally do a poor job of advertising themselves. There are several reasons: improper planning, resistance to advertising, inexperience, and lack of a marketing plan (Journal of Marketing for Higher Education, 1995).

Universities must have a leader in the admissions office that understands concepts such as logistic analysis, predictive modeling, and financial aid leveraging in order to compete in the market place for students. Today, if a university is not paying attention to its enrollment planning, problems are ahead (Chronicle of Higher Education, May 1999).

Institutions who do not have a good marketing and recruitment planning process are considered "at risk" for enrollment problems. According to Lewis Mayhew, characteristics of "at risk" institutions include: lack of aggressive, knowledgeable leadership; frequent administrative or faculty turnover; loss of institutional focus; weak or inaccurate image; overdependency on tuition and tuition increases; small or decreasing endowment, low graduation rates, low freshman-to-sophomore retention rates; difficulties in student

recruiting; difficulties in fund raising; poor morale; inflexible, bloated, or moribound curriculum that is controlled by faculty, faculty militancy or apathy; and increased use of part-time faculty.

Some institutions are in denial and ignoring the new trends and issues in higher education, some are hunkering down and hoping they pass by, and some institutions are taking these new challenges head on by assessing their marketplace carefully and systematically, ranking their target audiences, and developing realistic, well-funded marketing and recruitment goals. To survive and succeed, institutions must know their markets; attract sufficient resources; convert these resources into appropriate programs, services, and ideas; and effectively distribute them to the various consuming publics (Strategic Marketing for Educational Institutions, 1985).

"Marketing and recruiting plans must be founded on the institution's mission. They must be logical and even heartfelt extension of an institution's mission. If the mission and planning efforts are not in congruence, then something is deeply flawed. It is destructive to the institution and deceptive to the marketplace to develop and execute a plan that is inconsistent with the institutional mission" (Integrated Marketing for Colleges, Universities, and Schools, 1998).

Karl Albrecht states that, "No vision statement or mission statement can ever make much sense unless it originates in some valid concept about what it takes to succeed. It is not a platitude. It is not a slogan. It is not an exercise in journalism; it is an exercise in careful, clear, creative, disciplined, and mature thought. It provides a critical success premise that leaders can understand, commit to, and dramatize to others. A good vision and mission

statement also conveys a strong sense of momentum, of unstoppable, implacable movement in an unambiguous direction."

Philip Kotler defines marketing as the analysis, planning, implementation, and control of carefully formulated programs designed to bring about voluntary exchanges of values with target markets for the purpose of achieving organizational objectives. The four Ps represent the four variables that institutions manipulate as part of their marketing and positioning strategy. Sometimes the four Ps are called the marketing mix because they are the ingredients we mix to develop specific messages for specific target audiences. The first P is product and is the sum of an institution's academic, social, physical, and values/spiritual dimensions and the opportunities that are available to graduates. The second P is price and includes both dollars and nondollar (faculty availability, advising, etc.) costs. The third P is place-convenience of location and time has become very important to prospective students. The fourth P is promotion-communication used to recruit and market.

Of course, the question must be asked: If the potential for marketing is so enormous why do so few colleges and universities embrace it? Most often the answer is, "We don't have enough money." According to Robert Sevier, a lack of money is almost never the chief impediment to the creation and implementation of a comprehensive marketing/recruiting strategy. The main reasons are as follows: prime motivators are missing, no top-down commitment to marketing, an unwillingness to address issues of territoriality, a reluctance to undertake realistic situational analysis, an inconsistent definition of marketing among senior administrators, a confusion between stakeholders and customers, and a fixation with historical paradigms. Charles Handy wrote, "People clamor for rights but ignore their responsibilities, want democracy but expect others to sort out all its problems for them,

complain when others take initiative but take no initiative themselves" and "It is the campus executive who is caught between societal pressure for change and the faculty's wish to maintain the academy in the form they have known—administrators are charged by their faculty to afford protection from the very pressures that the institution's external constituencies are, with increasing resolve, bringing to bear." Marketing an institution is something many faculty members believe is not necessary and creates another challenge that an institution must deal with. When considering an institutions resistance to change, consider the following formula: Number of years in current system X Age = Resistance to Change. (Integrated Marketing for Colleges, Universities, and Schools)

Characteristics of a market-oriented institution include: embracing a comprehensive definition of marketing, recognizing marketplace dynamics, a belief in the constancy of change, transforming vision, primacy of the customer, clarification of stakeholder roles, redefinition of quality and success, a culture of "now," data-based decision-making, variation of product, price, place, and promotion, and clear criteria for evaluating progress.

Solid marketing plans rest on a foundation of research. This reality is reflected in a basic definition of market research: the systematic design, collection, analysis, and reporting of data and findings relevant to a specific marketing situation an institution faces. Market research involves finding specific answers to specific questions—information that is used to refine marketing goals and to help develop the overall marketing plan. Research can be used to provide answers and to clarify and set priorities. In today's marketing, fundraising, and recruitment environment, the problem is not a lack of options but determining which ones are most likely to succeed or provide the greatest return in the shortest time. Research allows you to test ideas and can often prevent institutional leaders from making expensive and very

public mistakes. Research helps monitor an institution's environment. It can quickly pinpoint problems while they are still manageable. At the same time, research can highlight opportunities that might be overlooked.

An institution's image or reputation is one of their most precious and powerful marketing tools. An image is a set of attitudes or beliefs that a person or audience holds about an institution. Image has a tremendous and often underappreciated effect on college choice. Image building is seen as a legitimate pre-recruiting function at market-oriented institutions. A few years ago Harvard Business Review conducted an interview with Phil Knight, President of Nike, Inc. During the interview, Knight said Nike really began to soar when officials realized that they were not in the shoe business but in the image business. Sure, they make shoes, conceivably some of the best shoes in the world. But Nike sells much more than shoes-it sells the Nike swoosh. Institutions with strong images generally have something they are known and valued for. Strong images just don't happen. They require a commitment from top administrators, a clear understanding of who your audiences are and how you are currently perceived. Images must be managed because they require planning, execution, and a long-term budgetary commitment. Many institutions would do well to adopt Churchill's strategy of being careful to war the same ties and the same hats for 50 years—so as not to confuse us! What would people think of politicians who changed their public personality every year? Image management acknowledges the following fundamental image formula: accuracy + clarity + consistency x continuity.

Segmentation is the notion of dividing large, heterogeneous populations into smaller, homogenous subpopulations and is used in recruiting students. Most colleges use the same basic strategy to recruit the majority of their students. Recently, there has been some effort

to develop separate strategies for nontraditional students, students of color, and even honors students. Segmentation allows you to monitor and survey the needs and expectations of critical target audiences, cut costs, and allows you to communicate with chosen target audiences more effectively and efficiently. Public institutions often use a mass market strategy to recruit students. Every student, regardless of academic interest or ability, is recruited in the same fashion.

An institution must have clearly identified its Strengths, Weaknesses, Opportunities, and Threats (SWOT). The institution must have a clear mission and vision. It must embrace what its institutional niche really is. It is very important for the campus community to have an appreciation for the marketing/recruiting planning process. It is important for the campus community to understand that creating and implementing a marketing/recruitment plan is in the best interest of all campus stakeholders, including faculty.

The ten most important college characteristics are: majors/programs 30.9%, academic reputation 28.4%, location of the college 15.7%, career focus 9.3%, community 7.9%, friendly atmosphere 7.1%, numbers of students/size 4.1%, athletic program 4.0%, and other 6.9% (Stamats Applications, 2000).

According to Dr. Robert Caruso, if a diverse student population is part of your institutions mission statement the following three basic steps must be used:

Institutions must actively seek opportunities for collaboration with elementary, middle, junior high schools, and high schools all with the primary goal of raising student aspirations.

- Institutions must mobilize the resources of the campus and the community to help foster a caring environment that supports the primacy of learning, academic achievement, and student support.
- Prepare students for life after the institution through programs and services that encourage graduate study and/or facilitate effectiveness in the employment setting. Any serious attempt to recruit and retain minority students must be part of a larger institutional strategic plan in which an enrollment management and marketing strategy play a central role (Access: Improving Diversity in Student Recruiting and Retention, 1998)

Central Washington University's Past Marketing Practices

Prior to 1997, Central Washington University's enrollment marketing was done by different offices on campus working together. The Directors of Admissions, Housing, Dining Services, and Conference Programs worked together to produce videos, brochures, compact-disks, and publications to send to prospective students. Admissions Counselors would visit high schools around the state. Students were hired to give tours of campus and to call applicants.

Recruitment was done through student camps and conferences held on campus including: cheer camps, sports camps, Business Week, Girls' State, JOB's Daughters, Music Festivals, and other camps and conferences attended by prospective students.

Different university offices worked together to try to project a positive image of Central Washington University. This feeling emphasized that we were all in this together and everyone was necessary to make a positive impression on potential students and their

parents. The university lacked a university marketing/recruitment team and no university dollars were identified for the purpose of marketing the institution.

Based on the recommendation made by a university-wide President Ivory Nelson created on July 1, 1997, the Division of Marketing and Enrollment (Internal Memorandum, 1997). This new division was composed of units that could support a new higher education paradigm called *Integrated Marketing*. President Nelson charged this new division with developing a university marketing plan to increase student enrollment and improve the image of CWU. The departments comprising the Division of Enrollment Management and Marketing included the Office of the Registrar, Admissions, Academic Services, Academic Skills Center, Graphics Productions, Financial Aid, University Mailroom, Duplicating, Academic Advising, McNair Scholars Program, and the Educational Opportunity Center.

Recruitment programs were developed to target high schools around the state. Campus visitation programs, such as the Central Sampler, increased in number and were actively promoted. From August to December 1997, CWU Admissions Office staff visited 129 sites for the purpose of outreach and recruitment. These visits included ten workshops for high school counselors, five high school college fairs, three national recruiting fairs, 27 community college visits in combination with 18 night visits targeting high school seniors, and 67 high school visits (Admissions and Advising Newsletter, April 1998.)

The May 1998 issue of "In Focus," a newsletter produced by the CWU Office of Institution Studies showed the results of a survey of the 1996 incoming freshmen. The survey asked freshmen to state the reasons for choosing to attend Central Washington University. These reasons are as follows:

✤ Size of university (50%)

Very good academic reputation (40%)

✤ Affordable tuition (29%)

Offers special programs (29%)

Placement of graduates (28%)

From the same newsletter, 71 percent of incoming freshmen respondents reported Central as their first choice for college (74 percent females, 66 percent males) (<u>In Focus</u>, 1998).

The March 2000 issue of "In Focus" asked CWU freshmen why they chose to attend college. The top three responses of six out of ten male students were the following:

- Make money
- Get a better job
- Gain a general education and appreciation of ideas

When comparing responses by gender, women attended CWU for reasons which differed from their male counterparts. More women considered the size of Central, its academic reputation, affordable tuition, available financial assistance, and the education and employment history of recent graduates in helping make their college choice (In Focus, 2000).

Central Washington University's Graduating Student Questionnaire has been distributed annually to undergraduate students applying for graduation. The survey's main objective is to assess the satisfaction of seniors on their undergraduate experiences at Central as it relates to all aspects of the University. Seventy-three percent responded yes to the question, "Would you attend this school again if given the opportunity." When asked to rate the school overall, 74 percent gave CWU an excellent or good rating. Ninety-three percent

of the graduates said they would recommend CWU to a friend or acquaintance (Graduate Student Questionnaire, 1998.)

Annually, an average of 1,075 new freshmen enter CWU. Undergraduate students make up about 92 percent of the total enrollment. Approximately, 50 percent of the new freshmen are first-generation college students.

CWU Current Marketing Strategies

In September 2000, President McIntyre eliminated the Division of Enrollment Management and Marketing. University Relations was included in the Division of Development, Marketing, and Alumni Relations. The Offices of the Registrar and Admissions reported to the Division of Student Affairs and Enrollment Management. Mark Anderson was hired as Director of Marketing and Media Relations and Graphics Productions now reports to the director Mark Anderson. Mr. Anderson has been in the position for about four months and has formed a new Marketing Task Force. Mr. Anderson has not yet produced a new or updated marketing plan. The university recently hired Stamats, Inc., a marketing consulting firm, to prepare a market study.

Under the direction of Dr. James Pappas, CWU developed a marketing plan that involved running radio, television, and print ads. A theme was developed and strategies were identified to target specific audiences. These ads showed different aspects of college life on the Ellensburg campus and its University Centers. Outstanding graduates of CWU, such as Jon Kitna, Quarterback for the Seattle Seahawks and Ron Sims, City Manager for the City of Seattle were featured in these ads.

The television ads were shown on cable stations during the Antique Road Show and the Seattle Sonic Basketball games. The ads show the CWU Ellensburg campus and stress academic programs. Another marketing strategy was to place signage at the West and South Interchanges. A banner was hung across Eighth Avenue. Buttons, t-shirts, caps, pens, pennants, shopping bags were all developed with the same theme.

Central Washington University faces many issues in the attempt to attract qualified freshmen to the Ellensburg campus. One of the biggest challenges is how to unify faculty, students, administration, and staff in promoting the university with a consistent message. Central has been mentioned as one of the top ten best buys for schools of its size in the nation for three years. Recent university problems like the NCATE probation and administration/faculty issues have received negative publicity and have hurt the image of the university.

Increased tuition, room and board, and fee increases negatively affects CWU's edge when competing with other institutions. The University was not featured in Colleges: 100 Best Buys in 2001. A new tuition waiver policy has just been approved by the Board of Trustees to attract high-calibur students. Incoming freshmen with a 3.5 g.p.a. or higher will be eligible to receive a tuition waiver for Fall 2001 and 2002. Students with a 3.5-3.89 will receive \$1,500 and freshmen with a 3.9-4.0 g.p.a. will receive \$1,800. This new strategy will help in the recruitment of new, academically talented freshmen.

We must continue to improve our image and promotion through our "flagship" programs, celebration of faculty and staff, outreach and recruitment, publications, and a consistent message and theme. We must utilize current students and alumni to be ambassadors.

Central Washington University's Current Recruitment Plan

Over the next ten years the number of high school graduates in the state of Washington is projected to rise 36 percent according to a newly released report from the Office of the Superintendent of Public Instruction (April 1999). Overall growth in the Western United States is expected to average 31 percent. The number of Washington graduates will rise from 47,727 in 1995-96 to a peak of 66,792 in 2008-09.

There is intense competition among colleges and universities to attract qualified high school graduates. Student recruitment programs both within and without the state of Washington have been aggressive. A student graduating from high school can select where he/she would like to attend college. Central Washington University has not been able to offer the scholarships and financial incentives available at other schools and this may have placed the university at a disadvantage in attracting new students.

According to the 1998 Match Study Report from the Office of Financial Management (OFM), Washington State University (WSU) and Eastern Washington University (EWU) are Central Washington University's main competitors for students. Students in the state of Washington apply to institutions in the following order: UW, WSU, WWU, CWU, EWU, and TESC. The report also points out that a larger number of freshmen enroll in the State's 28 community colleges than in four-year universities and colleges (Match Study Report, 1998).

The American College Testing (ACT) Service and the College Board's Scholastic Aptitude Test (SAT) provide state-wide reports on the numbers and percentages of students who list their college choices as first, second, or third. This information is made available to

the colleges and universities in the State. Prior to 1986-87 CWU held fifth place in institutional ranking. Between 1987-91, CWU was "the" place to attend and moved to third place in the ranking until 1990-91. From 1992-present, a number of highly publicized university problems created a negative image and enrollment has declined (<u>CWU Marketing</u> Report, 1999).

Central Washington University is in competition for freshmen students with five other public four-year universities in the state of Washington. They are: University of Washington, Washington State University, Western Washington University, Eastern Washington University, and The Evergreen State College. In recent years, there is new competition besides the public institutions in Washington State. Distance learning, web courses, and universities like the University of Phoenix have created a whole new paradigm. Over 60 percent of enrolled freshmen indicate that CWU was their first choice college. Many students choose to enter CWU because of the central location of the Ellensburg campus and the strong accounting, business administration, teacher education, law and justice, music, psychology, and biology programs (CWU Institutional Studies, 2000). Students are selecting schools and classes to meet their needs in day, time, location, and program offerings.

The current CWU recruitment plan is divided into following four categories:

- 1. Development of Prospect/Inquiry Pool
- 2. Conversion of Prospects to Applicants
- 3. Conversion of Admitted Students to Confirmed Students
- 4. Other Initiatives

The development of the prospect/inquiry pool include the following activities:

- Attend the following tours and fairs: Spring Junior Washington Council for High School/College Relations (WCHSCR) tour throughout the state of Washington (March and April), Fall WCHSCR Community College tour and High School Evening tour (October and November), National Association for College Admissions Counselors (NACAC) Fairs in Seattle, Spokane, Portland, Boise, Alaska, and Hawaii (November), Spring PNACAC Fairs in Seattle and Portland (April), NACAC Fine and Performing Arts Fairs in Seattle and Portland (October), and other various high school and community college fairs.
- Targeted high school, community college, and community visits by Admissions staff (approximately 140 high schools and all community colleges).
- High School Senior Nights sponsored by CWU Alumni Association (April)
- Direct mail is sent to: 8,000 Washington Juniors through the use of the PSAT Search Service, senior SAT and ACT score reports, prospects who have returned response cards, CWU Conference Center attendees, selected high achieving students, and to any requests for information.
- On-campus programming includes publicized weekday campus tours, Central Sampler (overnight visit), group visits, and CWU Open House in October.
- Connections with high school and community college counselors occur as follows: Fall WCHSCR high school counselor tour, participation in the Inter-College Relations Commission, Spring high school counselor on-campus workshops (May), and Spring transfer advisor on-campus workshops (April).

Conversion of Prospects to Applicants includes:

• Visits to selected high schools and community colleges.

- Direct mail efforts.
- CWU Open House in October.
- Utilizing the CWU Calling Center to call admitted students.

Conversion of admitted students to confirmed students includes:

• Post-acceptance mailing sequence (congratulations letter, acceptance book, letter from department chair, spring newsletter, invitation to orientation, and invitation to open house, and financial aid award letters (if applicable).

Other Initiatives include:

- Discussions with selected community colleges to develop dual admission programs.
- Host small groups of low-income students by providing van transportation from the high school to CWU.
- Scholarship partnerships with HACER, the Hispanic Academic Achievement Program (HAAP), the Yakama Nation, and the Tlinget Nation.
- Work with MEChA and the Black Student Union to visit selected high schools.

CHAPTER THREE

PROCEDURES OF THE PROJECT

INTRODUCTION

The purpose of this project was to develop a recruitment plan to increase the enrollment of freshmen students at Central Washington University. To develop the recruitment plan, current research and literature related to increasing enrollment at institutions of higher education was reviewed along with a study of current CWU practices.

Chapter Three contains background information regarding:

- 1. Need for the Project
- 2. Development of Support for the Project
- 3. Procedures
- 4. Planned Implementation

Need for the Project

The need for the project was influenced by the following considerations:

- 1. Enrollment as a whole at CWU has been declining since 1992.
- 2. University housing numbers have also declined. This may be due to fewer freshmen and the existing requirement that they live on campus during their freshmen year.
- The state of Washington Higher Education Coordinating Board bases funding to institutions of higher learning on the number of full-time equivalent (FTE) students.

- 4. The state of Washington's Office of Financial Management continues to publish figures which indicate the number of students graduating from high school continues to increase.
- The competition for freshmen students from peer institutions in the state of Washington continues to grow.
- 6. The writers position as Manager of Admissions Administrative and Computing Operations at CWU provided impetus for the project. In addition, it coincided with the writers need to undertake a project for the completion of a Masters Degree in Education Administration.

Development of Support for the Project,

The writer met with Dr. James G. Pappas, Vice President for Student Affairs and Mike Reilly, Director of Admissions to discuss the need for the project and was subsequently encouraged to pursue the development of a freshmen recruitment plan.

Dr. Gregory Chan encouraged me and gave me the initial idea for this project. I served on the initial Marketing Committee that was under his direction. Dr. Chan provided me with an historical record of the research and recommendations made by the original University Marketing Committee.

Mark Lundgren, Director of Institutional Studies, offered his support and assistance in identifying data to support the project.

Mark Anderson, Director of Marketing and University Relations, offered his support and provided input on possible integrated marketing initiatives.

Procedures

Research and study of literature, data, and the current CWU recruitment plan was undertaken. Study of other state institutional recruitment plans was also undertaken will little success. Study found that institutional recruitment plans were generally not shared due to the competitive nature of the recruitment process and the reluctance of Admissions Directors to share what was an individual institution's approach. Special attention was given to Eastern Washington University's (EWU) recruitment and recovery plan which was available through the Higher Education Coordinating Board. The plan included initiatives and strategies to assist EWU in their recruitment efforts with emphasis on an integrated marketing plan.

Planned Implementation

This freshmen recruitment plan will be submitted to the Director of Admissions at Central Washington University for consideration in the recruitment of freshmen students in the Fall of 2001.

CHAPTER FOUR

THE PROJECT

The purpose of this project was to develop an integrated freshmen recruitment plan to increase freshmen enrollment at Central Washington University. The project is presented in the following pages of Chapter Four in four sections:

Section One	Introduction
Section Two	Institutional Information
Section Three	Freshmen Recruitment Plan
Section Four	Implementation

Please note: Signatures throughout chapter 4 were redacted due to security concerns.

SECTION ONE

Introduction

Central Washington University (CWU) is located Ellensburg, Washington, in the geographic center of the state. The University is a liberal arts college which offers over 100 different majors and is considered a residential campus. Freshmen students are required to live in campus housing and are required to enroll in a University 101 course that helps prepare them for university life.

The purpose of this project was to develop an integrated freshmen plan to increase the enrollment of freshmen students at CWU. The plan will be presented to the Director of Admissions for consideration for implementation. Prior to the development of the plan, a survey of current research and literature related to increasing freshmen enrollment at institutions of higher education was undertaken.

SECTION TWO

Institutional Focus and Information

Central Washington University is one of six state-supported institutions offering baccalaureate and graduate degrees in the state of Washington. Established in 1890 as Washington State Normal School, it became Central Washington College of Education in 1937, Central Washington State College in 1961, and Central Washington University in 1977. (University Catalog 2001-02)

Central Washington University's mission is to prepare students for responsible citizenship, responsible stewardship of the earth, and enlightened and productive lives. Faculty, staff, students, and alumni serve as an intellectual resource to assist Central Washington, the state, and the region in solving human and environmental problems. Faculty and staff create a community that encourages and supports the emotional, personal, and professional growth of students from a variety of backgrounds. (University Catalog 2001-02)

The university's shared values are as follows:

- To hold the student's highest good as our paramount concern.
- To build student expertise through exploration and application, based on a liberal arts and sciences foundation.
- To foster quality teaching, with faculty as primary arbiters of the curriculum.
- To create a climate of intellectual openness, inquiry, and sharing of ideas.
- To engender a lifelong aspiration for knowledge and develop the capacity to attain that knowledge.
- To promote stewardship of academic, human, physical, and fiscal resources.
- To form a community that is both supportive and challenging.

- To nurture a recognition of and respect for the diversity within our state, our nation, and the world.
- To recognize and appreciate the intrinsic worth of knowledge, education, and learning.

Central Washington University plans around five areas of strategic emphasis:

- Provide an outstanding academic and student life experience on the Ellensburg Campus.
- 2. Develop a diversified funding base to support our academic and student programs.
- 3. Build mutually beneficial partnerships with industry, professional groups, and institutions, and with the communities surrounding our campus.
- 4. Strengthen the university's position as a leader in the field of education.
- 5. Create and sustain a productive, civil, and pleasant campus and workplace.

Central Washington University is accredited by the Commission on Colleges of the Northwest Association of Schools and Colleges (NASC). Some programs have been accredited by specialized accrediting associations. (University Catalog 2001-02)

Program Focus

Central Washington University is committed to opening its doors to the citizens of the state of Washington for higher education. The University must promote its strengths and increase awareness of its existence throughout the state.

Recommended strategies for the promotion of CWU's strengths and awareness

- Promote the University's strengths through new and improved publications.
- Create a University marketing campaign.

- Increase awareness and promote the University's strengths through media buys (radio, television, and newspaper).
- Increase awareness and promote strengths through an increased presence of recruiters at high schools and community colleges throughout the state.
- Increase awareness through the use of billboards strategically located in targeted populated areas.
- Increase awareness and enrollment by offering "College in the High School" courses.
- Increase the number of programs that bring groups of students to campus.
- Increase the number of "College Honor Nights" to create goodwill and to increase awareness.

Living Focus

Central Washington University is nestled in the beautiful Kittitas Valley in the geographic center of the state of Washington. Interstate 90, I-82, and I-97 intersect in Ellensburg and provide residents an opportunity to take advantage of recreational, entertainment, and the fine and performing arts within a couple of hours. Central is a residential campus that offers a relatively safe learning and living environment.

Recreational opportunities include fishing, water/down hill/cross-country skiing, rafting, hiking, rock climbing, hunting, horseback riding, snowmobile riding, and dirt bike riding within a hours drive from CWU. The Ellensburg Rodeo, the largest rodeo of its size on Labor Day Weekend, provides residents with an opportunity to see "the old west." The Gorge, and outdoor amphitheater, is an hour away and provides world-class entertainment.

The quality of life in Ellensburg is considered by most as great due to the small-town atmosphere, quality school system, family activities, and the low crime rate.

Most CWU students live on or near the campus. All freshmen students under the age of 20 are required to live in a residence hall the first year of study. The University's residence halls and apartments can accommodate approximately 2,700 students. Residence halls offer a variety of living environments and range from housing 35 to 250 students and 1-3 students per room. Each hall offers programs to enhance classroom experiences. The rooms are all furnished and provide basic cable, Internet hookup via Res-Net, basic telephone service, and utilities. Laundry facilities are also available. Some residence halls offer computer labs and exercise rooms. All residence halls are smoke free. There are also math and English labs staffed by experienced tutors to help students be successful in two areas that are considered challenging. For students that are uncomfortable living in a coed environment, there is one all male hall and one all female hall. There are also designed quiet halls and alcohol free halls. Central also offers approximately 500 apartments designed for single students and students with families.

Student Life

The Office of Campus Life offers a variety of activities for students. The University now has available a new website <u>http://cwulife.com</u> that is a combination of a university-wide calendar and an opportunity for students, prospective students, and friends of the university to enter areas of interest and have automated emails sent regarding those activities. For example, if a prospective student is interested in women's basketball games, automated emails will be sent when there are home games. Special events include Homecoming,

Parents Weekend, Wildcat Week, Native American Awareness Week, etc. On any day of the week you can find speakers, panel discussions, debates, and bands performing in the Student Union Building. There are 90 student clubs on campus.

Central has a rich tradition in athletics. Central's football and basketball teams have been very successful over the years, as well as CWU's swim team. Intermural sports are also available for students.

The International Studies Program brings exchange professors to campus and students from around the world. The Asia University Program offers English as a Second Language to many Japanese and Chinese students. Central students can travel abroad to study for one year or they can experience a one-quarter exchange program.

Summary

Central Washington University offers an opportunity to achieve dreams of completing a degree of higher education at a liberal arts college, the opportunity to make life-long friends, and to explore world issues at an affordable cost in a safe environment. Washington CEO Magazine calls Central Washington University "Washington State's Hidden Education Gem."

SECTION THREE

The Proposed Integrated Freshmen Recruitment Plan for Central Washington University has for clarity and user friendliness been presented in the format of a monthly calendar of activities. Materials and various forms of communication in the recruitment plan are identified and illustrate the integrated nature of the recruitment plan.

January									
Recruiting Activity	First Communi- cation	Communi-	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Appoximate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	•	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)				1875
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)		
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					500
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily requests by	Freshmen viewbook and specific requested information (2)		Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					12

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Appoximate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		1
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)			4	529
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)			176
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter (5)						
Test tapes (ACT/SAT)/HS Juniors	Postcard acknowledging receipt of test scores (12)/DHC info to qualified (16)	Letter, visit brochure, and	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)	2.8.
Daily tours of campus	Letter confirming tour appointment (14)	Followup letter (15)	Send any additional information if needed	Spring and Fall Newsletter (5&6)					

February									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eight Communi- cation	Approximate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)				1500
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (1)	Invitation to Open House (5)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					400
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					100

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eight Communi- cation	Approximate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	book and request	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants (4)	Spring Newsletter (5)				455
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	book and request	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)			151
Daily tours of campus	Letter confirming tour appointment (14)	Followup letter (15)	Send any additional information as requested	Spring and Fall Newsletter (5&6)					-
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/Douglas Honors College (DHC) info to qualified (16)	Invitation to Open House (3)	Spring Newsletter (5)						

	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eight	Approximate
	Communi-	Communi-	Communi-	Communi-	Communi-	Communi-	Communi-	Communi-	Number of
Recruiting Activity	cation	cation	cation	cation	cation	cation	cation	cation	Contacts
	Postcard						Calling Center		
	acknowledging						followup call		
	receipt of test	Letter, visit		Freshmen			and send any		
	a set and a set of a set of the set of the set				Invitation to				
	scores	brochure, and		viewbook in	Const to inconstruction from Policy		additional		
Test tapes (ACT/SAT)/HS	(12)/DHC info	scholarship	Spring	the fall of their	Open House	Fall Newsletter	information as	Spring	
Juniors	to qualified (16)	letter (13)	Newsletter (5)	senior year (2)	(3)	(6)	needed (4)	Newsletter (5)	

March				~					
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth -Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eight Communi- cation	Approximate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)		Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)				1125
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information 2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					300
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					7!

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eight Communi- cation	Approximate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	1 0	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)		Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)				278
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)			92
PSAT (HS Juniors)	Letter and search piece (17)	Letter and additional information as requested (18)	Spring	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)		9,103
Daily tours of campus	Letter confirming tour appointment (14)	Follow-up letter (15)	Send additional information as requested	Spring and Fal Newsletters (5&6)					

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi∙ cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eight Communi- cation	Approximate Number of Contacts
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter (5)						
	Postcard acknowledging receipt of test	Letter, visit		Freshmen			Calling Center followup call and send any		
Test tapes	scores	brochure, and		viewbook in	Invitation to		additional		
(ACT/SAT)/HS	(12)/DHC info	scholarship	Spring	the fall of their	Open House	Fall Newsletter	information as	Spring	
Juniors	to qualified (16)	letter (13)	Newsletter (5)	senior year (2)	(3)	(6)	needed (4)	Newsletter (5)	
		Letter, visit brochure, scholarship					Calling Center		
	Counselors	information,					followup call		
	take search	and		Freshmen			and send any		
	piece on tour	departmental		viewbook in	Invitation to		additional		
	and bring back		Spring	the fall of their	Open House	Fall Newsletter	information as	Spring	
Spring Junior Tour	completed card	requested (19)		senior year (2)		(6)	needed (4)	Newsletter (5)	

April									
Recruiting Activity	First Communi- cation	Communi-	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approximate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)				750
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)		Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					200
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if	Spring Newsletter (5)					50

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Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approximate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)		Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)				137
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter (5)			46
Daily tour of campus	Letter to confirm tour appointment 14)	Followup letter (15)	Send additional information upon request	Spring and Fall Newsletter (5&6)					
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter (5)						

	First	Second	Third	Fourth	Fifth	Sixth	Seventh	Eighth	Approximate
	Communi-	Communi-	Communi-	Communi-	Communi-	Communi-	Communi-	Communi-	Number of
Recruiting Activity	cation	cation	cation	cation	cation	cation	cation	cation	Contacts
	Postcard						Calling Center		
	acknowledging						followup call		
	receipt of test	Letter, visit		Freshmen			and send any		
	scores	brochure, and		viewbook in	Invitation to		additional	Spring	
Test tapes	(12)/DHC info	scholarship	Spring	the fall of their	Open House	Fall Newsletter	information as	Newsletter	
(ACT/SAT)/HS Juniors	to qualified (16)	letter (13)	Newsletter (5)	senior year (2)	(3)	(6)	needed (4)	(5)	

Мау									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)				562
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)	,
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					15 [,]
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					3

Recruiting Activity	First Communi-	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants (4)	Spring Newsletter (5)				78
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants (4)	Spring Newsletter (5)			27
Daily tours of campus	Letter to confirm tour appointment (14)	Followup letter (15)	Send additional information upon request	Spring and Fall Newsletter (5&6)					
Send letter and nomination forms to high schools for next year's senior scholarships (20)									1075

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth	Approxi- mate Number of Contacts
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter (5)						
	Postcard acknowledging receipt of test scores	Letter, visit brochure, and	Orriga	Freshmen viewbook in the	la italian ka	E-H	Calling Center followup call and send any additional	Spring	
Test tapes (ACT/SAT)/HS Juniors	(12)/DHC info to qualified (16)	scholarship letter (13)	Spring Newsletter (5)	fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter(6)	information as needed (4)	Newsletter (5)	

June								1	
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter- may cutoff (5)				375
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter- may cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)						100
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter- May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring		

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter- May cutoff (5)					25
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter- May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	*	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring				5
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/acce pt book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)	-		2
Daily tours of campus	Letter confirming tour appointment (14)	Followup letter (15)	Send additional information upon request	Spring and Fall Newsletter (5&6)					

Communi-	Communi-	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
(11)/DHC info	Open House	Spring Newsletter- may cutoff (5)						
(12)/DHC info	scholarship	Newsletter-	senior year	Open House	Fall		the set	
F () t F a r s ()	Communi- cation Freshmen Viewbook (11)/DHC info to qualified (16) Postcard acknowledging receipt of test scores (12)/DHC info	Communi- cationCommuni- cationFreshmen Viewbook (11)/DHC info to qualified (16)Invitation to Open House (3)Postcard acknowledging receipt of test scoresLetter, visit brochure, and	Communi- cationCommuni- cationCommuni- cationFreshmen Viewbook (11)/DHC info to qualified (16)Invitation to Open House (3)Spring Newsletter- may cutoff (5)Postcard acknowledging receipt of test (12)/DHC infoLetter, visit brochure, and scholarshipSpring Newsletter-	Communi- cationCommuni- cationCommuni- cationFreshmen Viewbook (11)/DHC info to qualified (16)Invitation to Open HouseSpring Newsletter- may cutoff (5)Invitation to Spring Newsletter- may cutoff (5)Postcard acknowledging receipt of test (12)/DHC infoLetter, visit brochure, and scholarshipSpring Newsletter- ing Newsletter- SpringFreshmen viewbook in the fall of their senior year	Communi- cationCommuni- cationCommuni- cationCommuni- cationCommuni- cationFreshmen Viewbook (11)/DHC info to qualified (16)Invitation to Open House (3)Spring Newsletter- may cutoff (5)Invitation to Spring Newsletter- may cutoff (5)Invitation to scores scores scores scores scholarshipSpring Spring Newsletter- may cutoff (5)Invitation to scores scoresInvitation to open House	Communi- cationCommuni- cationCommuni- cationCommuni- cationCommuni- cationCommuni- cationFreshmen Viewbook (11)/DHC info to qualified (16)Invitation to Open House (3)Spring Newsletter- may cutoff (5)Invitation to Newsletter- may cutoff (5)Invitation to Newsletter- may cutoff (5)Invitation to Newsletter- inviewbook in the fall of their senior yearInvitation to Spring Invitation to Spring Invitation to Spring Newsletter-Freshmen viewbook in the fall of their Senior yearInvitation to Spring Invitation to Spring Invitation to Senior yearFall	Communi- cationCommuni- cationCommuni- cationCommuni- cationCommuni- cationCommuni- cationCommuni- cationFreshmen Viewbook (11)/DHC info (11)/DHC info to qualified (16)Invitation to Open HouseSpring Newsletter- may cutoff (5)Invitation to Newsletter- may cutoff (5)Invitation to Preshmen viewbook in the fall of their senior yearCommuni- cationCommuni- cationCommuni- cationPostcard acknowledging (12)/DHC infoLetter, visit brochure, and scholarshipSpring Newsletter- senior yearFreshmen viewbook in the fall of their senior yearInvitation to Open HouseCalling Center followup call and send any additional information as	Communi- cationCommuni- c

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July									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter- May cutoff(5)				750
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					200
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					50

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)				11
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	•	Spring Newsletter-May cutoff (5)			3
Daily tours of campus	Letter confirming tour appointment (14)	Followup letter (15)	Send additional information upon request	Spring and Fall Newsletter (5&6)		-			
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter-May cutoff (5)						

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
	Postcard						Calling Center		
	acknowledging						followup call		
	receipt of test	Letter, visit		Freshmen			and send any	Spring	
Test tapes	scores	brochure, and	Spring	viewbook in the	Invitation to		additional	Newsletter-	
(ACT/SAT)/HS	(12)/DHC info to	scholarship	Newsletter-May	fall of their	Open House	Fall Newsletter	information as	May cutoff	
Juniors	qualified (16)	letter (13)	cutoff (5)	senior year (2)	(3)	(6)	needed (4)	(5)	

August									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)				112
Daily Online Inquiry/HS Juniors		Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					300
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		c.
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					7!

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter-May cutoff (5)		2		13
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter-May cutoff (5)			
Daily tours of campus	Letter to confirm tour appointment (14)	Followup letter (15)	Send additional information upon request	Newsletter-May cutoff (5)		-		4) 3-	
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter-May cutoff (5)						

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
	Postcard						Calling Center		
	acknowledging						followup call		
	receipt of test	Letter, visit		Freshmen)	and send any		
Test tapes	scores	brochure, and	Spring	viewbook in the			additional		
(ACT/SAT)/HS	(12)/DHC info to	scholarship	Newsletter-May	fall of their	Invitation to	Fall Newsletter	information as	Spring	
Juniors	qualified (16)	letter (13)	cutoff (5)	senior year (2)	Open House (3)	(6)	needed (4)	Newsletter (5)	

September									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)				1500
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					300
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if	Spring Newsletter-May cutoff (5)					7

Recruiting Activity	First Communi-	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter-May cutoff (5)				14
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)			5
Inquiry cards sent by company to 26,000 high school seniors in WA, OR, and AK	Cards returned to us and send letter and freshmen viewbook (21)	Invitation to Open House (3)	Calling Center followup calls and send requested information if	Spring Newsletter-May cutoff (5)			2		600 cards returned
Daily tour of campus	Letter to confirm tour appointment (14)	Followup letter (15)	Send additional information if needed	Spring and Fall Newsletter-May cutoff for spring (5&6)					

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info for qualified (16)	Invitation to Open House (3)	Spring Newsletter-May cutoff (5)						
Test tapes (ACT/SAT)/HS Juniors	Postcard acknowledging receipt of test scores (12)/DHC info to qualified (16)	Letter, visit brochure, and	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	and the	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	~
Senior students qualifying for a President's Scholarship	Freshmen viewbook and scholarship application (22)	Invitation to Open House (3)	Fall Newsletter (6)	Spring Newsletter-May cutoff (5)					1075
Senior students qualifying for Central Investment Fund (CIF) or CIF and President's	Letter, search piece, and scholarship application (23)	Invitation to Open House (3)	Fall Newsletter (6)	Spring Newsletter-May cutoff (5)			>		
Conference Center (camps, Business Week, Girls' and Boy's State, etc.)	Conference Center Postcard (24)	Letter and search piece (25)	If card returned, send requested information					7000	D

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
					Calling Center				
					followup and				
	Counselors take			Invitation to	send any				
	search pieces	If card returned,	Fall Newsletter-	Open House-	additional				
	and viewbooks	send complete	October cutoff	November	information as				
Fall Senior Tour	to high schools	senior packet	(6)	cutoff (3)	needed (4)				

October									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter- May cutoff (5)				150
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					40
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (3)	Spring Newsletter-May cutoff (5)					10

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)				1
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)			
Daily tours of campus	Letter confirming tour appointment (14)	Followup letter (15)	Send any additional information as requested	Spring and Fall Newsletter-May cutoff (5&6)			20		3
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info sent to qualified (16)	Invitation to Open House (3)	Spring Newsletter-May cutoff (5)						

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Test tapes (ACT/SAT)/HS Juniors	Postcard acknowledging receipt of test scores (12)/DHC info sent to qualified (16)	Letter, visit brochure, and scholarship letter (13)	Spring Newsletter-May cutoff (5)		Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
NACAC College Fair in Portland	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					400
NACAC College Fair in Seattle	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)			-		800
NACAC College Fair in Spokane	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					725

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Juneau College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					79
Anchorage College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					387
Ketchikan College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					38
Fairbanks College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					50

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Viewbook mailing to all juniors who are now in the fall of their senior year	Letter and viewbook (27&2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if needed (4)	Fall Newsletter (6)	Spring Newsletter (5)				2400
Boise College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					200
Oregon/Idaho College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					100
Lane County, Oregon College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					100

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Central Sampler Program	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					125
Seventeen High School Information Evenings	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					250
Washington High School Visits	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					
College Fairs at High Schools (25)	Seniors receive letter and viewbook and juniors receive letter and search piece (26&19)	Additional information upon request	Fall and Spring Newsletters- May cutoff for spring and October for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					

November									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)				1500
Daily Online Inquiry/HS Juniors	Automatic email response (1)		Spring Newsletter (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter (5)					300
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter- May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter-May cutoff (5)		
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter-May cutoff (5)					7

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter- May cutoff(5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter- October cutoff (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter (5)		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accep t book and request	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring				142
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or	Send housing/accept book and request confirmation fee (8)		Calling Center calls incomplete	Spring Newsletter- May cutoff (5)			47
National Performing/Visual Arts Fair in Seattle	Seniors receive letter and viewbook and juniors receive letter and search piece (26/19)	Additional	Spring and Fall Newsletters- May cutoff for spring and October cutoff for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					50

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
National Performing/Visual Arts Fair in Portland	Seniors receive letter and viewbook and juniors receive letter and search piece (26/19)	Additional information upon request	Spring and Fall Newsletters- May cutoff for spring and October cutoff for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					60
Honolulu College Fair	Seniors receive letter and viewbook and juniors receive letter and search piece (26/19)	Additional information upon request	Spring and Fall Newsletters- May cutoff for spring and October cutoff for fall (5&6)	Juniors receive viewbook in the fall of their senior year (2)					200
Daily Tour of Campus	Letter to confirm appointment (14)	Followup letter (15)	Send additional information upon request	Spring and Fall Newsletters- May cutoff for spring and October cutoff for fall (5&6)					
Central Sampler Program	Letter confirming Sampler participation (3)	Followup letter	Additional information upon request	Spring and Fall Newsletters- May cutoff for spring and October cutoff for fall (5&6)					125

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Approxi- mate Number of Contacts
Open House invitations sent to 5,800 students, 400 high schools	Invitation to Open House (3)	Confirmation of attendance (3)	Open House followup letter (3)	Spring and Fall Newsletters- May cutoff for spring and October cutoff for fall (5&6)					500
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified (16)	Invitation to Open House (3)	Spring Newsletter-May cutoff (5)						
Test tapes (ACT/SAT)/HS Juniors	Postcard acknowledging receipt of test scores (12)/DHC info to qualified (16)	Letter, visit brochure, and scholarship letter (13)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
Letter from the Director of Admissions to students who were accepted but have not confirmed	Letter encouraging students to confirm their admission (28)					×			
Letter from the Director of Admissions to students who were accepted for fall term but chose not to attend	Mail merge letter and white response card	If card returned, mail letter and requested information (29)							

December									
Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Appoxi- mate Number of Contacts
Daily Online Inquiry/HS Seniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any	Spring Newsletter- May cutoff (5)				1500
Daily Online Inquiry/HS Juniors	Automatic email response (1)	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House	Fall Newsletter- October cutoff (6)	Calling Center followup call and send any additional information as needed (4)	Spring Newsletter- May cutoff (5)	
Daily Requests by Telephone/HS Seniors	Freshmen viewbook and specific requested	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter- May cutoff (5)					300
Daily Requests by Telephone/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter October cutoff (6)	Calling Center followup call and send any - additional information as needed (4)	Spring Newsletter- May cutoff (5)		

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Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Appoxi- mate Number of Contacts
Daily requests by mail/HS Seniors	Freshmen viewbook and specific requested information (2)	Invitation to Open House (3)	Calling Center followup calls and send requested information if any (4)	Spring Newsletter- May cutoff (5)					75
Daily requests by mail/HS Juniors	Freshmen viewbook and specific requested information (2)	Spring Newsletter-May cutoff (5)	Freshmen viewbook in the fall of their senior year (2)	Invitation to Open House (3)	Fall Newsletter October cutoff (6)		Spring		
Daily receipt of applications by mail	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)				405
Daily receipt of applications online.	Automatic email response (10)	Send either missing document letter or accept letter (7)	Send housing/accept book and request confirmation fee (8)	Send postcard confirming receipt of confirmation fee (9)	Calling Center calls incomplete file applicants	Spring Newsletter- May cutoff (5)		£.	135
Daily tour of campus	Letter to confirm tour appointment (14)	Followup letter (15)	Send additional information upon request	Spring Newsletter- May cutoff (5)					

Recruiting Activity	First Communi- cation	Second Communi- cation	Third Communi- cation	Fourth Communi- cation	Fifth Communi- cation	Sixth Communi- cation	Seventh Communi- cation	Eighth Communi- cation	Appoxi- mate Number of Contacts
Test tapes (ACT/SAT)/HS Seniors	Freshmen Viewbook (11)/DHC info to qualified	Invitation to Open House (3)	Spring Newsletter-May cutoff (5)						
	acknowledging receipt of test scores (12)/DHC info	Letter, visit brochure, and	Spring	Freshmen viewbook in the fell of their	Invitation to	Fall Newsletter-	Calling Center followup call and send any additional	Spring Newsletter-	
Test tapes (ACT/SAT)/HS Juniors	to qualified (16)	scholarship letter (13)	Newsletter-May cutoff (5)	the fall of their senior year (2)	Open House (3)	(6)	information as needed (4)	May cutoff (5)	

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About Triggers Event Triggers Data Triggers

Go Back

New E-sponse

Use this form to create a new E-sponse.

E-sponse Name:	Auto Email to Online (for internal reference only)
Subject:	Online Request for Ir(text you enter here will replace "RE: previous subject")
Sender Name:	Michael Reilly Sender Address: https://cwuadmis@cwu (required)

Thank you for requesting information about Central Washington University. The information you requested will be mailed to you within 10 working days.

The opportunities for learning and involvement at CWU have never been greater, whether it's working with a faculty member on a research project or leading one of our many student organizations. I believe you will find the experience here at CWU both challenging and rewarding.

If you have not already visited our beautiful campus, we encourage you to do so and to meet with faculty in your academic area of interest.

If we can answer any questions for you, please call our toll-free line at 1-866-CWU-4YOU (1-866-298-4968) or 509/963-1211.

Sincerely,

Michael Reilly Director of Admissions

Save Response



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for your recent inquiry into Central Washington University! I am pleased to hear of your interest.

- → I have enclosed a copy of our Viewbook, which should provide you with a good picture of our University and the programs we offer. In it you will find information on our academic programs, application procedures, and an Application for Admission, and a postage-paid envelope for either you or your counselor to submit your application.
- \rightarrow You may also wish to visit our web site at www.cwu.edu for more detailed information on specific CWU programs. You can apply for admission on line at the Admissions section of our web site.
- → If you are interested in obtaining **financial aid** you will need to apply for aid using the FAFSA (Free Application for Federal Student Aid). The FAFSA may be submitted beginning January 1 of the year you intend to begin college. Many students find the on-line version of the FAFSA a convenient way to apply for aid. You can find it at www.fafsa.ed.gov.
- → The best way to learn about CWU is to visit us. We have several programs to assist you, including the Central Sampler an overnight program that includes tours of the campus and residence halls, meetings with faculty in your area of interest, and presentations on admissions and financial aid. We also offer daily tours Monday through Friday and can arrange informational appointments with faculty. Contact the Central Visitation Program at (509) 963-1262 or email us at visit@cwu.edu for more information.
- \rightarrow CWU's current catalog is now on line: http://www.cwu.edu/catalogs.html.

Good luck with your college search. Feel free to contact the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211, if you have further questions.

Sincerely,

Michael Reilly Director of Admissions

DPF/Enclosures



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Good luck with your college search. Feel free to contact the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211, if you have further questions.

Sincerely,

Michael Reilly Director of Admissions

DMF/Enclosures

400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEC/AATITLE IX INSTITUTION • TDD 509 963-3323



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OFFICE OF ADMISSIONS

June 15, 2001

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Good luck with your college search. Feel free to contact the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211, if you have further questions.

Sincerely,

Michael Reilly Director of Admissions

DWF/Enclosures



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for your interest in Central Washington University. Enclosed is the information you recently requested.

If you have requested information which must come from another office(s) or a particular academic department, etc.), a copy of your request has been sent to each office for their direct response.

If you need any further information, please contact our office and we will send it to you immediately.

If we have enclosed housing information, please be advised that this material is all that is available until you are officially accepted. You will then receive a complete housing packet, including an application.

We hope that this will assist you. If we can be of further help, please contact us at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211.

Sincerely,

Michael Reilly Director of Admissions

DW2Enclosure

P. S. CWU's current **catalog** is now **on line**: http://www.cwu.edu/catalogs.html. Access http://www.fafsa.ed.gov for online FAFSA application and information.



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OFFICE OF ADMISSIONS

June, 2001

Dear Student:

We are pleased to announce that CWU has the following new tuition awards available for beginning freshmen for Fall 2001 and Fall 2002:

- \$1800 CWU Trustee Award that recognizes students with a 3.9 and above grade point average;
- \$1500 Dean's Distinction Award for students with a 3.5-3.89 grade point average.

The awards are for new students enrolling at the University and will apply to tuition for the first year of study.

To be considered for one of these awards, you must submit a Free Application for Federal Student Aid (FAFSA). The FAFSA is available at most high schools or can be completed on line at <u>www.fafsa.ed.gov</u>. Be sure to list CWU's Title IV code, 003771, on the FAFSA so that we will receive your Student Aid Report information. The award will be included in your financial aid award letter.

I hope you will join us at Central Washington University. You will find faculty committed to teaching and a student-centered campus where it is clear that students are our primary concern. Programs such as the Symposium on Undergraduate Research and Creative Expression (SOURCE) enable you to work together with faculty on scholarship and research projects that are normally available to only graduate students.

I wish you continued success in pursuit of your educational goals and dreams. If you have any questions, please call the Office of Admissions @ 509-963-1211.

Sincerely,

James G. Pappas Vice President for Student Affairs and Enrollment Management

OPEN HOUSE AGENDA

Guests should park in Visitor lots G15 and G16 (see map on back).

8:00 - 9:00 a.m.

Check in at the SUB Pit — Receive your packet containing updated agenda, lunch and football tickets. Coffee and muffins will be available.

9:00 - 9:30 a.m.

McConnell Auditorium — Open House begins with a welcome from President Jerilyn S. McIntyre.

9:45 - 10:15 a.m.

College/School Presentations (locations to be announced).

10:15 - Noon

Science Building — Academic and Student Services Fair — You will have the opportunity to meet with:

University Faculty Financial Aid Residential Services Campus Life Admissions and Advising

11:30 a.m. - 1:00 p.m. LUNCH

SUB, Central Cafe — 11:30 a.m. - 1:30 p.m. Holmes Dining Hall —12:15 - 1:30 p.m. Tailgate Lunch, Tomlinson Field — Noon - 1:00 p.m.

1:00 - 4:00 p.m. Tomlinson Field — Wildcat Football Game

Tours of the campus will leave from the Science Building every 15 minutes. Tours include: Full Campus Tour Residence Halls Academic Buildings

The Open House includes free door prizes, lunch and a Wildcat football game immediately following the open house activities.

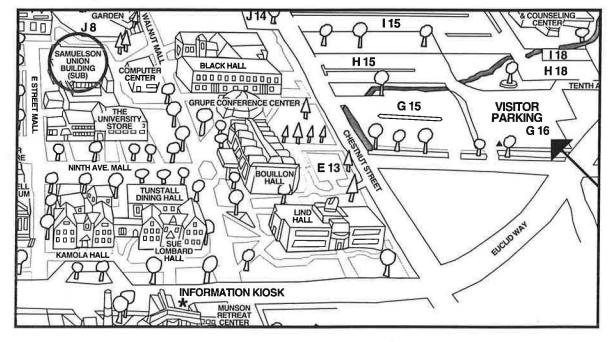
For more information regarding the Open House, please contact the CWU Visitation program at (509) 963-1262 or email: visit@cwu.edu If you need overnight accommodations, please contact Courson Conference Center at 1-800-752-4379.



Persons of disability may make arrangements for reasonable accommodations by leaving a message on TDD (509) 963-3323. Central Washington University is an AA/EEO/Title IX Institution.

CWU CAMPUS MAP . DIRECTIONS TO CENTRAL WASHINGTON UNIVERSITY

FROM SEATTLE: Take I-90 East to Ellensburg Exit #106. Follow arterial to CWU. FROM SPOKANE: Take I-90 West to Ellensburg Exit #109. Make a right off the exit ramp and follow to 8th Ave. Turn right on 8th Ave. FROM YAKIMA/TRI CITIES: Take I-82 North to I-90 West and take Ellensburg Exit #109. Make a right off the exit ramp and follow to 8th Ave. Turn right on 8th Ave. FROM PORTLAND: Take I-5 North to I-90 East and take Ellensburg Exit #106. Follow arterial to CWU.



CWU SATURDAY SATURDAY ISANADAY ISANADAY



CENTRAL WASHINGTON UNIVERSITY OFFICE OF ADMISSIONS 400 E. 8TH AVENUE ELLENSBURG, WA 98926-7463





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OFFICE OF ADMISSIONS

June 15, 2001

name address city,state,zip

Dear name:

We are pleased that you have accepted our invitation for the Central Washington University Open House on Saturday, October 17, 1998. We have a very exciting and productive day planned for you.

The Open House will begin with a welcome by President Nelson. You should plan to check in at Nicholson Pavilion between 9:00 and 9:45 a.m. At that time you will receive materials for the day's events including an agenda, T-shirt, and a complimentary lunch ticket. Lunch will be held in Tunstall Commons from 11:30 a.m.-1:30 p.m. and will cost \$3 for your guests.

We have enclosed a tentative agenda of the day's events as well as a map of the campus and directions to Central. Parking lots are designated on the campus map by a letter/number combination (e.g. G16). Parking is free in all of the lots on campus, however; please do not park in the posted timed-lots such as 30-minute or 2-hour parking as well as handicapped parking, for they will still be monitored. There will be staff on hand in some of the lots to assist you with parking. The Parking Kiosk, located on 8th street, will also be available to assist you.

Lodging is available in our Courson Conference Center at reasonable rates. To make arrangements please call the Conference Center at 1-800-752-4379.

Persons of disability may request material in alternative format or make arrangements for reasonable accommodations by calling me at (509) 963-1206 or TDD (509) 963-3323. If special arrangements are needed please notify me three days prior to the date of the event.

If you have any questions, please call the Visitation Program at (509) 963-1262. We look forward to meeting with you at the Open House.

Sincerely,

Tracy Benham Admissions Counselor

Enclosures

400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEC/AA/TITLE IX INSTITUTION • TDD 509 963-3323



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

On behalf of Central Washington University I would like to thank you for attending our Fall Open House on October 21, 2000. We enjoyed the opportunity to welcome more than 350 guests to our campus. I think you will agree that we have a beautiful, student friendly campus.

Hopefully you had the opportunity to get all of your questions about CWU answered. If not, feel free to contact the CWU Admissions Office directly at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211. We would be happy assist you in any way we can. I also encourage you to visit our web site at www.cwu.edu, where we provide updated news, a comprehensive calendar of CWU events, and academic program information.

We have already begun making admission offers to students applying for Fall Quarter 2001. If you have recently applied for admission and provided all supporting materials, you should hear from our office soon.

I wish you continued success and look forward to your joining us at Central.

Sincerely,

Michael Reilly Director of Admissions

OH2/Enclosures



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Enclosed is the additional information you requested during our recent phone conversation. I hope we have provided you with all the information you need to help you with your decision to join us at Central Washington University.

If you have any additional questions, concerns, or would like any other information, please do not hesitate to call the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211.

We look forward to having you on campus.

Sincerely,

Michael Reilly Director of Admissions

PCF

Enclosure

P. S. CWU's current **catalog** is now **on line**: http://www.cwu.edu/catalogs.html. Access http://www.fafsa.ed.gov for online FAFSA application and information.

> 400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEC/AATITLE IX INSTITUTION • TDD 509 963-3323

VOL. 1 NO. 1

CENTRAL WASHINGTON UNIVERSITY

CENTRAL FOCUS

SPRING 2001

PROGRAMS ENHANCE THE LIVING AND ACADEMIC EXPERIENCE by Stacy Klippenstein, Director of Residence Life

A student's first year at college is believed to be the most crucial in his/her success. Studies show that the first six weeks is a critical time...one that challenges students to evaluate why they are in college, review their academic ability and assess their ambition to obtain a degree. Beginning Fall 2001, the Office of Residential Services

will introduce "Wildcat Connections," a program aimed at first-year students and their transitional issues. First-year students will reside in specific halls and will be offered intentional programs focusing on issues that impact academic success. Topics can range from testtaking anxiety to diversity. Students and professional staff are trained on transitional issues and outside resources, such as



Counseling and Health Services, and the Center for Student Empowerment and Service Learning, are brought into the residence hall to assist students. Tutoring will also be offered in the Bassettis (freshman housing) areas.

For students who have a major in mind and would like to visit with faculty outside the classroom, Residential Services offers Academic Interest Areas. Geological Sciences, Music, Accounting and Foreign Languages will be the academic programs represented in certain residence halls next fall. Faculty and staff conduct programs outside the classroom that complement what students learn in the classroom. The Faculty/Staff Mentor program assigns a faculty or staff member to a specific residence hall to work with hall staff to create programs or just go to dinner with students. This provides a comfortable environment for students to meet and talk to members of the university whom they may never meet. Upper-class students returning to the residence halls will have new housing options for Fall 2001. Muzzall Hall offers students a single room, quarterly contract and/or a voluntarymeal plan option. Stephens/Whitney Hall, a three-person suite living environment, will be available to sophomores, juniors, seniors and transfer students. Sue Lombard Hall, one of the historic buildings on 8th Avenue, will continue to house students 21 years and older. Quiet and single gender halls will be offered in Green and Kennedy halls, respectively.



The Office of Residential Services promotes academic achievement and learning and social skills to help students become strong community leaders. We hope you take advantage of one of the many programs offered

on campus and get involved with the academic and campus life. If you have questions pertaining to living options or programs, please contact Residential Services at (509) 963-1831 or 1-888-CWU-HOME (1-888-298-4663).

NATIVE AMERICAN WEEK

Central Washington University and the American Indian Science and Engineering Society (AISES) invite you to take part in Native American (NAA) week April 23-28, 2001. There will be guest speakers, discussions on environmental issues in Indian Country, artist demonstrations, art displays,

Title IX Dancers, panel discussions, storytelling, and a salmon bake. Also during Native American Awareness week, starting March 29, there will be special topic movies including, "Incident at Ogalala" and "Powwow Highway." All movies take place in the CWU SUB Theatre.



For more information, contact Elizabeth at www.cwuaises@hotmail.com

A NOTE FROM THE DIRECTOR OF ADMISSIONS



Greetings. It has been a busy year in the Admissions office. We began the fall quarter by welcoming the second largest freshmen class in a decade (1,094 new freshmen) and, before we could catch our breath, began travelling to high schools and community colleges to meet with students who will be joining us next fall. By the time the fall quarter ended, we had visited every community college in the state and more than 180 high schools.

There is a lot of behind-the-scene work that takes place in an admissions office. I thought it might be helpful to introduce the staff of the Admissions office so that you know a bit more about us. Lisa Garcia-Hanson is our Assistant Director of Admission. Our Admissions Counselors are Tracy Dyk, Kathy Gaer-Carlton, Renee Novak (stationed in the Seattle area), and Norm Wright. Jill Orcutt, Shirley Hood, Saundra McLaughlin, and Michelle Drexler handle all of the admissions applications and records. Connie Bliss and Menell Mina-Nelson make sure that you get all the information you need about CWU. We also have a great team of students who assist with application and inquiry processing, run our visitation program, and lead tours of campus.

If you have questions about Central, any of the staff in our office would be happy to help. We would also love to have you stop by our office when you come to campus so that we can put a face to the voices we've gotten to know over the last year.

I look forward to seeing you at Central.

Mike Reilly

COMPUTER SCIENCE: NATIONAL SCIENCE FOUNDATION COMPUTER SCIENCE SCHOLARSHIP PROGRAM

The National Science Foundation Computer Science Scholarship Program provides scholarships to academically talented undergraduates majoring in computer science at Central Washington University.

Students selected into the program will receive an award of \$3,125 per year for up to two years. Students may use the



scholarship award for tuition, books, supplies, and/or equipment.

In addition, scholarship recipients will be assigned a faculty mentor, a peer mentor, and participate in a special enhancement program designed to foster successful completion of the

Computer Science Bachelor of Science degree.

The Computer Science Department seeks to educate graduates who will be productive and creative in the computer industry and business environments. Studies range from theory through experimental techniques to engineering methodology. The program exposes students to aspects of each of these disciplines and fosters an appreciation and understanding of each. Research, laboratory, and on-the-job experiences complement student classroom studies.

Students are offered wide access to computer science programs and courses. Specialties in areas such as software engineering, information systems, computer systems, scientific computing and artificial intelligence are available. Students should note that the faculty teach all courses.

If your are interested in more information, please contact:

Central Washington University Computer Science Department 400 E. 8th Avenue Ellensburg, WA 98926-7520

(509) 963-2924 http://www.cwu.edu/~cs_dept



FRESHMEN ORIENTATION AND REGISTRATION SUMMER OF 2001

What's it like living in a residence hall? How will I make new friends? What's the food like? How do I get my classes? What classes should I take? How does financial aid work? When do I pay my bills? If you need any of these questions answered then you need to come to our freshmen orientation and registration program. Along with getting your questions answered, this two-day event will allow you to experience what life will be like at Central. The dates for summer 2001 are June 27 and 28, July 5 and 6, July 16 and 17 and July 19 and 20. If you're planning a vacation for the summer make sure you set aside one of these dates. Students who have paid their admissions confirmation fee will receive a letter in early May inviting them to our summer orientation and registration program. Don't be one of the last ones to get this information. Make sure you have all of your application materials in and have paid the admissions confirmation fee before May.

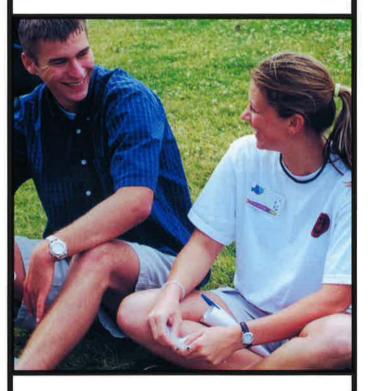
TRANSFER ORIENTATION AND REGISTRATION FOR SUMMER 2001 ELLENSBURG CAMPUS

What classes do I need to take to complete my major? How do I contact an advisor in my major? What types of student services does Central provide? To help transfer students get answers to these questions we will be having our summer transfer orientation and registration day on July 27. On this day we will have all of our departmental and general advisors available to assist you in selecting courses for fall quarter. You will also have the opportunity to talk with financial aid, housing, campus life and recreation, health and counseling and many other student service offices. Make sure to mark your calendar so you don't miss this great opportunity to get started on the right foot for fall quarter.



TRANSFER ORIENTATION AND REGISTRATION FOR SUMMER 2001 LYNNWOOD, MOSES LAKE, SEATAC, STEILACOOM, WENATCHEE AND YAKIMA

Students attending one of Central's university centers will want to make sure they attend the appropriate campus orientation and registration program. Each campus handles their program slightly differently based on the programs offered and the number of students attending. You will want to contact the appropriate center to determine when your orientation will be.



NEW STUDENT REMINDER

If you are a new student planning on attending CWU this fall, please remember that to confirm your intention to enroll, you must submit your \$55 confirmation fee by May 1, 2001. This fee applies to your first quarter's tuition. If you have questions, please call the Admissions Office at (509) 963-1211.

CENTRAL VISITATION PROGRAMS

Visiting campus is the best way to determine if CWU has what you're looking for!

Visiting will play an important role in your college decision, and we make every effort to provide you a true taste of what awaits at CWU through the following options:

THE CENTRAL SAMPLER

The Central Sampler is a comprehensive overnight visitation that consists of:

- Overnight stay, including meals
- · Campus tour
- Meetings with professors in your major area of interest, admissions counselors or student services staff
- Presentations by financial aid, housing and admissions
- Chimposium; meet Washoe and her family

Spring quarter Sampler dates: April 5 & 6, 2001 April 19 & 20, 2001 May 3 & 4, 2001 May 17 & 18, 2001

Daily campus visits are also available ' Monday through Friday at 10 a.m. or 2 p.m. by appointment. Please call at least a week ahead of time if you would like to meet with academic departments or university staff. If you have any questions or would like to arrange a daily campus tour, please call (509) 963-1262.

THE NATIONAL EXCHANGE PROGRAM

While you were weighing your options during your college search, did you ever consider attending a college or university outside of Washington state? Do you consider yourself an adventurous person who likes to see and explore new places? If you answered "yes" to either of these questions, then the National Exchange Program (NSE) may be for you. Through the NSE program, CWU students can study for a quarter, semester, or an academic year at another accredited institution within the United States and earn transfer credit. CWU has national exchanges with more than 150 universities in 48 states and U.S. Territories (Guam, Puerto Rico, and the U.S. Virgin Islands). The bonus of the program is that exchange participants have the option of paying in-state tuition of either the host institution or CWU. This is a huge savings considering the cost of out-of-state tuition at most colleges and universities.

> In order to participate in the program, you must have completed one year at CWU and have a 2.5 cumulative GPA. If this sounds like something you might be interested in, contact Rob Lynam in the International Studies and Programs Office at (509) 963-3612 or check out their Webpage at http://www.cwu.edu/~intlprog/intpage.htmlx.



6

CENTRAL WASHINGTON UNIVERSITY OFFICE OF ADMISSIONS

400 EAST 8TH AVENUE ELLENSBURG, WA 98926-7463

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CENTRAL WASHINGTON UNIVERSITY

CENTRAL FOCUS

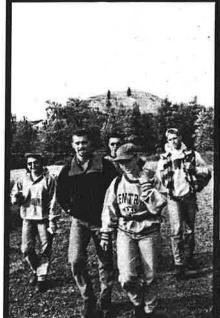
SPRING 2000

WHAT TO DO AT CWU

We have more than 300 days of sunshine a year in Ellensburg! This makes CWU the perfect location to enjoy all kinds of recreational activities. Try a day hike on Manastash ridge, or take a tent along and make a camping trip out of it. If you like to golf, you can play 18 holes at one of the two courses in Ellensburg or just practice your swing at the driving range. When it's hot outside and you need to cool off, you can pack a picnic and get a group of friends together to float

the Yakima River. Jump on your bike and explore the Kittitas Valley, or head for the hills and enjoy all the mountain biking trails. You can also test out your four-wheel drive by exploring the mountain roads that are not far from campus.

There is also plenty to do if you are more into indoor activities. You can go to the CWU theatre department productions, or the film festival in the Student Union Building. How about a dance or one of the special dinners Dining Services puts on? If you feel like a movie,



Hiking Manastash Ridge

Ellensburg has two theatres, with plenty of popcorn. Or, grab some friends and go to the local bowling alley and roll a few balls! Careful, don't hit the gutter!

If you drive 30 minutes to the east, you can spend the day in Vantage. Activities include water skiing on the Columbia River, playing volleyball on the beach, or rock climbing. Before you head home, you can catch a concert at the Gorge, which is just 12 miles from Vantage.

In November, when the snow starts falling, you can shift gears a little. Winter is the perfect time to ski, snowboard, or sled at one of the nearby ski areas. You will also find some great snowmobile trails in Cle Elum and Salmon La Sac. Snowshoeing and cross-country skiing are also very popular during the winter. As you can see, there is a ton of stuff to do in Ellensburg. Many students balance their school schedules so they have time to enjoy recreational activities. We asked students, "what are your favorite things to do, outside of the classroom?" Here is what they had to say:

Angie Brandeburg, sophomore Elementary Education major.

"My favorite thing to do in Ellensburg is to go with a group of friends to the lake. We take our homework and just lay in the sun and work on our tans. I also love to float the river when we have time."

Erin Strawder, senior Public Relations major.

"My favorite thing to do in the winter is to drive up to Snoqualmie and go skiing. This year I also had the opportunity to go snowshoeing on Manastash, and that was awesome. When the snow gets really deep, I go with a group of friends and we play snow football; we only tackle if the snow is really soft."



Snowboarding at Snoqualmie Pass

Brian Harley, senior Health Education major.

"Spring quarter is my favorite in Ellensburg because there is a ton of stuff to do. I play a lot of outdoor volleyball and tennis, and I love to rollerblade around campus. The cool thing is that everyone is outside, and it seems like everyone is more outgoing during the spring. It is a great time to meet new friends."

A newsletter from Central Washington University to prospective students.

1

CWU PROFESSOR RATED NO. 1 IN WASHINGTON STATE



The Carnegie Foundation for the Advancement of Teaching and the Council for Advancement and Support of Education (CASE) named Dr. James Nimnicht, Central Washington University business administration professor, Washington Sate Professor of the Year, for his extraordinary dedication to teaching, commitment to students and innovative teaching methods.

Created by CASE in 1981,

Dr. James Nimnicht

the U.S. Professors of the Year program is the only national award that recognizes college and university professors for their teaching. This year, awards are being presented to professors in 44 states, the District of Columbia, Guam, Puerto Rico and the Virgin Islands.

"Tomorrow's leaders and scholars are being shaped in our undergraduate classrooms and laboratories," Carnegie Foundation President Lee Shulman said.

CASE President Eustace Theodore added, "The professors we honor this year embody the spirit of education in their passionate pursuit of knowledge and in their talent to encourage those around them to explore, inquire, and imagine."

The winners were selected from more than 400 faculty members nominated by colleges and universities across the country. Nominees were evaluated on their impact on and involvement with undergraduate students; scholarly approach to teaching and learning; contributions to undergraduate education within the institution; community and profession; and support from colleagues and students.

Ironically, CWU's Nimnicht never set out to become a teacher. He originally thought he was destined for a professional baseball career. However, that plan was cut short by injury. So, it was on to college instead.

Nimnicht joined the Central faculty in 1988. He has also taught at EWU, University of Nebraska, Gonzaga University and Rogue Community College, in Grants Pass, Ore. He's now in his 28th year of teaching.

"I respect students; each one is truly unique," Nimnicht states. "When you respect each student - the fact that they work hard, care about their future and the future of our country - what ends up happening is that you give them a chance to excel."

Nimnicht was the first CWU professor to teach via the university's two-way interactive distance education link to Central's center at Wenatchee Valley Community College.

He was also instrumental in founding CWU's student chapter of the Society of Human Resource Management (SHRM); which has become one of the nation's largest and most highly decorated chapters.

OPPORTUNITIES TO VISIT CWU

If you have not yet visited CWU, there are still plenty of opportunities for you and your family to come see what CWU and Ellensburg have to offer.

- The CWU Symposium on Undergraduate Research and Creative Expression (SOURCE) is scheduled for Friday, May 19, in the Science Building. The symposium celebrates outstanding undergraduate research, and is open to the public. For more information, call (509) 963-2755.
- The 2000 Washington State History Day contest will be held May 5-6 on the CWU campus. This year's theme is "Turning Points in History: People, Ideas, and Events." For more information, call (509) 963-2292 or visit their web site at www.cwu.edu/~history/hstryday/.

CENTRAL VISITATION PROGRAM

There are also available dates in the spring to take advantage of the Central Sampler Program. The Central Sampler consists of:

- Overnight stay, including meals
- Campus tour
- Meetings with professors in you major area of interest, admissions counselors or student services staff
- · Presentations by financial aid, housing and admissions
- Chimposium, meet Washoe and her family

Daily campus visits are also available Monday through Friday at 10 a.m. or 2 p.m. by appointment. Please call at least a week ahead of time if you would like to meet with academic departments or university staff. If you have any questions or would like to arrange a daily campus tour, please call (509) 963-1262.

SPRING QUARTER SAMPLER DATES: May 11 and 12, 2000 May 25 and 26, 2000

BUSINESS WEEK PLANNED

Washington Business Week 2000 is being hosted at CWU July 9-22. For questions regarding Business Week opportunities, contact;

Washington Business Week P.O. Box 658, Olympia, Washington 98507-0658 Call 800-686-6442 or email wabsnwk@wbw.org Stephen A. Hyer, Executive Director Washington Business Week

www.wbw.org

DEPARTMENT UPDATES

HISTORY

Dr. James Cook, history professor, took a group of CWU students to China during spring break. The 10-day program allowed students to experience Chinese history and culture by participating in lectures and daily field excursions.



ANTHROPOLOGY During summer break students will join Anthropology professor Dr. Agustin Fuentes as he takes his third group of students to Indonesia. The group will spend a month in Bali to study and observe the Macaques monkeys that inhibit the island. While they are in Bali, students will take part in observing the Macagues population, collecting data, visiting temples, interacting with local villagers and participating in cultural events.

Dr. Agustin Fuentes

The students will examine both the effects of over-crowding and human manipulation on Macaque behavior.

COMMUNICATION

The Communication department, in partnership with the Public Relations Student Society of America, is in the process of building its own student-run pubic relations agency. The agency's plan is to first provide public relations services on campus and eventually extend their business to the Ellensburg community. The idea of the agency is to help students gain real experience in business and public relations before they graduate. This will better prepare the students to take on the responsibilities of the business world.

CONSTRUCTION MANAGEMENT

A university major that is increasing in popularity at CWU is Construction Management. It prepares graduates for management positions in the construction industry. Each year graduates experience an abundance of job opportunities. The job placement rate is consistently between 95-100 percent. Upon graduation, the positions that are offered are generally Assistant Project Manager or Project Engineer, with starting salaries between \$38,000 and \$42,000.



CWU International students in Spain

STUDY ABROAD AT CWU

Have you ever thought about what it would be like to camp in the Outback of Australia or backpack across Europe? Well, don't just think about it, do it, and let CWU help. The time you spend in college is a great opportunity to go to places that you have only dreamt about.

Central Washington University has excellent study abroad and exchange programs for travel to almost any country in the world. You can experience a whole new culture while earning credits toward graduation at CWU.

Exchange programs last from about four weeks, or up to a whole academic year. In many cases, the cost is the same as it would be if you were taking classes at CWU, and most forms of financial aid do apply.

Studying abroad provides students with the personal growth and professional development that potential employers are looking for. For more information about study abroad or exchange programs, contact the office of International Studies and Programs at (509) 963-3612 or visit their web site at www.cwu.edu/~intlprog/intpage.htmlx .

NEW STUDENT REMINDER

If you are a new student planning on attending CWU this fall, please remember that to confirm your intention to enroll you must submit your \$55 confirmation fee by May 1. 2000. This fee applies to your first guarter's tuition. If you have questions, please call the Admissions Office at (509) 963-3001.

WILDCAT ATHLETICS

(WU HOOP COACHES WIN AWARDS Greg Sparling (men's coach) was named PacWest Coach-of-the-Year, along with Ken Bone of Seattle Pacific University. CWU and SPU finished in a tie for first place this winter in the PacWest West Division men's basketball race with

12-2 records. The team's also ended up ranked 1-2 in the NCAA Division II West Region poll.

Jeff Whitney, women's coach, was also named Coach-ofthe-Year in the Pacific West. Whitney led the Wildcats to a 19-8 record and to their first national tournament berth since 1988.

THREE WILDCAT MEN NAMED TO PACWEST ALL-CONFERENCE TEAM

CWU forward **Carson Payne** (Sr., Vancouver - Mountain View & Clark CC) earned first team honors and two other CWU players were named to the second team of the Pacific West Conference West Division men's all-star basketball team. Earning second team honors were CWU starting guards **Reggie Ball** (Sr., Seattle -O'Dea) and **Corby Schuh** (Sr., Spokane - Central Valley & Edmonds CC).

TWO WILDCAT WOMEN NAMED TO PACWEST ALL-CONFERENCE TEAM

CWU guard **Kristen Willis** (Jr., Kennewick) earned first team honors and center **Rose Shaw** (So., Bellevue, Interlake) was named to the second team of the Pacific West Conference West Division.

Congratulations to all student athletes for a great winter season. Please contact the Athletic Department's website at www.wildcatsports.com/news.html, for Spring schedules and for current sports updates.

Kristen Willis

Corby Schuh







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CENTRAL WASHINGTON UNIVERSITY OFFICE OF ADMISSIONS

400 EAST 8TH AVENUE ELLENSBURG, WA 98926-7463

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OFFICE OF ADMISSIONS

June 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Congratulations. It is with great pleasure that I offer you admission to Central Washington University for Error! Bookmark not defined. Quarter, Error! Bookmark not defined.

You will soon receive a booklet of *Acceptance Information* that will help you with the next steps in the enrollment process. It includes information on housing options, financial aid, advising, and registration for classes. If you plan to attend the Ellensburg campus, you will be asked to confirm your intention to enroll by submitting a \$55 confirmation fee with the form provided in the *Acceptance Information booklet*. You are encouraged to confirm your enrollment within 30 days of receipt of this letter (or by May 1st if you are seeking admission for Fall Quarter, whichever is later). Students enrolling at CWU for the summer are not required to pay the confirmation fee.

I look forward to your attending Central Washington University. The opportunities for involvement have never been greater, whether it's working with a faculty member on a research project or leading one of our many student organizations. I think you will find your experience here both challenging and rewarding.

Please note that you have been classified as a Washington state resident for tuition-paying purposes.

Please feel free to call should you have any questions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211. Again, congratulations on your acceptance.

Sincerely,

Michael Reilly Director of Admissions

acc-gen.txt

400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEC/AATITLE IX INSTITUTION • TDD 509 963-3323



ELLENSBURG • LYNNWOOD • MOSES LAKE • SEATAC • STEILACOOM • WENATCHEE • YAKIMA

June 14, 2001

OFFICE OF ADMISSIONS

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for applying for admission to Central Washington University.

In order for us to continue processing your application, however, we need the following (if you are planning to attend a University Center, please have these documents sent to that specific Center):

AN OFFICIAL COPY OF YOUR COLLEGE TRANSCRIPTS FROM THE FOLLOWING INSTITUTION(S):

Pierce College

Columbia College

The official transcript must be received in a *SEALED* envelope from the institution and should bear the school's official seal and an authorized signature.

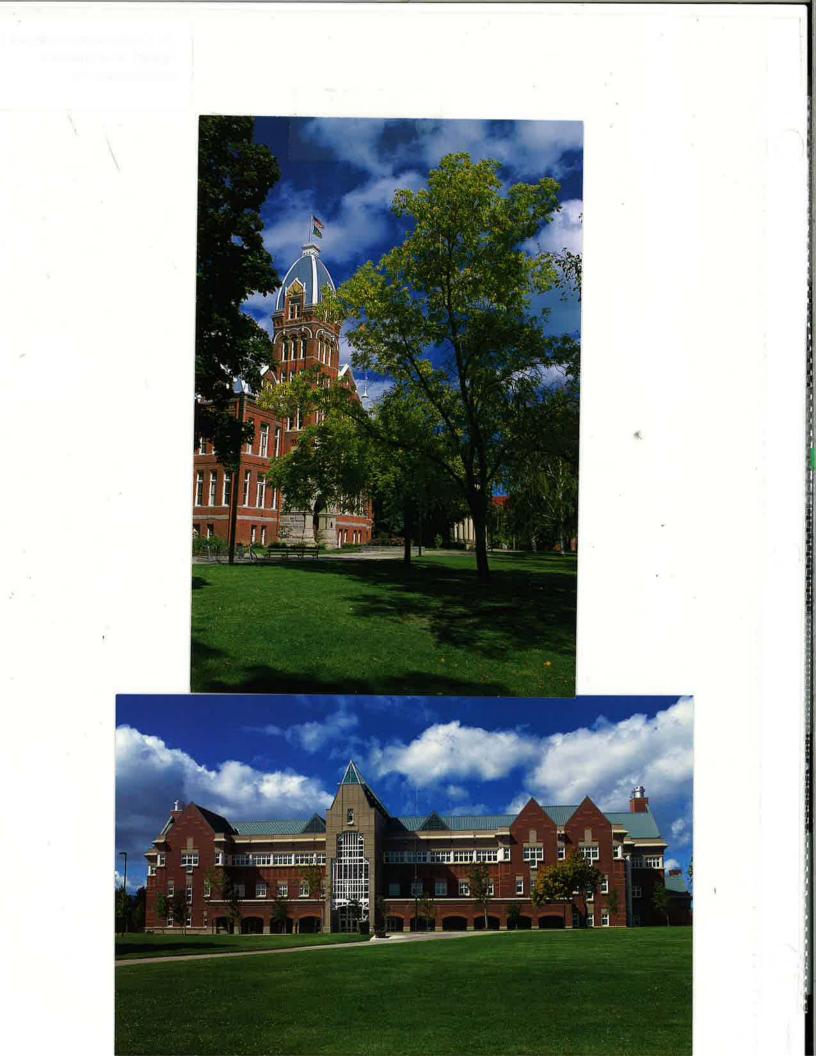
We look forward to serving you in the future.

The Office of Admissions Central Washington University



Acceptance Information

REGISTRATION . ROOM AND BOARD . 2001-2002



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E-sponse Name:	Response to Web App (for internal reference only)
Subject:	CWU Office of Admissi(text you enter here will replace "RE: previous subject")
Sender Name:	Michael Reilly, DireSender Address: https://cwuadmis@cwu (required)

Thank you for submitting your application to Central Washington University. For freshmen applicants we will need an official high school transcript (document in sealed envelope from your high school) and an official copy of your ACT or SAT test scores. For transfer students, official transcripts from each college you have attended are required to complete your file and to determine how many credits will transfer. Once all required documents have been received, you will be notified of an admissions decision.

If you have not already visited our beautiful campus, we encourage you to do so and to meet with faculty in your academic area of interest.

If we can answer any questions for you, please call our toll-free line at 1-866-CWU-4You (1-866-298-4968) or 509/963-1211.

Sincerely,

Michael Reilly Director of Admissions

Save Changes



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

We have received you admissions test scores and are pleased you are interested in *Central Washington University*! I wanted to take some time to further introduce you to Central.

- → I have enclosed a copy of our Viewbook, which should provide you with a good picture of our University and the programs we offer. In it you will find information on our academic programs, application procedures, and an Application for Admission and a postage-paid envelope for either you or your counselor to submit your application.
- → You may also wish to visit our web site at www.cwu.edu for more detailed information on specific CWU programs. You can apply for admission on line at the Admissions section of our web site.
- \rightarrow If you are interested in obtaining **financial aid** you will need to apply for aid using the FAFSA (Free Application for Federal Student Aid). The FAFSA may be submitted beginning January 1 of the year you intend to begin college. Many students find the on-line version of the FAFSA a convenient way to apply for aid. You can find it at www.fafsa.ed.gov.

→ The best way to learn about CWU is to visit us. We have several programs to assist you, including the Central Sampler - an overnight program that includes tours of the campus and residence halls, meetings with faculty in your area of interest, and presentations on admissions and financial aid. We also offer daily tours Monday through Friday and can arrange informational appointments with faculty. Contact the Central Visitation Program at (509) 963-1262 or email us at visit@cwu.edu for more information.

 \rightarrow CWU's current catalog is now on line: http://www.cwu.edu/catalogs.html.

Good luck with your college search. Feel free to contact the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211, if you have further questions.

Sincerely,

Michael Reilly Director of Admissions

TES

Enclosure 400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEO/AA/TITLE IX INSTITUTION • TDD 509 963-3323

(12) Postcard to acknowledge receipt of junior ACT/SAT test scores





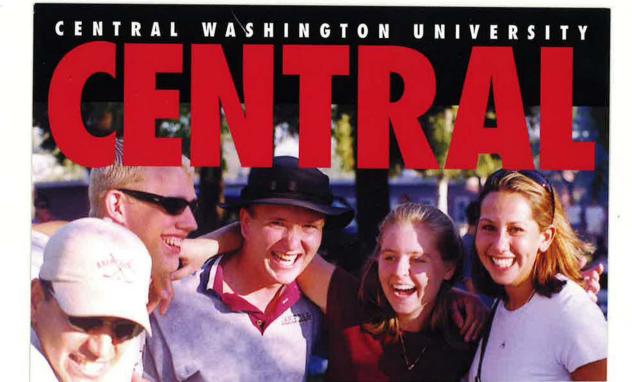
Office of Admissions 400 E. 8th Avenue Ellensburg WA 98926-7463

We have received your college admissions test scores and are pleased that you are interested in **Central Washington University**.

If we can answer any questions please contact us.

CWU Office of Admissions (509) 963-1211 www.cwu.edu

CWU is an AA/EEO/Title IX Institution. TDD (509) 963-3323





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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

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During the coming months we will be sending you information that should help you in your college planning, including opportunities to visit our campus, a newsletter to keep you up to date on new programs, and other announcements that may be of interest to you. At the beginning of your senior year we will send you the CWU Viewbook, which will give you a detailed look at CWU and includes an application for admission.

Central Washington University has been serving the needs of students in the state of Washington and the Northwest for over 100 years, and we are very excited to be continuing that tradition as we move into a new century. Should you have any questions, please feel free to call us at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211. If you would like to visit CWU, you can make arrangements by calling the Central Visitation Program at (509) 963-1262 or email visit@cwu.edu.

I wish you continued success during the remainder of your high school career.

Sincerely,

Michael Reilly Director of Admissions

TEJ

Enclosure



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

You also have the following appointment(s) scheduled:

Time Dept Location Professor

Parking: Please drive to the Parking/Information Kiosk (highlighted on the enclosed map). There you will be given your daily permit and directed to the visitor parking. The Admissions Office cannot be held responsible for any parking tickets incurred during your stay.

We look forward to meeting with you and showing you all that Central Washington University has to offer.

Sincerely,

Lisa Garcia-Hanson Assistant Director of Admissions

CVD

Enclosure



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

We are happy you had an opportunity to visit with us at Central Washington University. Through your participation in the Central Sampler, we hope you obtained a good idea of what CWU is like.

Remember, the admissions process should be completed early to insure full consideration for housing assignments and financial aid awards. If you have not already applied, you will need to do so as soon as possible. If you need an application or have further questions, please call the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211.

Sincerely,

Lisa Garcia-Hanson Assistant Director of Admissions

CVP



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June 15, 2001

OFFICE OF ADMISSIONS

John Doe 123 St Nowheresville WA 98001

Dear John:

We are happy you had an opportunity to visit with us at Central Washington University. Through your participation in the Central Sampler, we hope you obtained a feel of what CWU is like.

Since you have been accepted to Central, you will need to submit deposits and prepayments as soon as possible, if you haven't already done so.

If you have any further questions or concerns about the application process, please feel free to call the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211.

Sincerely,

Lisa Garcia-Hanson Assistant Director of Admissions

CV2



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THE WILLIAM O. DOUGLAS HONORS COLLEGE

APPLICATION FOR ADMISSION

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400 E. 8th Avenue • Ellensburg WA 98926-7521 • 509-963-1445 EEO/AATITLE IX INSTITUTION • TDD 509 963-3323 NOTE: Transfer students and people older than traditional college students who have developed serious academic interests are encouraged to apply. Some of the information requested may not be appropriate to such applicants. In this case, please supply information below which you believe to show equivalent preparation in some alternate form.

mathematics, two years of foreign languing including one year of laboratory science	chool (grades 9-12), applicants should have competed three years of uage, two years of social science, and two years of natural science e, and two additional years from among the foregoing subjects. In the wish to apply toward these background requirements. You may include tion.
Requirement	Course titles and years (e.g., 9th grade, etc.)
English (4 years)	
Foreign Language (2 years)	
Social Science (2 years)	
Natural Science (2 years, including 1 ye	ear of laboratory science)
Mathematics (3 years)	

NOTE: This form is for use by the Douglas Honors College only and is not a substitute for Central Washington University admission requirements. Information on this form is subject to verification by official transcripts and test reports. Remember to submit separate copies of your high school transcript and test results to the Douglas Honors College and the CWU Admissions Office.



ELLENSBURG • LYNNWOOD • MOSES LAKE • SEATAC • STEILACOOM • WENATCHEE • YAKIMA

March, 2001

OFFICE OF ADMISSIONS

«First_Name» «Last_Name» «Address» «City» «St» «Zip»

Dear «First_Name»:

Greetings from Central Washington University. I am writing to encourage you to consider CWU as you begin to make your college plans.

Central Washington University provides a great college experience. Our classes are small and are taught by faculty who have committed their careers to teaching undergraduate students. Our residential campus provides an atmosphere where you can meet with friends to study, attend a lecture, or just hang out, and never have to walk more than a few minutes from where you live. Your professors will challenge you, and the new friends you meet—from around the country and the world—will provide new perspectives.

Feeding your mind and discovering yourself is what college is all about, and at CWU we'll provide you plenty of ways to do both. Our Symposium on Undergraduate Research and Creative Expression (SOURCE) showcases the research and talent of students from all disciplines, from accounting to theatre to physics. Faculty invite students to join them in the laboratory or travel to other countries in the pursuit of new ideas.

I have enclosed a brochure to give you a brief introduction to CWU. If you would like to learn more, simply complete and return the attached interest card. I also encourage you to visit our web site at <u>www.cwu.edu</u> where you can check out the program that interests you, schedule a visit to campus, even apply for admission using our on-line application.

Best wishes in your college search.

Sincerely,

Michael Reilly Director of Admissions

Enclosure



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June 15, 2001

OFFICE OF ADMISSIONS

John Doe 123 St Nowheresville WA 98001

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I wish you continued success during the remainder of your high school career.

Sincerely,

Michael Reilly Director of Admissions

PS2



OFFICE OF ADMISSIONS

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June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for your interest in Central Washington University. We believe we have assembled all the necessary elements for an exceptional college experience, including a residential campus, faculty committed to teaching, small classes, and boundless opportunities for students to involve themselves in research and leadership. And as the only public institution in the state of Washington recognized in *America's 100 Best College Buys, 1999*, we offer you a quality education *and* an outstanding value.

During the coming months we will be sending you information that should help you in your college planning, including opportunities to visit our campus, a newsletter to keep you up to date on new programs, and other announcements that may be of interest to you. At the beginning of your senior year we will send you the CWU Viewbook, which will give you a detailed look at CWU and includes an application for admission.

Central Washington University has been serving the needs of students in the state of Washington and the Northwest for over 100 years, and we are very excited to be continuing that tradition as we move into a new century. Should you have any questions, please feel free to call us at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211. If you would like to visit CWU, you can make arrangements by calling the Central Visitation Program at (509) 963-1262 or email visit@cwu.edu.

I wish you continued success during the remainder of your high school career.

Sincerely,

Michael Reilly Director of Admissions

HVJ

Enclosures

400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEC/AATITLE IX INSTITUTION • TDD 509 963-3323



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OFFICE OF ADMISSIONS

May 7, 2001

«ScholF» «ScholL» «hs» «a» «c» «s» «z»

Dear «ScholName»:

For the last 19 years I have asked many high school counselors to nominate outstanding members of their present junior class - students who will be graduating in June of 2002 - for scholarship awards to Central Washington University. From these lists I mail appropriate scholarship applications directly to the students. They will receive the applications in early September so they will have ample time to complete and return them by the deadline date, which is usually late December to early January.

As a consequence of this effort this past year, the University selected 12 **Central Investment Fund Leadership** winners (tuition for one year), 25 **Academic Diversity Scholarship** winners (tuition for one year with possibility of renewal up to four years), two **President's Scholars** (four years, tuition), five **Farrell Pre-Med/Pre-Dental Scholarships** (one year tuition, books, lab fees for pre-med/dental majors), 16 **Academic Tuition-Fee Waiver** winners, one **Eric T. Moe** (tuition and books for four years); one **Alumni** (tuition and fees for one year); one **GTE** (tuition for four years for math or science education major); one **Merrick Endowed** (tuition for one year), and two **Hal Wolf** (tuition and books for one year). Most of the scholarship applicants and candidates who receive awards are a result of this process and your nominations.

Let me bring to your attention something new that the Financial Aid Office does upon receiving admissions applications from students with 3.5 or higher grade point averages. The University will offer a \$1500 or \$1800 tuition and fee award to students with a 3.5-3.89 and 3.9-4.0 as Dean's Distinction or Trustee Distinction Awards, respectively.

Once again, I am asking you to please list the outstanding members of the class of 2002 (except exchange students) based on any of the following factors: high grade point average, academic honors, student government, arts, athletics, or other extracurricular activities. I have enclosed a Nomination Survey Sheet for this purpose. For the students' benefit, please be sure to include grade point averages. Also, we need student's social security numbers (if available) and dates of birth (for identification purposes), and please be sure to list your high school's name at the top of the form.

Thank you for being so helpful. I look forward to working with you again next year.

Sincerely,

James G. Pappas Vice President for Student Affairs and Enrollment Management

Enclosure

P.S. If possible, please return before June 8, 2001. 400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEO/AATITLE IX INSTITUTION • TDD 509 963-3323

Check reason(s) for nomination

		Appr		PA Honors				Other
JAME	SS#/ADDRESS	DOB	GPA	Honors	Gov't.	Music	Sports	Other Activities (list)
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ELLENSBURG • LYNNWOOD • MOSES LAKE • SEATAC • STEILACOOM • WENATCHEE • YAKIMA

OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for your inquiry about *Central Washington University*! I hope you'll find our Viewbook helpful. Inside the Viewbook you will find:

- \rightarrow An **Application** for admission.
- → A Freshmen Admissions Requirements Brochure.
- \rightarrow A Visitation brochure -- come see our campus!! We strongly encourage students to visit colleges they are interested in attending! See enclosed brochure about overnight accommodations.

Additional information:

- → **Financial Aid** -- CWU uses only the FAFSA (Free Application for Federal Student Aid). Please contact either your school counselor or our office for an application. Access http://www.fafsa.ed.gov for online FAFSA application and information.
- \rightarrow CWU's current catalog is now on line: http://www.cwu.edu/catalogs.html.

Good luck with your college search. Should you need further assistance, feel free to contact the Office of Admissions at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211.

Sincerely,

Michael Reilly Director of Admissions

NRC

Enclosure



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June 15, 2001

OFFICE OF ADMISSIONS

John Doe 123 St Nowheresville WA 98001

Dear John:

I am pleased to offer you an extraordinary scholarship opportunity from Central Washington University. Based on your strong academic record, your high school counselor has nominated you as a potential recipient of the Presidents' Scholars award. This award is based on academic achievement and is presented to as many as four students each year. It is a renewable, four-year, full-tuition scholarship!

Central is located in the picturesque Kittitas Valley on the eastern slopes of the Cascade Mountains in the college-town of Ellensburg. The University offers students a variety of quality academic programs, small classes, a concerned and distinguished faculty, and outstanding facilities. Within this pleasant, 380-acre campus you may enjoy a setting which abounds in recreational possibilities.

Enclosed is our current Viewbook, an Application, and information on visiting our campus. We strongly encourage students to visit all institutions they are considering attending. I encourage you to review this material and discuss it with your parents, teachers, and counselor. We also encourage you to visit our web site @ http://www.cwu.edu.

In addition, I strongly encourage you to read the enclosed scholarship information sheet to see if you qualify for other awards. Remember to apply early as the scholarship application deadline is January 8, 2001.

The Admissions staff is looking forward to hearing from you and perhaps meeting you this Fall at your school or during one of our Campus Visitation Programs.

Sincerely,

James G. Pappas Interim Vice President for Student Affairs and Enrollment Management

PRS

Enclosures

400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEO/AATITLE IX INSTITUTION • TDD 509 963-3323



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

I am inviting you to apply for a scholarship at Central Washington University. Based on your academic record and participation in out-of-class activities, your high school counselor has nominated you as a potential recipient of the Central Investment Fund Scholarship. This award, presented each year to approximately 14 student leaders, provides tuition for one year. It appears you have the necessary qualifications, thus, I encourage you to apply.

Central is located in the picturesque Kittitas Valley on the eastern slopes of the Cascade Mountains in the college-town of Ellensburg. The University offers students a variety of quality academic programs, small classes, a concerned and distinguished faculty, and excellent facilities. In addition, Central has a pleasant, 380-acre campus and enjoys a setting which abounds in recreational possibilities.

Enclosed is an informational brochure for your review. If you have not already received our current Viewbook, which includes an application and information on visiting our campus, just complete and return the postage-paid card inside the brochure. We strongly encourage students to visit all institutions they are considering attending. We also encourage you to visit our web site @ http://www.cwu.edu.

I strongly encourage you to read the enclosed scholarship information sheet to see if you qualify for other awards. Please remember to apply early as the scholarship application deadline is January 8, 2001.

The Admissions staff is looking forward to hearing from you and perhaps seeing you this Fall at your high school or during one of our Campus Visitation Programs.

Sincerely,

James G. Pappas Interim Vice President for Student Affairs and Enrollment Management

CIF

Enclosures

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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

I am inviting you to consider a scholarship opportunity at Central Washington University. Based on your excellent academic record and participation in out-of-class activities, your high school counselor has nominated you as a potential recipient of the Presidents' Scholars or the Central Investment Fund Scholarships.

The Presidents' Scholars award, which is based on academic achievement and is presented to as many as four students each year, is a four-year, renewable, full tuition scholarship. The Central Investment Fund Scholarship is awarded to approximately 14 student leaders and provides tuition for one year. I strongly encourage you to read the enclosed scholarship information sheet to see if you qualify for other awards.

Central is located in the picturesque Kittitas Valley on the eastern slopes of the Cascade Mountains in the college-town of Ellensburg. The University offers students a variety of quality academic programs, small classes, a concerned and distinguished faculty, and excellent facilities. In addition, Central has a pleasant, 380-acre campus and enjoys a setting which abounds in recreational possibilities.

Enclosed is an informational brochure for your review. If you have not already received our current Viewbook, which includes an application and information on visiting our campus, just complete and return the postage-paid card inside the brochure. We strongly encourage students to visit all institutions they are considering attending. We also encourage you to visit our web site @ http://www.cwu.edu.

Congratulations on your excellent work in high school. Please remember to apply early as the scholarship application deadline is January 8, 2001. The Admissions staff is looking forward to hearing from you and perhaps meeting you this Fall at your high school or during one of our Campus Visitation Programs.

Sincerely,

James G. Pappas Interim Vice President for Student Affairs and Enrollment Management

BTH

Enclosures

(24) Conference Center attendee first contact postcard



It was nice to have you on campus. We hope that you enjoyed your stay and consider Central Washington University in your future college plans.

Please contact us if we can help.

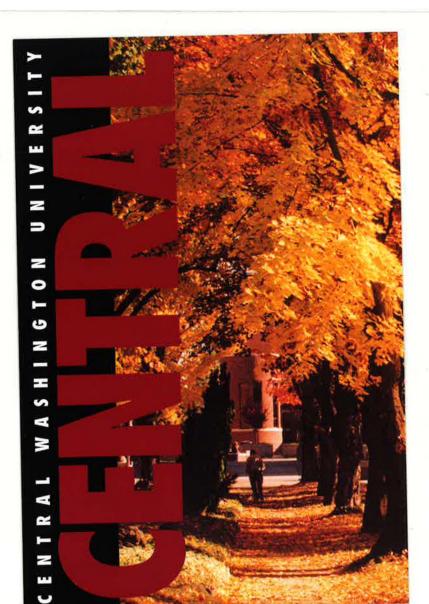
Office of Admissions (509) 963-1211 toll free 866-CWU-4YOU 866- 298-4968

http://www.cwu.edu

CWU is an AA/EEO/Title IX Institution. TDD 509-963-3323



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June 15, 2001

OFFICE OF ADMISSIONS

John Doe 123 St Nowheresville WA 98001

Dear John:

Greetings: I hope you enjoyed your time in Ellensburg this summer. Because you participated in a recent Business Week Program at CWU, and if you are currently a **Senior**, you are eligible to apply for the Hal Wolf Scholarship. Enclosed is an application and an information sheet for this scholarship. I also encourage you to look over the information sheet and apply for any other scholarships for which you feel you may qualify (use the same application form, except where indicated). The application should be postmarked by January 8, 2001!

If you return the post-paid post card in the brochure, and you are a **Senior**, you will receive our current Viewbook and information on the Central Sampler, our overnight visitation program. During this program you will tour Central's 380-acre campus and the residence halls, talk with students, professors and, in general, get a better idea of what Central has to offer. This special package, including three meals, one night's lodging, and a full agenda, is available to you for only \$30. Your parents are also welcome and encouraged to attend.

If you are a **Junior** and return the attached card, you will receive correspondence from CWU throughout your junior year. During your senior year you will automatically receive our Viewbook.

We also invite you visit Central's web site @ http://www.cwu.edu.

I encourage you to look over the Hal Wolf Scholarship information. We are looking forward to hearing from you soon.

Sincerely,

James G. Pappas Interim Vice President for Student Affairs and Enrollment Management

Enclosures

BSW

June

6/10-16 Girls State 6/16-17 CWU Volleyball Tourn I 6/17-23 Boys State 6/18-22 CWU Football Camp I 6/18-19 CWU Volleyball Tourn II 6/20-23 CWU Volleyball Camp 6/23-26 Jobs Daughters 6/24-26 ISSI All-Star Football Camp 6/24-28 Nike girls HS Basketball Camp 6/27-7/1 CWU Football Camp II

July

7/5-8 CWU Boys Basketball Team Camp 7/7-14 Business Week 7/9-13 Cheerleaders I 7/16-20 Cheerleaders II 7/19-22 CWU Girls Basketball Camp 7/20-22 Jobs Daughers Grand Bethel 7/20-21 CWU Sounds of Summer Drum Camp 7/23-27 Cheerleaders III 7/23-27 CWU Drumset Camp 7/29-8/1 CWU Fastpitch Softball Camp 7/29-8/1 CWU Youth Baseball Camp 7/29-8/2 Randall Wrestling Camps

Aug

8/5-11 Intensive Wrestling Camp
8/5-9 CWU High School Baseball Camp
8/8-15 WJEA
8/11-14 USA Drill Team Jr Camp
8/11-15 Wilson Baseball Camp
8/14-17 USA Drill Team High School Camp



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for taking time out of your busy schedule to learn more about Central Washington University during our recent visit. I would now like to personally invite you to visit our campus because I believe it is the best way for you to determine whether Central is the right place for you. One of the brochures you received contains information about our Visitation Program, the Central Sampler, which invites you to discover what the life of a CWU student is really like.

Even if you cannot visit through the Central Sampler, we offer daily tours of campus on Monday through Friday at 10:00 am and 2:00 pm. Someone is always here to talk with you about your academic plans. You can arrange a visit by calling (509) 963-1262.

Remember that Central has a "rolling" admission policy, so you should apply early. We mail Offers of Admission soon after December 1 or within two to four weeks of receiving your completed application until we reach our enrollment level.

If you would like more information concerning any aspect of Central Washington University, please call at 1-866-CWU-4YOU (1-866-298-4968) or (509) 963-1211, or write, or visit our web page: http://www.cwu.edu. I look forward to meeting you when you come to campus.

Sincerely,

Michael Reilly Director of Admissions

HVS

Enclosures



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OFFICE OF ADMISSIONS

October 1, 2000

Name Address City

Dear First:

Central Washington University is proud of its history. Students as individuals are important and are a priority here at CWU. Students have the opportunity to be involved in clubs, student government, and undergraduate research. Classes are small and taught by faculty members.

Enclosed is the viewbook that includes an admissions application and information about the university. I encourage you to visit our beautiful campus and meet with a faculty member in your academic area of interest. Ellensburg is located in a beautiful valley that is surrounded by mountains, lakes, and rivers. Outdoor enthusiasts enjoy river rafting, fishing, water skiing, snow skiing, hiking, mountain climbing, boating, etc.

I believe that you will find the opportunities at CWU outstanding. If you have any questions, please call our toll-free line at 1-866-CWU-4YOU or (509) 963-1211.

Sincerely,

Michael Reilly Director of Admissions



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OFFICE OF ADMISSIONS

June 1, 2000

Name Address City

Dear First:

Congratulations on your admission to Central Washington University. We are excited about registering the freshmen class for 2001. Prior to pre-registration students are required to confirm their admission by submitting the \$55 Admissions Confirmation Fee. Please send your payment today so that we can sign you up for freshmen orientation and pre-registration. Payment can be made by credit card by calling the Cashier's Office at (509) 963-2224 or by mailing a check or money order to the Cashier's Office, CWU, 400 E 8th Avenue, Ellensburg, WA 98926.

If you have any questions, please call our toll-free line at 1-866-CWU-4YOU or (509) 963-1211.

Sincerely,

Michael Reilly Director of Admissions



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OFFICE OF ADMISSIONS

November, 2000

«First» «Last» «Address1» «Address2» «City» «St» «Zip»

Dear «First»:

Greetings from Central Washington University. Although you chose not to enroll at CWU this fall, we wanted to let you know that we appreciated your interest in our university and hope that the contact you had with CWU was positive. It is our goal to provide students with service that equals the quality of the education our university delivers. We would appreciate any suggestions you might have on how we might improve the service we provided to you during the admissions process.

Should your educational plans change, we would be happy to help develop a plan for you to continue your studies at CWU. It might come as a surprise to you, but the majority of students who attend CWU are transfer students who began their studies elsewhere. We have a long history of serving the needs of transfer students. If you are attending one of the Washington community colleges, we can provide you with transfer equivalency information to help you plan your schedule.

If part of your decision not to enroll at CWU was based on our location in Ellensburg, our Centers in Lynnwood, SeaTac, and Steilacoom (in the Puget Sound area), and Wenatchee, Yakima, and Moses Lake (east of the mountains), offer upper-division and graduate programs in a location that may be more convenient for you. Our Centers provide high quality programs and small classes at convenient times.

If you would like us to keep in contact with you about the possibility of attending CWU in the future, please complete and return the enclosed information card. If you are interested in more specific information about one of our Centers, please list the Center on the "area of academic interest" line on the information card.

Good luck to you. We look forward to the opportunity to help you reach your educational goals.

Sincerely,

Michael Reilly Director of Admissions

> 400 E. 8th Avenue • Ellensburg WA 98926-7463 • 509-963-1211 • FAX: 509-963-3022 Toll Free: 866-CWU-4YOU (866-298-4968) EEO/AATITLE IX INSTITUTION • TDD 509 963-3323



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OFFICE OF ADMISSIONS

June 15, 2001

John Doe 123 St Nowheresville WA 98001

Dear John:

Thank you for your continued interest in Central Washington University. We look forward to your joining us in the near future.

We have enclosed information that may prove helpful to you in preparing to attend CWU. We will also make sure that you are kept apprised of new programs or other opportunities that may be of interest to you. You are also encouraged to visit our web site at <u>www.cwu.edu</u>, where we provide updated news, a comprehensive calendar of CWU events, and academic program information.

Please let us know if we can assist you in any way. You can reach the Admissions Office at (509) 963-1211. We'll see that you get the information that you need.

Sincerely,

Michael Reilly Director of Admissions

NSH

Enclosures

(30) Samples of departmental brochures



Accounting

General Departmental Information The Department of Accounting prepares students for a wide range of careers within the accounting profession. Accounting graduates are in a well-paid and respected profession. As a certified public accountant (CPA) who advises company executives on matters directly and indirectly related to the financial aspects on the firm, or as a rising young executive, CWU graduates have been well prepared. Many Accounting graduates work with various government organizations, helping to evaluate and solve society's problems.

The faculty at CWU places a great emphasis upon practical accounting as well as the underlying theoretical concepts. Most faculty members hold advanced degrees in business, CPA certificates, and have had practical experience in public and/or private accounting.

Degrees Offered

Bachelor of Science with a major in Accounting

Professional Opportunities

Central Washington University Accounting students, if within 120 days of graduation, are qualified to sit for the CPA examination. After June 30 2000, students must have completed a fifth year of education to take the CPA examination. Registration for the examination is made through the State Board of Accountancy, Olympia, Washington.



WASHINGTON UNIVER

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Biological Sciences

General Departmental Information The department of Biological Sciences provides a strong background in basic biology with ample opportunity to specialize in specific areas of biology, including preparation for health care careers. With 17 faculty members, the department is large enough to provide the diversity of educational experiences that Biology students should have, but small enough to treat students as individuals. Most of the Biology classes taken at Central have small enrollments. Many faculty members are involved in some kind of research activity in which students have the opportunity to become involved directly with a selected project. The friendly, helpful attitude of the faculty and staff of the Department of Biological Sciences and their dedication to teaching is probably the primary reason students choose Biology at Central.

Degrees Offered Bachelor of Arts Master of Science.

Bachelor of Science with specialization's in:

- general biology,
- plant sciences,
- ecology,
- biology education,
- microbiology,
- environmental/public health biology,
- medical technology

Field Study Opportunity:

Located in the center of the state, CWU



Elementary Education

General Departmental Information: The elementary education program at Central Washington University prepares teachers to be facilitators of learning in a diverse world, based upon a constructivist learning model. The Constructivist Model assumes:

- 1. Knowledge is created by the learner.
- 2. Knowledge is "constructed" or made meaningful when the learner relatesnew information to prior knowledge or existing knowledge.
- 3. Knowledge, as it is constructed, is shaped by experiences and social interactions.
- 4. Knowledge is established cooperatively by the members of a culture.

This program emphasizes an integration of theory and philosophy of learning, elementary curriculum, teaching methods, and practical classroom experience. It provides opportunities for students to grow into quality teachers who will take their places as responsible members of the education profession. This program in elementary education is based on the principles of cooperation, inquiry, discussion, active learning, and dynamic exchange of ideas.

The student who wants to be certified to teach in self-contained elementary (K-8) classrooms must:

1. Complete General Education requirements or transfer with a Washington community



ENTRAL WASHINGTON UNIVERSIT

Law and Justice

General Departmental Information Recognizing that the role of Law and Justice professionals is constantly changing in a dynamic society, our department's mission is to provide our students with a broad background in the history, philosophy and current trends in law and society, emphasizing the importance of diverse racial, ethnic, cultural, sexual orientation and gender issues. Our direction is to insure that our graduates have the analytical ability, orientation, skill and knowledge for careers in law and justice and to prepare them to continue their education in graduate or law school.

Degree Offered

The Law and Justice (LAJ) major earns a Bachelor of Arts degree. The program consists of several required core courses, and pursuit of the requirements of the Law Enforcement, Corrections, or Prelaw/paralegal specializations, or a general LAJ degree. Minors in LAJ are also available.

Internships

There are a wide variety of internship opportunities at all of our sites so that students may get some practical experience in the field.

Career Opportunities

The LAJ major is designed to prepare students for careers in law enforcement, corrections, paralegal positions and the practice of law

(31) Financial Aid Information and FAFSA

Financial Aid & SCHOLARSHIP INFORMATION



DAILY CAMPUS TOURS

Monday through Friday at 10 a.m. or 2 p.m. by appointment. Includes full campus walking tour and opportunities for informational appointments with faculty or staff. Please call at least a week ahead of time if you would like to meet with academic departments or university staff.

If you have questions or would like to arrange a daily campus tour, please contact:

Central Visitation Program at (509) 963-1262 or e-mail: visit@cwu.edu

For 2001-2002 SAMPLER DATES, visit our website at: www.cwu.edu/visit.html

CWU WEBSITE: www.cwu.edu

Persons of disability may make arrangements for reasonable accommodations and printed material in alternative format by calling (509) 963-3001 or by leaving a message on TDD (509) 963-3323.

CWU is an AA/EEO/Title IX Institution

For Central Sampler

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CENTRAL WASHINGTON UNIVERSITY SAMPLER VISITATION PROGRAM

CENTRAL SAMPLER DATES FOR 2000-2001 Spring Quarter

> April 5 & 6, 2001 April 19 & 20, 2001

May 3 & 4, 2001 May 17 & 18, 2001

Central Sampler Agenda

Central Sampler

- Overnight stay, including meals
- Campus tour
- Meetings with professors in your major area of interest, admissions counselors or student services staff
- Presentations by financial aid, housing and admissions
- Chimposium, meet Washoe and her family
- Just send in the attached form

Central Sampler Cost

Student: \$30* Parent: \$35* Family: \$90* (one student and two parents) Rates include three meals and lodging. Facilities are in a residence hall setting where towels and bedding are provided; bathrooms are shared. There are no wakeup calls, but alarm clocks are provided. If parents choose off-campus accommodations full fees still apply.

*Costs are subject to change, and a 72-hour notice of cancellation is required for a full refund.

Central	i Sampler Agenda
(subject to	
Day One	
2:30-	
4 p.m.	Check-in at Courson Conference
	Center and free time
4 p.m.	South campus tour
4:45 p.m.	Attend dinner in campus dining
	hall
6 p.m.	Welcome presentation from:
	 Office of Admissions
	 Office of Residential
	Services
7:30 p.m.	Depart for tour of residences
	halls
8:30 p.m.	One-on-one with Sampler
	Coordinators
9 p.m.	Optional entertainment
Day Two	
7 a.m.	Breakfast in campus dining hall
	 Dining Services
	presentation
8 a.m.	North campus tour
8:45 a.m.	Chimposium
9:30 a.m.	Pre-arranged appointments with
	faculty and staff of choice
Noon	Presentations from:
	 Financial Aid
	Raffle
1 p.m.	Lunch in campus dining hall

REGISTRATION FORM 2000-2001 + CENTRAL SAMPLER PROGRAM

eservations, complete the egistration form and mail it	Name:			□ Male □ Female Date of Birth	
vith your payment (made ayable to Courson	First Address	Last	M.I.		
Conference Center) to:	City		State	ZIP Code	
Courson Conference Center Central Washington	Telephone: Daytime			Evening	
Iniversity 00 East 8th Ave	School currently atten				
llensburg WA 98926-7592	List professors and/or (please be specific, i.e			o meet or intended major interests	
O NOT SEND TO THE					
ISITATION PROGRAM.	D Payment enclosed	I plan to visit _	month date	O Parents coming? O Mom O Dad	
	Parents' Names:				

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imagine the right place for you imagine yourself at central washington university

NTP 1

FRESHMEN **ADMISSION REQUIREMENTS**

To apply to Central Washington University, you must submit either the enclosed CWU Application or a Washington Uniform Application (available through high school and community college counseling offices). All application materials should be mailed to:

> Office of Admissions Central Washington University 400 East 8th Ave. Ellensburg WA 98926-7463

Admissions counselors review each application with the belief that students are more than grade point averages and test scores. Applicants who clearly show potential to succeed at CWU will be offered admission within two weeks of our receiving all required application materials. All other applicants will be asked to submit additional information for further review (see Admissions Review Process).

FRESHMEN APPLICANTS -WHEN TO APPLY

CWU will start accepting applications for fall quarter at the beginning of your senior year. Keep in mind that we cannot notify you of your admissions status until after December 1 of your senior year.

If you are still in high school or if you have a high school diploma and will have earned fewer than 40 college credits before enrolling at CWU, then you will apply as a freshman. Freshmen applicants must submit:

- completed application
- check or money order for \$35, payable to CWU (non-refundable)
- · official high school transcripts
- official transcripts of any college work (Running Start credits, IB, AP, etc.)
- · official ACT or SAT score report

For transcripts or scores to be official, they must arrive in an unopened letterhead envelope from the appropriate college or organization.

Initial admissions decisions will be based on State of Washington Admissions Index (AI). The AI is a probability of success indicator that takes into account high school GPA and standardized test scores.

Freshmen applicants should also complete the following high school core classes:

- English (4 years). Shall include the study of English language, literature, and writing.
- Math (3 years). Shall include first-year algebra and two additional years of college preparatory mathematics such as geometry, advanced algebra, trigonometry, analytical geometry,

calculus, and probability and statistics. (Algebra and geometry taken prior to the ninth grade accepted).

- Science (2 years). Shall include a year each in two fields of college preparatory science such as biology, chemistry, physics, or earth and physical science. One must have a lab with it.
- Social Science (3 years).
- Foreign Language (2 years). Shall be two years of the same language.
- Fine, Visual, or Performing Arts (1 year). Or one more year from the above academic courses.

Minimum for automatic admissions is a 28 AI and all core requirements fulfilled.

ADMISSIONS REVIEW PROCESS

Students who do not meet the automatic admissions requirements may be admitted through the Admissions Review process. Applicants will be asked to submit additional information for further review by the Admissions Review Committee. Additional time is required for processing; therefore, it will take longer to hear from the Office of Admissions regarding status.

COLLEGE CREDIT EARNED WHILE IN HIGH SCHOOL

Regardless of the number of college credits completed, students earning college credit in high school will be considered freshmen for admissions purposes as long as they do not take coursework after graduation from high school (excluding summer). Running Start students and others with college credit are eligible for all firstyear scholarships, and must live on-campus for their first year. CWU accepts most college credit you might earn while in high school; this includes programs such as:

- Running Start
- College in the High School
- Advanced Placement (AP)
- International Baccalaureate (IB)

**

TRANSFER APPLICANTS

If you have attended college after high school and have earned 40 or more transferable college credits before enrolling at CWU, then you will apply as a transfer student. Transfer applicants must submit:

- completed application
- check or money order for \$35 payable to CWU (non-refundable)
- official transcripts of all college work

For transcripts to be official, they must arrive in an unopened letterhead envelope from the appropriate college.

Priority consideration is given to all students who have earned Direct Transfer Associates

Degrees (DTA) from Washington community colleges. Others must meet a minimum GPA requirement, 2.5, for automatic offer of admission. Those who do not meet the minimum GPA will be asked to submit additional information for further review (see Admissions Review Process).

INTERNATIONAL APPLICANTS

International students who are currently studying in the United States or are coming directly from another country are eligible for admission during all quarters. All international applicants must use the "International Student Undergraduate Application" available from the Office of Admissions. Admission of international students is based on an individual review of their application file. International applicants must submit:

- · completed CWU International Application (available through the Office of Admissions)
- official transcripts
- evidence of adequate financial support
- evidence of English proficiency (a minimum 525 TOEFL or computer TOEFL of 195)

Limited tuition and fee waivers are available for entering international students. Contact the Office of International Studies and Programs for details at (509) 963-3612.

DEADLINES

CWU is on rolling admissions, therefore there is no set deadline. We will accept applications until the University is full. However, it is strongly advised to apply early to insure your best chance of admission, housing, financial aid, etc.

CWU ACADEMIC MAJORS PROGRAMS CERTIFICATES

Business and Office Education Continuing Principal's Credentials Continuing Teaching Credentials **Diversified Occupations** Home and Family Life Education Initial Principal's Credentials **Initial Teaching** Marketing Education Program Administrator **Reading Resource Specialist** School Psychologist's Credentials School Counseling Credentials Traffic Safety Education Trade and Industrial

PRE-PROFESSIONAL PROGRAMS

Pre-Dentistry Pre-Dietetics Pre-Engineering Pre-Law Pre-Medicine

Pre-Optometry Pre-Pharmacy Pre-Physical Therapy

MAJORS

AND ECONOMICS Accounting

- Finance

 General Business Human Resource Management • International Business Management and Organization Marketing Management Operations Management/ Information Systems

Economics

• General Economics Managerial

Administration** Administrative Management • Administrative Assistant Office Management • Office Systems Retail Management Business and Marketing Education** **Business Education Community Health** • Chemical Dependency • Community Health Education **Construction Management** Early Childhood Education Electronics Engineering Technology **Elementary Education** Family and Consumer Sciences* Family and Consumer Studies Family Studies • Personalized Studies Fashion Merchandising Fitness and Sport Management Flight Technology Airway Science · Aviation and Airport Management Flight Officer Food Science and Nutrition • Food Service Management • Nutrition and Dietetics Nutrition Science Industrial Education Industrial Technology Leisure Services Marketing Education Master Teacher ** Mechanical Engineering Technology Manufacturing Mechanical Military Science Paramedic

Physical Education • Teaching K-12

Pre-Occupational Therapy Pre-Veterinary Medicine

SCHOOL OF BUSINESS

Business Administration

• Operations Analysis

COLLEGE OF EDUCATION AND PROFESSIONAL STUDIES





MAJORS CONTINUED

Physical Education, Health, & Leisure Studies** Reading Specialist** Safety and Health Management

- Construction Safety
- Risk Management
- · Safety and Health Management

School Health Education

Special Education*

Supervision and Curriculum**

Vocational-Technical Trade & Industrial Education

COLLEGE OF THE SCIENCES

Anthropology

- Anthropology Teaching
- General Option
- Museology
- Biology*
- Ecology
- Environmental/Public Health Biology
- · General Biology
- · Medical Technology
- Microbiology
- Plant Science
- · Teaching
- Chemistry*
- Biochemistry
- Teaching
- **Computer Science**
- Artificial Intelligence
- Computer Systems
- Information Systems
- Scientific Computing
- Software Design and Applications Earth Science

Geography

- · General Geography
- Geographic Information Systems
- International/Foreign Area Studies
- Land Use Planning
- · Physical Geography
- · Resource and Environmental Management
- · Teaching

Geology*

Gerontology

Individual Studies*

Law and Justice

- Corrections
- Law Enforcement
- Pre-Law/Paralegal
- Mathematics*
- Actuarial Science
- Mathematics Teaching: Secondary
- Physics
- Engineering **Political Science**
- Teaching

Primate Studies and Ecology Psychology

- Teaching
- Counseling Psychology**
- Experimental Psychology**
- Organizational Development**
- School Counseling**
- School Psychology**

Public Policy

- Resource Management** Science-Mathematics Education Social Science Teaching Social Services Sociology • General
- Teaching

COLLEGE OF ARTS & HUMANITIES Art*

- English* • Literature
- Teaching

English Language Learning** English: TESL/TEFL**

- Foreign Language
- Chinese
- French
- German
- Japanese
- Russian
- Spanish
- Teaching
- Graphic Design

History*

- Teaching
- Journalism
- Broadcast Journalism
- Online Media
- Print Journalism
- Language Arts
- Teaching
- Music*
- · Keyboard or Guitar Performance
- Music Business
- Percussion Performance
- String Performance
- Theory-Composition
- Vocal Performance
- Wind Performance
- **Music Education**
- Broad Area
- Choral Music
- Instrumental Music
- Philosophy

Theatre Arts

 Religious Studies **Public Relations**

• General Studies

Theatre Production**

**Graduate Study Only

Performance

Youth Drama

Speech Communication

· Design and Technology

Theatre Arts: Secondary Education

*Master's degree specialization also

Persons of disability may make arrangements for

reasonable accommodations and printed material

in alternative format by calling (509) 963-3001 or

by leaving a message on TDD (509) 963-3323.

CWU is an AA/EEO/Title IX Institution.

Video Communications Studies

A C Davis High School A G West Black Hills High School A-1 School Aberdeen High School Aces High School Adna High School Aim High School Almira/Coulee-Hartline High Alt Satellite School Alternative Crosswalk School Alternative High School Alternative School Alternative Schools Alternative Yakima Schools Alternatives for Individuals American Indian Heritage Anacortes High School Annie Wright High School Archbishop Thomas J Murphy Arlington Alt School Arlington Christian High School Arlington High School Asotin Jr/Sr High School Auburn Adventist Academy Auburn High School Auburn Riverside High Bainbridge High School Ballard High School Battle Ground High School Bayview High School **Bellarmine Prep High School Bellevue Christian High School** Bellevue High School Bellingham High School Best Alt High School **Bethel High School Bickleton High School Bishop Blanchet High School** Black River High School Blaine High School Bothell High School **Bremerton High School** Brewster Jr/Sr High School Bridgeport Sr High School **Burlington-Edison High School** Camas High School Capital High School Cascade Christian Academy Cascade Christian Jr/Sr High School Cascade Middle/High School Cascade/Everett High School Cascade/Leavenworth High School Cashmere High School Castle Rock High School Cedar Park Christian **Cedarcrest High School** Central Kitsap High School Central Valley High School Centralia High School Challenger Secondary High School

212 S Sixth Ave 7741 Littlerock Rd SW 5214 Steilacoom Blvd SW 414 N "I" St 9700 Holly Dr PO Box 148 800 Second St PO Box 98 440 S 186 St 525 W Second Ave 7800 5 132 2349 B.St 200 N Bernard 901 W Whitman 10903 Gravelly Lk Dr SW 9600 College Way N 1916 J Ave 827 N Tacoma Ave 12911 39th Ave SE 18722 59 Ave NE PO Box 3337 600 F First St PO Box 489 5000 Auburn Way S 800 Fourth St NE 501 Oraveta Rd 9330 NE High School Rd 1418 NW 65th St PO Box 200 PO Box 311 2300 S Washington St 1601 98th Ave NE 10416 SE Wolverine Way 2020 Cornwall Ave 6511 112th Ave NE 22215 38th Ave E PO Box 10 8200 Wallingord Ave N 7800 S 132nd St 770 Mitchell Ave 18125 92nd Ave NE 1500 13th St PO Box 97 PO Box 1090 301 N Burlington Blvd 1612 NE Garfield St 2707 Conger Ave NW 600 N Western Ave 811 21st St SE 12111 NE 1 St 801 E Casino Rd 10190 Chumstick Hwy 329 Tigner Rd 5180 Westside Hwy 16300 112th Ave NE 29000 NE 150th St PO Box 8 821 S Sullivan Rd 813 Eshom Rd 18020 E "B" St

Yakima Olympia Tacoma Aberdeen Everett Adna Snohomish Hartline Seattle Spokane Seattle Washougal Spokane Yakima Tacoma Seattle Anacortes Tacoma Everett Arlington Arlington Arlington Asotin Auburn Auburn Auburn Bainbridge Is. Seattle Battle Ground Langley Tacoma Clyde Hill Bellevue Bellingham Kirkland Spanaway Bickleton Seattle Seattle Blaine Bothell Bremerton Brewster Bridgeport Burlington Camas Olympia Wenatchee Puyallup Bellevue Everett Leavenworth Cashmere Castle Rock Bothell Duvall Silverdale Veradale Centralia Spanaway WA

98902-3303 W/A WA 98512-7427 98499 WA 98520-4023 WA 98204-2678 WA WA 98522-0148 WA 98290-2917 99135-0098 WA 98148 WA 99201 WA WA 98178 98671 WA 99201 WA 98902 WA 98499 WA 98103-3514 WA WA 98221-2361 WA 98403-2832 WA 98208 WA 98223 WA 98223-3337 98223-1605 WA WA 99402-0489 WA 98092-7297 WA 98002-5018 98092-8621 WA 98110-2619 WA 98117-5237 WA WA 98604-9177 98260 WA WA 98405-1399 98004-3453 WA 98004-6698 WA 98225 WA WA 98033-7107 WA 98387-6828 WA 99322-0010 WA 98103-4538 WA 98178-4804 WA 98230-9123 WA 98011-3398 WA 98337-1370 WA 98812-0097 WA 98813-1090 WA 98233-1117 WA 98607-1263 WA 98502-4557 WA 98801-1204 WA 98372-4760 WA 98011-1995 98203-6534 WA WA 98826-9267 WA 98815-1249 W/A 98611-8900 WA 98011-1535 WA 98019-8519 98383-0008 WA WA 99037-8826 98531-1515 WA

98387-8316

Charles Wright Academy Chas A Lindbergh High School Chas Francis Adams High Chelan High School Cheney High School Chief Leschi High School Chimacum High School Choice Alt High School **Choice Alternative School** Choice High School Christa McAuliffe Academy **Christian Faith** Christian Heritage High School Chrysalis High School Clallam Bay High School Clark Co Voc Skills Center **Clarkston High School** Cle Elum-Roslyn High School **Cleveland High School Clover Park High School** Colfax High School Colton High School Columbia Adventist Academy Columbia Basin Alt High Columbia Heights Christian School Columbia River High School Columbia/Burbank High School Columbia/Hunters High School Columbia/White Salmon High School Colville High School Compass School Concrete High School Connell High School **Contract-Based Education** Country Haven Academy Coupeville Middle/High School Crescent Jr/Sr High School **Crest Learning Center Creston High School** Curlew High School Curtis High School Cusick Jr/Sr High School Darrington Middle/High School Dartmoor High School Davenport High School Day Star Christian Academy Dayton High School Decatur High School Deer Park High School **DeSales** Catholic High School Dynamic Christian Academy E B Walker High School Eagle Alternative High School East Valley High School East Valley High School Eastlake High School Eastmont High School Easton High School Eastside Catholic High School Eastside Urban Academy

7723 Chambers Crk Rd W 16426 128th Ave SE PO Box 370 PO Box 369 460 N Sixth St 5625 52nd St E PO Box 278 Ferry & Freemont 216 E Fourth 201 N Ninth St 2520 W Washington Ave 21024 24 Ave 5 PO Box 118 14241 NE Wdnvl-Duvall Rd #243 PO Box 109 12200 NE 28 St PO Box 370 2692 SR 903 5511 15th Ave S 11023 Gravelly Lake Dr SW 1110 N Morton St PO Box 109 11100 NE 189th St 1318 W Ivy Ave 3609 Columbia Hts Rd 800 NW 99th St PO Box 548 PO Box 7 1455 NW Bruin Country Rd 154 Hiway 20 E W Second St & G Ave 7830 S Superior Ave PO Box 829 123 S Bowdish Rd 510 Country Haven Loop 501 Main St S PO Box 20 4150 86th Ave SE PO Box 17 PO Box 370 8425 40th St W PO Box 270 PO Box 27 13401 Bellevue-Redmond Rd 800 Sixth St 6378 Arnold Dr NE 614 S Third St 2800 SW 320th St PO Box 550 919 E Sumach St PO Box 30637 5715 Milwaukee Ave E 120 Jackson St 1900 Beaudry Rd 15711 E Wellesley 400 228th Ave NE 955 Third St NE PO Box 8 11650 SE 60th St 1717 Bellevue Way NE

Tacoma Renton Clarkston Chelan Cheney Puyallup Chimacum Monroe Port Angeles Shelton Yakima Seattle Edwall Woodiniville Sekiu Vancouver Clarkston Cle Elum Seattle Tacoma Colfax Colton Battle Ground Moses Lake Longview Vancouver Burbank Hunters White Salmon Colville Grandview Concrete Connell Spokane Pasco Coupeville Joyce Mercer Is Creston Curlew Tacoma Cusick Darrington Bellevue Davenport Moses Lake Dayton Federal Way Deer Park Walla Walla Spokane Puyallup Toppenish Yakima Spokane Redmond E Wenatchee Easton Bellevue Bellevue WA

WA 98467-2099 98058-5534 WA WA 99403 WA 98816-0369 99004-2219 WA 98371-3610 WA 98325-0278 WA WA 98272 98362 WA 98584-2568 WA 98903-2504 WA WA 98198 99008-0118 WA 98072-8564 WA WA 98381-0109 98682-7958 WA WA 99403-0370 98922-8704 WA 98108-2823 WA 98499-1331 WA 99111-2123 WA WA 99113-0109 WA 98604-6112 WA 98837-2065 98632-9585 WA WA 98665-7512 99323-0548 WA WA 99137-0007 WA 98672-8701 99114-9246 WA WA 98930 WA 98237-9340 WA 99326-0829 99206-5342 WA WA 99301-8791 WA 98239-3516 W/A 98343-0020 WA 98040-4121 99117-0017 WA 99118-0370 WA WA 98466-2041 WA 99119 WA 98241-0027 W/A 98005-2322 WA 99122-9548 WA 98837-3235 WA 99328-1562 WA 98023-2207 99006-0550 WA WA 99362-1349 99223-3010 WA WA 98372-2757 WA 98948-1000 98901-8012 WA 99216-1532 WA WA 98052-7209 WA 98802-4999 98925-0734 WA WA 98006-3702

98004

Eatonville High School Echo Glen Edmonds/Woodway High Eisenhower High School Ellensburg High School Elma High School **Emerald Ridge High School** Entiat High School Enumclaw High School Ephrata High School ETC Preparatory Academy **Everett Alternative High** Everett High School Evergreen High School Evergreen High School Evergreen Lutheran High Excelsior Christian Academy Excelsior High School Faith Christian Academy Faith Christian High School Federal Way High School Ferndale High School Fife High School Finley High School Firwood Jr/Sr High School Forest Ridge High School Forks Alternative High Forks High School Fort Vancouver High School Foster High School Franklin High School Franklin Pierce High School Freeman High School Friday Harbor High School Garfield High School Garfield-Palouse High School Garrett Heyns Ed Center Gates Secondary School **Gig Harbor High School Glenwood High School** Goldendale High School Gonzaga Preparatory High Gordon Hauck Center Grace Academy Grandview High School Granger High School Granite Falls High School Green Hill School Griffin Home Hanford High School Harbor High School Harrington High School Harry S Truman High School Havernale Alternative Center Henderson Bay Alt High Henry Foss High School Henry M Jackson High Heritage High School Heritage School **High School Options**

PO Box 699 33010 SE 99 St 7600 212th St SW 702 5 40th Ave 1300 F 3 Ave 1235 Monte-Elma Rd 12405 184th St E 2650 Entiat Way 226 Semanski St S 333 Fourth Ave NW 7834 SE 32nd St Ste 103 3516 Rucker Ave 2416 Colby 830 SW 116th St 14300 NE 18th St 2021 5 260th St 7630 NE 112th St 2349 B St 7900 W Court St 12928 N Yale Rd 30611 16th Ave 5 PO Box 428 5616 20th St E 224606 E Game Farm Rd 8805 Steilacoom Blvd SW 4800 139th Ave SE PO Box 1448 PO Box 1070 5700 E 18th St 4242 5 144th St 3013 5 Mt Baker Blvd 11102 18th Ave F 14626 5 Jackson Rd PO Box 458 400 23rd Ave 600 E Alder St PO Box 900 813 132nd St 5 5101 Rosdale St NW PO Box 12 525 E Simcoe Dr 1224 F Euclid Ave PO Box 97039 8521 67th Ave NE 1601 W Fifth St PO Box 400 405 N Alder St 375 SW 11 St 2500 Lake Wash Blvd N 450 Hanford St 359 N Division St PO Box 204 31455 28th Ave 5 1300 W Knox Ave 6405 43rd Ave Ct NW Unit C 2112 S Tyler St 1508 136th St SE 7825 NE 130th Ave 5950 Delridge Way SW 2036 Ellis St

Eatonville WA WA Snoqualmie WA Edmonds Yakima WA Ellensburg WA Elma WA WA Puyallup Entiat WA Enumclaw WA Ephrata WA Mercer Island WA Everett WA Everett WA Seattle W/A Vancouver WA Des Moines WA Kirkland WA Washougal WA Pasco WA Mead WA Federal Way W/A Ferndale WA Tacoma WA Kennewick WA Lakewood WA Bellevue WA Forks WA Forks WA Vancouver WA Seattle WA Seattle WA Tacoma WA Rockford WA Friday Harbor WA Seattle W/A Palouse WA Shelton WA Tacoma WA **Gig Harbor** WA Glenwood WA Goldendale WA Spokane WA Redmond WA Marysville WA Grandview WA Granger WA **Granite Falls** WA Chehalis WA Renton W/A Richland WA Aberdeen WA Harrington WA Federal Way WA Spokane WA **Gig Harbor** WA Tacoma WA Mill Creek WA Vancouver WA Seattle WA Bellingham WA

98328-0699

98065-9798

98026-7556

98908-3331 98926-3599

98541-9038

98822-9710 98022-2099

98823-2400

98040-2972

98201-4629

98201-2914

98146-2257

98684-7807 98198-9025

98034-3448 98671-2428

99301-1771

99021-9573 98003-4198

98248-0428

98424-2026

99337-8623

98498-4770

98006-3099

98331-1448

98331-1070

98661-6831

98168-4130

98144-6139 98445-5228

99030-9755

98250-0458

98122-6025

99161-8780

98444-3532

98335-1858

98619-0012

98620-9299

99207-2844

98073-9739

98270-7855

98930-1161

98932-0400

98252-0009

98532-4700

99352-1622

98520-5604

99134-0204

98003-5003

99205-4323

98335-8338

98405-1000

98012-5310

98225-4243

98682

98106

98056

98584

98374

Highland High School Highline High School Holy Names Academy Home Instruction School Homebound Hoguiam High School Hudson's Bay High School Ilwaco High School Ilwaco Jr/Sr High School Inchelium High School Inglemoor High School Ingraham High School Interlake High School International Community School International Community School International High School Issaquah High School **Jenkins High School** Joel E Ferris High School John F. Kennedy High School John R Rogers High School Juanita High School Jubilee Christian Academy Kahlotus Jr/Sr High School Kalama High School Kamiak High School Kamiakin High School Kelso High School Kennewick High School Kent View Christian HS Kent West High School Kentlake High School Kent-Meridian High School Kentridge High School Kentwood High School Kettle Falls High School King's Jr/Sr High School King's West High School **Kiona-Benton High School Kittitas High School** Klahowya Secondary School Klickitat High School La Conner High School LaCrosse High School Lake Quinault High School Lake Roosevelt High School Lake Stevens High School Lake Washington High School Lakes High School Lakeside High School Lakeside High School Lakewood High School LaSalle High School Lewis & Clark High School Liberty Bell High School Liberty High School Liberty High School Life Christian Academy Lincoln High School Lind Jr/Sr High School

PO Box 38 225 S 152nd St 728 21st Ave E 12033 SE 256 1962 Hoover Ave SE 501 W Emerson Ave 1206 E Reserve St PO Box F PO Box F PO Box 285 15500 Simonds Rd NE 1819 N 135th St 16245 NE 24th St 11133 NE 65th St 11133 NE 65th 445 128th Ave SE 700 Second Ave SE PO Box 138 3020 E 37th Ave 140 S 140th St 1622 E Wellesley Ave 10601 NE 132nd 5t 29 Jubilee Circle PO Box 69 548 China Garden Rd 10801 Harbour Pointe Blvd 600 N Arthur St 1904 Allen St 500 S Dayton St 19830 SE 328th PI 22420 Military Rd S 21401 SE 300th St 10020 SE 256th St 12430 SE 208th St 25800 164th Ave SE PO Box 458 19303 Fremont Ave N 4012 Chico Way NW PO Box 488 PO Box 599 PO Box 8 PO Box 37 PO Box 2103 PO Box 218 PO Box 38 500 Civic Way 2908 113th Ave N 12033 NE 80th St 10320 Forwest Dr SW 14050 First Ave NE 5909 Hwy 291 PO Box 10 300 Lightning Way 157 S Howard St 18 Twin Lakes Rd 16655 SE 136th St 6404 E Waverly-Spangle Rd 1717 S Union Ave 701 S 37th St PO Box 340

Cowiche Seattle Seattle Kent Port Orchard Hoguiam Vancouver Ilwaco Ilwaco Inchelium Bothell Seattle Bellevue Kirkland Kirkland Bellevue Issaquah Chewelah Spokane Seattle Spokane Kirkland Prescott Kahlotus Kalama Mukilteo Kennewick Kelso Kennewick Auburn Des Moines Kent Kent Kent Kent **Kettle Falls** Shoreline Bremerton **Benton City Kittitas** Silverdale Klickitat La Conner LaCrosse Amanda Park Coulee Dam Lake Stevens Kirkland Tacoma Seattle 9 Mile Falls Lakewood Union Gap Spokane Winthrop Renton Spangle Tacoma Tacoma Lind WA

98923-0038 WA WA 98148-1005 WA 98112-4022 WA 98031 WA 98366 WA 98550-1617 WA 98661-4101 WA 98624 WA 98624-0256 WA 99138-0285 98028-4430 WA 98133-7709 WA WA 98008-2413 98033-7198 W/A 98033 WA 98005-3617 WA 98027-4319 WA 99109-0138 WA 99223-4598 WA WA 98168-3496 99207-4261 WA WA 98034-2824 WA 99348-8607 WA 99335-0069 WA 98625-9764 WA 98275-5139 WA 99336-2128 98626-4910 WA 99336-5640 WA 98092-2212 WA 98198 WA 98042-5944 WA WA 98031-6408 98031-2299 WA 98042-8248 WA 99141-0300 WA 98133 WA 98312-1397 WA 99320 WA WA 98934-0599 WA 98383-0008 98628-0037 WA WA 98257-2103 WA 99143-0218 98526-0038 WA WA 99116-1116 98258-9519 WA WA 98033-8117 98498-1747 WA WA 98125-3025 WA 99026-9525 WA 98259-0010 WA 98903 WA 99201-4444 WA 98862-9713 WA 98059-6950 WA 99031-9743 WA 98405 WA 98408-6745 99341-0340

Lopez Island Middle/Sr School Lummi Tribal High School Lyle High School Lynden Christian High School Lynden High School Lynnwood High School Mabton Jr/Sr High School Mansfield High School Manson High School Maple Lane High School Maple Valley High School Marian Heights Special School Mariner High School Mark Morris High School Marshall Re-Entry Program Mary M. Knight School #311 Mary Walker High School Marysville Alt High School Marysville-Pilchuck High School Master's Touch Christian School Mead High School Meadowdale High School Medical Lake High School Mercer Island High School Meridian High School Middle College/Central High School Middle College/South High School Monroe High School Montesano High School Morton Jr/Sr High School Moses Lake Christian School Moses Lake High School Mossyrock High School Mount Baker High School Mount Rainier High School Mount Si High School Mount Spokane High School Mount St Michael's High School Mount Tahoma High School Mount Vernon Christian High School Mount Vernon High School Mountain View High School Mountlake Terrace High School Mt. Spokane High School Mt. Vernon Christian High Naches Valley High School Napavine Jr/Sr High School Naselle-Grays River High School Nathan Hale High School Natural Alt High School Neah Bay School New Century High School New Frontiers Alt School New Horizons High School Newport High School Newport Senior High School Nooksack Valley Jr/Sr High School North Beach High School North Central High School North County Christian High School

86 School Rd 2530 Kwing Rd PO Box 368 515 Drayton St 1201 Bradley Rd 3001 184th St SW PO Box 38 PO Box 188 PO Box A 20311 Old Hwy 9 SW 23015 SE 216th Way W 3754 Indian Trail Rd 200 120th St SW 1602 Mark Morris Ct 520 NE Ravenna Blvd 2987 W Matlock-Brady Rd Box 159 4317 76th St NE 5611 108th St NE 9610 48th Dr NE 302 W Hastings Rd 6002 168th St SW PO Box 128 9100 SE 42nd St 194 W Laurel Rd 1701 Broadway Ave E PC 303 6000 16th Ave SW 17001 Tester Rd 303 Church St N PO Box F 1001 N Grape Dr 803 Sharon Ave E PO Box 454 PO Box 95 22450 19th Ave 5 8651 Meadowbrook Way SE 6015 E Mount Spokane Park Dr 8500 N St Michael's Rd 6229 S Tyler St 1500 SE Blairmont Dr 314 N Ninth St 1500 SE Blairmont Dr 21801 44th Ave W 6015 E Mt Spokane Park Dr 820 W Blackburn Rd PO Box 159 PO Box 357 793 SR 4 10750 30 Ave NE 2210 Olympia Way PO Box 86 5900 54th Ave SE 10150 Frontier Pl NW 3110 W Argent Rd PO Box 70 4333 Factoria Blvd SE 3326 E Badger Rd PO Box 969 1600 N Howard St HC 71 Box 61

98261-9703 Lopez Island WA Bellingham WA 98226-9278 98635-0368 WA Lyle Lynden WA 98264-1641 Lynden WA 98264-9514 Lynnwood WA 98037-4701 Mabton WA 98935-0038 Mansfield WA 98830-0188 Manson WA 98831 Centralia WA 98531 98038-8412 Maple Valley WA Spokane WA 99208 Everett WA 98204-5799 WA 98632-3926 Longview 98115-6460 Seattle WA 98541-9713 Elma WA 99173-0159 Springdale WA Marysville 98270-3723 WA Marysville 98271-8898 WA Marysville WA 98270-2310 Spokane 99218-2545 WA Lynnwood WA 98037-2799 Medical Lake WA 99022-0128 Mercer Island WA 98040-4107 Bellingham 98226-9623 W/A Seattle WA 98122-2413 Seattle WA 98106-1401 98272-2819 Monroe WA 98563-2504 Montesano WA Morton 98356-0030 WA Moses Lake WA 98837-1400 Moses Lake 98837-2441 WA Mossyrock WA 98564-0454 98244-0095 Deming WA 98198-7623 Des Moines WA 98065-9560 Snoqualmie WA 99021-9468 Mead WA Spokane 99217-9333 WA Tacoma WA 98409-2522 Vancouver WA 98683-8331 Mt Vernon WA 98273-3398 Vancouver 98683-8331 W/A Mountlake Terrac WA 98043-3598 99021 Mead WA Mt. Vernon 98273 WA Naches WA 98937-0159 Napavine WA 98565 Naselle WA 98638-8541 Seattle 98125-7937 WA Longview WA 98632-4505 Neah Bay 98357-0086 WA 98513-4339 Lacey WA Silverdale WA 98383 Pasco WA 99301-2575 Newport WA 99156-0070 Bellevue WA 98006 Everson WA 98247 Ocean Shores WA 98569-0969 Spokane WA 99205-4705 Oroville WA 98844-9605

North Kitsap High School North Mason High School North River Jr/Sr High School North Seattle Christian High North Thurston High School Northport High School Northwest Christian Schools Northwest Christian/Colbert Northwest School NOVA Project Alt High **NW Region Center** NW Yeshiva Oak Harbor High School Oakesdale High School Oakland: Secondary Alt School Oakville Middle/High School Occupational Skills Center Ocosta High School O'Dea High School Odessa High School Okanogan High School Oliver M. Hazen High School Olympia High School **Olympic High School Omak Alternative High** Omak High School Onalaska High School Orcas Island High School Oroville High School Orting High School Othello High School Otteson High School Overlake High School PACE High School PRIDE High School PROVE Alternative High PULSE Alternative School Pacific Christian High School Pan Terra Secondary School Pasco High School Pateros High School Pe Ell High School Peninsula High School Pleasant Valley Christian School Pomeroy High School Port Angeles High School Port Townsend High School Prairie High School Prescott High School Prosser High School Puget Sound Adventist Academy Puget Sound High School **Pullman Christian High** Pullman High School **Puyallup Alternative School Puyallup Senior High School** Quilcene High School Quincy High School R A Long High School Rainier Beach High School

1780 NE Hostmark St 200 E Campus Dr HCR 77 Box 395 12345 8 Ave NE 600 NE Sleater-Kinney Rd NE PO Box 1280 W 1412 Central Ave 5104 E Bernhill Rd 1415 Summit Ave 2410 E Cherry St 1509 California St 5017 90th Ave SE 950 NW Second Ave PO Box 228 3319 5 Adams St PO Box H 18010 8 Ave 5 2580 S Montesano St 802 Terry Ave PO Box 248 PO Box 592 1101 Hoguiam Ave NE 1302 North St 7070 Stampede Blvd PO Box 833 PO Box 833 540 Carlisle Ave 715 School Rd 1008 Ironwood St 320 Washington Ave N 340 S Seventh St 11605 132nd Ave NF 20301 NE 108th St PO Box 38 1110 5 6th St 9317 Fourth St SE 93 Wernex Loop Rd PO Box 98600 2800 Stapleton Rd 1108 N 10th Ave PO Box 98 PO Box 368 14105 Purdy Dr NW 28037 SE 231 1090 Pataha St 304 E Park St 1500 Van Ness St PO Box 300 PO Box 65 1203 Prosser Ave 5320 108th Ave NE 5900 54th Ave SE SW 345 Kimble Ct PO Box 669 5715 Milwaukee Ave E 105 Seventh Ave SW PO Box 40 16 Sixth Ave SE 2903 Nichols Blvd 8815 Seward Park Ave S

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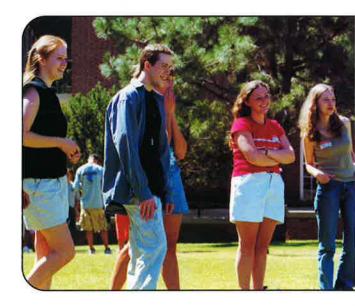
Wildcat Connections is a living-

learning program designed to assist first-year college students with their adjustment to CWU.

The First Six Weeks Program Series:

Week 1:	Transition to CWU!
	Goal Setting and Navigating Campus
Week 2:	Alcohol and Other Drugs
	Time Management
Week 3:	Safety and Personal Wellness
	Finding an Academic Advisor
Week 4:	Relationships
	Stress Management
Week 5:	Diversity

- Finding a Major, Academic Advising Nights
- Week 6: Campus Involvement Campus Resources



WEEKEND ACTIVITIES • SERVICE LEARNING • COMMUNITY LIVING AGREEMENTS • FACULTY MENTOR PROGRAM FITNESS CENTER • COMPUTER LABS • TUTORING • SUBSTANCE-FREE HOUSING

Sponsored by the Office of Residential Services • For more information, contact ORS at 963-2735

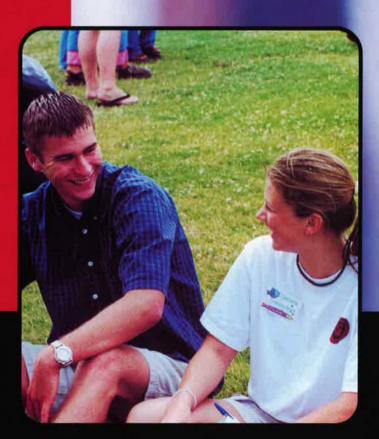


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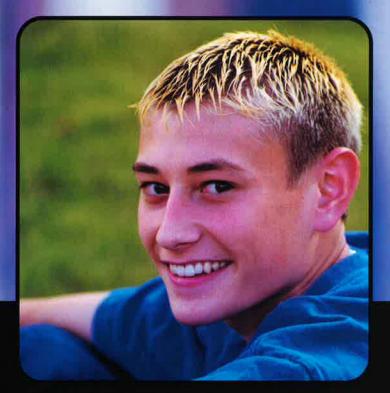
STUDENTS WHO LIVE ON CAMPUS ARE MORE LIKELY TO GRADUATE, MAINTAIN CLOSER CONTACT WITH FACULTY, AND HAVE HIGHER LEVELS OF SELF-CONFIDENCE AND SELF-ESTEEM?

DID YOU KNOW...

Central Washington University is a residential campus and has a residence hall live-in requirement. If you are a single, freshman student enrolled in seven college credits or more, under the age of 20, and not planning to live locally with your parents or certain relatives, you must live in a CWU residence hall regardless of the number of college credits you have earned. (WAC 106-56-010 and WAC 106-156-011)



central washington university freshman live-in requirements



residence hall communities

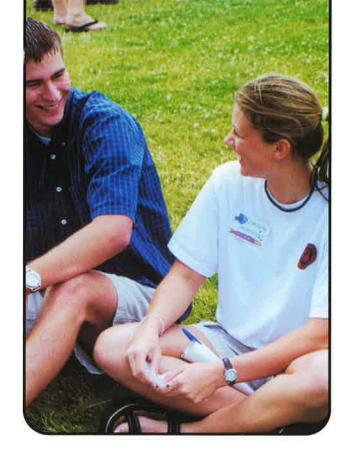
Residence Hall General Information

At CWU our residence halls offer a variety of attractive and complete housing and dining packages. The residence halls house 35 to 210 occupants, Furniture, expanded FM-TV cable service. Internet hookup. basic telephone service, microfridge, utilities and coin-operated laundry facilities are also provided. All residence halls are smoke free.

For more information, please check our Website at www.cwu.edu/~housing or call our office in Button Hall at 888-CWU-HOME (888-298-4663) or 509-963-1831 or send us an e-mail at housing@cwu.edu.

"WILDCAT CONNECTION" - FIRST YEAR EXPERIENCE

It is proven that students who reside in the residence halls during their first year in college have a greater chance at academic achievement, getting involved in leadership opportunities and connecting to the college environment. Central Washington University offers first-year students the opportunity to live in residence halls that cater to their transitional needs and help make their first year at Central a successful experience. Professional and paraprofessional staff is trained specifically on helping freshmen transition to college and create programs on relationships, wellness, academic awareness, diversity, and social awareness. Come join the fun and sign up for your "Wildcat Connection" today.



residence hall communities



The Bassetti complex is located in the central area of campus. Conveniently located by Holmes Dining Hall, it is also within a few minutes to many academic buildings. Nearby are lighted outdoor handball and half-court basketball courts, sand volleyball court, tennis courts and large lawns for football or just relaxing in the sun.

- All six halls provide living accommodations for approximately 130 persons in a co-ed living environment.
- A typical double room is approximately 150 sq. ft; combined living/study/sleeping room; furnished with beds, desks, chairs, closets.
- · All six buildings are alcohol free.
- · All six buildings provide programs to assist first-year students with their transition to college.

RESIDENCE HALL CHOICES

Beck Davies Hitchcock Meisner Quigley Sparks Alford-Montgomery Carmody-Munro* Kennedy Green Muzzall Stephens-Whitney Barto Moore Wilson North (21 and over) Sue Lombard (21 and over)

All residence halls have coin-operated laundry facilities.

+ Some rooms have sinks only.

* Available for 12-month assignment.

Programs and facilities are subject to change.

Individuals needing information about accessible housing facilities, please call the Office of Residential Services at (509) 963-1831 or toll free at 1-888-CWU-HOME (298-4663).

Capacity 132	Singles	Doubles	Suites/Lavaratory in Rooms	Sophomore and Above	Alcohol Free	Co-ed by Random Room	Co-ed by Floor	Rike Storage	Microwave/Refrigerator	Internet, Cable and Telephone Connection
134	~	V			V	V		V	V	~
130	~	~			V	~		V	V	~
131	~	~			~		~		V	V
136	~	~			V	V		V	V	~
132	~	V			V		V	V	V	V
166	~	~			~		~	V	V	~
153	~	V			V		V	V	V	V
35	~	~			V			V	V	~
35	~	~			V	V			V	~
211	~	~		~			V		V	~
169			V	~		V		V	V	~
122			~	V		~			V	~
88			~	V	V	V			V	V
53	V			~		r			~	~
52	~					V			V	V
72	~	~				V	+		V	~



Beck

- · Geological Academic Interest Area.
- · Co-ed by random room.

Davies, Hitchcock and Quigley

Co-ed by random room.

Meisner

- Accounting and Foreign Languages Academic Interest Area.
- Co-ed by floor.
- Two ADA accessible rooms share a bathroom.
- · Limited accessibility to students with mobility impairments.

Sparks

- Co-ed by floor.
- · One room with limited accessibility to students with mobility impairments.

Alford-Montgomery and Carmody-Munro are located on the north end of campus within five minutes walking distance of the athletic facilities. Residence hall staff provides programs to assist first-year students with their transition to college.

- · Both residence halls accommodate approximately 160 students and are co-ed by floor.
- A typical room is approximately 150 sq. ft.; combined living/study/ sleeping room; furnished with beds (with built-in drawers), desks, chairs and closet.

Alford-Montgomery (Al-Monty)

- Music Academic Interest Area.
- Alcohol free.
- · Large common room for social gatherings.
- Patio area for barbecues and outdoor lounging.

Carmody-Munro

- · Alcohol free.
- 12-month contract available.
- · Limited accessibility to students with mobility impairments to common areas.
- One ADA-accessible room with a private bath.

Kennedy and Green are located on the north end of campus within five minutes walking distance of the athletic facilities. The Depot Deli, a popular outpost of CWU Dining Services is located in Green Hall.

 A typical room is approximately 200 sq. ft.; combined living/study room/sleeping room; furnished with beds (with built-in drawers), desks, chairs and closets.

Kennedy

- · All-female residence hall.
- Alcohol free.
- · One ADA accessible room.
- · Limited accessibility to students with mobility impairments to common-use areas.

Green

- · Co-ed by random room.
- · Alcohol free.
- 24-hour quiet hall with particular emphasis from 7 p.m. to 10 a.m.
- Large living room with skylights, desks and chairs.



Muzzall

Muzzall's southern location is close to many of the academic departments, including: math, geological sciences, communication, computer science, theatre arts and business. Nine-story building of supersingle and standard single rooms for up to 160 students.

- · Residents are freshmen, sophomores, juniors and seniors .
- Reserved single and supersingle rooms for sophomores, juniors and seniors.
- Co-ed by floor.
- Freshmen floors are alcohol free.
- Coin-operated laundry facilities on each floor.
- · Lounges for television watching and visiting with residents. • Type supersingle rooms: 130 sq. ft.; combined living/study/sleeping room; furnished with bed, desk, chair and closet.

The following residence halls are designed to meet the needs of the returning and transfer students.

Stephens/Whitney

Stephens/Whitney provides three-person suites with outside entrances for each room located in the center of the campus, next to Holmes Dining Hall.

- Residents are sophomores, juniors and seniors.
- · Private outside entrances create a feeling of individuality.
- · Each suite has a large living room with picture window, two bedrooms and a private bath.
- · Large activity room.
- Typical suite: approximately 360 sq. ft.; living room; two bedrooms; private bathroom; furnished with beds, desks, chairs, coffee table, loveseat, upholstered chairs, closets and dressers,

Barto

Barto's apartment-style, two-person suites each have a living room, two study rooms, a bathroom, dressing room, bedroom and private outside entrance. Residents are sophomores, juniors and seniors and have a history of making responsible decisions to be eligible to live here.

- Large three-story, three-winged building joined in the center by a large lounge and television room.
- Computer lab staffed with a trained attendant for use by on-campus residents.
- Centrally located east of Holmes Dining Hall with spacious lawn a central campus recreational focal point.
- Within five walking minutes of the academic departments of art, family and consumer sciences, technical and industrial education, and psychology. Other departments are within a 10-minute walk.
- Two ADA accessible rooms with private baths. Limited accessibility to common areas for students with mobility impairments.
- Typical room: approximately 350 sq. ft.; living room; dressing room; sleeping room; study room; bathroom; private outside entrance; furnished with beds, desks, loveseat, coffee table, dresser, and upholstered chair.

Moore is close to Holmes Dining Hall and within five walking minutes of many academic buildings.

- · Three person suites.
- · Residents are sophomores, juniors and seniors.
- Typical suite: approximately 350 sg. ft.; three bedrooms; common use area; restroom with shower, vanity with sink; furnished beds, desks, chairs and closets.

Wilson

Moore

Wilson's smaller size and central location are attractive characteristics for students who are sophomore standing and above. Wilson has 50 furnished single rooms.

- · Centrally located west of Holmes Dining Hall.
- · Residents are sophomores, juniors, and seniors.
- Two ADA-accessible rooms with private bath.
- Typical room: approximately 120 sq. ft.; combined living/study/ sleeping room; carpeted; furnished with bed (with built-in drawers), desk, chair and closet.

North

North Hall provides furnished single rooms for 50 juniors, seniors and graduate students 21 years of age and older.

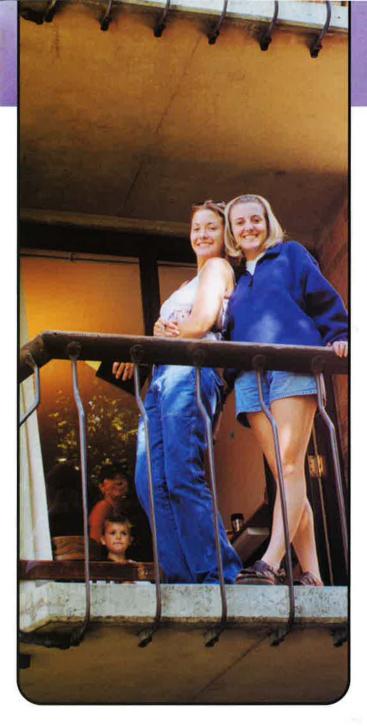
- · Large lounge, recreation room, and television room.
- Two ADA-accessible rooms with private bath.
- Typical room: approximately 120 sq. ft.; carpeted; combined livina/study/sleeping room; furnished with bed (with built-in drawers), desk, chair and closets,

Sue Lombard

Sue Lombard Hall, built in 1927, is one of the oldest and perhaps one of the "grandest" residences on Central's campus.

- · Residents are at least 21 years of age.
- Single- and double-occupancy rooms.
- Typical room; approximately 180 sq. ft.; carpeted; furnished with sink, walk-in closet, beds (built-in drawers) and desks.





"THE FRIENDS THAT I HAVE KEPT IN TOUCH WITH OVER THE YEARS ARE THOSE I MET DURING MY FRESHMAN AND SOPHOMORE YEARS WHILE LIVING IN THE RESIDENCE HALLS."

> Rachel Fouts-Carrico, Educational Specialist CWU Class of '93





CWU Office of Residential Services 400 East 8th Avenue • Ellensburg WA 98926-7513

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SECTION FOUR

Implementation of the Integrated Freshmen Recruitment Plan

Successful implementation of this plan requires appropriate financial support. To be successful, the Admissions Office staff should be increased to support the recruiting activities of potential freshmen students. Central Washington University has the smallest number of Admissions staff of any university in the state of Washington. In addition, costs for postage and production of publications have increased considerably in the last two years. To be competitive with the other state-supported schools in the state of Washington, CWU needs to produce timely, effective publications which are appropriate for prospective freshmen students. Specific recommended recruitment strategies for CWU are as follows:

- Visit every high school in the state of Washington
- Produce an interactive compact disc to accompany the viewbook that links to CWU's website.
- Complete the virtual tour of CWU for the website.
- Implement a program where CWU Admissions Counselors are assigned to high school counselors at all high schools in the state of Washington to improve communication and increase the recruitment of freshmen students.
- Produce television advertising that appeals to prospective freshmen students.
- Advertise on radio stations which are listened to by younger age groups.
- Hire a bilingual Admissions Counselor to be stationed in the Lower Valley.
- Place ads in high school newspapers.
- Continue to upgrade the CWU website.

- Continue to raise funds for student scholarships.
- Permanently increase the Admissions Office budget to support the recruiting activities necessary to compete with other state-supported universities in the state of Washington.
- Improve the appearance of current publications by the use of color and photos.
- Permanently fund the toll-free Admissions telephone line.
- Produce publications in Spanish and test their effectiveness in the Lower Valley.
- Purchase "give-aways" to be distributed while recruiting (pens, pencils, tee-shirts, etc.)
- Survey freshmen students every year to determine their needs and what media is most effective.
- Continue to improve academic advising for freshmen students.

CHAPTER FIVE

SUMMARY, CONCLUSIONS, AND RECOMMENDATIONS

Summary

The purpose of this project was to develop a recruitment plan to help increase the number of freshmen students enrolled at Central Washington University. The plan will be offered to the Director of Admissions at CWU. To develop the plan, current literature related to increasing enrollment at institutions of higher education was reviewed.

Conclusions

After reviewing literature on recruiting at universities and current recruitment strategies at Central Washington University, the following conclusions were reached:

- 1. The Admissions Office is under funded.
- 2. The Admissions Office is under staffed to compete with peer offices at other statesupported institutions in the state of Washington.
- 3. The current marketing budget of \$50,000 is insufficient and is not effective in completing a successful marketing campaign.
- 4. Central has traditionally focused on feeder high schools and has neglected smaller high . schools due to an insufficient number of staff.

Recommendations

As a result of the information gathered in this project, the following recommendations are suggested:

 Place a full-time recruiter in the Yakima Valley to focus on the recruitment of students of color. This person should speak fluent Spanish and be willing to visit the homes of prospective students.

- 2. Improve relations and communication with high school counselors and coaches.
- 3. Purchased media should be directed to the targeted audience.
- 4. Increase the positive news stories about CWU.
- 5. Implement an aggressive marketing/recruitment campaign.
- 6. Promote flagship programs and placement rates for these programs.
- 7. With the current teacher shortage, promote the educational programs.
- 8. Increase the number of faculty members involved in the recruitment process.
- 9. Increase the number of services available to students on the CWU website (registration, add-drop, etc.).
- 10. Utilize the information provided by the research of Stamats, Inc. to improve the image of the university.

REFERENCES

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APPENDIX

Table A	Public School Enrollment by Grade and County For October 2000
Table B	Fall Term Entering Freshman High School GPA Distribution
Table C	Comparison of High School Graduates to High School Seniors
Table D	OFM Population Forecasts and Fall Enrollments by Selected Age Groups
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Table L	Washington Public Baccalaureate Fall FTE

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Table B-11
Fall Term Entering Freshman High School GPA Distribution
Fall Term Entering Treaming Tr
Public Four-Year Oniversities, comes

	Fail Tei	Public	Four-Y	ear Unive	ersities	/Colleges			Fall 199	3
	Fall 19		Fall 19	90	Fall 19	991	Fall 19 N	92	Fail 13.	%
	Fall 13	%	N	%	N	%	1	/*		0.001
IS GPA Less than 2.00*				0.00/	0	0.0%	1	0.0%	0	0.0% 0.0%
UW	60	1.8%	11	0.3%	0	0.0%	0	0.0%	0	
	4	0.2%	0	0.0%	4	0.7%	8	0.8%	3	0.3%
WSU	0	0.0%	3	0.3%		0.0%	0	0.0%	1	0.1%
CWU	31	3.6%	54	6.7%	0	0.0%	0	0.0%	0	0.0%
EWU	1	0.2%	0	0.0%	0	0.2%	Õ	0.0%	0	0.0%
TESC	1	0.1%	1	0.1%	3	0.270	0			
WWU	4	0.170					~7	0.8%	45	1.3%
2.00 - 2.49*		0.001	70	2.0%	37	1.0%	27	0.0%	80	3.1%
ŬŴ	75	2.2%	41	1.9%	48	2.8%	68	3.5%	42	4.1%
WSU	95	3.7%	29	2.6%	24	2.7%	53	5.3%	51	7.1%
CWU	8	0.7%	29	8.4%	56	7.6%	39	5.2%	11	2.7%
EWU	76	8.9%	68	7.6%	43	9.0%	24	6.6%		0.6%
TESC	19	4.7%	29		7	0.5%	4	0.3%	9	0.070
WWU	10	0.8%	3	0.2%						
	second #2					2 50/	121	3.5%	136	4.1%
2.50 - 2.99	100	5.6%	253	7.1%	178	3.5%	546	28.0%	601	25.8%
UW	188	32.6%	564	25.9%	484	27.8%	390	38.7%	343	33.3%
WSU	836	41.9%	447	39.7%	333	38.0%		29.5%	207	28.6%
CWU	455	35.7%	267	33.0%	264	36.0%	223	32.1%	98	23.9%
EWU	304	33.7 /0	92	24.1%	129	26.8%	116	5.4%	83	5.4%
TESC	119	29.7%	164	13.1%	277	17.9%	79	0.470	00	2006 2 15
WWU	115	9.0%	TUT						1010	30.3%
3.00 - 3.49				00.00/	1294	35.5%	1057	30.6%	1012	
	1085	32.3%	1320	36.9%	704	40.4%	788	40.4%	991	42.6%
UW	1020	39.7%	924	42.4%		38.5%	392	38.9%	422	41.0%
WSU	405	37.3%	431	38.2%	338	35.6%	278	36.8%	261	36.1%
CWU	251	29.5%	264	32.6%	261	37.9%	151	41.7%	175	42.7%
EWU	177	44.1%	121	31.7%	183		699	48.0%	644	41.6%
TESC		51.1%	619	49.6%	738	47.6%	099	40.070		
WWU	653	01.170	0.0						0145	64.3%
3.50 - 4.00			4000	53.7%	2131	58.6%	2249	65.0%	2145	28.1%
UW	1954	58.1%	1920		508	29.1%	547	28.1%	654	21.3%
WSU	612	23.8%	651	30.0%	175	19.9%	164	16.3%	219	21.370
CWU	218	20.1%	217	19.3%	153	20.8%	216	28.6%	203	28.1%
EWU	190	22.3%	157	19.4%	127	26.3%	71	19.6%	126	30.7%
EVVU	57	14.2%	108	28.3%	526	34.0%	675	46.3%	811	52.4%
TESC	502	39.2%	461	36.9%	520	54.070				
WWU	001						100	-	5	-
No HS GPA**			941	-	-	-		5	111	1.5
UW	-	1900 1917		-	×	-			16	32
WSU	-		1	-	-	-	10	-	34	0.
CWU	•	3#3 721		1	3 2 0	-	2		28	, in the second s
EWU	-	872			20	-	×		20	
TESC	0.53	-			-	-	5(*)]	(=),	v	
WWU	-	5	-							3.6
Average GPA				25	23	3.5	÷.	3.6		3.
UW	-	3.5	1	3.5		3.2		3.2	÷	
	-	3.2		3.3		3.1	۰	3.1		3.
WSU		3.1		3.1		3.1		3.2	Ť.	3.
CWU		3.1		3.1		3.2		3.1	300	3.
EWU		3.1	5 2	3.2	25	3.3	1	3.5	120	3.
TESC	10	3.4	2	3.4		٥,٥				
WWU	-							0.00/	12	1.3
% under 2.50		1.00/		2.0%	1	1.0%		0.8%	12	3.4
UW	-	4.0%		1.9%	10	- 2.8%		3.5%		4.4
WSU	,	. 3.9%		0.00/		- 3.4%		6.1%	•	7.2
CWU	1	. 0.7%	12	15.1%		- 7.6%	5		-	2.7
EWU	,	- 12.5%				- 9.0%	· · ·	6.6%		
TESC		- 4.9%	8	7.6%		- 0.7%	14	0.3%		0.6
WWU		- 0.9%	l.	0.3%	-10	ity candidates.				

WWU
0.9%
0.3%
0.3%
WWU
A number of entering freshmen with a H.S. GPA below 2.5 are Equal Opportunity candidates.
A number of entering freshmen with a H.S. GPA below 2.5 are Equal Opportunity candidates.
Does not include in the average GPA and percentage calculation.

REVISED: 1/23/01	10 11 12 TOTAL	257 241	288 328	2,314 2,226	. 991 858	880 775	4,806 4,761	55 57	1,419 1,191 1,153 17,711	612 595	94 82	636 511	36 42	1,199 1,039	933 877	636 746	297 284	18,854 17,690	3,279 3,080	400 337	272 292	1,045 984	167 154	633 515	515 480	286 259	151 170	8,582 7,518	114 112	167,1 51,403	223 IUI 5575	5 556 5 247	552 530 558 6.469	3,236 2,917	45 42	701	1, 2,007 1,859	382 403	3,000 2,795	80,453 74,048 68,580 1,004,770
00	თ	277	303	2,393	1,311	1,028	5,256	69	1,477	527	85	1,198	47	1,425	1,267	902	310	20,846	3,452	435	360	1,135	193	843	680	297	185	11,476	148	1,640	102	6,656	565	3,489	53	918	2,239	405	4,195	87,322
TOBER 20	¢	288	268	2,271	1,007	825	5,074	41	1,367	484	83	823	36	1,284	1,048	803	305	19,035	3,312	360	306	949	176	679	619	243	157	9,847	139	1,424	100	5 619	481	2,918	24	682	2,004	376	3,590	77,160
ENROLLMENT BY GRADE AND COUNTY FOR OCTOBER 2000	7	283	288	2,200	975	770	5,147	52	1,334	491	106	750	37	1,276	1,003	711	285	19,407	3,190	350	305	983	169	616	614	284	158	10,085	165	1,400	101	5 593	482	2,857	38	653	2,122	378	3,532	第 7,431
ND COUN	9	282	237	2,267	993	774	5,331	45	1,426	511	120	828	37	1,320	940	742	301	19,470	3,194	390	314	1,019	152	662	592	264	181	10,099	152	114,1	F01 0	5 679	499	2,963	49	633	2,104	370	3,782	78,729
/ GRADE A	ŝ	314	253	2,250	952	745	5,343	37	1,480	545	104	917	39	1,298	1,015	750	283	20,126	3,400	360	304	1,013	168	639	536	270	144	10,347	172	1,4/0	111	5 776	508	2,854	34	679	2,054	369	3,705	79,830
LMENT BY	4	290	248	2,180	1,004	751	5,220	51	1,426	496	62	866	34	1,334	953	766	299	19,905	3,278	353	289	929	151	664	561	227	171	10,178	132	1,46/	077 0	5 553	486	2,812	48	685	1,966	348	3,771	78,505
	ę	313	260	2,178	958	723	5,051	46	1,424	506	108	903	32	1,309	006	758	249	19,969	3,126	365	281	912	151	590	563	184	122	10,065	140	404'L	CC 0	5 467	470	2,836	35	674	2,028	355	4,012	77,945
PUBLIC SCHOOL	7	346	232	2,106	901	622	5,002	52	1,330	490	81	606 0	23	1,280	832	758	247	19,196	3,017	366	270	877	164	585	542	223	137	9,735	112	1,389	00 00	5 360	441	2,644	29	628	1,968	329	3,971	75,432
PUE	-	311	255	2,009	971	641	4,906	53	1,242	483	82	898	29	1,310	808	719	197	18,631	2,826	332	278	847	140	605	622	209	130	9,474	121	1,435	CUT 7	5 193	457	2,618	31	655	1,727	344	4,091	73,521
	¥	293	240	1,924	858	601	4,798	44	1,257	482	80	890	26	1,210	797	707	199	17,478	2,700	301	244	872	134	534	444	226	126	8,798	173	115,1	00 7 227	4 584	410	2,280	27	592	1,675	341	3,544	68,531
	ሲ		21	35	201	39	89		185	46	1000	13		203	342	101	27	1,492	168		7	35	ŝ	150	163	51	53	1,635	m .	138 0	0.00	408	30	143		205	127	21	420	7,283
REPORT 1809A	COUNTY	ADAMS	ASOTIN	BENTON	CHELAN	CLALLAM	CLARK	COLUMBIA	COWLITZ	DOUGLAS	FERRY	FRANKLIN	GARFIELD	GRANT	GRAYS HARBOR	ISLAND	JEFFERSON	KING	KITSAP	KITTITAS	KLICKITAT	LEWIS	LINCOLN	MASON	OKANOGAN	PACIFIC	PEND OREILLE	PIERCE	SAN JUAN	SKAGI	SKAMANIA	SPOKANE	STEVENS	THURSTON	WAHKIAKUM	WALLA WALLA	WHATCOM	WHITMAN	YAKIMA	** STATE-TOTAL **

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STATE OF WASHINGTON SUPERINTENDENT OF PUBLIC INSTRUCTION DATA ADMINISTRATION

Table B-8 Comparison of High School Graduates to High School Seniors School Years 1964-65 to 2007-08

School		eniors (12th Gr			pring Graduate			f Graduates/Se	
Year	Total	Public	Private	Total	Public	Private	Total	Public	Private
1964-1965	52,940	50,208	2,732	50,278	47,651	2,627	0.9497	0.9491	0.9616
1965-1966	51,376	48,768	2,608	48,198	45,636	2,562	0.9381	0.9358	0.9824
1966-1967	51,831	48,797	3,034	48,674	45,949	2,725	0.9391	0.9416	0.8982
1967-1968	52,544	49,803	2,741	49,221	46,490	2,731	0.9368	0.9335	0.9964
1968-1969	54,193	51,511	2,682	50,655	48,001	2,654	0.9347	0.9319	0.9896
1969-1970	56,886	54,048	2,838	53,212	50,425	2,787	0.9354	0.9330	0.9820
1970-1971	58,082	55,460	2,622	53,459	50,902	2,557	0.9204	0.9178	0.9752
1971-1972	58,843	56,383	2,460	53,954	51,563	2,391	0.9169	0.9145	0.9720
1972-1973	58,422	55,887	2,535	53,446	50,988	2,458	0.9148	0.9123	0.9696
1973-1974	59,395	56,931	2,464	54,255	51,868	2,387	0.9135	0.9111	0.9688
1974-1975	59,311	56,906	2,405	53,283	50,990	2,293	0.8984	0.8960	0.9534
1975-1976	60,037	57,605	2,432	53,305	51,012	2,293	0.8879	0.8855	0.9428
1976-1977	60,952	58,357	2,595	53,297	50,885	2,412	0.8744	0.8720	0.9295
1977-1978	61,855	59,405	2,450	53,349	51,101	2,248	0.8625	0.8602	0.9176
1978-1979	63,361	60,662	2,699	53,537	51,108	2,429	0.8450	0.8425	0.9000
1979-1980	62,114	59,322*	2,792	52,928	50,402	2,526	0.8521	0.8496	0.9047
1980-1981	61,948	59,068*	2,880	52,504	49,912#	2,592	0.8475	0.8450	0.9000
1981-1982	62,394	59,462*	2,932	52,595	49,971#	2,624	0.8429	0.8404	0.8950
1982-1983	58,953	55,831*	3,122	49,446	46,667	2,779	0.8387	0.8359	0.8901
1983-1984	56,540	53,364*	3,176	47,427	44,606#	2,821	0.8388	0.8359	0.8882
1984-1985	57,410	54,110*	3,300	48,735	45,798	2,937	0.8489	0.8464	0.8900
1985-1986	57,034	53,870*	3,164	48,630	45,805	2,825	0.8526	0.8503	0.8928
1986-1987	59,930	56,690*	3,240	49,576	46,769	2,807	0.8272	0.8250	0.8662
1987-1988	61,607	58,520*	3,087	52,620	49,858	2,762	0.8541	0.8520	0.8946
1988-1989	60,912	57,921*	2,991	51,563	48,911	2,652	0.8465	0.8444	0.8867
1989-1990	56,484	53,840*	2,644	47,534	45,203	2,331	0.8415	0.8396	0.8816
1990-1991	54,388	51,856*	2,532	45,703	43,474	2,229	0.8403	0.8384	0.8803
1991-1992	55,659	53,038*	2,621	46,684	44,381	2,303	0.8388	0.8368	0.8786
1992-1993	56,617	53,986*	2,631	47,487	45,175	2,312	0.8387	0.8368	0.8786
1993-1994	58,590	55,847*	2,743	49,408	46,985	2,423	0.8433	0.8413	0.8834
1994-1995	61,112	58,150*	2,962	51,164	48,566	2,598	0.8372	0.8352	0.8769
1995-1996	62,720	59,612*	3,108**	51,937	49,241	2,696	0.8281	0.8260	0.8673
1996-1997	65,346	62,235**	3,111**	54,457	51,741	2,716	0.8334	0.8314	0.8730
1000-1007	00,040	02,200	0,111	04,407	_Projected	2,110	0.0004	0.0014	0.0700
1997-1998	68,242	64,731**	3,511**	56,882	53,817	3,065	0.8335	0.8314	0.8730
1998-1999	70,665	67,081**	3,584**	58,900	55,771	3,129	0.8335	0.8314	0.8730
1999-2000	73,144	69,301**	3,843**	60,972	57,617	3,355	0.8336	0.8314	0.8730
2000-2001	75,134	71,178**	3,956**	62,630	59,177	3,453	0.8336	0.8314	0.8730
2001-2002	76,297	72,289**	4,008**	63,600	60,101	3,499	0.8336	0.8314	0.8730
2002-2003	78,094	73,887**	4,207**	65,103	61,430	3,673	0.8336	0.8314	0.8730
2002-2000	77,692	73,474**	4,218**	64,768	61,086	3,682	0.8337	0.8314	0.8730
2003-2004	78,342	74,081**	4,261**	65,311	61,591	3,720	0.8337	0.8314	0.8730
2005-2006	79,027	74,718**	4,309**	65,883	62,121	3,762	0.8337	0.8314	0.8730
2005-2000	82,151	77,645**	4,506**	68,488	64,554	3,934	0.8337	0.8314	0.8730
2000-2007	84,582	79,905**	4,677**	70,516	66,433	4,083	0.8337	0.8314	0.8730
2007-2008	84,659	79,905	4,803**	70,585	66,392	4,003	0.8338	0.8314	0.8730
2008-2009	The second se	79,281**	4,854**	70,385	65,914	4,193	0.8338	0.8314	
	84,135	79,201 78,736**	4,004 4,739**	69,598	65,461	4,237 4,137	0.8338		0.8730
2010-2011	83,475	10,100	4,100	09,090	00,401	4,107	0.0000	0.8314	0.8730

*October headcount 12th grade public school enrollments from Superintendent of Public Instruction Report P105. These tabulations do not double count students attending vocational skill centers outside their home school district and will not match other published figures. ** Special forecast of 12th grade enrollment using Report P105 data or forecast of private schools. # Estimated; actual data inaccurate or not available.

Note: Data on private high school graduates estimated after 1969. School year 1994-95 public graduation tabulation corrected from 49,566, a decrease of 1,378.

Source: Office of Financial Management Forecasting Division, February 1999.

		all 1994		ll 1995	Fa	ll 1996	Fa	all 1997	F	all 1998
HS GPA	N	%	N	%	N	%				
Less than 2.00*										
UW	0	0.0%	0	0.0%	0	0.0%	0	0.0%	0	0.0%
WSU	4	0.8%	1	0.0%	0	0.0%	0	0.0%	0	0.0%
CWU	3	0.3%	5	0.5%	7	0.6%	6	0.6%	4	0.4%
EWU	0	0.0%	0	0.0%	0	0.0%	4	0.6%	8	0.9%
TESC	0	0.0%	0	0.0%	1	0.2%	Ó	0.0%	0	0.0%
WWU	0	0.0%	0	0.0%	Ó	0.0%	0	0.0%		
2.00 - 2.49*	0	01070	0	0,070	0	0.076	U	0.0%	0	0.0%
UW	04	0.00/		0.101						
	21	0.6%	14	0.4%	12	0.3%	17	0.45%	12	0.3%
WSU	68	2.9%	55	2.3%	64	2.9%	56	2.6%	85	3.0%
CWU	44	4.4%	51	5.2%	45	4.1%	57	5.8%	85	9.0%
EWU	51	7.0%	27	4.3%	34	5.3%	59	8.9%	55	6.5%
TESC	19	4.3%	32	6.4%	42	8.6%	51	11.0%	44	10.1%
WWU	8	0.5%	5	1.0%	8	1.0%	8	0.4%	12	0.5%
2.50 - 2.99										
UW	173	0.5%	132	3.5%	4128	3.2%	105	4 20/	101	0 501
WSU	552	23.0%	508	20.9%		0.270	195	4.3%	104	2.5%
CWU	305	30.2%	301	20.9%	462	21.2%	437	20.4%	600	21.3%
EWU	165	22.8%		30.8%	286	26.1%	255	25.8%	287	30.4%
TESC			130	20.6%	135	20.9%	155	23.5%	207	24.4%
	106	23.9%	157	31.3%	140	28.8%	158	34.2%	137	31.5%
WWU	93	6.2%	99	5.0%	158	8.0%	171	8.0%	190	8.7%
3.00 - 3.49										
UW	1100	31.6%	1049	28.4%	1080	26.8%	1191	26.5%	927	22 00/
WSU	973	41.0%	1009	41.6%	842	38.6%	791	36.9%		22.0%
CWU	442	43.8%	384	39.3%	456	41.6%			1056	37.5%
EWU	281	38.8%	244	38.6%			396	40.0%	336	35.6%
TESC	206	46.5%	186	37.1%	238	36.8%	211	32.0%	302	35.6%
WWU	576	38.1%			188	38.7%	158	34.2%	154	35.4%
	570	30.1%	640	36.0%	797	38.0%	833	39.15%	878	40.2%
.50 - 4.00										
UW	2184	62.8%	2505	67.7%	2809	69.7%	3092	68.8%	3163	75.2%
WSU	775	32.7%	853	35.7%	814	37.3%	861	40.1%	1077	38.2%
CWU	215	21.3%	237	24.2%	302	27.1%	276	27.9%	231	24.5%
EWU	227	31.4%	231	36.6%	240	37.1%	231	35.0%	276	32.6%
TESC	112	25.3%	127	25.3%	115	23.7%	95	20.6%	100	
WWU	835	55.2%	1036	58.0%	1101	53.0%	1121	52.6%		23.0%
o HS GPA**				00.070	1101	00.070	1121	52.0%	1105	50.6%
UW	4.4				_					
	11	-	1		7		10	.7	12	-
WSU	100		95	-	66	3 - 6	93	-	63	-
CWU	9	-	15	-	19		21	-	22	
EWU	23	-	82	1	60	1 <u>-</u> 2	12	-	13	-
TESC	35		36	-	56	0.00	43	-	45	-
WWU	0	-	9	-	18		22	-	20	
verage GPA									~0	
UW	220	3.6	3	3.6		20		0.0		
WSU		3.3			2) 	3.6	-	3.6		3.7
CWU				3.3	14 C	3.3	-	3.3	-	3.3
EWU		3.2	-	3.2	-	3.2	•	3.2		3.1
	-	3.2		3.3		3.3		3.2		3.2
TESC	-	3.2	-	3.2		3.1		3.1		3.1
WWU	-	3.5	-	3.5		3.5	1.5	3.5		3.5
under 2.50										2.0
UW	-	0.6%	14	0.4%	-	0.3%		0.49/		0.000
WSU	-	3.7%		2.3%	1			0.4%		0.3%
CWU		4.7%				2.9%		2.6%	· · · · ·	3.0%
EWU				5.7%	3.	4.7%		6.4%		9.4%
TESC	-	7.0%		4.3%		5.3%		9.5%	170	7.4%
		4.3%		6.4%		8.8%	-	11.0%	-	10.1%
WWU	-	0.5%	1.	1.0%	-	1.0%		0.4%	-	0.5%
* A number of enter										

Table B-11(continued) Fall Term Entering Freshman High School GPA Distribution Public Four-Year Universities/Colleges

Table B-2 OFM Population Forecast by Selected Age Groups, 1970-2020 (October 1998)

Vaar	0-16	17-22	23-29	Age Groups 30-44	45+	0+	17+
Year 1970 1971	1,094,614 1,084,692	382,228 385,513	348,787 367,221	568,187 566,510	1,019,428	3,413,244 3,436,300	2,318,630 2,351,608
1972	1,062,519	389,256	377,327	559,678	1,041,520	3,430,300	2,367,781
1973	1,039,523	393,923	389,485	569,069	1,052,300	3,444,300	2,404,777
1974 1975	1,032,374 1,022,846	405,368 416,100	409,475 430,775	591,456 610,345	1,070,027 1,087,834	3,508,700 3,567,900	2,476,326 2,545,054
1976	1,017,060	422,771	458,592	631,070	1,105,407	3,634,900	2,617,840
1977 •	1,013,261	433,584	472,869	671,033	1,124,653	3,715,400	2,702,139
1978	1,023,753	445,725	495,505	722,157	1,149,060	3,836,200	2,812,447
1979 1980	1,042,306 1,065,064	456,713 467,078	524,045 551,549	779,238 841,859	1,176,898 1,206,606	3,979,200 4,132,156	2,936,894 3,067,092
1980	1,077,750	466,341	568,495	889,972	1,226,720	4,229,278	3,151,528
1982	1,079,585	456,307	574,071	925,672	1,240,914	4,276,549	3,196,964
1983	1,081,429	438,205	566,470	962,061	1,259,082	4,307,247	3,225,818
1984	1,088,602	422,619	567,634	999,981	1,275,231	4,354,067	3,265,465
1985	1,101,068	413,565	565,430	1,041,188	1,294,534	4,415,785	3,314,717
1986 1987	1,106,360 1,113,688	405,270 403,788	559,736 556,577	1,076,701 1,115,468	1,314,145 1,337,577	4,462,212 4,527,098	3,355,852 3,413,410
1988	1,129,459	408,534	554,537	1,152,895	1,371,461	4,616,886	3,487,427
1989	1,160,544	411,322	552,486	1,193,913	1,409,812	4,728,077	3,567,533
1990	1,205,089	412,620	552,925	1,243,977	1,452,081	4,866,692	3,661,603
1991	1,253,436	412,688	543,674	1,298,445	1,492,157	5,000,400	3,746,964
1992 1993	1,294,736 1,337,261	409,209 404,456	542,390 542,182	1,322,952 1,353,562	1,547,413 1,603,439	5,116,700 5,240,900	3,821,964 3,903,639
1994	1,365,902	398,644	540,370	1,375,705	1,653,779	5,334,400	3,968,498
1995	1,392,701	405,009	531,983	1,392,826	1,707,381	5,429,900	4,037,199
1996	1,413,742	414,980	525,720	1,398,132	1,764,226	5,516,800	4,103,058
1997 1998	1,430,708	432,868 451,007	521,684 518,084	1,405,173 1,397,989	1,816,367 1,878,251	5,606,800 5,685,300	4,176,092 4,245,331
1998	1,439,969 1,451,356	464,524	511,995	1,393,978	1,937,903	5,759,756	4,245,551 4,308,400
2000	1,455,786	479,765	503,998	1,386,753	2,000,712	5,827,014	4,371,228
2001	1,459,762	492,905	497,444	1,377,586	2,065,116	5,892,813	4,433,051
2002	1,463,177	505,844	504,909	1,360,201	2,127,985	5,962,116	4,498,939
2003 2004	1,467,128 1,474,822	515,491 520,992	521,386 543,127	1,340,149 1,320,760	2,194,318 2,259,505	6,038,472 6,119,206	4,571,344 4,644,384
2004	1,481,160	532,104	559,822	1,300,523	2,326,766	6,200,375	4,719,215
2006	1,485,340	541,863	579,732	1,277,691	2,397,585	6,282,211	4,796,871
2007	1,485,960	556,387	597,361	1,266,690	2,458,440	6,364,838	4,878,878
2008 2009	1,488,234 1,491,918	568,484 578,125	614,906 632,135	1,254,532 1,248,175	2,522,227 2,582,575	6,448,383 6,532,928	4,960,149 5,041,010
2003	1,500,436	585,988	640,970	1,252,308	2,638,761	6,618,463	5,118,027
2011	1,512,062	589,742	648,965	1,265,207	2,688,807	6,704,783	5,192,721
2012	1,526,799	588,428	663,904	1,278,385	2,734,369	6,791,885	5,265,086
2013 2014	1,544,069 1,562,141	580,998 574,304	678,921 693,644	1,297,224 1,312,165	2,778,549 2,825,939	6,879,761 6,968,193	5,335,692
2014	1,581,262	567,554	706,124	1,325,801	2,825,939 2,876,192	7,056,933	5,406,052 5,475,671
2016	1,601,696	563,747	712,439	1,341,394	2,926,360	7,145,636	5,543,940
2017	1,622,965	561,658	718,697	1,367,240	2,963,694	7,234,254	5,611,289
		EC1 00E	700 640	1,397,481	2,998,287	7,322,743	5 677 751
2018 2019	1,644,992 1,667,469	561,335 562,362	720,648 717,859	1,433,086	3,030,095	7,410,871	5,677,751 5,743,402

	Fall	Enrollment	S		F	opulation by	y Age Group	s		17-22 As
Year	4-Yr	2-Yr	2 & 4-Yr	17-22	23-29	30-44	45+	0+	17+	% of 0+
1970	71,628	108,679	180,307	382,228	348,787	568,187	1,019,428	3,413,244	2,318,630	11.20
1971	73,051	104,454	177,505	385,513	367,221	566,510	1,032,364	3,436,300	2,351,608	11.22
1972	72,988	118,647	191,635	389,256	377,327	559,678	1,041,520	3,430,300	2,367,781	11.35
1973	72,562	133,835	206,397	393,923	389,485	569,069	1,052,300	3,444,300	2,404,777	11.44
1974	74,519	141,414	215,933	405,368	409,475	591,456	1,070,027	3,508,700	2,476,326	11.55
1975	78,182	151,644	229,826	416,100	430,775	610,345	1,087,834	3,567,900	2,545,054	11.66
1976	78,400	140,824	219,224	422,771	458,592	631,070	1,105,407	3,634,900	2,617,840	11.63
1977	80,425	154,892	235,317	433,584	472,869	671,033	1,124,653	3,714,500	2,702,139	11.67
1978	79,485	167,628	247,113	445,725	495,505	722,157	1,149,060	3,836,200	2,812,447	11.62
1979	82,036	191,529	273,565	456,713	524,045	779,238	1,176,898	3,979,200	2,936,894	11.48
1980	82,696	184,391	267,087	467,078	551,549	841,859	1,206,606	4,132,156	3,067,092	11.30
1981	79,640	138,955	218,595	466,341	568,495	889,972	1,226,720	4,229,278	3,151,528	11.03
1982	77.697	123,776	201,473	456,307	574,071	925,672	1,240,914	4,276,549	3,196,964	10.67
1983	78,092	125,520	203,612	438,205	566,470	962,061	1,259,082	4,307,247	3,225,818	10.17
1984	78,194	129,861	208,055	422,619	567,634	999,981	1,275,231	4,354,067	3,265,465	9.71
1985	76,564	130,498	207,062	413,565	565,430	1,041,188	1,294,534	4,415,785	3,314,717	9.37
1986	76,558	134,522	211,080	405,270	559,736	1,076,701	1,314,145	4,462,212	3,355,852	9.08
1987	77,781	132,838	210,619	403,788	556,577	1,115,468	1,337,577	4,527,098	3,413,410	8.92
1988	78,250	135,012	213,262	408,534	554,537	1,152,895	1,371,461	4,616,886	3,487,427	8.85
1989	78,043	134,775	212,818	411,322	552,486	1,193,913	1,409,812	4,728,077	3,567,533	\$,70
1990	80,520	134,779	215,299	412,620	552,925	1,243,977	1,452,081	4,866,692	3,661,603	8.48
1991	80,989	135,082	216,071	412,688	543,674	1,298,445	1,492,157	5,000,400	3,746,964	8.25
1992	82,358	138,333	220,691	409,209	542,390	1,322,952	1,547,413	5,116,700	3,821,964	8.00
1993	84,103	175,445	259,548	404,456	542,182	1,353,562	1,603,439	5,240,900	3,903,639	7.72
1994	84,981	172,558	257,539	398,644	540,370	1,375,705	1,653,779	5,334,400	3,968,498	7.47
1995	85,527	169,290	254,817	405,009	531,983	1,392,826	1,707,381	5,429,900	4,037,199	7.46
1996	86,730	172,643	259,373	414,980	525,720	1,398,132	1,764,226	5,516,800	4,103,058	7.52
1997	88,163	171,722	259,885	432,868	521,684	1,405,173	1,816,367	5,606,800	4,176,092	7.72
1998	88,857	N/A	N/A	451,007	518,084	1,397,989	1,878,251	5,685,300	4,245,331	7.93

Sources: Enrollment data is from OFM HEER. Population data is from OFM Forecasting Division, November 1998.

Notes: Detailed population data can be obtained from the OFM web site at www.wa.gov/ofm

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Table B-3 OFM Population Forecasts and Fall Enrollments by Selected Age Groups 1970 to 1998

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HIGHER EDUCATION ENROLLMENT STATISTICS AND PROJECTIONS

Table 6-3 Public Four-Year Universities/College – Participation Rates by County Lower Division, Fall 1998

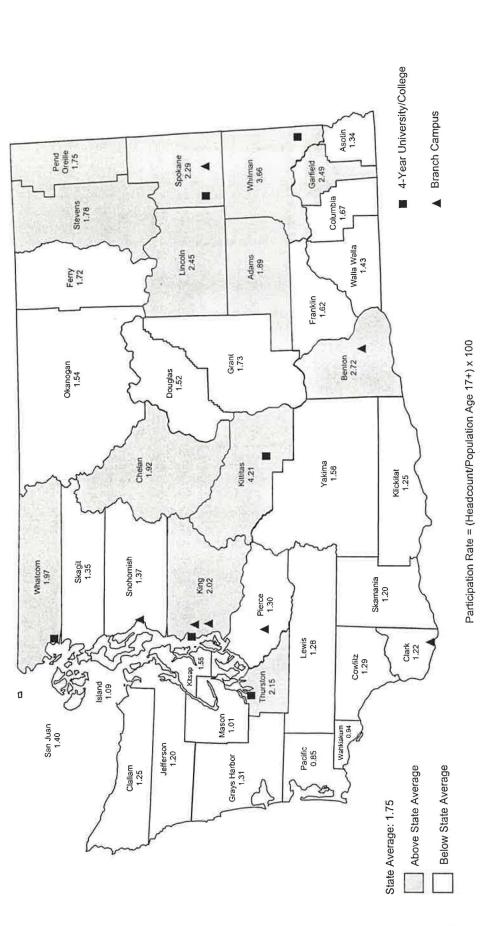
	17+ Washington	Fall 98 Enrollments		
County	Population 1998	4-Year Lower Division	Participation Rate	Rank
Kittitas	24,777	413	1.67	1
Whitman	33,740	487	1.44	2
Lincoln	7,561	84	1.11	3
Garfield	1,806	18	1.00	4
*Thurston	149,110	1,341	0.90	5
Benton	98,153	822	0.84	6
Stevens	27,116	210	0.77	7
Spokane	307,536	2,355	0.77	8
*King	1,282,736	9,064	0.71	9
*San Juan	9,992	70	0.70	10
Adams	10,720	72	0.67	11
Pend Oreille	8,207	54	0.66	12
Okanogan	27,848	183	0.66	13
*Chelan	45,679	295	0.65	14
Yakima	148,380	895	0.60	15
*Kitsap	167,217	993	0.59	16
*Whatcom	118,423	688	0.58	17
Grant	49,089	275	0.56	18
Douglas	23,217	130	0.56	19
Asotin	14,720	82	0.56	20
*Snohomish	414,951	2,222	0.54	20
Klickitat	14,061	75	0.53	22
Ferry	5,289	28	0.53	23
Franklin	29,779	156	0.52	24
*Lewis	50,357	256	0.51	25
*Pierce	506,808	2,546	0.50	26
Walla Walla	41,603	2,340	0.49	20
*Skamania	7,225	35	0.48	28
*Jefferson	20,766	100	0.48	29
*Cowlitz	69,280	325	0.40	30
Columbia	3,243	15	0.46	31
*Clark	238,787	1,094	0.46	32
*Grays Harbor	50,441	230	0.46	33
	73,614	335	0.46	34
*Skagit	36,612	158	0.43	35
*Mason *Clallam	51,959	223	0.43	36
*Clallam	54,743	223	0.40	37
*Island	2,994	12	0.40	38
*Wahkiakum		56		39
*Pacific	16,789	00	0.33	29
Washington Total	4,245,331	26,823	0.63	
Out of State U.S.	.,	3,084		
Foreign		720		
TOTAL	4,245,331	30,627		
	41240,001	00,021		

* West of the Cascades

Sources: Population Estimates from OFM. Enrollment from HEER reports.



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OFFICE OF FINANCIAL MANAGEMENT

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OFFICE OF FINANCIAL MANAGEMENT

JANUARY 1999

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TABLE 6

APPLICATION/ADMISSION OFFER DATA WASHINGTON PUBLIC BACCALAUREATES FALL TERM FRESHMEN

			:							•				200		:
		AF	pplications	ns				Offe	ers of /	Offers of Admission	lon			Offe	rs/Ap	
	MWN	WWU WSU	ΝŊ		EWU	TESC	NWN	MSU	M	CWU	EWU	U WSU UW CWU EWU TESC	NWN	MSU	NSU UW CW	S
1993	5548	6540	12749		2231	1801	3563	5839	7025	2247	1908	1101	•	89%	55%	75%
1994	5428	7092	12076		2202	1879	3840	6166	7315	2355	1823	1420		87%	61%	770
1995	5596	7322	12527		n/a	1890	4243	6345	8107	2162	n/a	1585		87%	66%	75%
1996	6014	6583	12874		1962	1831	5003	5838	8819	2336	1764	1606		89%	69%	170
1997	6073	6087	12855		1760	1855	5199	5414	9493	2119	1449	1628		89%	74%	779
1998	6150	7314	13330	2520	2149	1650	5336	6547	8786	2113	1693	1460		88%	66%	84°
1999	6428	7094	12780		2720	1534	5367	5885	9818	2329	2380	1310		83%	77%	83°

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> n/a is information not available at time of report Data provided by monthly admissions reports shared among institutions and OFM Note:

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		0
	17+ Washington	Fall 1998 Enrol
County	Population, 1998	Four-Yea
Kittitas	24,777	
Whitman	33,740	
Benton	98,153	
Garfield	1,806	
Lincoln	7,561	
Spokane	307,536	
*Thurston	149,110	
*King	1,282,736	
*Whatcom	118,423	
*Chelan	45,679	
Adams	10,720	
Stevens	27,116	24.4
Pend Oreille	8,207	
Grant	49,089	
Ferry	5,289	
Columbia	3,243	
Franklin	29,779	
Yakima	148,380	
*Kitsap	167,217	
Okanogan	27,848	
Douglas	23,217	
Walla Walla	41,603	
*San Juan	9,992	
*Snohomish	414,951	
*Skagit	73,614	
Asotin	14,720	
*Grays Harbor	50,441	
*Pierce	506,808	
*Cowlitz	69,280	
*Lewis	50,357	
Klickitat	14,061	
*Clallam	51,959	
*Clark	238,787	
	7,225	
*Skamania	20,766	
*Jefferson	54,743	
*Island	36,612	
*Mason		
*Wahkiakum	2,994	
*Pacific	16,789	
Washington Total	4,245,331	
Out of State U.S.		
Foreign	101000	
TOTAL	4,245,331	
*West of the Cascades		

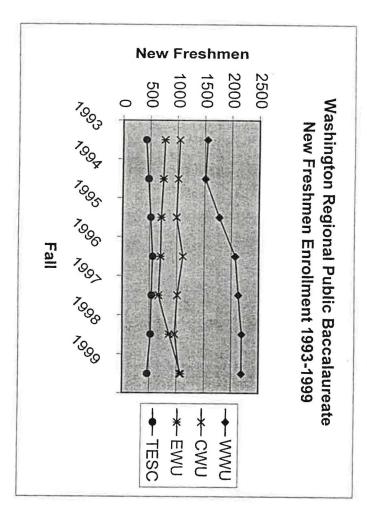
Sources: Population Estimates from OFM. Enrollment from HEER reports.

HIGHER EDUCATION ENROLLMENT STATISTICS AND PROJECTIONS

Table 6-2 Participation Rates of Public Four-Year Universities/Colleges by County for Students Applying from Within the State, Fall 1998

oliments			
ear Total	Participation Rate	Rank	_
1,043	4.21	1	
1,236	3.66	2	
2,672	2.72	3	
45	2.49	4	
185	2.45	5	
7,030	2.29	6	
3,211	2.15	7	
25,906	2.02	8	
2,331	1.97	9	
877	1.92	10	
203	1.89	11	
- 482	1.78	12	
144	1.75	13	
848	1.73	14	
91	1.72	15	
54	1.67	16	
481	1.62	17	
2,344	1.58	18 🗳	
2,586	1.55	19	
428	1.54	20	
354	1.52	21	
595	1.43	22	
140	1.40	23	
5,688	1.37	24	
995	1.35	25	
197	1.34	26	
659	1.31	27	
6,602	1.30	28	
897	1.29	29	
644	1.28	30	
176	1.25	31	
649	1.25	32	
2,907	1.22	33	
87	1.20	34	
250	1.20	35	
594	1.09	36	
368	1.01	37	
28	0.94	38	
143	0.85	39	
140	0.00		
74,170	1.75		
10,690			
3,997			
88,857			





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	WWU	NSN	WU	CWU	EWU	TESC
1994	-2.3%	2.9%	0.5%	-2.2%	-2.6%	11.8%
1995	17.5%	0.6%	5.0%	-2.5%	-4.4%	9.9%
1996	16.8%	-10.5%	4.2%	12.3%	-1.0%	7.5%
1997	2.7%	0.9%	25.7%	-9.3%	-5.0%	-3.9%
1998	2.9%	30.4%	-6.1%	-4.5%	28.1%	-3.3%
1999	-0.1%	-16.7%	6.0%	9.6%	25.3%	-11.3%

11791	462	1079	1058	4515	2487	2190	1999
11783	521	861	965	4259	2984	2193	1998
11178	539	672	1011	4536	2288	2132	1997
10334	561	707	1115	3608	2268	2075	1996
10003	522	714	993	3463	2535	1776	1995
9570	475	747	1018	3299	2519	1512	1994
9509	425	767	1041	3281	2448	1547	1993
	1						T

FRESHMAN ENROLLMENT WASHINGTON PUBLIC BACCALAUREATES

TABLE 2

FALL TERM 1993-1999

PERCENTAGE CHANGE FROM PREVIOUS FALL TERM

11791	462	1079	1058	4515	2487	2190
11783	521	861	965	4259	2984	2193
11178	539	672	1011	4536	2288	2132
10334	561	707	1115	3608	2268	2075
10003	522	714	993	3463	2535	1776
9570	475	747	1018	3299	2519	1512
9509	425	767	1041	3281	2448	1547
TOTAL	TESC	EWU	CWU	WN	WSU	WWU
				NAME OF TAXABLE PARTY AND DESCRIPTION OF TAXABLE PARTY.	And in case of the local division of the loc	



TABLE 6

APPLICATION/ADMISSION/ENROLLMENT DATA WASHINGTON PUBLIC BACCALAUREATES FRESHMAN

		Ap	plicatio	ns		
	WWU	WSU	UW	CWU	EWU	TESC
1993	5548	6540	12749	2968	2231	1801
1994	5428	7092	12076	3045	2202	1879
1995	5596	7322	12527	2891	n/a	1890
1996	6014	6583	12874	3024	1962	1831
1997	6073	6087	12855	2756	1760	1855
1998	6150	7314	13330	2520	2149	1650
1999	6428	7094	12780	2806	2720	1534

	Offers			
WSU	UW	CWU	EWU	TESC
5839	7025	2247	1908	1101
6166	7315	2355	1823	1420
6345	8107	2162	n/a	1585
5838	8819	2336	1764	1606
5414	9493	2119	1449	1628
6547	8786	2113	1693	1460
5885	9818	2329	2380	1310
	5839 6166 6345 5838 5414 6547	WSUUW583970256166731563458107583888195414949365478786	WSUUWCWU583970252247616673152355634581072162583888192336541494932119654787862113	WSUUWCWUEWU58397025224719086166731523551823634581072162n/a583888192336176454149493211914496547878621131693

WWU	WSU	UW	CWU	EWU	TESC
1547	2448	3281	1041	767	425
1512	2519	3299	1018	747	475
1776	2535	3463	993	714	522
2075	2268	3608	1115	707	561
2132	2288	4536	1011	672	539
2193	2984	4259	965	861	521
2190	2487	4515	1058	1079	462

Increase/Decrease in Applications

Percentages

		From I	Previou	is Year		
	WWU	WSU	UW	CWU	EWU	TESC
93						
94	-2.2%	8.4%	-5.3%	3.0%	-1.3%	4.3%
95	3.1%	3.2%	3.7%	-5.0%	n/a	0.6%
96	7.5%	-10.1%	2.7%	5.0%	n/a	-3.1%
97	1.0%	-7.5%	-0.1%	-8.9%	-10.3%	1.3%
98	1.3%	18.2%	3.6%	-12.0%	22.0%	-11.1%
99	4.5%	-1.9%	-4.1%	6.3%	22.8%	-6.7%
	And the second se					

	Offers	Applic	cations		
WWU	WSU	UW	CWU	EWU	TESC
64%	89%	55%	75%	86%	61%
71%	87%	61%	77%	83%	76%
76%	87%	66%	75%	n/a	84%
83%	89%	69%	77%	90%	88%
86%	89%	74%	77%	82%	88%
87%	88%	66%	84%	79%	88%
83%	83%	77%	83%	88%	85%

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Enrolled/Offers

WWU	WSU	UW	CWU	EWU	TESC
43%	42%	47%	46%	40%	39%
39%	41%	45%	43%	41%	33%
42%	40%	43%	46%	n/a	33%
41%	39%	41%	48%	40%	35%
41%	42%	48%	48%	46%	33%
41%	46%	48%	46%	51%	36%
41%	42%	46%	45%	45%	35%

Note: n/a is information not available at time of report

Data provided by monthly admissions reports shared among institutions and OFM

	CWU	TESC	WWU	EWU	UW	WSU
1989-90	6,643	3,192	8,793	7,427	30,887	16,385
1990-91	6,929	3,310	9,145	7,792	30,841	16,787
1991-92	6,632	3,386	9,454	7,883	31,450	16,107
1992-93	6,880	3,444	9,577	7,898	31,902	16,122
1993-94	7,686	3,460	9,775	7,961	31,520	16,713
1994-95	7,783	3,587	9,981	7,964	31,454	17,096
1995-96	7,847	3,586	10,104	7,698	31,672	17,349
1996-97	7,935	3,610	10,420	7,232	32,076	17,368
1997-98	7,859	3,963	10,890	7,182	32,617	17,389
1998-99	7,895	4,085	11,062	7,516	32,364	17,898
% Change						
1989-1998	18.8%	28.0%	25.8%	1.2%	4.8%	9.2%

WASHINGTON PUBLIC BACCALAUREATE FALL FTE

WASHINGTON PUBLIC BACCALAUREATE ANNUAL FTE

	CWU	TESC	WWU	EWU	UW	WSU
1989-90	6,221	2,988	8,439	7,214	29,623	16,040
1990-91	6,429	3,089	8,731	7,417	29,711	15,992
1991-92	6,312	3,203	9,021	7,360	30,020	15,565
1992-93	6,588	3,326	9,139	7,533	30,225	15,661
1993-94	7,399	3,282	9,347	7,635	30,174	16,223
1994-95	7,337	3,377	9,486	7,605	30,115	16,555
1995-96	7,339	3,387	9,651	7,364	30,173	16,853
1996-97	7,448	3,489	10,101	6,945	30,825	16,852
1997-98	7,474	3,728	10,367	6,907	31,021	16,821
1998-99	7,471	3,822	10,537	7,244	30,952	17,226
% Change 1989-1998	20.1%	27.9%	24.9%	0.4%	4.5%	7.4%

Data from Washington Office of Financial Management "Supplement to Higher Education Enrollment Statistics and Projections, 1999-01 Biennium WSU and UW data for main campus only