<table>
<thead>
<tr>
<th>Pillar</th>
<th>Key Performance Indicator (KPI)</th>
<th>2018/19</th>
<th>2019/20</th>
<th>2020/21</th>
<th>5-year Trend</th>
<th>Goal</th>
<th>Target Date</th>
<th>Leader</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quality</td>
<td>Student Retention¹</td>
<td>79%</td>
<td>60%</td>
<td>67%</td>
<td>72% Avg</td>
<td>100%</td>
<td>2030</td>
<td>Provost</td>
</tr>
<tr>
<td></td>
<td>Graduation Rate²</td>
<td>42%</td>
<td>43%</td>
<td>40%</td>
<td>40% Avg</td>
<td>100%</td>
<td>2030</td>
<td>Provost</td>
</tr>
<tr>
<td></td>
<td>Cohort Default Rate³</td>
<td>9.2%</td>
<td>9.0%</td>
<td>7.9%</td>
<td>9.1% Avg</td>
<td>&lt;12%</td>
<td>Annual</td>
<td>Provost</td>
</tr>
<tr>
<td></td>
<td>Learning Outcomes (LOs)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>% of Students that Met Program LOs⁴</td>
<td>84%</td>
<td>85%</td>
<td>85%</td>
<td>82% Avg</td>
<td>90%</td>
<td>Annual</td>
<td>Provost</td>
</tr>
<tr>
<td></td>
<td>% of Program LOs Met⁵</td>
<td>63%</td>
<td>84%</td>
<td>72%</td>
<td>70% Avg</td>
<td>100%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>% Students Met Univ Obj⁶ Licensure/Certification⁷</td>
<td>n/a</td>
<td>n/a</td>
<td>90%</td>
<td>n/a</td>
<td>90%</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>74%</td>
<td>72%</td>
<td>63%</td>
<td>72% Avg</td>
<td>100%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>People</td>
<td>Employee Engagement⁸</td>
<td>Off Cycle</td>
<td>3.9</td>
<td>Off Cycle</td>
<td>3.9 Avg⁹</td>
<td>4</td>
<td>Annual</td>
<td>AVPHR</td>
</tr>
<tr>
<td></td>
<td>Performance Appraisal Score⁸</td>
<td>4.1</td>
<td>4.1</td>
<td>n/a</td>
<td>4.1 Avg</td>
<td>4</td>
<td>Annual</td>
<td>AVPHR</td>
</tr>
<tr>
<td></td>
<td>Staff Appraisals</td>
<td>4.0</td>
<td>4.0</td>
<td>n/a</td>
<td>3.9 Avg</td>
<td>4</td>
<td></td>
<td>AVPHR</td>
</tr>
<tr>
<td></td>
<td>Faculty Appraisals</td>
<td>4.3</td>
<td>4.3</td>
<td>4.3</td>
<td>4.3 Avg</td>
<td>4</td>
<td></td>
<td>Provost</td>
</tr>
<tr>
<td></td>
<td>Employee Retention¹⁰</td>
<td>93%</td>
<td>92%</td>
<td>83%</td>
<td>88% Avg</td>
<td>&gt;90%</td>
<td>Annual</td>
<td>AVPHR</td>
</tr>
<tr>
<td>Service</td>
<td>Student Satisfaction at Graduation¹¹</td>
<td>3.6</td>
<td>3.7</td>
<td>n/a</td>
<td>3.7 Avg</td>
<td>4</td>
<td>Annual</td>
<td>VPSL</td>
</tr>
<tr>
<td></td>
<td>Customer Satisfaction¹²</td>
<td>4.8</td>
<td>4.7</td>
<td>4.3</td>
<td>4.7 Avg</td>
<td>4</td>
<td>Annual</td>
<td>President</td>
</tr>
<tr>
<td>Finance</td>
<td>Composite Financial Index¹³</td>
<td>2.4</td>
<td>2.2⁹</td>
<td>Pending Audit</td>
<td>2.9 Avg</td>
<td>5.0</td>
<td>2030</td>
<td>EVPF</td>
</tr>
<tr>
<td></td>
<td>Dept. of Education Financial Responsibility¹⁴</td>
<td>3.0</td>
<td>2.2⁹</td>
<td>Pending Audit</td>
<td>2.8 Avg</td>
<td>2.0 to 3.0</td>
<td>Annual</td>
<td>EVPF</td>
</tr>
<tr>
<td></td>
<td>Working Capital¹⁵</td>
<td>1.1M</td>
<td>3.3M</td>
<td>Pending Audit</td>
<td>TBD Avg</td>
<td>9 months</td>
<td>2030</td>
<td>EVPF</td>
</tr>
<tr>
<td></td>
<td>Gifts and Grants¹⁶</td>
<td>$7.1M</td>
<td>$13.9M</td>
<td>Pending Audit</td>
<td>$9.3M Avg</td>
<td>$20M</td>
<td>2030</td>
<td>EDA</td>
</tr>
<tr>
<td></td>
<td>Private Donations</td>
<td>.9M</td>
<td>.7M</td>
<td></td>
<td>$1.0M Avg</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Development Cost to Private Donations¹⁷</td>
<td>57%</td>
<td>22%</td>
<td>Pending Audit</td>
<td>33% Avg</td>
<td>&lt;33%</td>
<td>Annual</td>
<td>EDA</td>
</tr>
<tr>
<td>Growth</td>
<td>Enrollment Headcount¹⁸</td>
<td>1131</td>
<td>1078</td>
<td>968</td>
<td>1067 Avg</td>
<td>1600</td>
<td>Annual</td>
<td>VPEM</td>
</tr>
<tr>
<td></td>
<td>Undergraduate (UG)</td>
<td>960</td>
<td>945</td>
<td>845</td>
<td>907 Avg</td>
<td>1380</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Graduate (GR)</td>
<td>171</td>
<td>133</td>
<td>123</td>
<td>160 Avg</td>
<td>220</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>New UG Students¹⁹</td>
<td>301</td>
<td>229⁹</td>
<td>145</td>
<td>219 Avg</td>
<td>400</td>
<td>Annual</td>
<td>VPEM</td>
</tr>
<tr>
<td></td>
<td>Freshmen</td>
<td>177</td>
<td>128</td>
<td>89</td>
<td>116 Avg</td>
<td>400</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Transfers</td>
<td>124</td>
<td>101¹ⁱ</td>
<td>56</td>
<td>103 Avg</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Community</td>
<td>Student Community Service²⁰</td>
<td>9.7</td>
<td>6.2⁰</td>
<td>0.5</td>
<td>5.5 Avg</td>
<td>7.0</td>
<td>Annual</td>
<td>VPSL</td>
</tr>
<tr>
<td></td>
<td>Employee Community Service²¹</td>
<td>Not Tracked</td>
<td>Not Tracked</td>
<td>n/a</td>
<td>n/a</td>
<td>40</td>
<td>Annual</td>
<td>AVPHR</td>
</tr>
<tr>
<td></td>
<td>Organizational Relationships²²</td>
<td>50</td>
<td>50</td>
<td>45</td>
<td>47 Avg</td>
<td>50% Assessed</td>
<td>Annual</td>
<td>President</td>
</tr>
</tbody>
</table>

Numbered notes are on the reverse side.

¹ Restated from prior reports. ² 5-year average not available; 3-year average/trend used. ³ 5-year average not available; 4-year average/trend used. ⁴ Partial data; not all programs reported. DOE score maintained at 3.0. ⁵ 5-year average not available; 2-year average/trend used. ⁶ Number is an estimate based on a half year due to COVID-19. ⁷ Preliminary.

Prepared by WAU’s COIRE and the Institutional Effectiveness Committee November 2021
Notes:

Quality
1 The Student Retention KPI reports the retention rate for freshmen from the Fall of the previous year who returned in the reported Fall timeframe. For 2020/21, n=128 (2019 cohort of full-time, first-time, bachelor’s). Vision 2020 goals met in 2016 and 2017; 75% and 77% respectively.
2 The Graduation Rate KPI reports all completers within 150% of the standard time to complete any degree. This rate is calculated from the starting cohort of native first-time, full-time degree seeking freshmen. For 2020/21, n=141 (2015 cohort).
3 Cohort Default Rate KPI is the percentage of a school’s borrowers who enter repayment on certain Federal Family Education Loan (FFEL) Program or William D. Ford Federal Direct Loan (Direct Loan) Program loans during a particular federal fiscal year (FY), October 1 to September 30, and default or meet other specified conditions prior to the end of the second following fiscal year.
4 % of Students that Met Learning Outcomes includes measures such as embedded assessments, exit exams, portfolio reviews, etc. For 2018/19, 2,987 students were assessed, 2,506 met expectations. For 2019/20, 2,774 students were assessed, 2,357 met expectations. For 2020/21, 1,312 assessed, 1,120 met.
5 The % of Program Learning Outcomes Met KPI reports the percentage of learning outcomes (across all programs) where the goal for that learning outcome was met. For 2018/19, 172 learning outcomes were assessed, 109 were met. For 2019/20, 145 learning outcomes were assessed, 122 were met. For 2020/21, 87 assessed, 63 met.
6 The % of Students that Met University Objectives KPI reports the percentage of students who met expectations in the areas assessed. Each year, two university objectives from page 13 in the Academic Bulletin are assessed. For 2020/21, Teamwork 86%; Effective Citizenship 93%.
7 For Licensure/Certification, the pass rates for 2018/19 were, Nursing (NCLEX n=40, 73%); Psychology (n=6, 83%). For 2019/20, Nursing (NCLEX n=50, 88%); Medical Imaging (AART n=5, 100%); Psychology (n=6, 83%). For 2020/21, Nursing (NCLEX n=53, 58%); Medical Imaging (AART n=6, 100%).

People
8 The Employee Engagement KPI reports a composite score from the annual employee job satisfaction survey. Likert scale 1 thru 5.
9 Employee Performance Appraisal Score – Beginning in 2020/21, faculty and staff scores are scored and reported on a 3-point scale. The prior scale was 1-5. For 2018/19: staff n=59, faculty n=43; for 2019/20: staff n=46, faculty n=29. For 2020/21: staff n= , faculty n=34. Goal met.
10 The Employee Retention KPI is based on the number of voluntary and involuntary departures vs. WAU full- and part-time employees. Goal met.

Service
11 The Student Satisfaction at Graduation KPI is based on the annual Graduating Student Satisfaction Survey – Likert scale 1 thru 5. In addition to this survey, we utilize NSSE to assess student satisfaction and engagement. For 2019/20 n=152
12 The Customer Satisfaction KPI reports on feedback provided by internal customers, students, alumni, and external vendors. For 2019/20, the surveys were conducted for Admissions (n=47), SGPS (n=39), ITS (n=34), COIRE (n=20), Facilities (n=14), HR (n=11). Other offices with <10 responses include Provost, Accounting, Library, Security, SHPSW. Likert scale 1 thru 5.

Finance
13 The Composite Financial Index is a comprehensive measurement of the financial health of an educational institution.
14 The Department of Education Financial Responsibility KPI is a quantitative econometric measurement of the ability of an institution to manage Title IV funds. The score ranges from -1.0 to 3.0. A score greater than 1.5 indicates the institution is financially responsible.
15 Working Capital – Previously, the church requires that working capital is equal to or exceeds 20% of operating expenses. This KPI is equal to working capital / 20% of operating expenses. Beginning in 2020/2021, SDA Working Capital has been replaced with a goal of nine months of Working Capital.

Growth
16 Gifts and Grants from the annual Independent Auditors’ Report – Financial Statement. It includes State & Federal Grants & Contracts (including Federal and State Financial Aid), Private Gifts & Grants, and Church Subsidies & Gifts. The prior goal for Gifts and Grants was $14M.
17 The Development Cost to Private Donations KPI is the ratio of the cost of raising donations to private donations.
18 Enrollment Headcount is the number of undergraduate and graduate students as of the official Fall Census date.
19 New UG Students is the total number of new traditional undergraduate students in the Fall semester. Freshmen are first time in college, degree-seeking students and Transfers are any student that has previously not attended WAU at any time.

Community
20 Student Community Service is the average hours of community service per student, which is the total number of community service hours divided by enrollment (headcount). WAU has won the President’s Service award three times in recent years.
21 The Employee Community Service KPI was reinstated in 2020/2021 with a goal of 40 community service hours per employee.
22 Organizational Relationships is the total number of the University’s partnerships, memorandums of understanding, and articulation agreements.

Prepared by WAU’s COIRE and the Institutional Effectiveness Committee November 2021
Key Performance Indicators - Benchmark Comparisons

Comparison group data provides a context for Key Performance Indicators. Comparison against peer data is as close to 2019/20 as possible, as this is the latest data that is publicly available.

<table>
<thead>
<tr>
<th>Key Performance Indicator (KPI)</th>
<th>WAU 2019/20</th>
<th>National Averages</th>
<th>Similar Institutions 20</th>
<th>Competitors 21</th>
<th>SDA Institutions 22</th>
<th>Aspirants 23</th>
<th>Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Student Retention 24</td>
<td>60%</td>
<td>75%25</td>
<td>71%</td>
<td>78%</td>
<td>75%</td>
<td>86%</td>
<td>100%</td>
</tr>
<tr>
<td>Graduation Rate 24</td>
<td>43%</td>
<td>56%25</td>
<td>50%</td>
<td>55%</td>
<td>50%</td>
<td>70%</td>
<td>100%</td>
</tr>
<tr>
<td>Outcomes Scores</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Licensure/Certification</td>
<td>72%</td>
<td>75%26</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>100%</td>
</tr>
<tr>
<td>Employee Engagement</td>
<td>3.9</td>
<td>4.327</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Employee Retention</td>
<td>92%</td>
<td>70%28</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>&gt;90%</td>
</tr>
<tr>
<td>Student Satisfaction</td>
<td>3.7</td>
<td>3.829</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Customer Satisfaction</td>
<td>4.7</td>
<td>3.830</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4</td>
</tr>
<tr>
<td>Composite Financial Index 31,40</td>
<td>2.2</td>
<td>2.5</td>
<td>2.032</td>
<td>2.833</td>
<td>4.234</td>
<td>5.0</td>
<td></td>
</tr>
<tr>
<td>Dept. of Education Financial Responsibility 35,40</td>
<td>2.2</td>
<td>2.5</td>
<td>2.3</td>
<td>2.4</td>
<td>2.7</td>
<td>2.8</td>
<td>2.0 to 3.0</td>
</tr>
<tr>
<td>Gifts and Grants 24,36</td>
<td>13.9M</td>
<td>$8.0M37</td>
<td>$4.8M</td>
<td>$10.8M</td>
<td>$7.0M</td>
<td>$27.6M</td>
<td>$20M</td>
</tr>
<tr>
<td>Development Cost to Private Donations</td>
<td>22%</td>
<td>20%38</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>&lt;33%</td>
</tr>
<tr>
<td>Enrollment Headcount 24</td>
<td>1078</td>
<td>261859</td>
<td>1092</td>
<td>10382</td>
<td>1661</td>
<td>4102</td>
<td>1600</td>
</tr>
<tr>
<td>Undergraduate</td>
<td>945</td>
<td>2326</td>
<td>970</td>
<td>8072</td>
<td>1311</td>
<td>3138</td>
<td>1380</td>
</tr>
<tr>
<td>Graduate</td>
<td>133</td>
<td>292</td>
<td>122</td>
<td>2310</td>
<td>350</td>
<td>964</td>
<td>220</td>
</tr>
</tbody>
</table>

Notes 20-23 are on the reverse side.

24 Source: National Center for Educational Statistics/IPEDS Data Center.
25 The national benchmark for Student Retention and for Graduation Rates is for full-time, first-time, degree-seeking students at private, not-for-profit institutions. Source: nces.ed.gov
26 For Licensure/Certification exams, the national pass rate for BSN programs the Nursing (NCLEX) exam is 86.5%
28 The national benchmark for Employee Retention is based on Educational Services. Source: bls.gov
29 The national benchmark for Student Satisfaction is for 4-year private institutions only. Source: Goshen.edu and SSI report
30 The national benchmark for Customer Satisfaction is across all industries, as a benchmark for higher education is not available. Source: ACSI (American Customer Satisfaction Index).
31 Source: Council of Independent Colleges – Financial Indicators Tool. The CFI national average lags a year behind the other benchmarks.
32 The Similar Institutions benchmark for the Composite Financial Index is based on institutions similar to WAU in Carnegie Classification, and not on the following Similar Institutions Peer Group.
33 Competitors benchmark for the CFI is for the mid-east region, and not the following Competitor Peer Group, as this is the closest benchmark available.
34 For the 75th percentile nationally, and not the following Aspirants group, as this is the closest benchmark.
35 Source: studentaid.ed.gov. Not all schools are available in each group.
36 No public institutions were included in the Gifts and Grants benchmark, as these receive more state and federal grants than private institutions.
37 The national benchmark for Gifts and Grants is based on Title IV participating, private not-for-profit, degree-granting institutions with a master’s degree as the highest degree granted. n=494.
38 Source: affinityresources.com.
39 National schools’ benchmark is based on the Carnegie Classification of WAU, Masters Colleges and Universities: Small Programs; n=125.
40 The IPEDS auto-generated peer group is based on WAU’s Carnegie Classification.
Benchmarking Comparison Groups:

WAU has selected four evolving comparison groups: an aspirant group of institutions that are similar in some respects but exceed our tracked KPIs in several areas; a group of competitive peers with which we cross student applicants; a peer group automatically generated from the federal database of institutions of higher education (IPEDS) based on similar institutional characteristics including but not exclusive to Carnegie Classification, enrollment, religious governance, teaching faculty size, and endowment; and the NAD SDA colleges and universities. A single institution may be listed in more than one group.

**Similar Institutions (Auto-Generated) Peer Comparison Group**
- Barton College (Wilson, NC)
- Bluffton University (Bluffton, OH)
- Briar Cliff University (Sioux City, IA)
- Cazenovia College (Cazenovia, NY)
- Central Methodist University-College of Liberal Arts & Sciences (Fayette, MO)
- Coker College (Hartsville, SC)
- Cooper Union for the Advancement of Science and Art (New York, NY)
- Corban University (Salem, OR)
- Crown College (Saint Bonifacius, MN)
- East Texas Baptist University (Marshall, TX)
- Franklin College (Franklin, IN)
- Hannibal-LaGrange University (Hannibal, MO)
- Hilbert College (Hamburg, NY)
- Humphreys College-Stockton and Modesto Campuses (Stockton, CA)
- Huntingdon College (Montgomery, AL)
- Huntington University (Huntington, IN)
- LaGrange College (Lagrange, GA)
- Maranatha Baptist University (Watertown, WI)
- Martin Methodist College (Pulaski, TN)
- McMurry University (Abilene, TX)
- Midway College (Midway, KY)
- Newberry College (Newberry, SC)
- Olivet College (Olivet, MI)
- Paul Smiths College of Arts and Science (Paul Smiths, NY)
- Tennessee Wesleyan College (Athens, TN)
- Thiel College (Greenville, PA)
- Thomas College (Waterville, ME)
- Thomas University (Thomasville, GA)
- University of Great Falls (Great Falls, MT)
- University of Jamestown (Jamestown, ND)

**Aspirant Peer Comparison Group**
- Catholic University of America (Washington DC)
- Elon University (Elon, NC)
- La Sierra University (Riverside CA)
- Loyola University (Baltimore, MD)
- St. John's College (Annapolis, MD)
- Stevenson University ( Owings Mills, MD)

**Competitor Peer Comparison Group**
- Andrews University (Berrien Springs, MI)
- Bowie State University (Bowie, MD)
- Coppin State University (Baltimore, MD)
- Delaware State University (Dover, DE)
- George Mason University (Fairfax, VA)
- Marymount University (Arlington, VA)
- Morgan State University (Baltimore, MD)
- Mount St Mary's University (Emmitsburg, MD)
- Oakwood University (Huntsville, AL)
- Southern Adventist University (Collegedale, TN)
- Towson University (Towson, MD)
- Trinity Washington University (Washington, DC)
- University of Maryland, Baltimore County (Baltimore, MD)
- University of Maryland, College Park (College Park, MD)
- University of the District of Columbia (Washington, DC)

**SDA Peer Comparison Group**
- AdventHealth University (Orlando, FL)
- Andrews University (Berrien Springs, MI)
- Kettering College (Kettering, OH)
- La Sierra University (Riverside, CA)
- Oakwood University (Huntsville, AL)
- Pacific Union College (Angwin, CA)
- Southern Adventist University (Collegedale, TN)
- Southwestern Adventist University (Keene, TX)
- Union College (Lincoln, NE)
- Walla Walla University (College Place, WA)