### ASSOCIATION FACTS AT A GLANCE

**Independent School Facts At A Glance for: Virginia Association of Independent Schools (VAIS)**

70 VAIS schools responded to the Annual StatsOnline Statistics Survey for the 2007-2008 academic year. (Please note that these statistics are based upon the schools that provided information for each specific survey. Not all schools responded to every single category).

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<table>
<thead>
<tr>
<th>FACTS AT A GLANCE PROFILE</th>
<th>2007-2008 All Schools</th>
</tr>
</thead>
<tbody>
<tr>
<td>School Count</td>
<td>70</td>
</tr>
<tr>
<td>Total Enrollment</td>
<td>28,009</td>
</tr>
<tr>
<td>Average Enrollment</td>
<td>400</td>
</tr>
<tr>
<td>Median Enrollment</td>
<td>280</td>
</tr>
<tr>
<td>Total Enrollment Students of Color</td>
<td>4,127</td>
</tr>
<tr>
<td>Students of Color as % Total Enrollment</td>
<td>15.1%</td>
</tr>
<tr>
<td>African American Students</td>
<td>6.5%</td>
</tr>
<tr>
<td>Hispanic American Students</td>
<td>1.7%</td>
</tr>
<tr>
<td>Asian American Students</td>
<td>3.1%</td>
</tr>
<tr>
<td>Native American Students</td>
<td>0.2%</td>
</tr>
<tr>
<td>Multiracial American Students</td>
<td>2.5%</td>
</tr>
<tr>
<td>Middle Eastern American Students</td>
<td>1.2%</td>
</tr>
<tr>
<td>International Students</td>
<td>2.7%</td>
</tr>
<tr>
<td>% of Students on Financial Aid</td>
<td>17.0%</td>
</tr>
<tr>
<td>Average Finaid Grant</td>
<td>$ 10,180</td>
</tr>
<tr>
<td>% of Students on Tuition Remission</td>
<td>5.7%</td>
</tr>
<tr>
<td>Average Tuition Remission Grant</td>
<td>$ 8,412</td>
</tr>
<tr>
<td>Financial Aid &amp; Tuition Remission as % of budget expense</td>
<td>9.1% 2.6%</td>
</tr>
<tr>
<td>Financial Aid &amp; Tuition Remission as % of budget income</td>
<td>10.1% 2.8%</td>
</tr>
<tr>
<td>Average Median Tuition Grades1&amp;3 Day</td>
<td>$ 11,760</td>
</tr>
<tr>
<td>Average Median Tuition Grades6&amp;8 Day</td>
<td>$ 13,413</td>
</tr>
<tr>
<td>Average Median Tuition Grades9&amp;12 Day</td>
<td>$ 14,460</td>
</tr>
<tr>
<td>Average Median Tuition (All Grades) Day</td>
<td>$ 13,211</td>
</tr>
<tr>
<td>Average Median Tuition Grades1&amp;3 Boarding</td>
<td>$ 26,708</td>
</tr>
<tr>
<td>Average Median Tuition Grades6&amp;8 Boarding</td>
<td>$ 34,150</td>
</tr>
<tr>
<td>Average Median Tuition Grades9&amp;12 Boarding</td>
<td>$ 30,429</td>
</tr>
<tr>
<td>Average Median Tuition (All Grades) Boarding</td>
<td>$ 36,232</td>
</tr>
<tr>
<td>Average Total Expense per student: Day</td>
<td>$ 15,597</td>
</tr>
<tr>
<td>Average Total Income per student: Day</td>
<td>$ 17,377</td>
</tr>
<tr>
<td>Average Total Expense per student: Day- Boarding</td>
<td>$ 15,718</td>
</tr>
<tr>
<td>Average Total Income per student: Day-Boarding</td>
<td>$ 15,686</td>
</tr>
<tr>
<td>Average Total Expense per student: Boarding-Day</td>
<td>$ 35,854</td>
</tr>
<tr>
<td>Average Total Income per student: Boarding-Day</td>
<td>$ 38,042</td>
</tr>
<tr>
<td>Average Total Expense per student: Boarding</td>
<td>$ 36,232</td>
</tr>
<tr>
<td>Average Total Income per student: Boarding</td>
<td>$ 39,079</td>
</tr>
<tr>
<td>Average Endowment per student</td>
<td>$ 32,710</td>
</tr>
<tr>
<td>Average Annual Giving per student</td>
<td>$ 1,509</td>
</tr>
<tr>
<td>Average Gift / % by Alumnii (Annual Giving)</td>
<td>15.9%</td>
</tr>
</tbody>
</table>

Information subject to change
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April 2008
Independent School Facts At A Glance for: Virginia Association of Independent Schools (VAIS)

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<thead>
<tr>
<th>FACTS AT A GLANCE PROFILE</th>
<th>All Association Member Schools</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>2007-2008 All Schools</td>
</tr>
<tr>
<td>Average Gift / % by Parents (Annual Giving)</td>
<td>$845 53.3%</td>
</tr>
<tr>
<td>Average Gift / % by Parents of Alumini (Annual Giving)</td>
<td>$1,726 13.2%</td>
</tr>
<tr>
<td>Average Gift / % by Faculty (Annual Giving)</td>
<td>$231 72.3%</td>
</tr>
<tr>
<td>Average Gift / % by Trustees (Annual Giving)</td>
<td>$4,217 92.3%</td>
</tr>
<tr>
<td>Average Gift / % by Other Individuals (Annual Giving)</td>
<td>$839 20.5%</td>
</tr>
<tr>
<td>Average Gift / % by Grand Parents (Annual Giving)</td>
<td>$482 14.4%</td>
</tr>
<tr>
<td>Average Gift / % by Foundations (Annual Giving)</td>
<td>$2,828 63.5%</td>
</tr>
<tr>
<td>Average Gift / % by Other Constituencies (Annual Giving)</td>
<td>$2,855 51.6%</td>
</tr>
<tr>
<td>Average Capital Giving per student</td>
<td>$3,611</td>
</tr>
<tr>
<td>Average Gift / % by Alumini (Capital Giving)</td>
<td>$24,612 23.3%</td>
</tr>
<tr>
<td>Average Gift / % by Parents (Capital Giving)</td>
<td>$9,253 32.1%</td>
</tr>
<tr>
<td>Average Gift / % by Parents of Alumini (Capital Giving)</td>
<td>$28,069 27.2%</td>
</tr>
<tr>
<td>Average Gift / % by Faculty (Capital Giving)</td>
<td>$1,833 37.1%</td>
</tr>
<tr>
<td>Average Gift / % by Trustees (Capital Giving)</td>
<td>$47,516 64.5%</td>
</tr>
<tr>
<td>Average Gift / % by Other Individuals (Capital Giving)</td>
<td>$22,982 25.7%</td>
</tr>
<tr>
<td>Average Gift / % by Grand Parents (Capital Giving)</td>
<td>$23,524 13.6%</td>
</tr>
<tr>
<td>Average Gift / % by Foundations (Capital Giving)</td>
<td>$23,357 24.3%</td>
</tr>
<tr>
<td>Average Gift / % by Other Constituencies (Capital Giving)</td>
<td>$17,099 34.9%</td>
</tr>
<tr>
<td>Admissions Funnel Averages (inquiries : applications : acceptances : enrollment)</td>
<td>719 196 126 88</td>
</tr>
<tr>
<td>Admissions Funnel Ratios (inquiries, applications, and acceptances to enrollment)</td>
<td>8.2 2.2 1.4 1.0</td>
</tr>
<tr>
<td>Average Student Attrition Rate</td>
<td>11.7</td>
</tr>
<tr>
<td>Median Student Attrition Rate</td>
<td>9.4</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Retirement-Pension Benefits / (Number contributing /Not contributing)</td>
<td>5% 61 5</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Group Life Insurance Benefits</td>
<td>100% 42 25</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Employee Health Benefits</td>
<td>85% 61 4</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Dependent Health Benefits</td>
<td>50% 19 46</td>
</tr>
<tr>
<td># Sch. contributing / not contributing to Cafeteria Plan</td>
<td>49 17</td>
</tr>
<tr>
<td># Sch. contributing / not contributing to Disability Insurance</td>
<td>62 4</td>
</tr>
<tr>
<td># Sch. contributing / not contributing to Childcare</td>
<td>20 40</td>
</tr>
<tr>
<td># Sch. contributing / not contributing to Continuing Education</td>
<td>65 1</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Tuition Remission All Admin. / (Number contributing /Not contributing)</td>
<td>50% 49 18</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Tuition Remission All Faculty / (Number contributing /Not contributing)</td>
<td>50% 51 17</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Tuition Remission All Clerical / (Number contributing /Not contributing)</td>
<td>50% 47 20</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Tuition Remission All Support / (Number contributing /Not contributing)</td>
<td>50% 46 21</td>
</tr>
<tr>
<td>Median % Sch. Contrib. to Tuition Remission All Other Staff / (Number contributing /Not contributing)</td>
<td>50% 41 26</td>
</tr>
<tr>
<td>Median Class Size Grades: Pre-School</td>
<td>15</td>
</tr>
<tr>
<td>Median Class Size Grades: K - 5</td>
<td>16</td>
</tr>
<tr>
<td>Median Class Size Grades: 6 - 8</td>
<td>15</td>
</tr>
<tr>
<td>Median Class Size Grades: 9 - 12</td>
<td>13</td>
</tr>
<tr>
<td>Median Class Size: Grades: Total Average</td>
<td>14</td>
</tr>
</tbody>
</table>
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<th>All Association Member Schools</th>
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<tbody>
<tr>
<td><strong>Average Student / Full Time Equivalence Teacher Ratio</strong></td>
<td></td>
<td>9.7</td>
</tr>
<tr>
<td><strong>Average Student / Full Time Equivalence Instructional Support Ratio</strong></td>
<td></td>
<td>119.0</td>
</tr>
<tr>
<td><strong>Average Student / Full Time Equivalence Administrator Ratio</strong></td>
<td></td>
<td>42.0</td>
</tr>
<tr>
<td><strong>Average Student / Full Time Equivalence Other Staff Ratio</strong></td>
<td></td>
<td>39.3</td>
</tr>
<tr>
<td><strong>Average Student / Full Time Equivalence Total Staff Ratio</strong></td>
<td></td>
<td>6.0</td>
</tr>
<tr>
<td><strong>Faculty as % of total Staff</strong></td>
<td>47.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Faculty of Color as % of Total Faculty</strong></td>
<td>8.5%</td>
<td></td>
</tr>
<tr>
<td><strong>Administrators as % of Total Staff</strong></td>
<td>11.1%</td>
<td></td>
</tr>
<tr>
<td><strong>Administrators of Color as % of Total Administrators</strong></td>
<td>5.7%</td>
<td></td>
</tr>
<tr>
<td><strong>Teacher Aides, Interns, Dorm Supervisors as % of Total Staff</strong></td>
<td>4.8%</td>
<td></td>
</tr>
<tr>
<td><strong>Aides, Interns, Dorm Supervisors of Color as % of Total Auxiliary Staff</strong></td>
<td>9.1%</td>
<td></td>
</tr>
<tr>
<td><strong>Instructional Support as % of Total Staff</strong></td>
<td>7.3%</td>
<td></td>
</tr>
<tr>
<td><strong>Instructional Support of Color as % of Total Instructional Support Staff</strong></td>
<td>9.6%</td>
<td></td>
</tr>
<tr>
<td><strong>Other Staff as % of Total Staff</strong></td>
<td>29.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Other Staff of Color as % of Total Other Staff</strong></td>
<td>22.4%</td>
<td></td>
</tr>
<tr>
<td><strong>Average Number of Students per computer ratio</strong></td>
<td></td>
<td>4.2</td>
</tr>
<tr>
<td><strong>Average number of squared footage per student ratio</strong></td>
<td></td>
<td>355.0</td>
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<tr>
<td><strong>Teacher Salary Expenses per student</strong></td>
<td>$4,702</td>
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<tr>
<td><strong>Instructional Support Salary Expenses per student</strong></td>
<td>$810</td>
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<tr>
<td><strong>Administrator Salary Expenses per student</strong></td>
<td>$2,027</td>
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<tr>
<td><strong>Other Staff Salary Expenses per student</strong></td>
<td>$1,623</td>
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<tr>
<td><strong>All Salary Expenses per student</strong></td>
<td>$9,161</td>
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<tr>
<td><strong>Employee Professional Development Expenses per student</strong></td>
<td>$123</td>
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<tr>
<td><strong>Benefits / Taxes Expenses per student</strong></td>
<td>$2,001</td>
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<tr>
<td><strong>Technology Expenses per student</strong></td>
<td>$251</td>
<td></td>
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<tr>
<td><strong>Instructional Expenses per student</strong></td>
<td>$679</td>
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<tr>
<td><strong>Athletic Expenses per student</strong></td>
<td>$233</td>
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<tr>
<td><strong>Auxiliary Expenses per student</strong></td>
<td>$776</td>
<td></td>
</tr>
<tr>
<td><strong>Other Services Expenses per student</strong></td>
<td>$799</td>
<td></td>
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<tr>
<td><strong>Plant Expenses per student</strong></td>
<td>$1,535</td>
<td></td>
</tr>
<tr>
<td><strong>Provision for Major Repairs per student</strong></td>
<td>$456</td>
<td></td>
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<tr>
<td><strong>Administrative Expenses per student</strong></td>
<td>$896</td>
<td></td>
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<tr>
<td><strong>Debt Service per student</strong></td>
<td>$817</td>
<td></td>
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<tr>
<td><strong>General Expenses per student</strong></td>
<td>$667</td>
<td></td>
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<tr>
<td><strong>Total Other Expenses per student</strong></td>
<td>$6,898</td>
<td></td>
</tr>
<tr>
<td><strong>Total Investment Income Losses per student</strong></td>
<td>$-</td>
<td></td>
</tr>
<tr>
<td><strong>Total Expenses per student</strong></td>
<td>$18,434</td>
<td></td>
</tr>
</tbody>
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<tbody>
<tr>
<td>2007-2008 All Schools</td>
<td></td>
</tr>
<tr>
<td>Tuition and Fees Income per student</td>
<td>$ 16,523</td>
</tr>
<tr>
<td>Financial Aid reduction in Income per student</td>
<td>$ 2,160</td>
</tr>
<tr>
<td>Net Tuition Income per student</td>
<td>$ 14,363</td>
</tr>
<tr>
<td>Day Care Income per student</td>
<td>$ 55</td>
</tr>
<tr>
<td>Extended Day Income per student</td>
<td>$ 150</td>
</tr>
<tr>
<td>Summer Programs Income per student</td>
<td>$ 415</td>
</tr>
<tr>
<td>Other programs Income per student</td>
<td>$ 154</td>
</tr>
<tr>
<td>Total Other Programs Income per student</td>
<td>$ 774</td>
</tr>
<tr>
<td>Auxiliary Services Income per student</td>
<td>$ 776</td>
</tr>
<tr>
<td>Restricted Endowment Income per student</td>
<td>$ 553</td>
</tr>
<tr>
<td>Unrestricted Endowment Income per student</td>
<td>$ 623</td>
</tr>
<tr>
<td>Other Investment Income per student</td>
<td>$ 347</td>
</tr>
<tr>
<td>Total Investment Income per student</td>
<td>$ 1,523</td>
</tr>
<tr>
<td>Affiliated Enterprise Income per student</td>
<td>$ 1</td>
</tr>
<tr>
<td>Total Public Aid Income per student (Federal+State+Local Aid)</td>
<td>$ 1</td>
</tr>
<tr>
<td>Gifts / Grants Income</td>
<td>$ 1,940</td>
</tr>
<tr>
<td>Total Events Income per student (Auctions, Fairs, Parent Association Events)</td>
<td>$ 223</td>
</tr>
<tr>
<td>Transfers Income per student</td>
<td>$ 360</td>
</tr>
<tr>
<td>Other Income per student</td>
<td>$ 268</td>
</tr>
<tr>
<td>Total Income per student</td>
<td>$ 20,229</td>
</tr>
<tr>
<td>Median of Highest Salary for Teachers</td>
<td>$ 55,507</td>
</tr>
<tr>
<td>Median Salary</td>
<td>$ 40,090</td>
</tr>
<tr>
<td>Mean Salary</td>
<td>$ 41,048</td>
</tr>
<tr>
<td>Lowest Salary</td>
<td>$ 30,000</td>
</tr>
<tr>
<td>Starting Salary</td>
<td>$ 29,875</td>
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</table>