TAKE AWAY MESSAGES

• We are doing well – thank YOU!
• Areas where we can improve
• Strategy to move to next level
• It must be a TEAM effort
Path forward starts with strong foundation…
AGENDA

• Present State (2017)
• Future State (2022)
• Path from Present → Future
CURRENT STATE - GLOBAL REACH

31,000+ STUDENTS

2 RESIDENTIAL CAMPUSES
135+ SATELLITE CAMPUSES
33 STATES
9 COUNTRIES

Recruiting strength: diversity of locations and modality…
<table>
<thead>
<tr>
<th>Preferred Supplier Universities</th>
<th>Universities that Young Professionals Indicate Most Influence Careers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Penn State</td>
<td>Cal Poly / Georgia Tech</td>
</tr>
<tr>
<td>EMBRY-RIDDLE</td>
<td>EMBRY-RIDDLE</td>
</tr>
<tr>
<td>Purdue</td>
<td>University of Michigan</td>
</tr>
<tr>
<td>Cal Poly / MIT / University of Maryland</td>
<td>Penn State</td>
</tr>
<tr>
<td>Georgia Tech</td>
<td></td>
</tr>
</tbody>
</table>
CURRENT STATE – STUDENT’S ROI

OVER 97%
Graduates are employed or are continuing education

+$17,000
Higher starting salary

15%
Higher median starting salary

95%
Higher return-on-investment

Recruiting differentiator…
CURRENT STATE - INFRASTRUCTURE

- Prescott
  - STEM Building
  - Residence Hall
- Daytona Beach
  - Student Union
  - Residence Hall
  - Research Hangar and Wind Tunnel
- Little deferred maintenance

Significant investment by Board over past 5 years...
CURRENT STATE - ENROLLMENT TRENDS

Quality applicants, strong interest in STEM majors…
CURRENT STATE – STRONG FOUNDATION

- Financially VERY strong → bond rating upgrade
- Differentiated strength across campuses
- Supportive and engaged Board of Trustees
- Positive attitude
- Strong reputation in aero-business
- Large, successful alumni base
- Community and military partnerships
- High student demand
- Economic development on upswing

Well-positioned to move to next level…
AGENDA

• Present State (2017)
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ERAU Alumni are….
• Successful
• Thankful and proud
• Industry leaders and ERAU advocates

However, only 6/10 graduate

Gallup – Purdue “Big 6”
FUTURE STATE – ACADEMIC LEADERSHIP

“ERAU is the unquestioned higher education leader in aerospace education and select areas of research.”

PBB
FUTURE STATE – RESEARCH

• Strong opportunities in applied, aero-focused research
  • DOD
  • Industry

• Current pockets of excellence

• Low external funding

FUTURE STATE... Recognized research leadership in limited, strategic areas where we have a competitive advantage (UAS, Safety Science, Space Atmospheric Science.....)
FUTURE STATE – PHILANTHROPY

• Very low relative to peers
• Search for SVP
• Significant potential
  • large alumni base, engaged industry partners
  • compelling stories, affluent constituency
• Student experience has long-term impact on giving

FUTURE STATE... Development activity aligned with campus strategic goals (Student, Programs, Faculty, Facilities) at $25M/year
FUTURE STATE – CAMPUS COMMUNITIES

• Limited campus (social) activities after Y1
• Students “commute” from off-campus

FUTURE STATE... Attract more students to live on campus in an environment that encourages vibrancy and 24/7 interaction.
AGENDA

• Present State (2017)
• Future State (2022)
• Path from Present → Future
PATH - KEY STRATEGIC THEMES

- Research & Economic Development
- Philanthropy
- Student Experience & Success
- Global Strategy
- Corporate Engagement
- Enrollment Management

SIT process - developing strategies and metrics for 5-year plan...
PATH – ACTION ITEMS for Year 1

Research & Economic Development

• Embry-Riddle Presidential Fellows faculty hiring initiative
• Multi-investigator grant assistance

Corporate Engagement

• Enhance Professional and Continuing Education efforts

Enrollment Management

• First Time in College (Worldwide)
PATH – ACTION ITEMS for Year 1

Student Success & Experience:

• Implement new student learning and retention software programs
• Launch Student Leadership Initiative
• Leverage our competitive advantage by better integrating campuses
• Mentoring, mentoring, mentoring

• Strive to be someone our students remember 10 years from now!!!
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THANK YOU