

## ECLI DATA SHEET

<b>IMPACT DATA</b>	<b>Fall 2014</b>	<b>Spring 2015</b>	<b>Summer 2015</b>	<b>TOTAL</b>
<i>Number of total college credits earned by students since start of current program year (July 1)</i>	162	102	78	<b>342</b>
<i>Number of students who earned CDA</i>	11	0	0	<b>11</b>
<i>Number of students newly employed/re-employed in child care field</i>	1	0	0	<b>1</b>
<i>Number of students whose income increased since entering the program</i>	1	0	0	<b>1</b>

<b>UTILIZATION</b>	<b>Fall 2014</b>	<b>Spring 2015</b>	<b>Summer 2015</b>	<b>TOTAL</b>
<i>Number of completed admission applications received</i>	40	42	24	<b>106</b>
<b><i>Number of students enrolled in program</i></b>	39	40	23	<b>102</b>
<i>Number of partner child care center providers</i>	7	7	7	<b>21</b>

<b>COHORT PROFILE</b>	<b>Fall 2014</b>	<b>Spring 2015</b>	<b>Summer 2015</b>	<b>TOTAL</b>
<i>Number of students with a HS diploma and no college</i>	3	3	18	<b>24</b>
<i>Number of students earning at/below minimum wage</i>	9	8	7	<b>24</b>
<i>Number of students age 18 or older</i>	39	40	23	<b>102</b>
<i>Number of female students</i>	40	40	23	<b>103</b>
<i>Number of male students</i>	0	0	0	<b>0</b>
<i>Number of students with children at time of enrollment</i>	23	37	23	<b>83</b>
<i>Number of students who were residents of Alexandria at time of enrollment</i>	10	15	8	<b>33</b>
<i>Number of students with total household incomes at or below 200% of the federal poverty level</i>	25	15	12	<b>52</b>



Return on Investment By Current Enrollment				
	Period 1	Period 2	Period 3	Total:
<b>Net Increase in Individual Earnings</b>	\$ 185,000	\$ 200,000	\$ 115,000	\$ 500,000
<b>Net Increase in Individual Earnings over Lifetime</b>	\$ 7,400,000	\$ 8,000,000	\$ 4,600,000	\$ 20,000,000
<b>Economic Savings with Some College (decrease in unemployment rate):</b>				<b>\$ 13,000,000,000</b>

\*Assumption: By just participating in ECLI



<b>Return on Investment After Program Completion</b>				
	<b>Period 1</b>	<b>Period 2</b>	<b>Period 3</b>	<b>Total:</b>
<b>Net Reduction in Poverty</b>	\$ 213,120	\$ 230,400	\$ 132,480	<b>\$ 576,000</b>
<b>Net Increase in Individual Earnings</b>	\$ 75,480	\$ 81,600	\$ 46,920	<b>\$ 204,000</b>
<b>Net Social Savings</b>	\$ 1,298,700	\$ 1,404,000	\$ 807,300	<b>\$ 3,510,000</b>
<b>Return on Investment Over Lifetime</b>				
	<b>Period 1</b>	<b>Period 2</b>	<b>Period 3</b>	<b>Total:</b>
<b>Net Reduction in Poverty</b>	\$ 8,524,800	\$ 9,216,000	\$ 5,299,200	<b>\$ 23,040,000</b>
<b>Net Increase in Individual Earnings</b>	\$ 3,019,200	\$ 3,264,000	\$ 1,876,800	<b>\$ 8,160,000</b>
<b>Net Social Savings</b>	\$ 51,948,000	\$ 56,160,000	\$ 32,292,000	<b>\$ 140,400,000</b>

\*Assumption: Student receives at least Associate's Degree



### SOCIAL IMPACT STATEMENT

The goal of the Early Childhood Learning Institute (ECLI) is to assist low-income parents of young children break the cycle of generational poverty by increased earnings power through attainment of an AA degree.

	Fall Semester	Winter Semester	Spring Semester
<b>Number of Students currently Enrolled In the ECLI</b>	37	40	23

POTENTIAL REDUCTION IN POVERTY AMONG ECLI STUDENTS		
	Annual Earnings	Lifetime Earnings
A student with no college average annual salary*	\$ 29,960	\$ 1,198,400
Expected earnings for student with AA Degree is about 1.25 more than only having a HS degree*	\$ 35,720	\$ 1,428,800
<b>By earning a AA degree through the ECLI, students could reduce their level of poverty by...</b>	<b>\$ 5,760</b>	<b>\$ 230,400</b>
Aggregate reduction in poverty for all students, as result of participation in the ECLI	\$ 213,120	\$ 8,524,800
<b>Potential Net Reduction in Poverty</b>	<b>\$</b>	<b>7,326,400</b>
<b>Potential Annual Reduction in Poverty over 40 years</b>	<b>\$</b>	<b>183,160</b>

POTENTIAL INCREASE IN INDIVIDUAL EARNING POWER		
Mean Annual Salary of childcare workers in VA**	\$ 21,490	\$ 859,600
Mean Annual Salary of childcare workers in VA with an AA Degree	\$ 32,000	\$ 1,280,000
<b>By earning an AA degree through the ECLI, students could increase their individual earnings power by...</b>	<b>\$ 10,510</b>	<b>\$ 420,400</b>
Increase in earnings with only HS Diploma	\$ 2,040	\$ 81,600
Aggregate Increase in earnings for all students, as result of participation in program	\$ 75,480	\$ 3,019,200
<b>Potential Net Increase in Individual Earnings</b>	<b>\$</b>	<b>1,820,800</b>
<b>Potential Annual Increase in Individual Earnings over 40 years</b>	<b>\$</b>	<b>45,520</b>

POTENTIAL SOCIAL SAVINGS		
Annual Social Savings Thru Crime/Educational Attainment (Factor \$1,170)***	\$ 35,100	\$ 2,106,000
<b>By students earning an AA degree, society could expect aggregate net social savings from ECLI students of...</b>	<b>\$ 1,298,700</b>	<b>\$ 51,948,000</b>
<b>Net Social Savings</b>	<b>\$</b>	<b>50,997,000</b>
<b>Annual Social Savings over 40 years</b>	<b>\$</b>	<b>1,274,925</b>

POTENTIAL INCREASE IN OVERALL EARNINGS POWER		
Level of education	Median salary	Lifetime Earnings
Average Annual Salary with some College****	\$ 40,400	\$ 1,616,000
Average Annual Salary with HS Diploma and No College	\$ 35,400	\$ 1,416,000
Annual Increase in Earnings with some College vs No College	\$ 5,000	\$ 200,000
<b>Net Increase in Individual Earnings with Some College</b>	<b>\$</b>	<b>7,400,000</b>
<b>Annual Increase in Earnings over 40 years</b>	<b>\$</b>	<b>185,000</b>

Comparative Social Savings*****		
Cost of Unemployment in US	\$	520,000,000,000
Cost of Unemployment per US Citizen (32 Million)	\$	1,625
Unemployment Rate with No College		11%
Unemployment Rate with Some College		8%
Cost of Unemployment with No College	\$	54,600,000,000
Cost of Unemployment with Some College	\$	41,600,000,000
<b>Unemployment Savings with Some College</b>	<b>\$</b>	<b>13,000,000,000</b>

Notes:

\*NCES: [http://nces.ed.gov/programs/digest/d13/tables/dt13\\_502.30.asp](http://nces.ed.gov/programs/digest/d13/tables/dt13_502.30.asp)

\*\*Bureau of Labor Statistics: <http://www.bls.gov/oes/current/oes399011.htm>

\*\*\*National Bureau of Economic Research: <http://www.nber.org/reporter/spring05/moretti.html>

\*\*\*\*Based on 60 year life-span

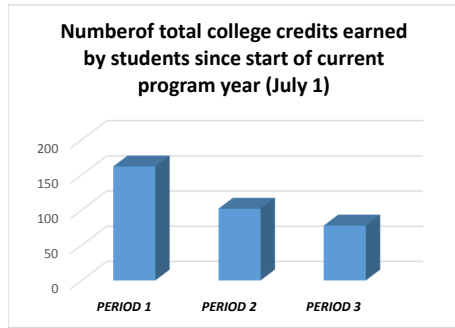
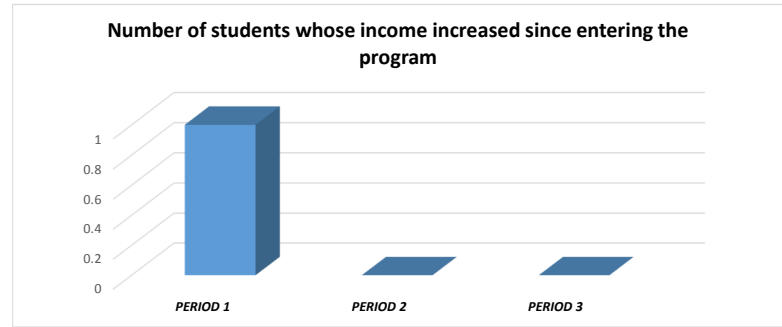
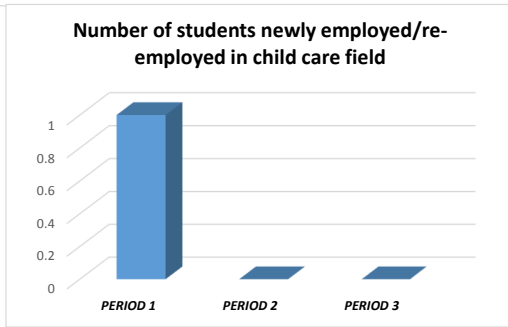
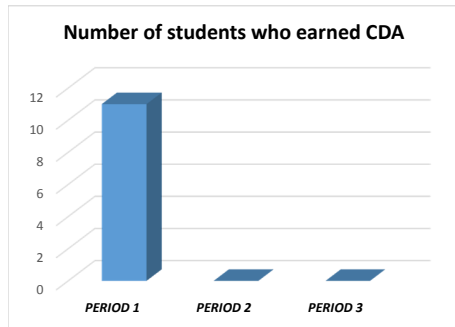
\*\*\*\*\*College Board: <http://trends.collegeboard.org/sites/default/files/education-pays-2013-full-report.pdf>

\*\*\*\*\*CNN: <http://money.cnn.com/2012/11/29/news/economy/unemployment-benefits-cost/>



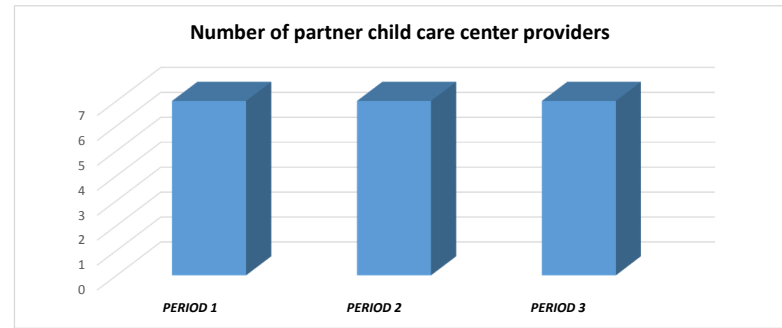
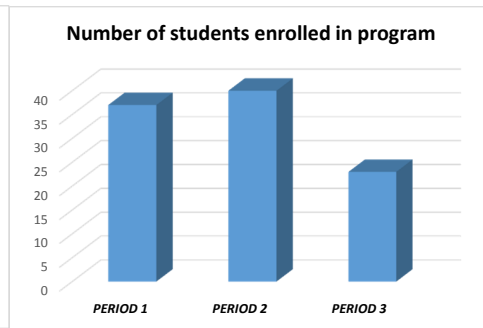
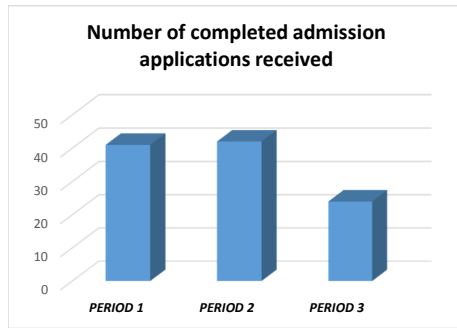
**Impact Data**

IMPACT	PERIOD 1	PERIOD 2	% Increase (Period 1-2)	PERIOD 3	% Increase (Period 2-3)
Number of total college credits earned by students since start of current program year (July 1)	162	102		78	
Number of students who earned CDA	11	0	-100%	0	0%
Number of students newly employed/re-employed in child care field	1	0	-100%	0	0%
Number of students whose income increased since entering the program	1	0	-100%	0	0%



**Utilization Data**

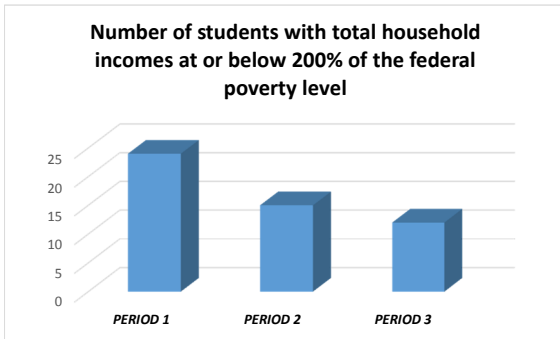
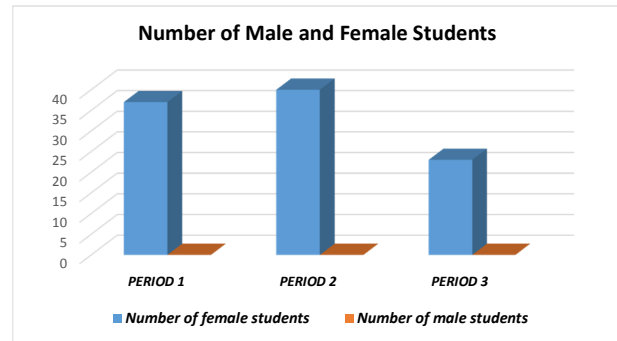
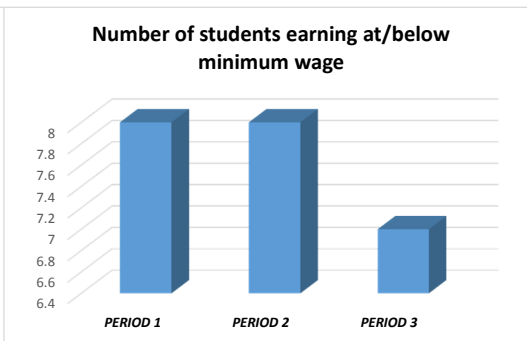
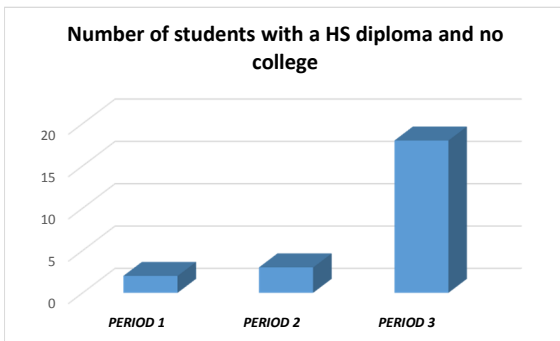
UTILIZATION	PERIOD 1	PERIOD 2	% Increase (Period 1-2)	PERIOD 3	% Increase (Period 2-3)
Number of completed admission applications received	41	42	2%	24	-43%
Number of students enrolled in program	37	40	8%	23	-43%
Number of partner child care center providers	7	7	0%	7	0%





**Cohort Profile Data**

COHORT PROFILE	PERIOD 1	PERIOD 2	Change (Period 1-2)	PERIOD 3	Change Period 2-3
Number of students with a HS diploma and no college	2	3	1	18	15
Number of students earning at/below minimum wage	8	8	0	7	-1
Number of students age 18 or older	37	40	3	23	-17
Number of female students	37	40	3	23	-17
Number of male students	0	0	0	0	0
Number of students with children at time of enrollment	23	37	14	23	-14
Number of students who were residents of Alexandria at time of enrollment	10	15	5	8	-7
Number of students with total household incomes at or below 200% of the federal poverty level	24	15	-9	12	-3





**Period 1: 2014 Fall Semester**

Demographic Analysis		
	#	% of Total
Total Applications Received	40	100%
Total Enrollment	39	100%
HS Diploma	39	100%
No College	3	8%
No College Degree	29	74%
No Related Training	31	79%
Average Annual Salary	40	\$ 21,227
Equal/About \$25,000	9	23%
Below \$25,000	28	72%
Household Income below 200% of Federal Poverty	25	64%
Females	40	103%
Males	0	0%
Age	40	103%
Children	23	59%
Non-Racial Minority (Whites)	3	8%
Racial Minorities:	37	95%
Blacks	17	44%
Hispanics	16	41%
Asians	1	3%
Mixed/Others	3	8%

Job Position Analysis		
	#	% of Total
Managers (M)	1	3%
Teachers (T)	12	31%
Assistant Teachers (A)	17	44%
Non-ECE (O)	4	10%

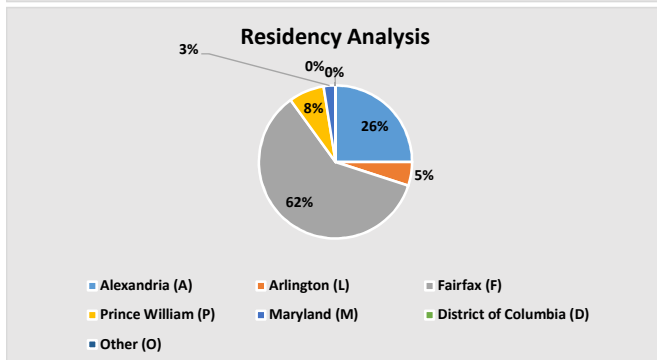
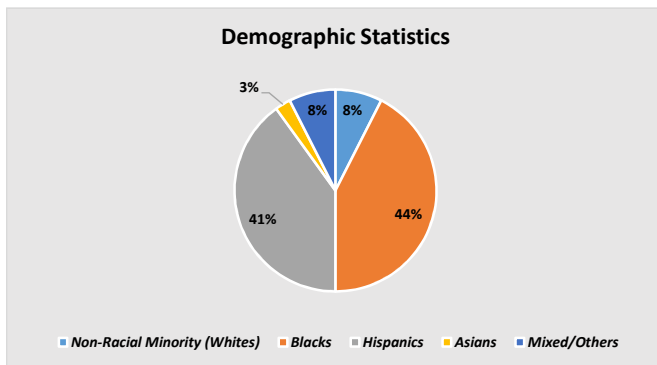
Residency Analysis		
	#	% of Total
Alexandria (A)	10	26%
Arlington (L)	2	5%
Fairfax (F)	24	62%
Prince William (P)	3	8%
Maryland (M)	1	3%
District of Columbia (D)	0	0%
Other (O)	0	0%

Wage Earner Type Analysis		
	#	% of Total
Full-time	14	36%
Hourly/Part-time/Seasonal	21	54%
Unemployed	5	13%
At or below minimum wage	9	23%

Program Impact Data		
	#	% of Total
Earned CDA	11	28%
Earned Career Studies Certificate	3	8%

Notes:

\*Convert hourly wage to annual salary by multiplying hourly wage x 40x 52





**Period 2: 2015 Spring Semester**

Demographic Analysis		
	#	% of Total
Total Applications Received	42	100%
Total Enrollment	40	100%
HS Diploma	40	100%
No College	3	8%
No College Degree	17	43%
No Related Training	7	18%
Average Annual Salary	42	\$ 9,380
Equal/About \$25,000	3	8%
Below \$25,000	15	38%
Household Income below 200% of Federal Poverty	15	38%
Females	40	100%
Males	0	0%
Age	40	100%
Children	37	93%
Non-Racial Minority (Whites)	0	0%
Racial Minorities:	40	100%
Blacks	12	30%
Hispanics	18	45%
Asians	1	3%
Mixed/Others	9	23%

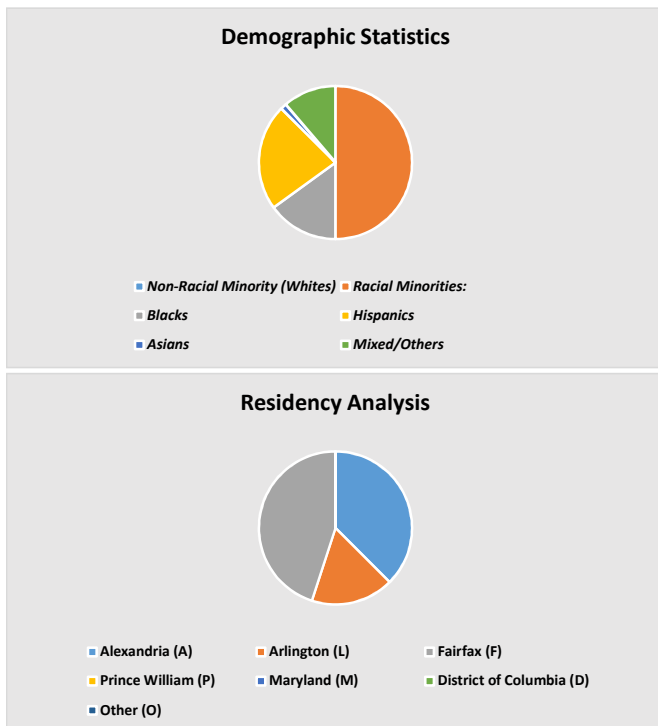
Job Position Analysis		
	#	% of Total
Managers (M)	0	0%
Teachers (T)	7	18%
Assistant Teachers (A)	5	13%
Non-ECE (O)	28	70%

Residency Analysis		
	#	% of Total
Alexandria (A)	15	38%
Arlington (L)	7	18%
Fairfax (F)	18	45%
Prince William (P)	0	0%
Maryland (M)	0	0%
District of Columbia (D)	0	0%
Other (O)	0	0%

Wage Earner Type Analysis		
	#	% of Total
Full-time	7	18%
Hourly/Part-time/Seasonal	14	35%
Unemployed	11	28%
At or below minimum wage	8	20%

Program Impact Data		
Earned CDA	0	0%
Earned Career Studies Certificate	10	25%

Notes:  
 \*Convert hourly wage to annual salary by multiplying hourly wage x 40x 52



## Period 2: 2015 Summer Ser

Demographic Analysis		
	#	% of Total
Total Applications Received	24	100%
Total Enrollment	23	100%
HS Diploma	18	78%
No College	18	78%
No College Degree	18	78%
No Related Training	10	43%
Average Annual Salary		\$ 23,321.00
Equal/About \$25,000	3	13%
Below \$25,000	12	52%
Household Income below 200% of Federal Poverty	12	52%
Females	23	100%
Males	0	0%
Age	23	100%
Children	23	100%
Non-Racial Minority (Whites)	0	0%
Racial Minorities:	23	100%
<i>Blacks</i>	8	35%
<i>Hispanics</i>	11	48%
<i>Asians</i>	1	4%
<i>Mixed/Others</i>	3	13%

Wage Earner Type Analysis		
	#	% of Total
Full-time	6	26%
Hourly/Part-time/Seasonal	4	17%
Unemployed	6	26%
At or below minimum wage	7	30%

Program Impact Data		
Earned CDA	2	9%
Earned Career Studies Certificate	0	0%

Notes:

\*Convert hourly wage to annual salary by multiplying hourly wage x 40x 52

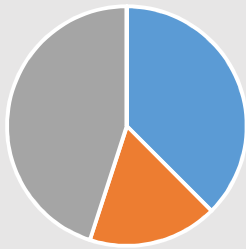
**Demographic Statistics**





- *Non-Racial Minority (Whites)*
- *Racial Minorities:*
- *Blacks*
- *Hispanics*
- *Asians*
- *Mixed/Others*

### Residency Analysis



- *Alexandria (A)*
- *Arlington (L)*
- *Fairfax (F)*
- *Prince William (P)*
- *Maryland (M)*
- *District of Columbia (D)*
- *Other (O)*

**nester**

<b>Job Position Analysis</b>		
	#	% of Total
Managers (M)	0	0%
Teachers (T)	4	17%
Assistant Teachers (A)	1	4%
Non-ECE (O)	18	78%

<b>Residency Analysis</b>		
	#	% of Total
Alexandria (A)	8	35%
Arlington (L)	3	13%
Fairfax (F)	12	52%
Prince William (P)	0	0%
Maryland (M)	0	0%
District of Columbia (D)	0	0%
Other (O)	0	0%

## Period 5: 2015 Fall Semester

### Demographic Analysis

	#	% of Total
Total Applications Received	37	100%
Total Enrollment	33	100%
HS Diploma	8	24%
No College	25	76%
No College Degree	25	76%
No Related Training	7	21%
Average Annual Salary		
Equal/About \$25,000	3	9%
Below \$25,000	16	48%
Household Income below 200% of Federal Poverty		0%
Females	33	100%
Males	0	0%
Age		0%
Children	17	52%
Non-Racial Minority (Whites)	4	12%
Racial Minorities:		0%
<i>Blacks</i>	13	39%
<i>Hispanics</i>	15	45%
<i>Asians</i>	1	3%
<i>Mixed/Others</i>	0	0%

### Job Position Analysis

Managers (M)
Teachers (T)
Assistant Teachers (A)
Non-ECE (O)

### Residency Analysis

Alexandria (A)
Arlington (L)
Fairfax (F)
Prince William (P)
Maryland (M)
District of Columbia (D)
Other (O)

### Wage Earner Type Analysis

	#	% of Total
Full-time	18	55%
Hourly/Part-time/Seasonal	8	24%
Unemployed	7	21%
At or below minimum wage	8	24%

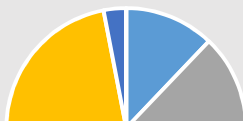
### Program Impact Data

Earned CDA	0	0%
Earned Career Studies Certificate	2	6%

Notes:

\*Convert hourly wage to annual salary by multiplying hourly wage x 40x 52

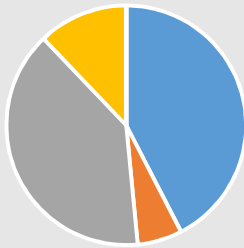
### Demographic Statistics





- **Non-Racial Minority (Whites)** ■ **Racial Minorities:**
- **Blacks** ■ **Hispanics**
- **Asians** ■ **Mixed/Others**

## Residency Analysis



- **Alexandria (A)** ■ **Arlington (L)** ■ **Fairfax (F)**
- **Prince William (P)** ■ **Maryland (M)** ■ **District of Columbia (D)**
- **Other (O)**



Analysis	
#	% of Total
2	6%
8	24%
7	21%
6	18%

Analysis	
#	% of Total
14	42%
2	6%
13	39%
4	12%
0	0%
0	0%
0	0%