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Dear Parents and Guardians:

An older Sister of Mercy I knew a couple of decades ago had a witticism she would reliably trot out every time she had to describe the talents of a particular colleague, one who was skilled at delivering a message likely to be received poorly with grace and aplomb. "He could tell you to go to hell and make you look forward to the journey," she would quip admiringly.

Though I realize my ultimate reason for being here is to help each member of the community get to heaven, I hope for a similar "packaging" skill each winter when writing the annual letter regarding our tuition increase. I understand that while families appreciate how, absent some general crisis or one particular to an institution, tuition only moves in one direction, they still don't look forward to potentially committing more of their annual income to this project, however gratifying the results of the education continue to be.

So it is that we in the administration of La Salle, working in collaboration with the Board of Trustees (55% of its lay members being past parents themselves), take great care each year to set a tuition each year that will allow La Salle to maintain academic and extracurricular excellence, attract and retain first-rate faculty, and continue to grow. After considerable analysis, we have determined we can meet this goal next year with a tuition of \$24,550, a 2.93% increase, a dollar and percentage increase lower than the previous year's and clearly in line with our goal of keeping increases under 4%. David Program tuition will be \$9,960; a statement of other fees and our policies regarding tuition payments are on the reverse of this letter.

In preparing for an annual tuition increase, I like to scrutinize data of different types, whether from peer schools along the East Coast or those provided by La Salle's own history. This year, I looked at how tuition at La Salle has evolved over the past five decades. The numbers tell an interesting story:

Opening Year	Tuition	Closing Year	Tuition	Dollar Increase	Percentage Increase
1970/71	\$850	1980/81	\$1,850	\$1,000	117%
1980/81	\$1,850	1990/91	\$4,710	\$2,860	155%
1990/91	\$4,710	2000/01	\$8,590	\$3,880	82.4%
2000/01	\$8,590	2010/11	\$17,200	\$8,610	100%
2010/11	\$17,200	2020/21	\$24,550	\$7,350	42.7%

To me they suggest that the past decade has been one in which La Salle has worked hard to contain increases and fund improvements from alternative streams of revenue. The growth of our endowments and the opportunities EITC/OSTC funding presents are key factors in allowing La Salle to increase tuition by the third-lowest percentage in the past half century while increasing financial aid at a considerably greater rate.

Thanks for the commitment and sacrifice you as parents (and grandparents in many cases) demonstrate in continuing to choose a La Salle education for your sons. As I began this letter, my eye caught sight of the picture of my latest Kairos retreat group on my desk. It reminds us that the benefits of a La Salle education that cannot be quantified are often more impressive than those you can drop into a spreadsheet.

Fraternally,

Brother James Butler, FSC
President

Office of the President