

DARIN RAY WOHLGEMUTH

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EDUCATION

Doctor of Philosophy in Economics (minor: Statistics), December 1997. Iowa State University. Ames, Iowa
Fields: Labor Economics, Public Economics
Areas of Interest: Economics of Education, Econometrics, Regional Economics
Major Professor: Dr. Peter Orazem
Dissertation Title: *Individual and Aggregate Demand for Higher Education: The Role of Strategic Scholarships*

Master of Science in Economics, December 1993. Iowa State University. Ames, Iowa
Thesis Title: *Empirical Analysis of the Demand for Higher Education, 1966 - 1990*

Bachelor of Science in Secondary Math Education, January 1991. University of Kansas. Lawrence, Kansas

Associate of Arts in Liberal Arts, May 1988. Hesston College. Hesston, Kansas

EMPLOYMENT HISTORY

DIVISION OF FINANCE / OFFICE OF THE PRESIDENT, IOWA STATE UNIVERSITY

Assistant Vice President for University Budget & Planning, November 2015 – Current
Moved to the newly created Division of Finance as part of a university re-organization (July, 2016)

DIVISION OF STUDENT AFFAIRS, IOWA STATE UNIVERSITY

Director of Assessment & Enrollment Research, July 2014 – November 2015

OFFICE OF ADMISSIONS, IOWA STATE UNIVERSITY

Interim Director, July 2012 – July 2014

OFFICE OF THE EXECUTIVE VICE-PRESIDENT AND PROVOST, IOWA STATE UNIVERSITY

Director of Budget Research and Analysis, July 2006 – July 2012
Note: I had a split appointment: 50% with the RMM Budget and 50% with Enrollment Research

ENROLLMENT SERVICES, IOWA STATE UNIVERSITY

Director of Research for Enrollment, August 1999 – July 2012
Director of Enrollment Research Team, July 2006 - current

DEPARTMENT OF ECONOMICS, IOWA STATE UNIVERSITY

Graduate Faculty Standing, 2002 - current
Lecturer, August 2003 - current
Adjunct Assistant Professor, July, 2000 – August 2003
Temporary Assistant Professor, August, 1998 – July, 2000
Post-Doctoral Visiting Scientist, (with Dr. John Miranowski) October 1997 – August 1998
Instructor, Graduate Teaching Assistant, and Graduate Research Assistant, August 1991 – August 1997
Positions held while completing graduate degrees

HIGHER EDUCATION ENROLLMENT CONSULTING FIRM

Consultant, October 1997 – October 1998

EXPERIENCE

DIVISION OF FINANCE/OFFICE OF THE PRESIDENT

- Manage and coordinate the budget and capital planning processes at a university level.
- Conduct analysis to support decision making and resource allocation across university level budgets.

OFFICE OF ADMISSIONS

- Serve as Interim Director of Admissions leading a staff of more than 60 FTE, including 9 staff direct report.
- Manage and allocate \$6 million annual budget.
- Oversee all areas within Admissions: Freshmen, Transfer, and International Recruitment, Processing, Budget & Human Resources, Campus Visits, Marketing & Communications, Admissions Systems, Admissions Research, and New Student Programs (Destination Iowa State and Orientation).

UNIVERSITY BUDGET MODEL DEVELOPMENT AND ANALYSIS

- Develop and revise the spreadsheets that are used as Iowa State University's Resource Management Model.
- Establish programs and datasets to distribute tuition revenue to the colleges, project tuition revenue for each college and for level of student (Undergraduate, Professional, and Graduate).
- Develop datasets and the empirical models needed to simulate the conceptual framework developed by the Budget Model Development Committee (BMDC). As a BMDC committee member, participate in developing the conceptual framework of a responsibility centered management approach to budgeting at Iowa State University.
- Provide support to the Budget Model Review and Implementation Committee (BMIRC) by running simulations on the requests, recommendations, and decisions made by the university wide committee.
- Develop and refine empirical tools and programs that allocate revenues and expenses to colleges. Develop data and identify systems necessary for the University and Colleges to implement and measure the effectiveness of the Resource Management Model budgeting approach.
- Co-facilitated the data warehouse work group which works with data stewards across campus and Information Technology Services to develop campus wide data related to budget and other critical information. Facilitate the Student Service Work group for the BMRIC, which is responsible for developing allocation methods for all services within the Division of Student Affairs.

ENROLLMENT MANAGEMENT

- Member of the Director of the Enrollment Research Team (ERT), with members from Admissions, Registrar, and Student Financial Aid. This group develops enrollment projections and financial aid projections under the RMM framework. The ERT has primary responsibility for analysis of strategic recruitment awards, enrollment forecasts, and enrollment management research. ERT conducts research and statistical analysis of all aspects of strategic recruitment, from effectiveness of recruiting programs, retention efforts and optimal financial aid strategy.
- Member of the 4 person Enrollment Leaders Group along with the Assistant Vice President for Enrollment/Registrar, Director of Admissions and Enrollment Services, and Director of Student Financial Aid. These individuals coordinate Undergraduate Enrollment Management at Iowa State University.

ENROLLMENT SERVICES EXPERIENCE

- Analysis of first term Grade Point Average: Develop a statistical model relating first term GPA based on individual characteristics available at the admissions offer stage. Track effectiveness of intervention programs with "at risk" students identified in the above statistical models. Report findings to the campus community. Provide overview of the distribution of GPA by sub-groups of interest.
- Disseminate and facilitate the implementation of predictive models of recruitment, enrollment and retention calculated internally as well as data provided by outside vendors to admissions counselors and administration officials. Specifically, products such as predictive modeling and geo-demographic analysis.
- Associate Director of ESSAy (Enrollment Services Survey and Assessment team) – Develop, coordinate, and disseminate surveys and program evaluations that are of interest to Enrollment Services.
- Admitted Student Questionnaire, 2003, 2004. Conducted an evaluation of students admitted to Iowa State University to gain insights and feedback on the recruitment process.

- Chair and member of the Vice President of Student Affairs Assessment Team. Strengthen and continue to foster a climate that stresses the importance of research and assessment within the Division of Student Affairs. Participate in committee research projects and assist other VPSA offices in conducting assessment projects.

RESEARCH EXPERIENCE

- Acquire, organize and analyze data; write econometric programs (predictive models, statistical analysis, etc) based on theoretical models.

Economics of Higher Education:

- Projects at Iowa State University include:
 - Introductory Social Science Course: Effect of Timing, Calculus, and Academic Ability. Examines grades in large lecture format introductory Social Science courses. Presented at the Midwest Economics Assoc., March 2009.
 - Digital Divide in Higher Education: Examine the use of electronic communication and information in the college search and selection process along socio-economic, demographic lines.
 - Iowa State University Enrollment: Develop theoretical and empirical models of individual and aggregate enrollment demand. Determine price elasticities, strategic recruitment initiatives, probability of enrolling, and estimates of willingness to pay for higher education.
 - Colombian Secondary Education Voucher Program (with the World Bank): develop an empirical model of program participation at the municipal level.
- Project at a Higher Education Enrollment Consulting Firm:
 - Design an econometric model to determine the price responsiveness of aggregate enrollment. Determine the enrollment and revenue implications of proposed tuition changes.

Other Areas of Economics:

- Midwest Sectoral Growth: Develop a model to determine causal factors of employment growth or contractions taking place in the Iowa and other heartland economies.

TEACHING EXPERIENCE

- Undergraduate Courses: Principles of Microeconomics, Intermediate Microeconomics, Labor Economics
- Graduate Courses: Managerial Economics (Iowa State MBA Core Course)
- Graduate Committee Member: 8 Masters Students, 2 Doctoral Student

COMPUTER EXPERIENCE

- **Econometric & Statistics Programs:** STATA, SAS, (Mainframe, Unix, and P.C. experience)
- **Data Warehouse & Reporting Tools:** Cognos
- **General Software:** Microsoft Word, Excel, Access, and PowerPoint
- **Languages:** SQL, Able to read and extract data in COBOL format

BOOK CHAPTERS

Wohlgemuth. "Campus-Based SEM Research". Chapter in Hossler, Don & Bontrager, Bob. Handbook of Strategic Enrollment Management. AACRAO & Jossey-Bass. San Fransico, CA. 2015.

Wohlgemuth, Compton, Gansemer-Topf. "Metrics" Chapter in Bontrager, Bob, Ingersoll, Doris & Ingersoll Ronald. Strategic Enrollment Management: Transforming Higher Education. AACRAO. Washington D.C. 2012.

Saunders & Wohlgemuth. "Using Existing Datasets." Chapter in Schuh, John H. Assessment Methods for Student Affairs, Jossey-Bass, John Wiley & Sons. San Francisco, CA. 2009.

Gansemer-Topf & Wohlgemuth. "Selecting, Sampling, and Soliciting Subjects." Chapter in Schuh, John H. Assessment Methods for Student Affairs, Jossey-Bass, John Wiley & Sons. San Francisco, CA. 2009.

PAPERS AND PRESENTATIONS

- Gansemer-Topf, Compton, Wohlgemuth, Forbes, Ralston. "Modeling Success: Using Pre-enrollment Data to Identify At-Risk Students." Strategic Enrollment Management Quarterly. Vol. 3 No 2, p 109-131. July, 2015.
[doi:10.1002/sem3.20064](https://doi.org/10.1002/sem3.20064).
- Andruska, Hogarth, Fletcher, Forbes & Wohlgemuth. "Do You Know What You Owe? Students' Understanding of Their Student Loans." Journal of Student Financial Aid. Vol. 44. Issue 2. Article 3. Nov. 2014.
- Forbes, Kaleita, Compton, Ralston, Wohlgemuth, & Raman. "Beating Projections: Understanding Attributes & Behaviors of Students Who Outperformed the At-Risk GPA Model." American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. Los Angeles, CA. October, 2014.
- Raman, Kaleita, Compton, Ralston, Forbes, Wohlgemuth, Kollasch. "Beating the Projection: Understanding Attributes and Behaviors of Students Who Outperformed the At-Risk GPA Model." Student Success Summit, Iowa State University. Ames, IA. April 2014.
- Wohlgemuth. "Estimating the Market Demand and Elasticity for Enrollment at an Institution. Strategic Enrollment Management Quarterly. Vol. 1 No 1, p 67-74. April, 2013. [doi:10.1002/sem3.20007](https://doi.org/10.1002/sem3.20007) .
- Wohlgemuth. "The Role of Admissions and Registrars Data in Major Institutional Changes". Wisconsin Association of Collegiate Registrars and Admissions Officers. Madison, WI. November 2013.
- Compton, Forbes, Ralston & Wohlgemuth. "Dissecting the End: Factors that Explain Differences in the Time to Degree and Debt at Graduation." American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. Chicago, IL, November 2013.
- Ralston, Wohlgemuth, Herzmann & Hagruth. "Cloudy with a Chance of Enrollment: The Effects of Weather on Student Enrollment Behavior" American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. Chicago, IL, November 2013.
- Wohlgemuth & Jones. "Does RCM Spell SOS for SEM?" American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. San Francisco, CA, April 2013.
- Biedenbach & Wohlgemuth. "Integrated Planning in a Decentralized Organization." National Association of College and University Business Officers. Washington, D.C. July 2012.
- Wohlgemuth & Compton. "Metrics for Student Success & Institutional Progress." American Association of Collegiate Registrar's and Admissions Officers, Annual Meeting. Philadelphia, PA. April 2012.
- Wohlgemuth, Compton, & Forbes. "Projections When Projections Matter Most." American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. San Diego, CA, November 2011.
- Wohlgemuth, Compton & Sullivan. "Dashboards without a Business Intelligence (BI) Tool." American Association of Collegiate Registrar's and Admissions Officers, Annual Meeting. Seattle, WA. March 2011.
- Wohlgemuth, Gansemer-Topf, Compton, & Forbes. "Projections When Projections Matter Most." American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. San Diego, CA, November 2010.
- Wohlgemuth. "The Value of Our Information in Enrollment Driven Budgets". American Association of Collegiate Registrar's and Admissions Officers, Annual Meeting. New Orleans, LA. April 2010.
- Wohlgemuth. "Is the Price Right? Explaining the Elasticity Game." American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference. Dallas, TX, November 2009.

- Jones & Wohlgemuth. "Retention Programs: Using Multiple Keys to Unlock Student Success." American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference, Dallas, TX. November 2009.
- Gansemer-Topf & Wohlgemuth. "Enrollment Services Recipe." Enrollment Planners Conference, ACT Inc. Chicago IL, July 2009.
- Wohlgemuth, Gansemer-Topf, Compton, Forbes, & Sullivan. "The Enrollment Research Team: An Example of Collaborative Strategic Enrollment Management Research". SEM Source. April 2009.
- Wohlgemuth, Kuchibohla, & Hallam. "Student Grades in Introductory Social Science Courses: The Importance of Timing, Academic Ability, and Calculus". Midwest Economics Association Annual Meeting, Cleveland, OH. March, 2009.
- Wohlgemuth, et. al. "Iron SEM: Collaboration as the Secret Ingredient in Creating Practical SEM Research" American Association of Collegiate Registrar's and Admissions Officers, Strategic Enrollment Management Conference, Anaheim, CA, November 2008.
- Song, Orazem & Wohlgemuth. "The Role of Mathematical Ability and Verbal Skills on the Returns to Graduate and Professional Education". Economics of Education Review. Vol 27, 6. P 664-675. December, 2008.
- Wohlgemuth, et. al. "Financial, Academic, and Environmental Influences on the Retention and Graduation of Students." Journal of College Student Retention. Vol. 8. no 2, January 2007.
- Wohlgemuth, Furbeck & Campbell. "Student Health Insurance Assessment". Enrollment Services Survey & Assessment Report 05-04. Unpublished Report. Enrollment Services, Iowa State University. August 2006.
- Furbeck & Wohlgemuth. "Making Friends and Influencing People on Your Campus: 50 Tips in 50 Minutes". ACT Enrollment Planners Conference, Chicago, IL. July, 2006
- Wohlgemuth, Furbeck & Campbell. "Awareness of Connection between Iowa State University and County Extension Offices". Enrollment Services Survey & Assessment Report 05-05. Unpublished Report. Enrollment Services, Iowa State University. May 2006.
- Wohlgemuth & Lee. "A Vision of Division: Looking into the College Search's Digital Divide." Proceedings of the American Marketing Association, Symposium for the Marketing of Higher Education. Vol. 16. Chicago, IL November 2005.
Presented at the 2005 Symposium for the Marketing of Higher Education. Chicago, IL November 2005.
- Wohlgemuth & Lee. "A Vision of Division: Looking into the College Search's Digital Divide." Presented at the Midwest Economics Association Annual Meeting, March, 2005. Milwaukee WI.
- Wohlgemuth, et. al. "Factors that Influence Retention and Graduation: How to Keep'Em & Complete'Em". Poster Session presented at the Iowa Education Research and Evaluation Association, December 2004.
- Furbeck, Wohlgemuth, Harding, & Bousquet. "A, B, CD, DVD: Marketing Higher Education to the Millennial Generation" Journal of Marketing for Higher Education. Vol. 13. Winter 2003.
- Wohlgemuth. "Do Your Courses Count? Factors that Influence Enrollment and Graduation". Presented at the Midwest Economics Association Annual Meeting, March, 2003. St Louis MO.
- Furbeck, Bousquet, Harding, & Wohlgemuth. "A, B, CD, DVD: Marketing Higher Education to the Millennial Generation" Proceedings of the American Marketing Associations, Symposium for the Marketing of Higher Education. November 2002. p 166-173.
Presented at the Symposium for the Marketing of Higher Education, November 2002. Chicago IL.

- Huang, Orazem, & Wohlgemuth. "Rural Population Growth, 1950 – 1990: The Roles of Human Capital, Industry Structure and Government Policy." American Journal of Agricultural Economics. Vol. 84, August 2002: 615-627.
- Orazem, Wohlgemuth, & Huang. "The Causes and Consequences of Rural Immigrant Population Growth." Presented at the American Agricultural Economics Assoc Annual Meeting, July 29, 2002, Long Beach CA.
- Wohlgemuth. "Can Predictive Modeling Work for You? Maybe." Proceedings of the American Marketing Associations, Symposium for the Marketing of Higher Education. November 2001. p 150 –156.
Presented at the 2001 Symposium for the Marketing of Higher Education, Nov 2001. Denver CO.
- Miranowski & Wohlgemuth. "Modern Economic Growth and the Fate of the Rural Region." Proceedings of the International Conference on Rural Development. Hungary. March 2000.
- King, Orazem, & Wohlgemuth. "Central Mandates and Local Incentives: The Colombia Education Voucher Program." The World Bank Economic Review. Vol 13, no 3. September 1999.
- Wohlgemuth, Thuner, et al. "The Pork Industry: Environmental Regulations and Competitiveness." Economic Report Series #47, Department of Economics, Iowa State University. September 1998.
- Wohlgemuth & Kilkenny. "Firm Relocation Threats and Copy Cat Costs." International Regional Science Review. Vol. 21, no. 2. 1998.
Presented at the Regional Science Association International Annual Meeting, November 1995, Cincinnati, OH
Presented at the American Agricultural Economics Association Annual Meeting, July 1996, San Antonio, TX.
- Wohlgemuth. "Explanations for Rising First-Time Student Enrollments, 1973 - 1994: Extracting National Influences from Local Demand." Presented at the Midwest Economics Assoc. Annual Meeting, March 1998, Chicago, IL.

UNIVERSITY SERVICE

- AACRAO Strategic Enrollment Management Quarterly (Editorial Board Member, 2013-2015)
Student Experience Enhancement Council, (Committee co-chair & member, 2012-2014)
Budget Model Implementation and Review Committee, (Ex-officio member & work group co-chair, 2007-2008)
Budget Model Development Committee, (member, 2005 - 2006)
Data Warehouse Budget Model Workgroup (Co-facilitator, 2006)
Data Warehouse Project Planning Committee (2005 – 2008)
Faculty/Staff Advisor for The Salt Company, ISU Student Organization, (1999 – 2008)
Vice President for Student Affairs Assessment Team (Chair, 2003-Summer 2006, Fall 2009-current. member 1999 – current)
Undergraduate Recruiting Coordinating Council (member 2003 – 2008)
Ad Hoc Undergraduate Committee, Department of Economics (member, 2002, 2003)
Undergraduate Recruiting Committee, Department of Economics (member, 2002, 2003)
Vice President of Student Affairs, Tuition Task Force (member, 2002)

HONORS AND ACTIVITIES

- School Board of Ballard School District, Huxley, IA (Board Member, 2015 - Current)
Ballard Education Foundation, Huxley, IA (Board Member, 2015 – Current)
Ballard Fine Arts/Music Boosters, Huxley, IA (Member, 2015 - Current)
Perinatal Bereavement Board, Mercy Hospital, Des Moines, IA (Board Member)
Central Iowa Perinatal Hospice, Mercy Hospital Des Moines, IA (Board Member & Volunteer)
American Association of Collegiate Registrar's and Admissions Officers -AACRAO (member)
Graduate Teaching Excellence Award, August 1996, Iowa State University
Economics Graduate Student Assoc. (EGSA), President 1994-5, Iowa State University
Graduate Student Senate, EGSA Senator, 1995-1997, Iowa State University
Golden Key Honor Society (member, University of Kansas)
(Updated: 10/24/2017)