

Committee on Health, Education, Labor, and Pensions

Tom Harkin, Chairman

EXHIBIT LIST

Hearing on

**Bridgepoint Education, Inc.: A Case Study in For-Profit
Education and Oversight**

March 10, 2011

Documents Related to Bridgepoint Education Structure and Organization

1. Bridgepoint Organizational Breakdown and Chart (BPI-HELP_00000001)
2. Ashford University, The Student Life Cycle and Departmental Roles (BPI-HELP_00003983)
3. Ashford University, Academic Catalog, 2010 – 2011 (available on Ashford University website)*
4. San Diego Union-Tribune, June 13, 2010, Interview with Bridgepoint CEO Andrew Clark
5. Clinton Franciscans Transfer Sponsorship of Franciscan University to Bridgepoint Education (from Clinton Franciscans website)
6. Bridgepoint Staffing by Department (HELP Analysis of BPI-HELP_00019858)
7. Breakdown of Bridgepoint Revenue 2009 (HELP Analysis of BPI-HELP_00000761)
8. Email, June 2010 re: “IPEDS Finance survey questions Ashford University” (BPI-HELP_00048267)

Documents Related to Accreditation

9. Table, Higher Learning Commission’s Visits to Ashford University from January 1, 2006 (BPI-HELP_00000971)
10. Request for Institutional Changes: Approval of Change of Ownership and Additional Online Educational Offerings, April 2005 (Provided by Higher Learning Commission)*
11. Ashford University Enrollment Projection Provided to Higher Learning Commission, April 2005 (Provided by Higher Learning Commission)

12. Ashford University Comprehensive Accreditation Self-Study, August 2006 (Provided by Higher Learning Commission)*
13. Ashford University Institutional Snapshot (Provided by Higher Learning Commission)
14. Letter from Higher Learning Commission, January 2010, re: Accreditation Team's Final Report and a Future Focus Visit (Provided by Higher Learning Commission)
15. Email, March 2006, re: Pulling Back Masters in Arts in Teaching Program (BPI-HELP_00052481)
16. Email, May 2009, re: "HLC Appendices Documents Needed" (BPI-HELP_00052738)
17. Email, April 2010, re: Mandated Focused Visit (BPI-HELP_00056687)
18. Email, April 2010, re: "4/19-4/20 HLC Meeting Notes (Pre Closing Mtg)" (BPI-HELP_00056837)
19. Email, May 2010, re: Higher Learning Commission's Review of Ashford University and University of the Rockies (BPI-HELP_00057004)
20. Email, June 2010, re: "HLC Visit: UoR Institutional Snapshot" (BPI-HELP_00050625)
21. Email, June 2010, re: "UoR Focused Visit Meetings to Prepare for HLC Focused Visit – June 21-22 2010" (BPI-HELP_00048282)
22. Email, June 2010, re: "Accreditation History_UoR" (BPI-HELP_00057787)
23. Email, June 2010, re: "UoR EOCS and change" (BPI-HELP_00060077)

Documents Related to Retention

24. Internal Company Analysis, Student Drops (BPI-HELP_0047530)
25. Email, October 2009, re: "Information" on Student Retention and Drops (BPI-HELP_00049035)

Documents Related to Default

26. Internal Default Prevention Strategy (BPI-HELP_00044433) (Excerpt)
27. General Revenue Corporation Cohort Default Management Solutions Report Provided to Bridgepoint, August 2010 (BPI-HELP_00049480)
28. Email, February 2010, re: "GRC 3-Year 'Trial' Solution" (BPI-HELP_00049365)
29. Email, December 2009, re: "CDR Comparison 2 yrs vs. 3 Yrs" (BPI-HELP_00048308)
30. Email, May 2010, re: "Defaults at 270" (BPI-HELP_00049224)

Documents Related to 90/10

31. Internal 90/10 Calculation as of December 31, 2009 (BPI-HELP_00046702)
32. 90/10 Presentation: "What Else Can You Do?" (BPI-HELP_00029900) (Excerpt)
33. Email, June 2010, re: Pell Grants (BPI-HELP_00047535)

Documents Related to Business Metrics & Goals

34. Business Overview Presentation, 2010 (BPI-HELP_00047435) (Excerpt)

35. Supporting Spreadsheet to Business Overview Presentation, 2010 (BPI-HELP_00047531) (Excerpt)
36. Bridgepoint Performance Analysis Presentation (BPI-HELP_00047644) (Excerpt)

Documents Related to Investor Relations

37. BMO Capital Markets: Equity Research Bridgepoint Education, May 2009 (EDMC_916_000225900)*
38. Transcript, Bridgepoint Education at Deutsche Bank Conference, February 2010 (BPI-HELP_00045389)
39. RBC Capital Markets: Initiating Coverage: Bridgepoint Education, June 2010 (BPI-HELP_00046153)*
40. William Blair Investment Conference Notes, June 2010 (BPI-HELP_00047074)
41. Email, September 2008, re: Bridgepoint's Board of Directors (BPI-HELP_00046461)
42. Email, January 2010, re: "BPI 2010 Key Issues Messaging" and Attached Messaging Memo (BPI-HELP_00046826)
43. Email, February 2010, re: "OPCO: Business Services – Business Services – Gainful Employment" (BPI-HELP_00046848)
44. Email, April 2010, re: Effect of Potential Regulations (BPI-HELP_00056847)

Documents Related to Recruiting

45. Enrollment Advisor Evaluation Factors, Appendix A Department of Education, Office of the Inspector General Audit Report (Provided by Office of the Inspector General)
46. Ashford University Enrollment Agreement, Revised July 2010 (BPI-HELP_00044343)
47. Enrollment Advisor Admissions/Corrective Action Process (BPI-HELP_00061021)
48. Sample Ashford University Discussion Memo for Underperforming Enrollment Advisor (BPI-HELP_00061793)
49. Email, May 2008, re: Discussion Memo for Underperforming Enrollment Advisor (BPI-HELP_00062747)
50. Email, December 2008, re: Written Warning for Enrollment Advisors (BPI-HELP_00063163)
51. Recruiting Document, "Overcoming Objections" (BPI-HELP_00005917)
52. Recruiting Document, Overcoming Objections: "common objections & tips on how to overcome them" (BPI-HELP_00005921)
53. Recruiting Document, "Creating Urgency" (BPI-HELP_00005972)
54. Recruiting Training Presentation, "Who are our students?" (BPI-HELP_00034374)
55. Enrollment Advisor Call Strategy, April 2009 (BPI-HELP_00032345) (Excerpt)
56. Military Students Tracking Table (BPI-HELP_00048264)
57. Employer Paid Tuition Programs Slide (BPI-HELP_00046914) (Excerpt)
58. Email, February 2009 re: Corporate Sponsored Applications Recruiting (BPI-HELP_00062017)

59. Email, January 2009, re: "11 corporate applications in for the day...last 2 days 20 application" (BPI-HELP_00063292)
60. Email, March 2009, re: "Change of Source for Corporate Referral" (BPI-HELP_00062110)
61. Email, September 2007, re: Daily Enrollment Goal (BPI-HELP_00060930)
62. Email, February 2008, re: Daily Enrollment Goal (BPI-HELP_00062707)
63. Email, August 2008, re: Barker's Cup Enrollment Competition (BPI-HELP_00061262)

Documents Related to Financial Aid

64. Financial Aid Presentation, "New Stipend Process for FA Students," October 2008 (BPI-HELP_00015181)
65. Financial Aid Training Sheet, "New Stipend Process for Financial Aid Students," October 2008(BPI-HELP_00016331)
66. Financial Aid Training Presentation for Financial Service Representatives, "Financial Aid Process," October 2008 (BPI-HELP_00013667)
67. Email, March 2007, re: Implementing 2006 Tuition Increase (BPI-HELP_00052476)
68. Email, March 2010 re: "New Tuition Cost Comparison" (BPI-HELP_00048372)
69. Email, February 2010, re: "Forgot to ask you a question about the proposed tuition increase" (BPI-HELP_00048300)
70. Email, February 2010, re: "MAJOR ISSUE" regarding Tuition Increase (BPI-HELP_00048245)
71. Email, February 2010, re: Use of Tuition Grants to Cover Shortfall Created by Tuition Increase (BPI-HELP_00048537)

Documents Related to Student Complaints

72. Bridgepoint Student Complaints*

* Document not reproduced in Committee record due to length, retained in Committee files and available on Chairman Harkin's website