college & success
What will College Cost?

**Net Price Calculators, Pledges, and Award Letters** 

Presentation at the California Association for Institutional Research Annual Conference, November 7, 2012, Orange, CA

**Matt Reed** 

mreed@ticas.org

www.ticas.org

# the institute for college access exsuccess

An independent, nonprofit organization, TICAS works to make higher education more available and affordable for people of all backgrounds. By conducting and supporting nonpartisan research, analysis, and advocacy, TICAS aims to improve the processes and public policies that can pave the way to successful educational outcomes for students and for society.

#### Overview

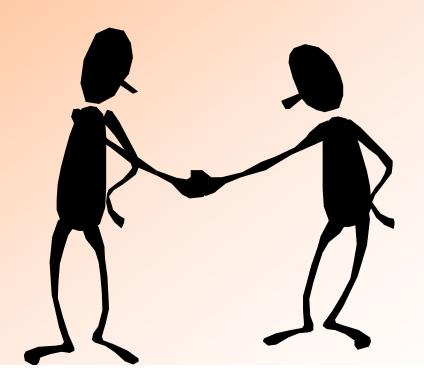
 Colleges communicate with students and families about costs and how to cover them through tools such as:

Net Price Calculators

Award Letters

Financial Aid Pledges

# FINANCIAL AID PLEDGES



http://projectonstudentdebt.org/pledges

### What is a pledge?

- Available to students based on income or educational background
- Clear qualification guidelines and sense of expected cost, both out-of-pocket and with self-help funds, for the student and family
- Covers most or all of the estimated student budget with no loans or a limited amount of loans

**Amherst College** 

**Appalachian State University** 

**Arizona State University** 

**Bowdoin College** 

**Brown University** 

**California Institute of Technology** 

**Claremont McKenna College** 

**Colby College** 

**College of William and Mary** 

**Columbia University** 

**Connecticut College** 

**Cornell University** 

**Dartmouth College** 

**Davidson College** 

**Duke University** 

**Emory University** 

**Georgia Institute of Technology** 

**Grinnell College** 

**Harvard University** 

**Haverford College** 

**Indiana University, Bloomington** 

**Lafayette College** 

**Lehigh University** 

Massachusetts Institute of Technology

Michigan State University

Middlebury College

North Carolina State University

**Northwestern University** 

**Oberlin College** 

**Pomona College** 

**Princeton University** 

**Rice University** 

**Stanford University** 

**Swarthmore College** 

**Tufts University** 

**University of Arizona** 

**University of California (systemwide)** 

**University of Chicago** 

**University of Florida** 

**University of Illinois at Urbana-Champaign** 

**University of Louisville** 

**University of Maryland, College Park** 

**University of Michigan, Ann Arbor** 

**University of North Carolina, Chapel Hill** 

**University of Pennsylvania** 

**University of Richmond** 

**University of Tennessee** 

**University of Virginia** 

Vanderbilt University

**Vassar College** 

Washington University, St. Louis

**Wellesley College** 

**Wesleyan University** 

Williams College

**Yale University** 

| T.,                                | Family Income |          |          |                 |           | T-t-1 Ct -f ##d 2000 10 |           |                                   |
|------------------------------------|---------------|----------|----------|-----------------|-----------|-------------------------|-----------|-----------------------------------|
| <u>Institution</u> ▼               | \$20,000      | \$40,000 | \$60,000 | <u>\$80,000</u> | \$120,000 | \$160,000               | \$200,000 | Total Cost of Attendance, 2009-10 |
| Amherst College                    | \$2,550       | \$4,209  | \$11,494 | \$17,172        | \$32,859  | \$50,757                | \$51,878  | \$51,878                          |
| Appalachian State University       | \$5,300       | no info  | no info  | no info         | no info   | no info                 | no info   | \$13,751                          |
| Arizona State University           | \$5,420       | \$7,322  | \$15,002 | no info         | no info   | no info                 | no info   | \$20,244                          |
| Bowdoin College                    | \$3,800       | \$5,459  | \$11,826 | \$17,572        | \$33,516  | \$51,533                | \$52,880  | \$52,880                          |
| Brown University                   | \$4,850       | \$4,850  | \$12,809 | \$18,500        | \$36,795  | \$52,030                | \$52,030  | \$52,030                          |
| California Institute of Technology | \$4,100       | \$5,940  | \$12,530 | no info         | no info   | no info                 | no info   | \$47,400                          |
| Claremont McKenna College          | \$3,350       | \$5,190  | \$11,780 | \$17,612        | \$33,323  | \$50,707                | \$53,035  | \$53,035                          |
| Colby College                      | \$2,450       | \$4,109  | \$11,476 | \$17,222        | \$33,166  | \$51,183                | \$51,920  | \$51,920                          |
| College of William and Mary        | \$0           | no info  | no info  | no info         | no info   | no info                 | no info   | \$22,352                          |
| Columbia University                | \$5,190       | \$5,190  | \$12,812 | \$18,228        | \$32,967  | \$49,920                | \$54,294  | \$54,294                          |
| Connecticut College                | \$2,100       | \$4,056  | \$12,792 | no info         | no info   | no info                 | no info   | \$54,804                          |
| Cornell University                 | \$4,120       | \$5,659  | \$11,742 | \$20,158        | \$34,897  | no info                 | no info   | \$52,414                          |
| Dartmouth College*                 | \$5,150       | \$6,990  | \$13,580 | \$19,657        | \$36,151  | \$50,547                | \$50,547  | \$52,973                          |
| Davidson College                   | \$4,100       | \$5,759  | \$12,261 | \$18,117        | \$34,073  | \$47,400                | \$47,400  | \$47,400                          |
| <u>Duke University</u>             | \$3,700       | \$3,700  | \$13,861 | \$20,717        | \$38,673  | \$53,390                | \$53,390  | \$53,390                          |
| Emory University                   | \$4,500       | \$6,204  | no info  | no info         | no info   | no info                 | no info   | \$52,132                          |
| Georgia Institute of Technology    | \$2,500       | no info  | no info  | no info         | no info   | no info                 | no info   | \$18,330                          |
| Grinnell College                   | \$6,700       | \$8,512  | \$15,955 | \$25,430        | \$47,712  | \$47,712                | \$47,712  | \$47,712                          |
| Harvard University                 | \$3,700       | \$3,700  | \$4,000  | \$8,000         | \$16,000  | \$20,000                | \$52,000  | \$52,000                          |
| Haverford College                  | \$3,950       | \$5,522  | \$12,044 | \$17,845        | \$33,666  | \$51,683                | \$53,827  | \$53,827                          |
| Indiana University, Bloomington    | \$0           | no info  | no info  | no info         | no info   | no info                 | no info   | \$20,134                          |



http://projectonstudentdebt.org/pc\_view.php?idx=11

#### **North Carolina State University**

Close Window | Print This Page

#### **Pack Promise**

For students with parental incomes below 150% of the poverty level and ?limited assets,? after the family covers the <u>EFC</u> (if any), the program covers the entire remaining student budget with work-study, not more than \$2,500 in loans, and grant aid.

For students with parental incomes below 150% of the poverty level and "limited assets"...

2009-10 Estimated Student Budget

After the family covers <u>EFC</u>, the college assures enough work-study, grant aid, and no more than \$2,500 in loans to cover these expenses



| Tuition & Fees                        | \$5,286 |
|---------------------------------------|---------|
| Books & Supplies                      | \$930   |
| Room & Board                          | \$7,982 |
| Transportation & Personal<br>Expenses | \$1,830 |

Total Expenses: \$16,028

#### Updated web site and issue brief coming soon. . .

- New format includes dynamic charts and tables for each college on our list
- Examine the choices colleges have and the choices some colleges have made in recent years about packaging need-based grants, loans, and work-study
- Look at trends in low-income enrollment and freshman borrowing at colleges with pledges

#### Role of institutional researchers. . .

- Examine financial aid, demographic, and other data
- Help colleges consider choices made as financial aid programs change

# NET PRICE CALCULATORS



## What are Net Price Calculators (NPCs)?

- New online tools that provide students with early, individualized estimates of college costs & financial aid
- Required on almost all college websites as of Oct. 29, 2011
- Net price
  - = full cost of attendance minus grant aid
  - = amount students have to earn, save, or borrow
- The timing is key students and their families can use NPCs before deciding where to apply

## What's Required in an NPC?

 Questions to estimate the student's expected family contribution (EFC)

Required output

- Other required output:
  - % receiving grant aid
  - Caveats & disclaimers:
     e.g., not a final aid offer;
     link to FAFSA

Based on the information you have provided, the following calculations represent the average net price of attendance that students similar to you paid in the given year:

| stimated total price of attendance:                                      | \$15,332 |
|--|----------|
| a. Estimated tuition and fees  | \$5,212  |
| b. Estimated room and board  | \$6,120  |
| c. Estimated books and supplies  | \$1,200  |
| d. Estimated other expenses<br>(Personal expenses, transportation, etc.) | \$2,800  |
| stimated total grant aid:<br>Includes both merit and need based aid)     | \$3,269  |
| stimated net price:  | \$12,063 |

#### Variation in NPCs

- Colleges can use the free federal template, contract with a third-party vendor, or design their own customized calculator
- Colleges determine which questions to ask
- Colleges determine how to display information in results screen and can provide more than just the minimum required elements.

# To best serve the needs of students and families, NPCs must be:

1. Easy to find

2. Easy to use

3. Easy to understand and compare

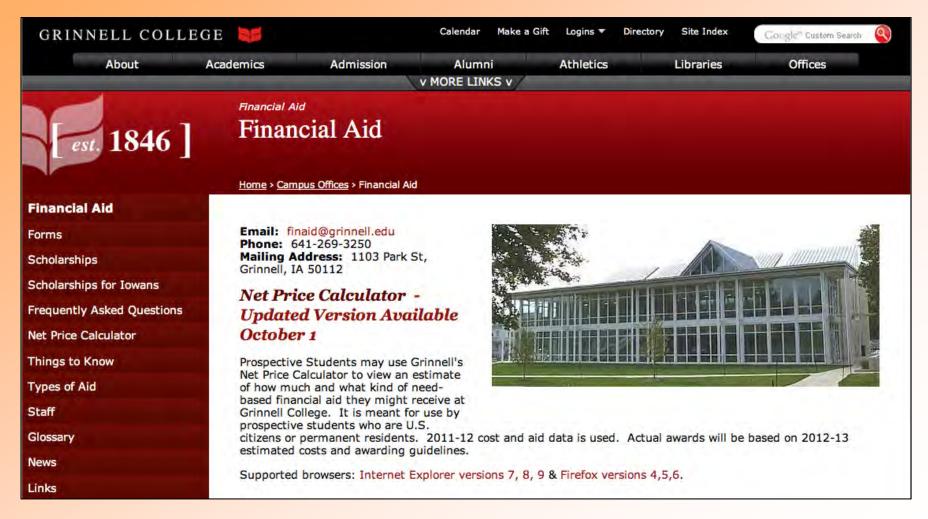
### TICAS Research on NPCs

- "Adding It All Up: An Early Look at Net Price Calculators" March 2011
  - Early look at 16 colleges that had already posted calculators by January 2011 (before deadline).
- "Adding It All Up 2012: Are College Net Price Calculators
  Easy to Find, Use, and Compare?" October 2012
  - In-depth look at NPCs from 50 randomly selected colleges.
  - Nearly a year after the deadline, NPCs are still not reliably easy for students and families to find, use, and compare.

# **Are NPCs Easy to Find?**

- Colleges should post their NPCs prominently in areas of their websites where prospective students and their families are likely to look.
  - Nearly ¼ of colleges did not post their NPCs on their website's financial aid or costs page.
  - Even when the link was on a relevant page, it was rarely posted prominently.
  - Five calculators weren't even called "net price calculators."
- Students shouldn't have to resort to using a search engine to find a college's net price calculator.

# NPC Link Prominently Posted on Financial Aid Page



# NPC Hard to Find on Fin Aid Page

ch Home Campus Map | Directories Search GT Admissions

#### Georgia Tech



#### Apply

#### Life at Tech

#### Apply

Freshman

Transfer

Non-Degree

Programs for High Schoolers

International Apply Online

Check Application Status Find Your Counselor

Costs, Ald & Scholarships

#### Acaden

Visit

Tech In Action

Get More Info

#### Costs, Aid & Scholarships

A Georgia Tech education is one of the best investments you can make in your futurel in fact, SmartMoney magazine named Georgia Tech as the #1 best tuttion investment in the United States in 2011. The yearly median starting salary for graduates with a bachelor's degree from Tech is \$57,300. Still, you will need to have a smart plan in place to pay for your education. But you won't have to do it alone.

Georgia Tech awards undergraduates more than \$105 million in need and merit-based aid. Georgia Tech is able to keep costs lower than most other universities with comparable academic reputations.

Learn more about financial aid and scholarships at Georgia Tech. The many sources of financial assistance may seem confusing, but you won't have to sort through them all alone. If you are accepted to Georgia Tech, advisors in our Office of Scholarships and Financial Aid (OSFA) will work with you to make a Georgia Tech degree attainable. A good place to start exploring your options, determine what you're eligible for, and learn how to begin applying for financial aid is the step-by-step guides OSFA has created for Ireshman and Iransier students.

Discover some creative ways to finance your Georgia Tech education! In addition to the resources mentioned above, students use work, research, and atudy abroad experiences to help make Tech affordable. Every student in our co-op program, 87 percent of students in our internship program, and 92 percent of students in our work abroad program are in paid positions. Additionally, paid research assistantships are available for students aiding faculty or pursuing their own research. Finally, out-of-state students can save money any semester they study abroad, as the cost of the programs are equivalent to our in-state huition rate.

#### Freshman Cost of Attendance 2012-2013

|                                 | Georgia<br>Residents | Non-Georgia<br>Residents |
|---------------------------------|----------------------|--------------------------|
| Tuition                         | \$7,718              | \$27,022                 |
| Mandatory Student<br>Fees       | \$2,380              | \$2,380                  |
| Books & Supplies (estimated)    | \$1,200              | \$1,200                  |
| Freshman Housing<br>Allowance   | \$5,574              | \$5,574                  |
| Freshman Meal<br>Plan Allowance | \$3,662              | \$3,662                  |
| Personal Expenses (estimated)   | \$1,600              | \$1,600                  |
| Average Loan<br>Costs           | \$120                | \$120                    |
| Total Per Year<br>(2 semesters) | \$22,254             | \$41,558                 |

A national Net Price Calculator is provided here. Please note due to the federal sources and reporting standards, these costs are a historical snapshot, and in most cases, will not reflect your actual costs. Rather, it is more to give you a sense of what the overall costs of attending Tech during that timeframe were and how total costs are calculated. To learn more about how to apply for financial aid, visit the financial aid website.

#### Starting Salaries



Yearly median starting salary, by College, with a bachelor's degree from Georgia Tech.

| College      | Median<br>Salary |
|--------------|------------------|
| Architecture | \$49,067         |
| Business     | \$52,000         |
| Computing    | \$61,000         |
| Engineering  | \$60,000         |
| Liberal Arts | \$41,500         |
| Sciences     | \$35,500         |
|              |                  |

http://www.admission.gatech.ed u/apply/costs-aid-scholarships-2

# NPC Hard to Find

NPC is a link on this consumer information PDF

http://www.lincolncollegene.edu/download/consumer/LCNE Gnrl-Institutional-Info-Disclosure.pdf

#### General Institutional Information

The reauthorization in August 2008 of the Higher Education Act requires colleges and universities to make information available to prospective and currently enrolled students. The Institution currently publishes this information in its School Catalog and related addendums which are readily available at the campus. For your convenience, listed below are the individuals at your campus who can provide you with copies of this information and address any specific questions you may have.

Please see the Academic Dean/Director of Education for additional information regarding:

- Privacy of Student Records -Family Educational Rights and Privacy Act (FERPA)
- Facilities and Services for Students with Disabilities
- Student Diversity
- Educational Program
- > Textbook Information
- Instructional Facilities
- Faculty
- Transfer of Credit Policies and Articulation Agreements
- Accreditation, Approval and Licensure of Institution and Programs
- Academic Honesty Policy
- No Harassment Policy
- Copyright Infringement Policies and Sanctions
- Computer Use and File sharing
- Student Activities

Please see the Director of Career Services for additional information regarding:

Career and Job Placement Services

Please see the Director of Financial Aid for additional information regarding:

- Net Price Calculator
- Refund Policy and Requirements for Withdrawal and Return of Federal Financial Aid
- Price of Attendance

#### Ownership

Lincoln College of New England is a private, for-profit institution of higher education that is owned and operated by Lincoln Educational Services Corporation whose principal offices are located in West Orange, NJ.



#### SOUTHINGTON CAMPUS

2279 Mount Vernon Road Southington CT 06489 860.628.4751

#### SUFFIELD CAMPUS

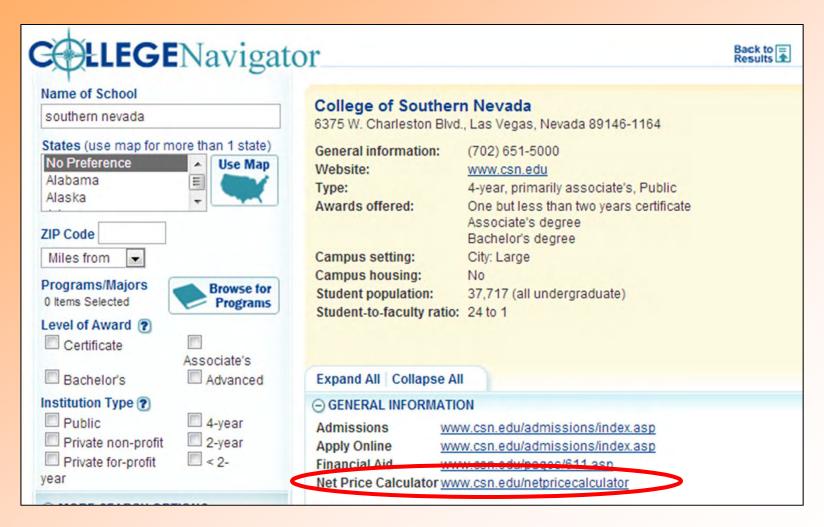
1760 Mapleton Avenue Suffield CT 06078 860.668.3515

#### HARTFORD CAMPUS

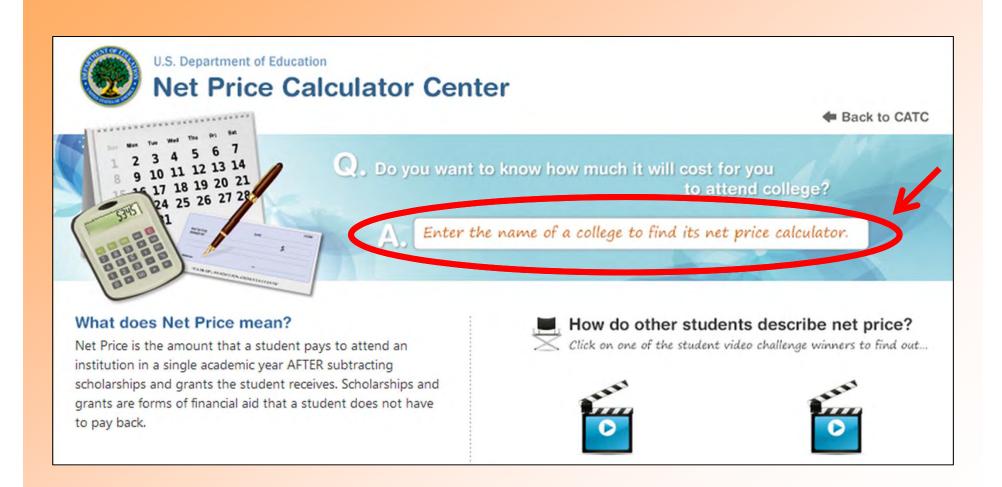
85 Sigourney Street Hartford CT 06105 860.895.6100

Updated as of October 19, 2011

# NPC Links on College Navigator (ED)



# NPC Links on Net Price Calculator Center (ED)



# **Are NPCs Easy to Find?**

# Colleges should report direct links to their NPCs to the Department of Education.

Almost one-third of colleges reported links that would not actually help students and families find their NPCs.

| Where does the reported link point |    |            |
|------------------------------------|----|------------|
| to?                                | #  | % of total |
| Goes directly to NPC               | 25 | 50%        |
| Goes to page with NPC link         | 9  | 18%        |
| Goes to page without NPC link      | 13 | 26%        |
| Broken link                        | 3  | 6%         |
| TOTAL                              | 50 | 100%       |

# **Are NPCs Easy to Use?**

- Number of questions ranged from 8 to about 70.
- Many NPCs asked for detailed information that students and families may not have on hand.
  - More than one-third asked for information that students wouldn't be able to provide without digging up detailed financial records.
  - Four NPCs asked users to directly input their EFCs and one required that students go to an separate EFC calculator on another website.
  - 12 NPCs asked about academic qualifications and some even required SAT or ACT scores.

# **Are NPCs Easy to Use?**

- Calculators asking dozens of detailed questions can be daunting – particularly for students who could benefit most from early estimates of financial aid.
- □ Colleges should make their NPCs accessible to all types of students.
  - Colleges can balance precision with ease of use by limiting the number of required questions and making it clear which questions are required.
  - Only four NPCs that asked for detailed financial information marked any of those questions optional.
  - Three NPCs allowed students to bypass detailed financial questions by entering estimates instead.

# **Are NPCs Easy to Use?**

- If asking for contact information, colleges should make it clear that submitting that information is not required.
  - 14 NPCs in our sample asked for contact information.
  - Four did not make it clear that submitting contact info is optional.

#### Education Cost Calculator

Esitmate your cost for attending Everest by using out simple Net Price Calculator. Answer a few easy questions to esitmate your bottom-line expenses before student loans.

To begin estimating your total cost of attending one of our campuses please fill out the form below. An Admissions Representative can help walk you through your results and better understand to total cost to you.

|               | First Name      |                 |
|---------------|-----------------|-----------------|
| Last Name     | Last Name       |                 |
| Address       | Street Address  |                 |
| Zip Code      | Zip Code        |                 |
| City          | City            |                 |
| State         | State           |                 |
| Country       | Country         |                 |
| Phone Number  | 2000 2000-20000 |                 |
| Email Address | Email Address   |                 |
| Classroom     | Campus Near You | Online Learning |
| Program       | Enter a Zip Co  | ode First       |
| Campus        | Enter a Zip Co  | ode First       |
|               |                 |                 |

We know you are anxious to get started on your new career. Your information will only be used by Everest. We do not and will not sell your information to any other party. By giving us your phone number, you are granting us permission for the possible use of prerecorded/artificial voice or text messages and/or automatic telephone dialing systems to contact you or deliver your requested information as the law allows. And you agree that we may use any telephone number you provide, even if it is a mobile telephone number that may result in charges to you.

Or Skip this Step

Esitmate your cost for attending Everest by using out simple Net Price Calculator. Answer a few easy questions to esitmate your bottom-line expenses before student loans.

To begin estimating your total cost of attending one of our campuses please fill out the form below. An Admissions Representative can help walk you through your results and better understand to total cost to you.

#### START CALCULATOR

#### Or Skip this Step

We know you are anxious to get started on your new career. Your information will only be used by Everest. We do not and will not sell your information to any other party. By giving us your phone number, you are granting us permission for the possible use of prerecorded/artificial voice or text messages and/or automatic telephone dialing systems to contact you or deliver your requested information as the law allows. And you agree that we may use any telephone number you provide, even if it is a mobile telephone number that may result in charges to you.

# **Are NPCs Easy to Understand and Compare?**

NPCs should not be more than two years behind the current academic year.

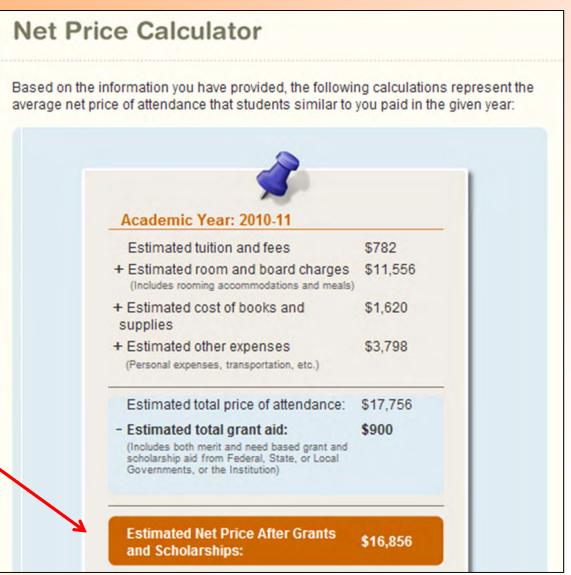
#### Academic Year of NPC Estimates

|               | #  | % of total |
|---------------|----|------------|
| 2008-09       | 1  | 2%         |
| 2009-10       | 18 | 38%        |
| 2010-11       | 10 | 21%        |
| 2011-12       | 10 | 21%        |
| 2012-13       | 3  | 6%         |
| Not indicated | 5  | 11%        |
| TOTAL         | 47 | 99%        |

## **Example of a Clear NPC Result**

#### **2010-11 Federal Template**

- All the required components are clearly broken out (COA, grant aid, net price)
- Year is clearly indicated
- Net price is the most prominent figure on the page



# **Are NPCs Easy to Understand and Compare?**

- Colleges estimating self-help in the form of student work or loans should (but not all do):
  - Clearly differentiate self-help from grants and scholarships
  - Limit borrowing estimates to federal student loans
- Net price should be the most prominent figure on the page.
  - Nearly all of the NPCs in our sample subtracting self-help from estimated costs made that lower figure (sometimes called "estimated out-of-pocket cost") equal to or more prominent than the net price.

# Net Price is the Most Prominent Figure on the Page

| Federal Grants Pell Grant Federal Supplemental Educational Opportunity Gr                                 | 82 500<br>rant (FSEOG) - \$1 000     |
|---|--------------------------------------|
| Total Grants and Scholarships   | \$3,500 @                            |
| the FAFSA prior to Tulsa's priority  Student applying for and accepte for an additional \$1,000 scholarst | d to the Honor's program may qualify |
| and financial aid applications.   |                                      |
| Your Estimated Net Price  | \$35,575 0                           |
|   |                                      |
| Your Estimated Net Price  |                                      |
| Your Estimated Net Price  Your estimated eligibility for other  Loans  Direct Subsidized Loan             | aid programs:                        |

# Net Price Buried at Bottom of Page

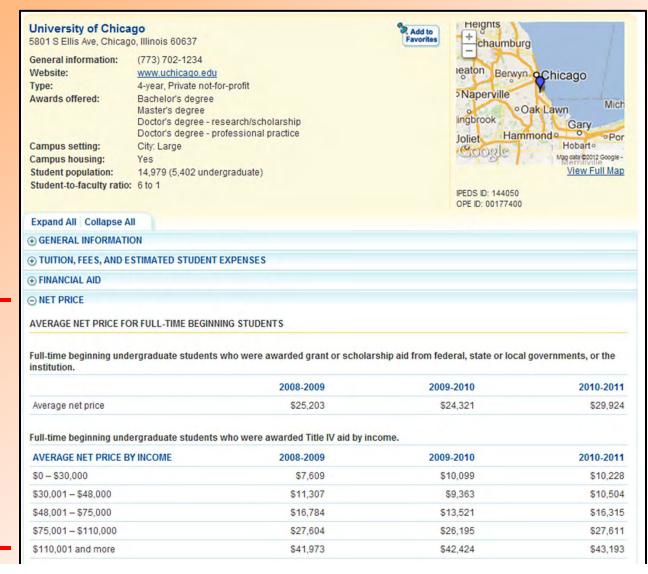
CollegeAmerica-Phoenix, http://www.collegeamerica.edu/netprice-calculator

#### Net Price Calculator

CollegeAmerica received grant/scholarship aid.

| Below you will find a summary of the estimated cost of the Associate of Occup<br>program for the 2011-2012 academic year, and your estimated eligibility for stude   |  |
|--|--|
| Degree that Interests Me: AOS in Medical Specialties   | •  |
| Direct Costs:  |  |
| Tuition & Fees   | \$16,5   |
| Books & Supplies   | Includ   |
| Laptop (?)   | Provid   |
| otal Direct Costs:   | \$16,  |
| Your Estimated Grants and Scholarships:  |  |
| ederal Aid   |  |
| Pell Grant   | -\$2,  |
| oans   |  |
| Federal Direct Subsidized Loan   | -\$3,5   |
| Federal Direct Unsubsidized Loan   | -\$6,  |
| Alternative or EduPlan Loan  | -\$4.6   |
| Estimated Remaining Expenses:  | \$0  |
|  |  |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  |  |
|  | k here to request more information.                |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  | k here to request more information.                |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board   | k here to request more information.                |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board  Other Expenses   | sk here to request more information. \$8, \$4,     |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board Other Expenses  Federal Net Price Disclosure  Estimated Tuition & Fees Estimated Room & Board   | sk here to request more information. \$8, \$4,     |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board Other Expenses  Federal Net Price Disclosure  Estimated Tuition & Fees  | sk here to request more information. \$8, \$4,     |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board Other Expenses  Federal Net Price Disclosure  Estimated Tuition & Fees Estimated Room & Board Estimated Books & Supplies  | \$8,<br>\$4,<br>\$16,55<br>\$8,13<br>\$4,48        |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board Other Expenses  Federal Net Price Disclosure  Estimated Tuition & Fees Estimated Room & Board Estimated Books & Supplies Estimated Other Expenses   | \$16,55<br>\$8,13<br>\$4,48<br>\$29,18             |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board Other Expenses  Federal Net Price Disclosure  Estimated Tuition & Fees Estimated Room & Board Estimated Books & Supplies Estimated Other Expenses  Estimated total cost of attendance:                            | \$8, \$4, \$16,55 \$8,13 \$54,48 \$29,18 \$-\$2,40 |
| Have questions or ready to get started? Call us at 1-800-622-2894 or clic  Additional Budgeted Expenses:  Room & Board Other Expenses  Federal Net Price Disclosure  Estimated Tuition & Fees Estimated Room & Board Estimated Books & Supplies Estimated Other Expenses  Estimated total cost of attendance: Estimated total grant aid: | \$16,55<br>\$8,13<br>\$14,48<br>\$29,18<br>-\$2,40 |

# Early Awareness of Affordability: College Navigator Website



Average Net Price Data

http://nces.ed.gov/collegenavigator/?q=university+of+chicago&s=all&id=144050

# **AWARD LETTERS**



#### What is an award letter?

- Usually the first time a student and his/her family see what each college will actually cost for him/her
- Describes the grants, scholarships, loans, and work-study aid from federal, state, college, and external sources that the college is offering the student

#### What is an award letter?

- Electronic or paper document sent by the college to admitted students with details of the financial aid package offered
- Usually sent after the student is admitted, a few weeks before the student has to decide which college to attend
- Not required, but nearly universal practice
- Not standardized

#### Must be clear, comparable, and consumer-friendly:

- Prominently display:
  - Cost of Attendance (COA)
    - » Tuition & fees
    - » Room & board/housing & living expenses
    - » Books & supplies
    - » Transportation & miscellaneous personal expenses
    - » (for some students) Health insurance, computer costs, childcare, etc.
  - Total Gift Aid
  - Net Price (COA Gift Aid) ← most prominent item
- Group aid by type
  - Gift Aid: grants/scholarships
  - Options for covering Net Price:
    - » self-help: work-study and loans
- Consumer-friendly, jargon-free
- Explain next steps and provide contact information

## Award Letter Exercise

ANTICIPATED EXPENSES FAMILY RESPONSIBLITY Tuition \$38,700 Parent Contribution \$0 Room and Board \*Student Contribution 11,876 2.000 Books 1,485 Personal Expenses 2.385 **Total Responsibility** Travel 300 \$2,000 Orientation Fees 438

\$55,184

**Financial Need** 

\$53,184

Based on what you see in these two letters, which college is more affordable and why?

| FINANCIAL AID RESOURCES        | Autumn | Winter | Spring | Total    |
|--------------------------------|--------|--------|--------|----------|
| Scholarship/Grant:             |        |        |        |          |
| University Fund Scholarship    | 10,542 | 10,542 | 10,542 | 31,626   |
| Federal Pell Grant             | 1,784  | 1,783  | 1,783  | 5,350    |
| Federal SEOG                   | 1,334  | 1,333  | 1,333  | 4,000    |
| State Grant                    | 3,236  | 3,236  | 3,236  | 9,708    |
| *Job/Loan:                     |        |        |        |          |
| Federal Work-Study Eligibility | 834    | 833    | 833    | 2,500    |
| Total Financial Aid            |        |        |        | \$53,184 |

#### Cost of Attendance

**Total Expenses** 

 Tuition and Fees\*
 \$13,443.45

 Room and Board\*\*
 \$1,890.00

 Transportation\*\*
 \$2,527.00

 Personal Expenses\*\*
 \$2,534.00

 Total Cost of Attendance
 \$20,394.45

Your estimated financial aid award appears below.

|                          | Net Amount<br>Term 1<br>08/24/2011 to<br>11/01/2011 | Net Amount<br>Term 2<br>11/09/2011 to<br>01/24/2012 | Net Amount<br>Term 3<br>02/01/2012 to<br>04/10/2012 | Total<br>Academic<br>Year Net<br>Amount | Gross<br>Amount |
|--------------------------|---|---|---|---|-----------------|
| Pell Grant               | \$1,850.00  | \$1,850.00  | \$1,850.00  | \$5,550.00                              | \$5,550.00      |
| Direct Subsidized Loan   | \$1,824.00  | \$1,824.00  | \$1,825.00  | \$5,473.00                              | \$5,500.00      |
| Direct Unsubsidized Loan | \$663.00  | \$663.00  | \$665.00  | \$1,991.00                              | \$2,000.00      |
| Student Cash Payment     | \$0.00  | \$0.00  | \$0.00  | \$429.45                                | \$429.45-3      |
| Grand Total              | \$4,337.00  | \$4,337.00  | \$4,340.00  | \$13,443.45                             | \$13,479.45     |

<sup>\*</sup>Based on your anticipated course load.

<sup>\*\*</sup>Cost of Attendance components are estimated and your actual costs may vary.

#### **Many letters:**

- do not state the full cost of attendance
- use unfamiliar jargon and abbreviations
- Gift aid, including grants and scholarships, is often mixed in with work-study (which must be earned by the student) and loans (which must be repaid with interest)

| Financial Aid Awards:        |            |              |              |          |
|------------------------------|------------|--------------|--------------|----------|
| Award Source:                | Fall Term: | Winter Term: | Spring Term: | Total:   |
| Direct Sub. Stafford Loan    | \$1,167    | \$1,167      | \$1,166      | \$3,500  |
| Direct Unsub. Stafford Loan  | \$667      | \$667        | \$666        | \$2,000  |
| Federal Pell Grant           | \$967      | \$967        | \$966        | \$2,900  |
| Federal Perkins Loan         | \$333      | \$333        | \$334        | \$1,000  |
| Federal SEOG Grant           | \$42       | \$42         | \$41         | \$125    |
| Federal Work Study - Level 1 | \$733      | \$733        | \$734        | \$2,200  |
| Johnson & Wales Grant        | \$1,733    | \$1,734      | \$1,733      | \$5,200  |
| Presidential Academic Schol. | \$3,000    | \$3,001      | \$2,999      | \$9,000  |
| Total Award:                 | \$8,642    | \$8,644      | \$8,639      | \$25,925 |

The Financial Aid Office is pleased to provide this offer of financial assistance for the 2012-2013 academic year. This offer supersedes any offer previously made for this academic year.

This Award is based on your expected enrollment in 12 or more credits each semester and your status as a Resident student with a Cost of Attendance of \$54,412.00. The Cost of Attendance (COA) includes tuition, fees, room and board (if a resident) and estimates of indirect expenses such as books, transportation, personal and living expenses.

- Please indicate your decision to accept or decline each award listed above by checking the appropriate indicator in the column on the right.
- You must also sign this award letter below and return it to the Financial Aid Office by the reply date. If you wish to accept only a portion of any award, indicate the new amount requested and initial.

| Award Description              | Fall 2012   | Spring 2013 | Total       | Accept/Decline |
|--------------------------------|-------------|-------------|-------------|----------------|
| Federal Pell Grant             | 2,300.00    | 2,300.00    | \$4,600.00  |                |
| Federal SEOG H                 | 400.00      | 400.00      | \$800.00    | $\bigcirc$     |
| Pace Incentive Award N         | 5,000.00    | 5,000.00    | \$10,000.00 | $\bigcirc$     |
| Pace Grant - New               | 5,500.00    | 5,500.00    | \$11,000.00 | $\bigcirc$     |
| Federal Work Study-Fall-Spring | 2,000.00    | 2,000.00    | \$4,000.00  | $\Box$         |
| Federal Perkins Loan I R       | 1,000.00    | 1,000.00    | \$2,000.00  | $\bigcirc$     |
| Direct Sub Stafford D Fl-Sp    | 1,750.00    | 1,750.00    | \$3,500.00  | $\bigcirc$     |
| Direct Unsub Stafford Fl-Sp    | 1,000.00    | 1,000.00    | \$2,000.00  |                |
| Direct PLUS (Parent) Loan F-Sp | 8,255.00    | 8,255.00    | \$16,510.00 |                |
| Award Totals                   | \$27,205.00 | \$27,205.00 | \$54,410.00 |                |

Please refer to the enclosures with this letter for additional information about accepting loans you have been offered. If you have been offered a PLUS Loan, you may choose instead to borrow a Private Education Loan in the same amount.

This award is subject to cancellation if you do not respond by the reply date. Please be sure to review the terms and conditions of these awards, as described on the reverse and in any accompanying materials, before signing the Acceptance.

TENTATIVE

Financial Aid Notice
2012-2013

January 18, 2012

Welcome to ! We are pleased to offer you the financial assistance listed below for the 2012-2013 ACADEMIC YEAR. Your award is based on the information you provided on your College Scholarship Service (CSS) Profile and other supporting documents (if applicable). Award letters identified above as TENTATIVE will be confirmed after we have received your Free Application for Federal Student Aid (FAFSA) and signed 2011 Federal tax returns and W2's for both you and your parents (if applicable).

| FINA | NCIAL. | ATD | OFFER |
|------|--------|-----|-------|
|      |        |     |       |

| <b>44</b>  |          |           |   |   | <del></del>   |
|--|----------|-----------|---|---|---|
| FINANCIAL ASSISTANCE   | SUMMER I | SUMMER II | <u>FALL</u>   | <u>SPRING</u>   | TOTAL   |
| Martin Luther King Scholarship<br>Federal Pell Grant<br>Federal Direct Subsidized Loan<br>Federal Direct Unsub, Loan<br>Federal Work Study |          |           | 20,675.00<br>2,775.00<br>1,750.00<br>1,000.00<br>300.00 | 20,675.00<br>2,775.00<br>1,750.00<br>1,000.00<br>300.00 | \$41,350.00<br>\$5,550.00<br>\$3,500.00<br>\$2,000.00<br>\$600.00 |
| TERM TOTALS:   |          |           | \$26,500.00   | \$26,500.00   |   |

#### OUTSIDE RESOURCES

GRAND TOTAL:

guspunonggapisatspidunasinghinggasung<mark>gus</mark>uste

\$53,000.00

#### IMPORTANT MESSAGES

|   | Resident Budget | Commuter Budget |
|---|-----------------|-----------------|
| COST OF ATTENDANCE The Cost of Attendance, also known as your 'budget', is the total expenses a student would typically incur in a given academic year at Providence College. This figure is comprised of both direct expenses which will appear on our student billing statement and indirect expenses that will not appear on your student billing statement. | Tuition         | Tuition         |

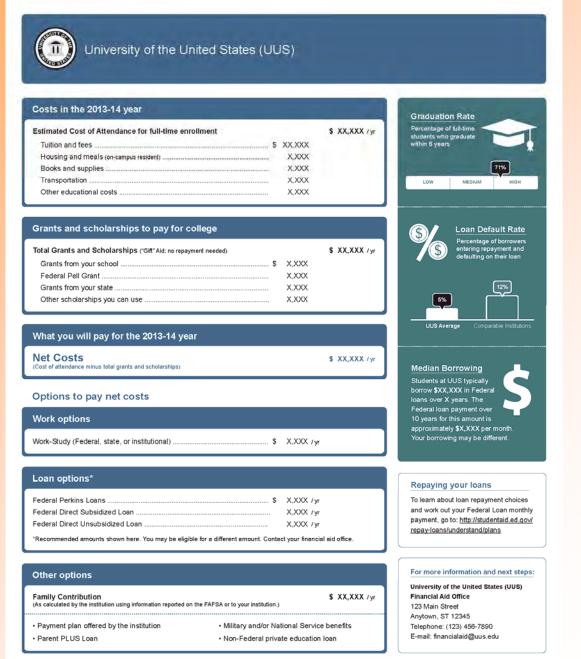
### **Financial Aid Shopping Sheet**

- Model format for award letters
- Tool for comparing financial aid offers
  - Format and content is standardized across colleges
- Includes many of our recommendations
- Provides consumer information for the college, compared to colleges offering the same type of degrees:
  - Graduation rate
  - Median debt at graduation
  - Cohort default rate
- Colleges urged to voluntarily adopt for 2013-14 financial aid awards for all students

Model Aid Award Letter / Shopping Sheet

U.S. Department of
Education / Consumer
Financial Protection
Bureau

July 2012



Customized information from UUS

Official TICAS Comments on Financial Aid Award Letters August 2011

http://ticas.org/pub view.php?idx=777

TICAS comments on the "Know Before You Owe" Financial Aid Shopping Sheet December 2011

http://views.ticas.org/?p=781

TICAS statement on the final "Shopping Sheet"
July 2012

http://ticas.org/pub\_view.php?idx=848

Model Financial Aid Award Letter / Shopping Sheet
U.S. Department of Education / Consumer Financial Protection Bureau
July 2012

http://collegecost.ed.gov/shopping sheet.pdf

U.S. Department of Education Model Financial Aid Offer Form web page

- Updates about award letters and the shopping sheet
- Samples of actual award letters

http://www2.ed.gov/policy/highered/guid/aid-offer

# **Questions & Discussion**

# Matt Reed TICAS

mreed@ticas.org