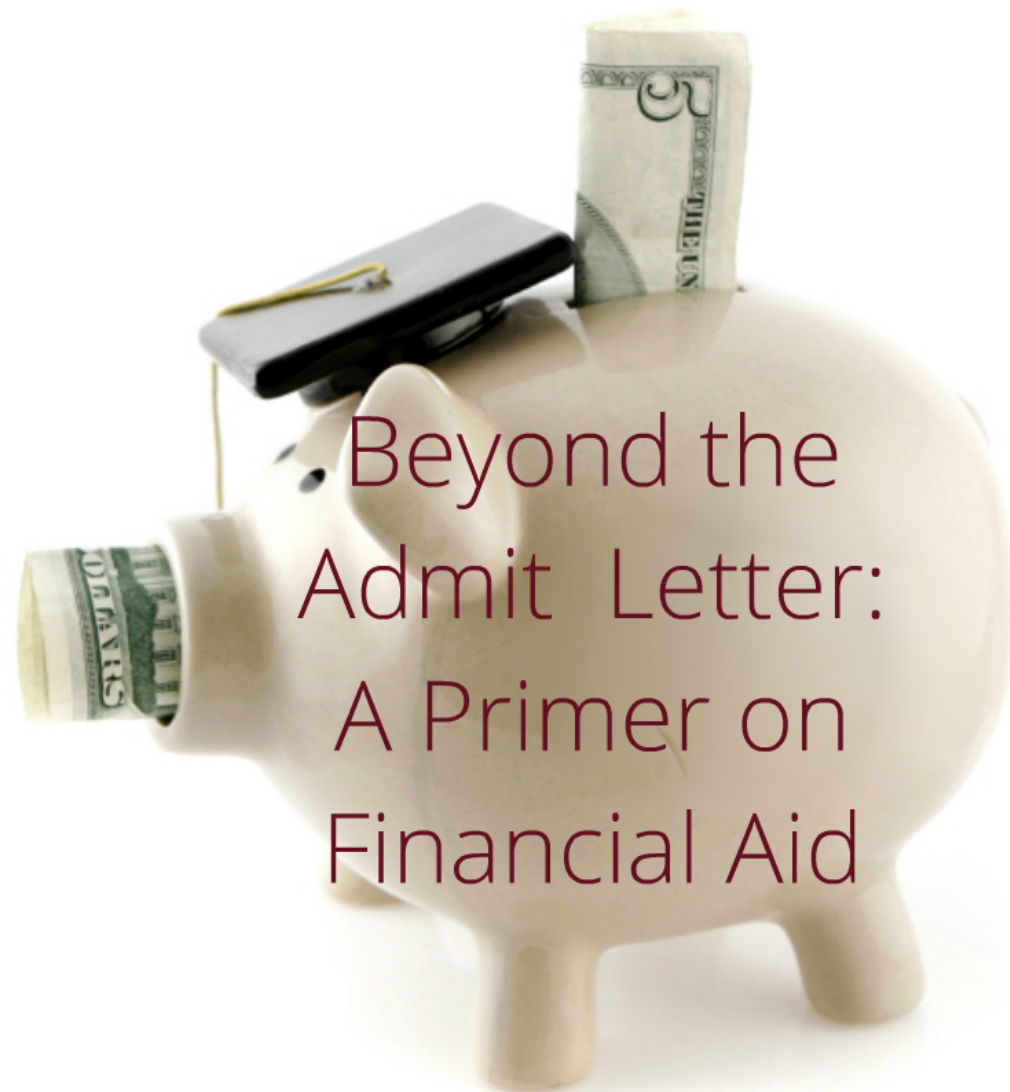


Beyond the Admit Letter: A Primer on Financial Aid

Kelly Farmer
Assistant Vice President for Undergraduate Admissions
Stevenson University



Beyond the
Admit Letter:
A Primer on
Financial Aid

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Stevenson University

Terminology

Need-blind admissions

Gapping

Need-aware admissions

Grants

Preferential packaging

Loans

Net Price Calculator

Demonstrated need

Total Cost of Attendance

EFC

Types of Aid

Need-Based Aid

- Grants
federal, state, institutional
- Work-study
- Loans (yes, loans = financial aid)

Merit-Based Aid

- Academic Scholarships
- Athletic Scholarships (DI & DII)

FAFSA: FREE Application for Federal Student Aid

Who is Eligible?

How to Apply?

FAFSA

What can you get?

To be Eligible...

- Be a U.S. Citizen or eligible non-citizen
 - Permanent Resident
 - Various other visa types
 - Parent immigration status does not matter
- Have a valid social security number
 - DACA students with work eligibility & an SSN can complete FAFSA, but cannot get federal aid
- Comply with Selective Service Registration
 - Men age 18-25, including documented and undocumented immigrants
- Have a high school diploma (or receive one between applying and enrolling in college), General Education Development (GED) Certificate, or complete a state-approved homeschool program
- Be working towards a degree or certificate in an eligible program at a school that participates in the federal student aid programs
- Maintain satisfactory academic progress once in school

FAFSA: FREE Application for Federal Student Aid

Who is Eligible?

How to Apply?

FAFSA

What can you get?

Before Starting the FAFSA

Students and Parents should apply for a Federal Student Aid ID (FSA ID), which has replaced the PIN, at fsaid.ed.gov

Collect financial information needed to fill out the FAFSA

- Tax returns for parent(s) and student
- Bank Statements for parent(s) and student and/or records of savings, investments, and business or farm assets for parent(s) and student.
- Social Security Numbers for parent(s) and student
- Permanent Resident/Alien Registration number for student (if applicable)
- Student driver's license
- Records of untaxed income, such as child support or veterans benefits paid to parent(s) and student, if any

Who is a parent on the FAFSA?

- All dependent students **MUST** have parent information.
- Students are dependent unless:
 - 24 or over
 - Married
 - Have a child
 - Both parents deceased, ward of court, or in foster care since age 13
 - Emancipated minor or in legal guardianship
 - Financial aid professionals can grant a dependency override for extenuating circumstances
- PARENT UNWILLINGNESS TO CONTRIBUTE does NOT make a student independent
- If biological parents are married both go on FAFSA. If biological parents are divorced or separated, but still living together both go on FAFSA.
- If parents are divorced, separated, or were never married and live apart, custodial parent **and that parent's spouse** must be on the FAFSA
- Non-custodial parent is not included (even if that person will be helping to pay for college)
- Grandparents, older siblings, or other relatives only count as a parent IF they have legally adopted the student - even if the student lives with that relative.

Actually Completing the FAFSA

Step 1: File the FAFSA at fafsa.gov

- Available October 1 or after
- Use IRS Data Retrieval!!

Step 2: Department of Education Calculates Expected Family Contribution (EFC)

- Determined by a federal formula
- Think of it as a qualification score
- Most families don't think they can afford this amount.

Step 3: Receive Student Aid Report (SAR)

- Contains EFC and federal aid eligibility
- 3-5 days by e-mail

Not so Fast! Verification

Step 4:

- Some students are selected for verification by the Department of Education - using data retrieval greatly reduces this risk
- Must submit additional documents to verify information on FAFSA
- Students are notified by schools to which they have sent their FAFSA information
- If selected at one school, the student is selected at all schools
- Schools have no choice - they must collect the required additional documentation
- Call individual schools to confirm receipt of documents or ask questions

FAFSA: FREE Application for Federal Student Aid

Who is Eligible?

How to Apply?

FAFSA

What can you get?

Aid Determined by FAFSA

- Federal Pell Grants (up to \$6,020, need EFC <\$5,300)
- Federal Loan Programs (subsidized & unsubsidized)
- Work Study (not applied directly to bill)
- Less common federal grants for children of parents killed in military action
- Virginia Tuition Assistance Grant (VTAG) for private schools in VA requires the FAFSA and VTAG application. The deadline is July 31. SCHEV grants for public institutions require FAFSA only and are administered by each college/university.
- Each college/university uses the EFC and institutional policies to award institutional need-based aid

CSS Profile

What is it?

An application for nonfederal financial aid from College Board used by close to 400 (mostly private) schools

Why Schools use the CSS Profile

- Profile determines financial need differently than the FAFSA
- Allows financial aid counselors more freedom to take particular circumstances into consideration.
- Has more information on assets and liabilities, such as value of home, mortgage, and retirement accounts
- Requires non-custodial parent information

Other

Available October 1, \$25 for 1st school & \$16 for each additional (8 automatic fee waivers if you have an SAT fee waiver)

Scholarships

Institutional Scholarships

- Some are automatic consideration upon application while some have separate applications - research early to meet deadlines!
- Usually given without regard to financial need
- BUT...Usually determined before financial aid award is finalized and will help fill need (Cost of Attendance - EFC = Need)
- When given by the Admissions Office are part of the school's overall aid budget and strategy - a recruitment tool

Outside Scholarships

- Variety of sources, check with school's financial aid office about how they will be applied - some schools reduce aid dollar for dollar

Calculation of Aid Eligibility

$$\begin{array}{r} \text{Cost of Attendance (COA)} \\ - \text{Expected Family Contribution (EFC)} \\ \hline = \text{Financial Need} \end{array}$$

Schools will use federal, state, and institutional financial aid (scholarships, grants, and loans) to fill need. MOST schools cannot meet 100% of demonstrated financial need for all students.

What is included in the COA?

- Tuition
- Health Service Fee
- Orientation Fee
- Student Life Fee
- Transcript Fee
- Room
- Board (Meal Plan)
- Lab Fee
- Books and Supplies
- Travel
- Health Insurance
- Personal Expenses

What is actually billed?

- Tuition
- Health Service Fee
- Orientation Fee
- Student Life Fee
- Transcript Fee
- Room
- Board (Meal Plan)
- Lab Fee

Cost of Attendance vs. Student Bill

COLLEGE UNIVERSITY

Student Bill

Total Charges for year = \$58,974
semester = \$29,487

DESCRIPTION	AMOUNT
Tuition	1,200.00
Health Service Fee	100.00
Orientation Fee	50.00
Student Life Fee	150.00
Transcript Fee	25.00
Room	1,500.00
Board (Meal Plan)	1,200.00
Lab Fee	100.00
Books and Supplies	100.00
Travel	50.00
Health Insurance	100.00
Personal Expenses	100.00
Total	5,897.00

What is included in the COA?

Tuition
Health Service Fee
Orientation Fee
Student Life Fee
Transcript Fee
Room
Board (Meal Plan)
Lab Fee
Books and Supplies
Travel
Health Insurance
Personal Expenses

What is actually billed?

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Health Service Fee
Orientation Fee
Student Life Fee
Transcript Fee
Room
Board (Meal Plan)
Lab Fee

Cost of Attendance vs. Student Bill

COLUMBIA UNIVERSITY
IN THE CITY OF NEW YORK



COLUMBIA COLLEGE
THE FOUNDATION SCHOOL OF ENGINEERING AND APPLIED SCIENCE

Columbia Applicant



We are writing to congratulate you on your admission to Columbia University. We look forward to working with you and your family over the next four years.

After careful evaluation of the financial aid application materials you have submitted, we are pleased to present the following financial aid award for the 2012-2013 academic year.

Please know that Columbia awards full need-based aid for all four years (8 semesters), adjusting your award each academic year to allow for any changes in your family finances. Changes in your circumstances- for example, increased/decreased income or assets, or a change in the number of undergraduates enrolled in college- may result in changes to the Family Contribution.

Your need was calculated using the *estimated* 2012-2013 Budget and Estimated Resources detailed below. The final 2012-2013 Budget will be determined and announced by our Board of Trustees in June 2012. Any change to our actual 2012-2013 Budget will be reflected in a corresponding adjustment to your Columbia University Grant and will not change the amount your family will need to contribute.

Budget Category	Amount	Resources	Amount
Tuition	45,028	Parental Contribution	2,602
Health Service Fee	924	Student Contribution	2,400
Orientation Fee	416		-----
Student Life Fee	1,396	Total Resources	5,002
Transcript Fee	95		
Room	6,770	Need (Budget - Resources)	57,835
Board	4,726		
Books & Supplies	1,040		
Travel	234		
Health Insurance Fee	0		
Personal Expenses	1,858		
Engineering Lab Fee	350		
Budget Totals	62,837		

**Total Charges for
year = \$58,974
semester = \$29,487**

Statement Details

DATE	TERM	DESCRIPTION	CHARGES	CREDITS	TOTAL
OPENING BALANCE			\$0.00		
CHARGES AND CREDITS					
7/14/2012	Fall 2012	Non-refundable Tuit/Hous Depst		\$500.00	
ACCOUNT BALANCE TO DATE:					\$500.00CR
ANTICIPATED ACTIVITY					
	Fall 2012	Tuition Columbia College	\$22,514		
	Fall 2012	John Jay Double	\$2,363		
	Fall 2012	Dining Plan B	\$2,000.00		
	Fall 2012	Dining Dollars	\$125.00		
	Fall 2012	Student Life Fee	\$697.00		
	Fall 2012	Health Service Fee	\$422.00		
	Fall 2012	Orientation*	\$416.00		
	Fall 2012	Transcript Fee	\$105.00		
	Fall 2013	Medical Insurance	\$845.00		
	Fall 2012	Columbia University Grant		\$25,142	
ANTICIPATED ACTIVITY BALANCE: (No refunds will be processed on anticipated credits)					
TOTAL AMOUNT DUE:					\$3,845.00

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Tuition	45,028	Parental Contribution	2,602
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Award Letter Examples & Negotiating Aid

**Financial Aid
Award**
Academic Year 2012-2013

Date: 06/05/12

This letter is our offer of financial aid to assist you with attending classes at . If you wish to lower a loan amount, draw one line through and write new amount. Initial beside any changes. If you wish to decline an award, draw one line through it and return this form to the Financial Aid Office. An asterisk (*) indicates the award amount is estimated and is unofficial unless you have been notified otherwise. All awards are dependent upon funding from federal, state and private sources. The Financial Aid Office reserves the right to request documentation to verify any information used to determine eligibility for financial assistance.

AWARD

Program	Fall	Spring	Summer	Total
P.F.I.L. GRANT	450	450		900
ACADEMIC SUCCESS AWARD	6000	6000		12000
COLLEGE WORK-STUDY (FEDERAL)	1000	1000		2000
DIRECT SUBSIDIZED STAFFORD LOAN	1750	1750		3500
DIRECT UNSUBSIDIZED STAFFORD LOAN	1000	1000		2000
DIRECT PARENT PLUS LOAN	5847	5846		11693

This award is based on the following expected information:

- You will enroll in and maintain the following minimum number of credit hours for each academic session as indicated:
For Fall (at least) 12 For Spring (at least) 12 For Summer (at least)
- Your Residence Status will be: For Fall **COMMUTER** For Spring **COMMUTER** For Summer
- You will read and agree to all the conditions printed on the back of this form
- You will observe the special conditions indicated below.
If your award includes College Work-Study, note that awards cannot be applied directly to University charges
If your award includes a Stafford or PLUS loan, see the back of this form for application instructions
Your award has been revised to reflect your commuter status.

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 want to change the award amount, draw one line through and write new amount. Initial beside any changes. If you
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2013-14 FINANCIAL AID AWARD LETTER

March 22, 2013

Student ID:

Dear

Congratulations on your admission to the You have every reason to be proud of your accomplishments.

The Financial Aid Office aspires to be a resource to all students and their families as they identify the best way to finance a education. This letter is in response to your application for need-based aid and/or federal loans. In it, you will find a great deal of information about the various options available to you. We understand that sometimes this process can seem overwhelming; please do not hesitate to contact a member of our staff if you have any questions. We are glad to help you sort through your options and answer your questions. We want you to be fully informed when making this very important decision.

FINANCIAL AID AWARDS

Grant Funds	Fall 2013	Spring 2014	Total
Federal Pell Grant	2,547.50	2,547.50	5,095.00
University Grant	25,435.00	25,435.00	50,870.00
Total Grant Funds	\$27,982.50	\$27,982.50	\$55,965.00
Loans and/or Federal Work-Study			
Fed Direct Subsidized Loan	594.50	594.50	1,189.00
Fed Direct Unsubsidized Loan	268.00	268.00	536.00
Total Loans and/or Federal Work-Study	\$862.50	\$862.50	\$1,725.00
Total Awards	\$28,845.00	\$28,845.00	\$57,690.00

The provides financial aid awards that fully meet our students' demonstrated need., the first \$5,000 of demonstrated need for first-year students is typically met with Self-Help (Federal student loans and/or Federal Work-Study). The Self-Help portion of the need-based aid package increases to \$6,000 for sophomores and to \$7,000 for juniors and seniors. All remaining need is met with grants and scholarships.

A student may also be eligible for additional Federal student loans in excess of their demonstrated need. If this is the case, such additional loans are included above.

Financial Aid

University
Student Name

Costs in the

Estimated Co
Tuition and
Housing an
Books and
Transportat
Other educ

Grants and s

Total Grants a
Grants and
Federal Pell
Grants from
Other schola

What will yo

Net Costs
(Costs of attendan

Options to p

Work options

Work-Study (Foc

Loan Options

Federal Perkins
Federal Direct S
Federal Direct U
*Recommended am

Other options

Family Contribu
(As calculated by th

- Payment plan
- Parent or Grad

Customized Inform

member of our staff if you have any questions. We are glad to help you sort through your options and answer your questions. We want you to be fully informed when making this very important decision.

FINANCIAL AID AWARDS

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University of the United States (UUS)

Student Name, Identifier

MM / DD / YYYY

Download

Costs in the 2014-15 year

Estimated Cost of Attendance

\$X,XXX / yr

Tuition and fees \$ X,XXX
 Housing and meals X,XXX
 Books and supplies X,XXX
 Transportation X,XXX
 Other education costs X,XXX

Grants and scholarships to pay for college

Total Grants and Scholarships (*Gift Aid; no repayment needed)

\$X,XXX / yr

Grants and scholarships from your school \$ X,XXX
 Federal Pell Grant X,XXX
 Grants from your state X,XXX
 Other scholarships you can use X,XXX

What will you pay for college

Net Costs

(Cost of attendance minus total grants and scholarships)

\$X,XXX / yr

Options to pay net costs

Work options

Work-Study (Federal, state, or institutional) \$ X,XXX

Loan Options*

Federal Perkins Loan \$ X,XXX
 Federal Direct Subsidized Loan X,XXX
 Federal Direct Unsubsidized Loan X,XXX

*Recommended amounts shown here. You may be eligible for a different amount. Contact your financial aid office.

Other options

Family Contribution

(As calculated by the institution using information reported on the FAFSA or to your institution.)

\$X,XXX / yr

- Payment plan offered by the institution
- Military and/or National Service benefits
- Parent or Graduate PLUS Loans
- Non-Federal private education loan

Customized information from UUS

Graduation Rate

Percentage of full-time students who graduate within 6 years



XX.X%

Low Medium High



Loan Default Rate

Percentage of borrowers entering repayment and defaulting on their loan

X.X%

X.X%

This institution

National

Median Borrowing

Students who borrow at UUS typically take out \$X,XXX in Federal loans for their undergraduate study. The Federal loan payment over 10 years for this amount is approximately \$X,XXX per month. Your borrowing may be different.



Repaying your loans

To learn about loan repayment choices and work out your Federal Loan monthly payment, go to: <http://studentaid.ed.gov/repay-loans/understand/plans>

For more information and next steps:

University of the United States (UUS)
 Financial Aid Office

123 Main Street
 Anytown, ST 12345
 Telephone: (123) 456-7890
 E-mail: financialaid@uus.edu

Costs in the 2014-15 year

Estimated Cost of Attendance		\$ 29,433 / yr
Tuition and fees	\$ 14,424	
Housing and meals	11,380	
Books and supplies	1,000	
Transportation	800	
Other educational costs	1,829	

Grants and scholarships to pay for college

Total Grants and Scholarships ("Gift" Aid; no repayment needed)		\$ 5,730 / yr
Grants from your school	\$ 0	
Federal Pell Grant	5,730	
Grants from your state	0	
Other scholarships you can use	0	

What will you pay for college

Net Costs (Cost of attendance minus total grants and scholarships)		\$ 23,703 / yr
--	--	-----------------------

Options to pay net costs**Work options**

Work-Study (Federal, state, or institutional)	\$ 0
---	------

Loan options*

Federal Perkins Loans	\$ 0
Federal Direct Subsidized Loan	3,500
Federal Direct Unsubsidized Loan	2,000

*Recommended amounts shown here. You may be eligible for a different amount. Contact your financial aid office.

Other options

Family Contribution (As calculated by the institution using information reported on the FAFSA or to your institution.)		\$ 0 / yr
--	--	------------------

- Payment plan offered by the institution
- Military and/or National Service benefits
- Parent PLUS Loan
- Non-Federal private education loan

Please be aware that the Cost of Attendance figures you see above are estimates and may not reflect your actual bill.

Graduation Rate

LOW MEDIUM HIGH

84.8%

**Loan-Default Rate**

Percentage of borrowers entering repayment and defaulting on their loan

**Median Borrowing**

Students at this institution typically borrow \$19,500 in Federal loans for their undergraduate study. The Federal loan payment over 10 years for this amount is approximately \$224.41 per month. Your borrowing may be different.

**Repaying your loans**

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For more information and next steps:

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Other scholarships you can use	0	

What will you pay for college

Net Costs (Cost of attendance minus total grants and scholarships)		\$ 23,703 / yr
--	--	-----------------------

Options to pay net costs

Work options

Work-Study (Federal, state, or institutional)	\$ 0
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Loan options*

Federal Perkins Loans	\$ 0
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Other options

Family Contribution (As calculated by the institution using information reported on the FAFSA or to your institution.)		\$ 0 / yr
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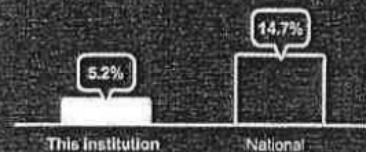
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Graduation Rate



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		\$ 29,433 / yr
.....	\$ 14,424	
.....	11,380	
.....	1,000	
.....	800	
.....	1,829	

for college

(no repayment needed)		\$ 5,730 / yr
.....	\$ 0	
.....	5,730	
.....	0	
.....	0	

		\$ 23,703 / yr
.....		

.....	\$ 0
-------	------

.....	\$ 0
.....	3,500
.....	2,000

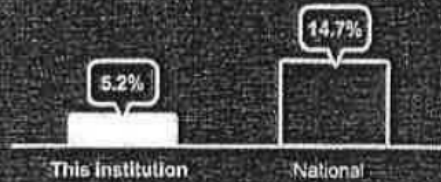
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Graduation Rate



Loan Default Rate

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Negotiating

- Has become much more prevalent, especially at private schools.
- If the package doesn't make the school affordable/possible for the student the counselor, student, or parent should call/e-mail.
- Start with Admissions rep - ask for advice on what to do.
- Might get a 'no', might get info on how to appeal or submit special conditions request.
- Might be asked to provide other award letters
- Families who never applied for aid won't get far - applying for aid is a necessary first step.

Questions?