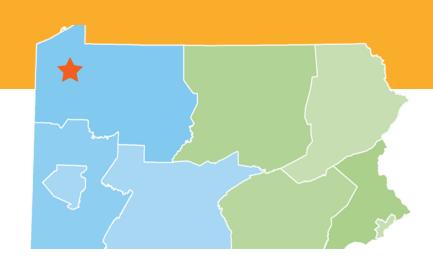


Your Presenter



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Higher Education Access Partner

Northwest Region

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Today's Topics

- Latest Headlines and Trends
- Being a Smart Consumer
- Financial Aid Basics
- Scholarships
- Federal and State Aid
- Loans
- Forms
- Financial Aid Award Letters
- Web Resources
- Tips and Strategies







- Student Loan Burden Continues to Grow
- Paying For College Are You and Your Student on the Road to Going Broke Or Into a Lot of Debt?
- Is College Worth the Money?
- When Kids Come Back Home

Unfinished Business

- The National Student Clearinghouse reports:
 - » Over the past 20 years, more than 31 million Americans started a postsecondary education, but did not finish.
 - The more institutions attended and the older the student, the less chance there was of completion.
 - » More than 10 million of these completed less than one semester.



Education
loans HAVE to
be repaid,
EVEN IF YOU
DO NOT
FINISH your
education.



5 Things You Should Know About

HIGHER EDUCATION

in Pennsylvania

1.

Pennsylvania ranks #2 in the nation for the highest average student debt.

2.)

The average Pennsylvania graduate has more than \$35,000 in student debt.

Pennsylvania invests
more in prisons
than it does in higher
education.



4.)

Since the Great Recession, 16.6 million jobs have been created. 95% of those jobs require some form of post-secondary education.

5.

Over the past 5 years,
Pennsylvania's funding per
full-time student has

decreased by more than 35%.



#patreasury



We want to hear from you about your experience in higher education in Pennsylvania. Tweet us at @PATreasury or email us at patreasurynews@patreasury.gov today.



Follow us on Twitter: @PATreasury



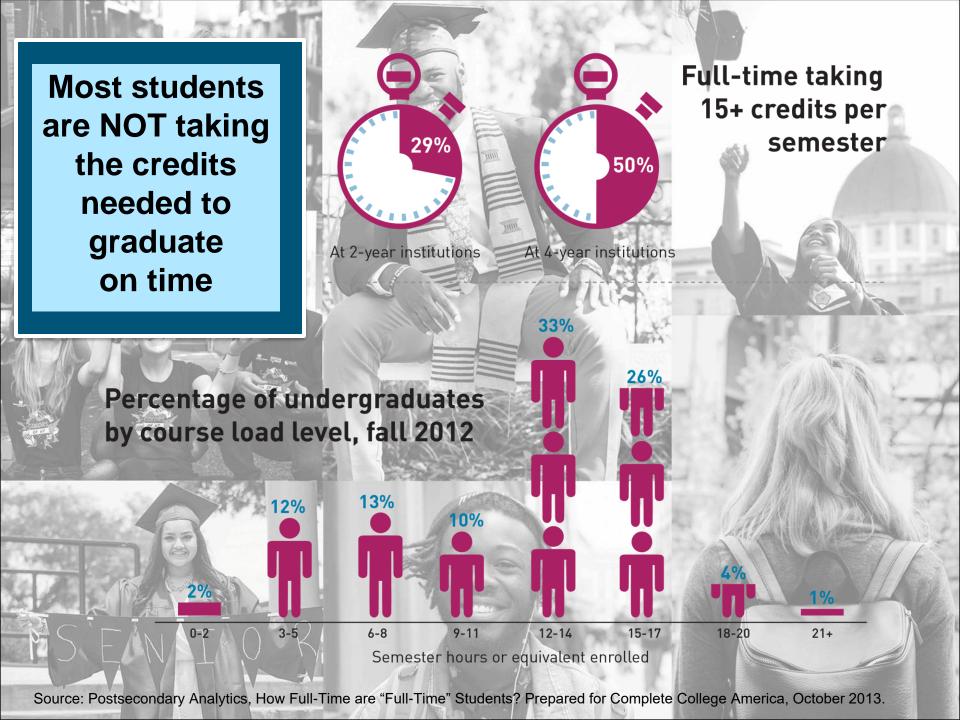
Like us on Facebook: Pennsylvania Treasury Department



Be a Smart Consumer

- Do your research.
- What is the net price that you will pay?
 - » Use the Net Price Calculator at schools you are interested in attending to get an estimate of your "net price" to attend
 - » Net Price Calculator available on each school's website
- What is the graduation rate?
- What is the average debt of graduates?
- What is the repayment rate and default rate of the school's borrowers?
- What is the employment outcome for recent graduates?





MySmartBorrowing.org

- An interactive, online tool created by PHEAA that helps students and families:
 - Estimate career salaries & college tuition
 - » View the impact of savings on overall cost
 - » Calculate loan repayment
 - » Avoid overborrowing

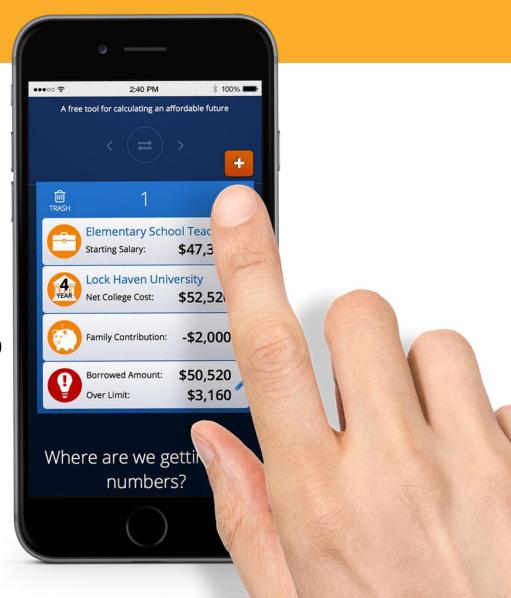


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View the Results

Once you input your selections, you can:

- View your potential salary in your new career
- Add & compare up to four colleges
- See if you're borrowing too much



The Rule

- Don't borrow more to get your education than you can reasonably expect to make during your very first year in the workforce.
 - » This keeps your loan payment <12% of gross earnings</p>
 - » (Recommendation from the National Endowment for Financial Education, nefe.org)



Smart Borrowing Tip

- Research your expected salary in your future career, find an affordable school, and borrow realistically.
 - There are many paths to the same degree.
 - » Research every option, including community colleges and commuting.
 - » Only attend a school you can reasonably afford.
 - » Only borrow what you absolutely need.







What Is Financial Aid?

- Financial aid consists of funds provided to students and families to help pay for postsecondary educational expenses.
- Grants/Scholarships (free money)
- Self-Help (work, savings, etc.)
- Loans



Funding Sources

- Federal Government
- State Government
- School/Colleges
- Private Scholarship Sources:
 - » HS counselors
 - » Clubs and organizations
 - » Employers
 - » Internet scholarship searches







Scholarship Search

Don't miss out on FREE money!

- Start early and KEEP LOOKING
- GOOGLE your interests
- Don't PAY for information
- Criteria varies by school
 - » If you're asked to pay, it's not free money (SCAM)
- Don't disqualify yourself until IT disqualifies YOU
- Don't fear ESSAYS
- Provide what is asked
- Small scholarships ADD UP
- Activities, Athletics, Family, Hobbies, Participation, Attributes – DO YOUR RESEARCH
- Don't miss <u>DEADLINES</u>
- Watch for Scams!



- ✓ FastWeb.com
- ✓ EducationPlanner.org
- √ Chegg.com
- √ FinAid.org
- ✓ ScholarshipExperts.com
- √ Scholarships.com
- √ Scholarship-Page.com
- ✓ DoSomething.org/Scholars hips
- ✓ Colleges.Niche.com
- √ StudentScholarships.org
- ✓ BigFuture.Collegeboard.org
- ✓ CollegeAnswer.com
- ✓ CollegeNet.com
- ✓ MeritAid.com
- ✓ MORE....

fastweb.com

- Excellent site to use for searching as it is a database that pulls specific scholarships for students based on their input. It also sends email alerts when a scholarship matches the student.
- Largest, most accurate and most frequently updated scholarship database.

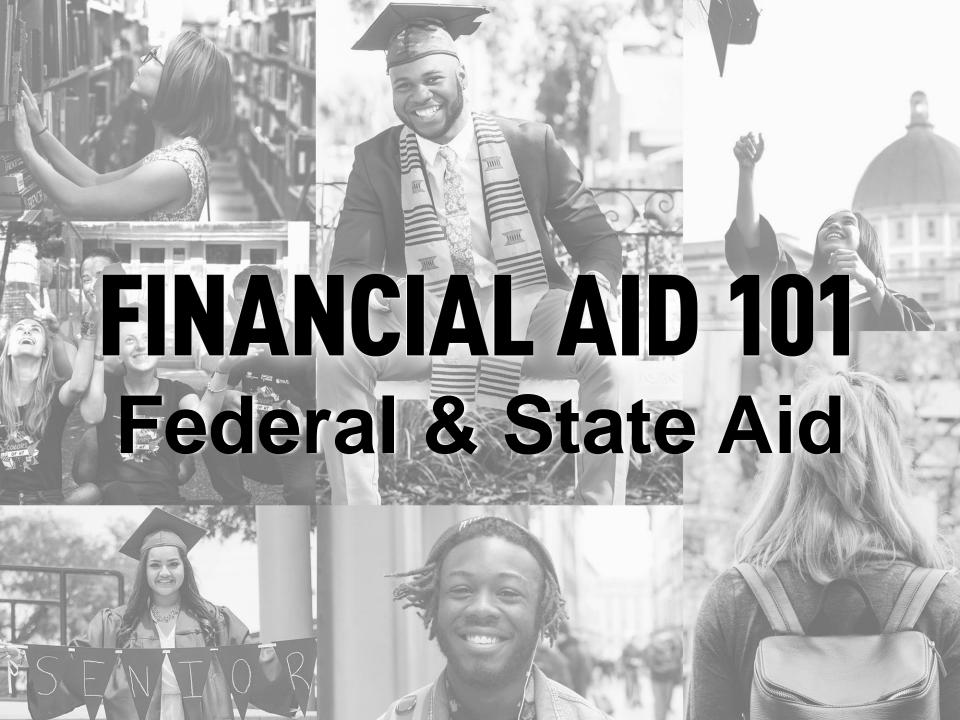


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Recognize Scholarship Scams

- Application Fees
 - » Should not pay a fee for a scholarship
- "Guaranteed" Scholarships
 - » No individual can honestly "guarantee" you'll win free money
- Solicitations
 - "You've been selected..."
 - "You are a finalist..."
 - » Bona fide companies won't ask for a check or credit card payment upfront
- Official-looking Companies
 - The logo may look like the U.S. Dept. of Education's logo
 - The company may talk about "federal" or "national" awards
- Seminars
 - Don't get pressured into paying for services on the spot





Financial Aid: Gift Aid-vs-Self-Help Aid

Gift Aid

- Scholarships and grants FREE MONEY
- Federal government, state government, schools/colleges

Self-Help Aid

- Federal Direct Loans Must be paid back
- Federal PLUS Loans Must be paid back
- Alternative Loans Must be paid back
- Military



Federal Programs

- Pell Grant (2019-20 max award \$6,195)*
- Max EFC is 5486
- Campus-based aid (determined by FAO)
 - » FSEOG.....up to \$4,000
 - » Perkins Loan.....
 - » Federal Work-Study...FAO determines
- For most programs, student must be enrolled at least half-time.



^{*} Goes to most financially needy students

Pennsylvania State Grant*

- \$7
- In-state (PA) Full-time: up to \$4,123
- In-state (PA) Full-time Distance Education: up to \$2,061
- In-state (PA) Part-time: 1/2 of the FT award
- Out-of-state Up to \$526 in DC, DE, MA, OH, VT, WV. \$702 for veterans.
- Amount determined in part by the cost of the school.



^{*} Must be at least half-time to be eligible

Pennsylvania State Grant*



2018-19 Maximum Awards

Cost Tier	Final Maximum Award	Final DE Award
\$0 - \$12,000	\$2,193	\$1,096
\$12,001 - \$19,000	\$3,509	\$1,754
\$19,001 - \$29,000	\$3,772	\$1,886
\$29,001 - \$32,000	\$4 ,123	\$2,061

The maximum award for students attending an approved school in a reciprocal state is \$526, and \$702 for a veteran in an approved school in a reciprocal state.



^{*} Must be at least half-time to be eligible



Federal Direct Loan Program

- Available to ALL students REGARDLESS of need
- Additional unsubsidized funds available for Independent & Parent PLUS denials
 - 5.05% interest rate (AY 18-19), 1.062% fee
 - Rates set every July 1st for the life of that year's loan; fees are deducted from disbursement
- AWARDED to every eligible undergraduate student
- In student's name, no collateral or credit check, must sign MPN
- Available loan amounts increase in subsequent years
- No payments required while attending school & six-month grace period
- 150% RULE applies New borrowers as of 7/1/13

Based on FAFSA, students have a combination of:

- Subsidized:
 govt pays
 interest in school
 and grace status
- Unsubsidized: interest accrues in school and grace



StudentLoans.gov & school's website!

Student Loan Borrowing Limits

	Dependent Students (excluding students whose parents cannot borrow PLUS)	Independent Students and Dependent Students whose parents are denied a PLUS Loan
Freshmen	\$5,500	\$9.500
Sophomores	\$6,500	\$10,500
Juniors, Seniors	\$7,500	\$12,500
Graduate or Professional	NA	\$20,500

Federal Direct PLUS Loan

- For parents of dependent undergraduate or graduate level students
- Parent PLUS Loan in parent's name for student costs
 - 7.6 % variable/fixed interest rate; 4.248% fees (AY 18/19)
- Rates set every July 1st
- Can borrow up to the Cost of Attendance
- MUST apply for loan each year
- Principal payment can be deferred
- No debt to income test
- Can have co-signer
- If denied, student is eligible for additional \$4,00

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Pennsylvania Higher Education Assistance Agency

Private/Alternative Loans

- From private lenders or financial institutions
 - » In student's name/co-signers usually required
- Some loan products have a co-signer release
 - Can borrow up to the Cost of Attendance
 - » Based on credit scores and debt-to-income
 - » Repayment may be deferred until education completed
 - Terms vary by lender compare before making choices
 - » Students must sign a "Self Certification Form" per DOE
- READ THE FINE PRINT





Financial Aid Forms



Know what financial aid forms each school requires

ALL Schools Require:

- FAFSA (Free Application for Federal Student Aid)
 - » EVERY YEAR!
- STATE GRANT FORM (SGF) through PHEAA
 - » FIRST YEAR!

SOME Schools Require:

- CSS Profile required by some postsecondary schools and scholarship organizations
- Institutional financial aid forms
- Internal school forms



Don't Miss Deadlines!

- Federal Deadlines Apply anytime after October 1st of the year prior to when you will attend college.
- School Deadlines check out your college(s)' websites to see if they list a priority filing deadline.
- PA State Grant Deadlines for FAFSA
 - » May 1, 2019 First-time and renewal students attending colleges, universities & college transferrable programs (excluding community colleges)
 - » August 1, 2019 First-time students attending community college; a business, trade or technical schools, hospital school of nursing; Open Admissions Institutions or a 2-year non-transferrable degree program at a Junior or 4-year college.



Be Prepared (Info you may need for the FAFSA)

- A Federal Student Aid (FSA) ID (Student & one parent)
- Social Security Number (Students & Parents)
- Driver's license (student only, if they have one)
- 2017 federal income tax return (1040, 1040A or 1040EZ)
- 2017 W-2 forms from all employers
- Records of 2017 untaxed income (Student & Parent)
- Email address (Student & Parent)
- Current bank/investment statements (Checking, Savings, Stocks, Bonds, 529's and other investments.
- Alien registration or permanent resident card
 - » (if not a U.S. citizen)



What Assets are Included on the FAFSA

Not all families are required to report assets

- Cash, checking and savings accounts (student and parents)
- Investments such as stocks, savings bonds, CD's and mutual funds (student and parents)
- 529 plans (student and parents)
- UGMA and UTMA accounts (students)
- Custodial accounts (students)
- Rental properties (student and parents)

Do Not Include

- Your family home, if it's your principal place of residence
- Family Farm, if it's your principal place of residence and your family participates in the farm's operation
- Your family business, if your family owns and controls more than 50% of a small business that has less than 100 full-time employees
- 401k, 403b, non-educational IRS's, pension plans and qualified retirement plans
- Life insurance policies

Whose Info Goes on the FAFSA?

- Divorced or separated parents (The parent the student lived with the most over the past 12 months. If equal, then the parent who provided more than 50% of student's support)
- Stepparents YES
- Adoptive parents YES
- Foster parents NO
- Legal guardians NO
- Anyone else the student is living with NO



Apply for FSA IDs

- Student and one parent will sign the FAFSA electronically - each needs a SEPARATE email address and ID
- Get your ID early
- A FAFSA IS NOT COMPLETE UNTIL IT'S SIGNED!
- You'll use it again for:
 - » Renewal FAFSA
 - » FAFSA status and corrections
 - » Signing a Direct Loan Master Promissory Note (MPN)
 - » Complete required entrance and exit loan counseling
 - » Review loan history at <u>NSLDS.ed.gov</u>

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Create a New FSA ID An FSA ID gives you access to Federal Student Aid's online systems and can serve as your legal signature. Only create an FSA ID using your own personal information and for your own exclusive use. You are not authorized to create an FS behalf of someone else, including a family member. Misrepresentation of your identity to the federal government could result in critical penalties. To create your own personal FSA ID, enter answers for the questions below and select CONTINUE. Important: When you are done click the CANCEL button to clear your data, even if you did not finish creating your FSA ID, Just clos browser window or going to another website may not be enough to prevent other people using this computer from seeing your infaunt the session expires. Log in to STUDENTAID.GOV Create An FSA ID Edit My FSA ID

Are you 13 years of age

C I am 13 years of age or older

FAFSA - Free Application for Federal Student Aid

- The FAFSA is the primary federal form for financial assistance to attend postsecondary school
 - » It determines:
 - Expected family contribution, need
 - Eligibility for most aid programs
- Must file a FAFSA each year a student attends school to be eligible
- File online Fast, Secure,
 SKIP LOGIC and Built-in Edits
- Want practice? Visit
 FAFSA4CASTER.ed.gov





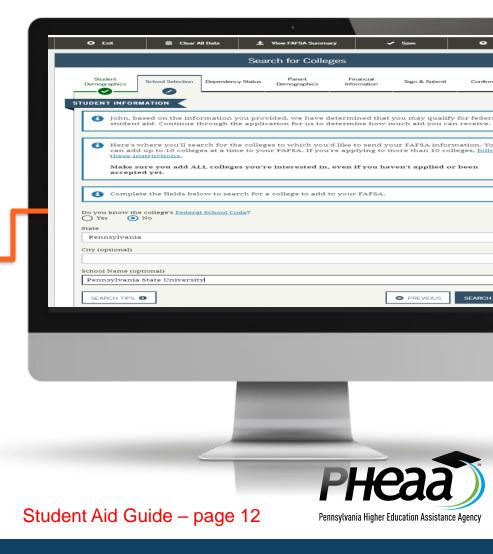
FAFSA (Senior Families)

- Complete the 2019-20 FAFSA Form and it requires:
- Income data from tax year 2017
- Asset information as of the day you file the FAFSA



FOTW - School Selection

- List school most likely to attend first
- Schools will only be allowed to see your financial information when you list them on the FAFSA
- You can add up to 10 colleges
- NOTE: Once your final decision is made, update your PA Grant information with the school you WILL attend.



IRS Data Retrieval Tool

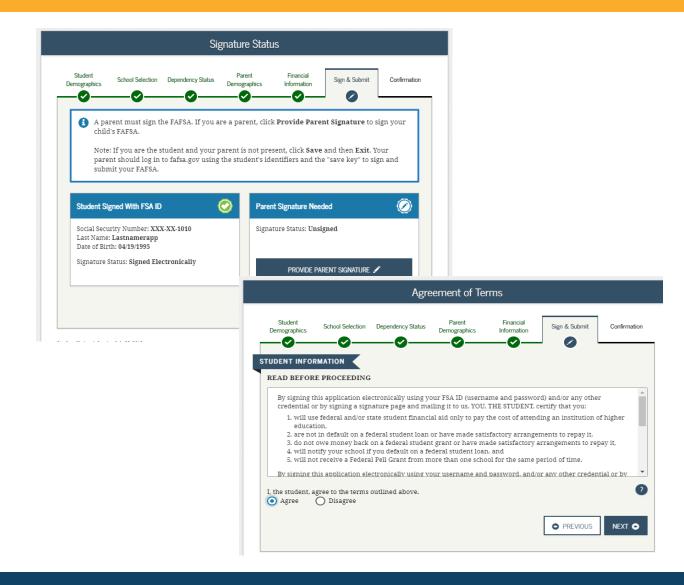
After taxes are filed:

- Automatically pulls in IRS Tax info and places data into the FAFSA, or overrides estimates
- REQUIRED!
- ALSO in Student Section, if student is filing taxes



Student Signature

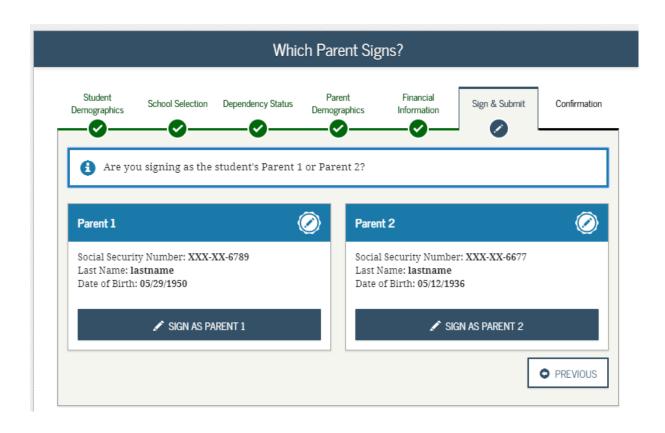
Signatures -Student signature should be okay if signed in with FSA ID but will have to click agree to terms.



Parent Signature

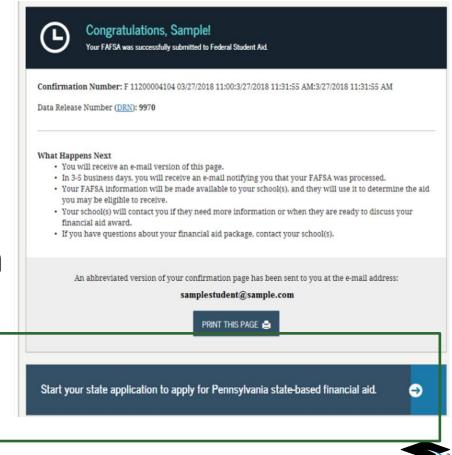
Which parent?

Who has the FSA ID?
Parent 1 or 2?



FAFSA Confirmation Page

- Estimated EFC and Federal Aid
- What Happens Next?
- Apply for your State
 Grant from the FAFSA
 Completion/Confirmation
 page
- TRANSFERS FOTW data to the State Grant Application



Pennsylvania Higher Education Assistance Agency

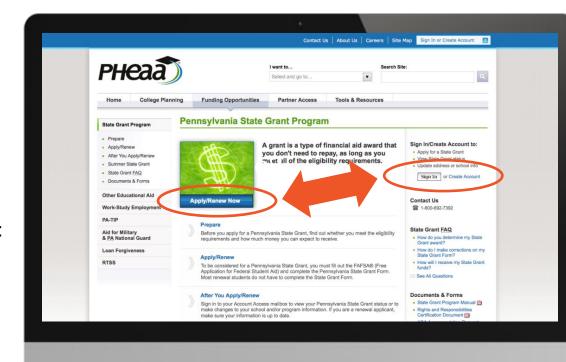
PA State Grant Form (SGF)

Check Rights and Responsibilities Box to electronically sign SGF

After reviewing your Rights and Responsibilities you must check the box at the bottom to confirm that you have read and agree to the Rights and Responsibilities. View Rights and Responsibilities © Can't open document? By submitting this electronic Pennsylvania State Grant Form, I/we hereby affirm acceptance of the Statement of Certification and Authorization found in the Applicant's Rights, Responsibilities, Use of Social Security Number, and Certification for the Pennsylvania State Grant Program, which is incorporated herein by reference and which I/we have read, agree to, and certify. I/we further understand that if I/we provide an email address, communications regarding the State Grant Program may be sent to me/us through electronic communications methods. Additional certification and verification may be required following review of this application. Exit Application Submit My Info >>

Online State Grant Application

- Link off the FAFSA Application Confirmation Page
 - » Missed the link or it wasn't available?
 - Link in an email sent to student/parent from PHEAA, OR
 - Go to <u>PHEAA.org</u>;
 State Grant Program;
 and complete the form
- Additional questions needed to determine PA State Grant eligibility:
 - » Enrollment status (full-time/part-time)
 - » Value of PA 529 College Savings Program
 - » Program of study for students in vocational programs





Help screens are available for all questions



FASFA TIPS

- Don't mix answers for student and parent information
- Ensure SSN accuracy
- Gender question is optional answer it, for Selective Service purposes
- Answer Work-study question "yes"
- Have federal income tax and other related information to use as references
- ✓ It's OK TO ESTIMATE if 2017 taxes aren't filed yet
 - » Updates/corrections can be done later using the IRS Data Retrieval Tool
- Don't delay, don't miss deadlines



FAFSA Completion Tips

- Answer all questions
- Carefully review untaxed income questions
- Review asset questions before completing them
- √ 529 Plans must be reported as parent assets
- Assets do NOT include home, retirement or insurance
- Do not report a business if it employs less than 100 FT employees
- Do not report a farm if you live on the farm
- Online help available on the form

Special Circumstances

- Recent death or disability
- Reduced income
- Recent separation or divorce



Contact the school and ask for a special consideration AND contact State Grant Division at PHEAA





What Happens Next?

- Student Aid Report or Acknowledgment sent to student (review and make necessary corrections)
- Information is sent to PHEAA. Student must complete State Grant Form (SGF). Can link to this directly from the FAFSA.
- Account Access (PHEAA) Create an account at <u>PHEAA.org</u> to view PA State Grant
- Information is sent to schools/colleges. Send to all schools being considered.

Pennsylvania Higher Education Assistance Agency

Determining Need-Based Eligibility

- Student submits FAFSA
- Family undergoes Need Analysis
- Expected Family Contribution (EFC) is determined based on:
 - » Parent income and assets
 - » Student income and assets
 - » Family size
 - » Number of children in college
 - » Age of the older parent
- This is NOT necessarily the amount you will pay each year!

 PHEAD
 Proceedings to be presented to be presented

How is the EFC Calculated?

- In theory, the EFC is a number calculated to measure and compare the general financial strength of all families applying for aid - it is NOT the amount you are expected to pay.
- EFC formula considers a family's taxed & untaxed income, assets, size, how many will be attending college, and age of oldest parent
 - Includes allowances for taxes and focuses mainly on income
 - » Parent + student contribution = EFC
- NOT AN ASSET: Home, personal property, qualified retirement funds, and value of life insurance is excluded from assets
- Asset Protection Allowance is applied against parent's reported assets
 - EFC calculation roughly uses 6% of parent asset contribution and 20% of student contribution
 - Student income contribution used in the calculation: 50% of amounts over \$6,660
 - Parent contribution divided by number of children in college at the same time

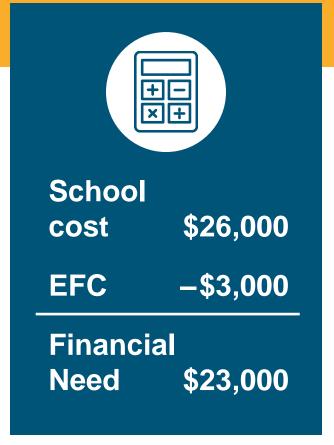




Calculating Financial Need

Schools/colleges receive financial aid information and calculate financial need

- Financial Aid Office (FAO)
 "packages" student based
 on financial need and
 available funding (varies
 from school to school)
- Financial aid award letter sent to student





Reviewing the Financial Aid Package

- After reviewing their packages, students should be sure they know and understand the following:
 - » How much of the financial aid is free money?
 - Which awards are based on need, and which are based on merit?
 - » Are there any conditions on the free money; in particular, is there a GPA requirement?
 - » Will awards change from year to year?
 - » Will institutional awards increase as tuition increases?
 - » Will loans be needed? If so, how much?



Comparing Packages

		Marketon II. Propriet	
Cost	\$20,000	\$30,000	\$50,000
EFC	\$ 3,000	\$ 3,000	\$ 3,000
Need	\$17,000	\$27,000	\$47,000
Free Money	\$ 6,000	\$ 8,000	\$18,000
Loans	\$ 5,500	\$ 7,000	\$ 8,000
Work-Study	\$ 0	\$ 2,000	\$ 3,000
TOTAL AID	\$11,500	\$17,000	\$29,000
Gap = (Cost – Aid)	\$ 8,500	\$13,000	\$21,000
Actual Cont. = (Cost – Free \$)	\$14,000	\$22,000	\$32,000



Ways to Reduce the Need for Financial Aid

- Graduate on Time (reduces debt by about 25%, on average)
 - » 4 year for bachelor's degree / 2 year for associate's degree
- Research and find the right school and major
 - » Minimize transfer and change of major
- Earn college credits while in high school through AP courses,
 Vo-tech and dual enrollment
- Consider options for cutting costs (commute, take summer classes, buy used books, make smart meal plan choices)
- 2 + 2 Strategy (2 years at a community college then transfer credits to a 4-year school)
- 3 + 2 (master's degree)



What Can You Do Now?

- Visit websites with free information about college financial aid and careers
- Explore scholarship opportunities locally, regionally and nationally
- Use Net Price Calculator at schools interested in attending to get an estimate of your "net price" to attend
 - » Net Price Calculator available on each school's website
- Use the free online tool to estimate EFC and eligibility for federal financial aid
 - » <u>fafsa4caster.ed.gov</u>
- Student and parent apply for a FSA ID at:
- StudentAid.ed.gov/fsaid



Use Your Resources

- PHEAA.org
- EducationPlanner.org & MySmartBorrowing.org
- YouCanDealWithIt.com
- MyFedLoan.org
- PHEAA toll free: 800.692.7392
- Federal Student Aid Info Center
 800.433.3243
- FASFA.gov
- StudentAid.gov general financial aid info
- StudentLoans.gov information on federal loans

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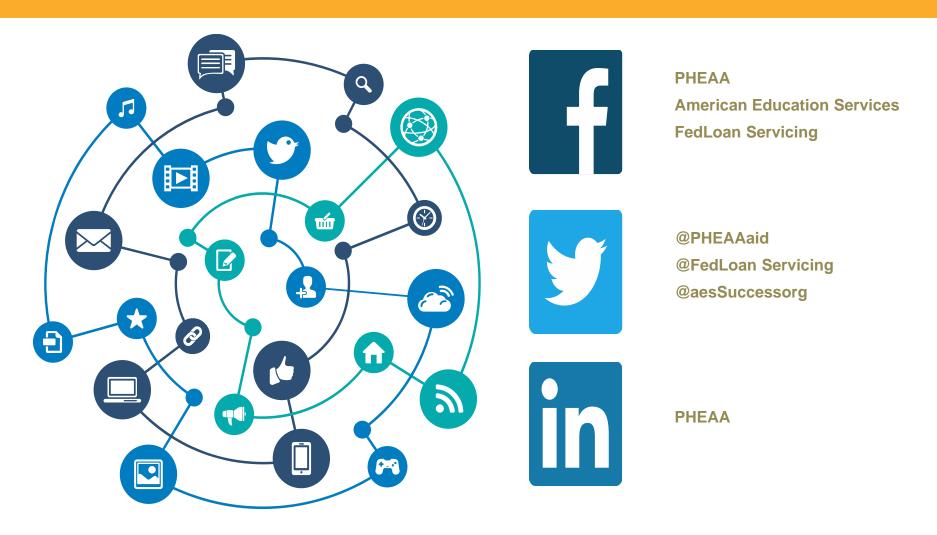








Get Social with PHEAA



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