



FY
21



Testimony before House Commerce & Economic Development Committee

February 19, 2020

Scott A. Giles, President & CEO
Marilyn Cargill, Vice President of Financial Aid Services, Marketing & Research
Vermont Student Assistance Corporation



VSAC opens the doors to education:

- Administers Vermont's 529 college savings plan, with 22,478 accounts worth \$406 million.
- Provides career and education counseling to 7,500 students of all ages
- Provide financial aid and forms nights in nearly every high school
- Administers the Vermont State Grant program for low-income Vermonters
- Administers 150 scholarship programs worth \$5.4 million annually – just for Vermonters
- Provides \$50 million in student and parent loans to help cover the cost of education and training
- Provides comprehensive loan counseling to borrowers

VSAC's student outreach:

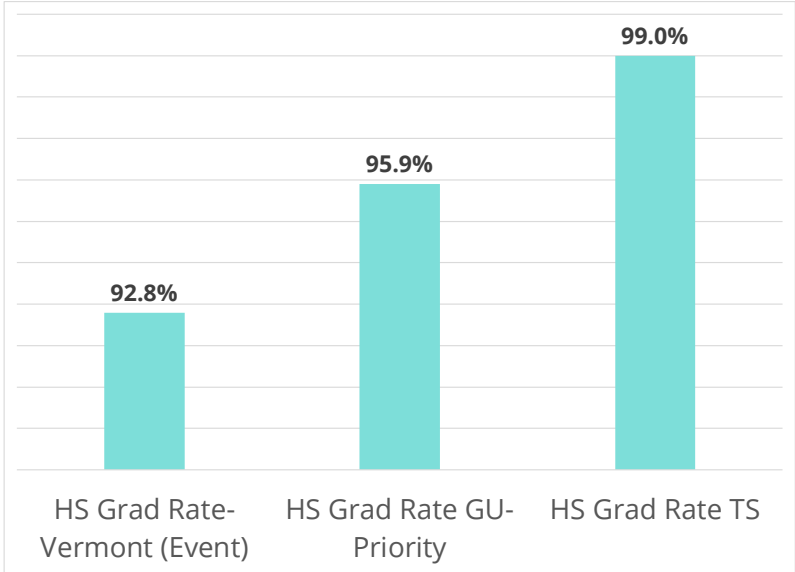
Talent Search & GEAR UP

Serving (AY18-19):

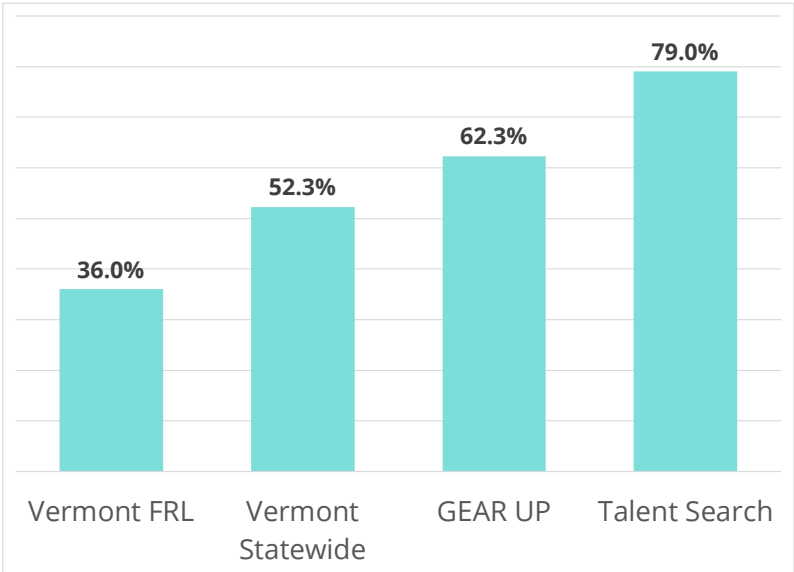
- 75 Vermont schools
- 4,245 middle school and high school students

Demonstrating results:

2018 12th grade Completion Rates



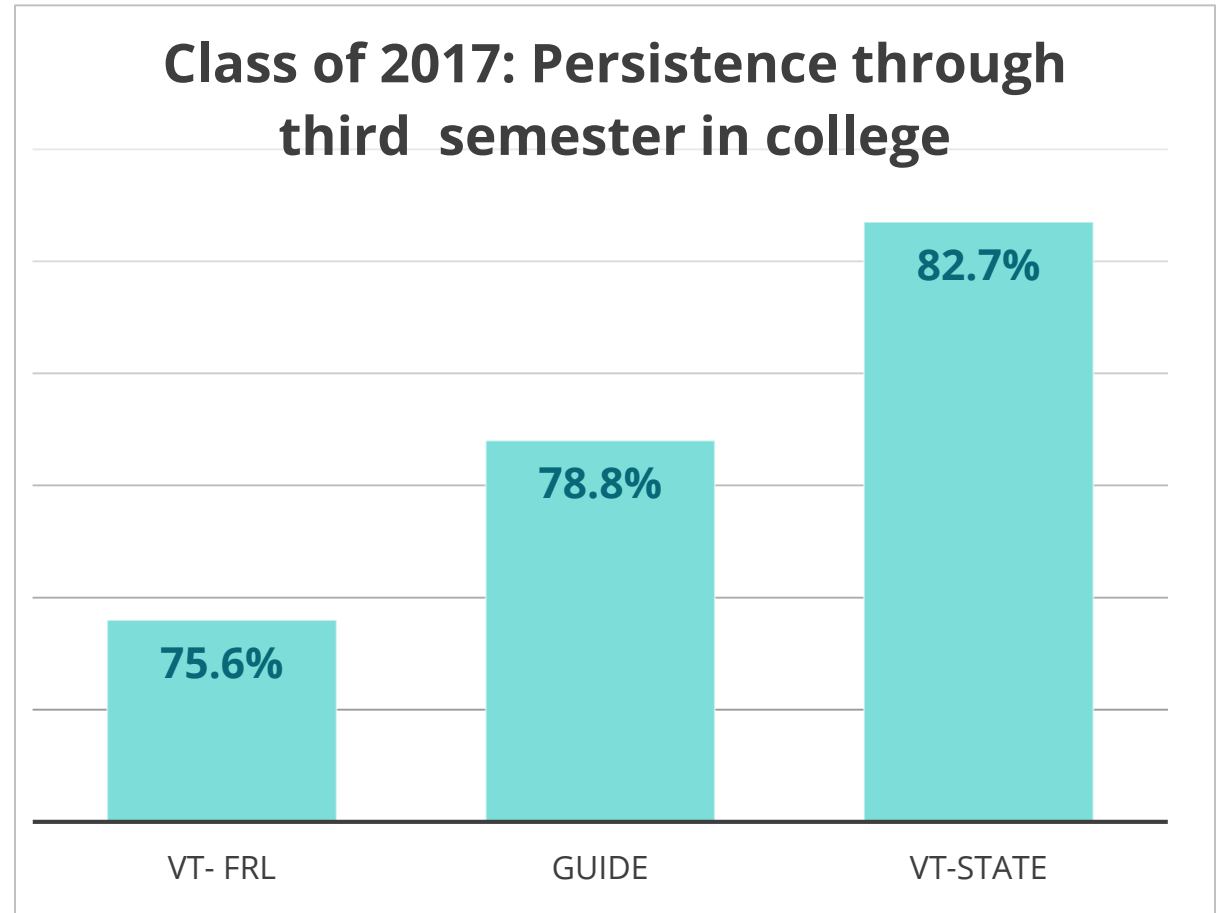
Fall 2018 Postsecondary Education Enrollment Rates



Source: VT Agency of Education, NESSC and VSAC Career and Education Outreach. (Most recent data available)
Note: Talent Search (TS) and GEAR UP (GU) are federally-funded grant programs.

GUIDEing GEAR UP students in college

- The “Giving Undergraduates Important Direction in their Education” program, known as **GUIDE** is now in its 8th year
- Supports students into their 3rd semester in college



Credential of Value Scholarship

Established in FY2019, this scholarship was created by **The Curtis Fund** to support students pursuing certificate programs.

The Hoehl Foundation added \$300,000 over 3 years to the program in FY2020

Scholarship's Priorities:

- Lead to high demand/livable wage jobs as identified by the McClure Foundation
- Statewide geographic diversity
- Stackable credentials
- Gender diversity
- Field of study diversity

Outcomes:

- 62 students awarded to date
- 24 fields of study in FY '20

Vermont State Grant programs

In the 2018-2019 academic year (FY 2019), VSAC awarded 11,776 need-based education grants to students attending school full- or part-time or enrolled in nondegree courses of study.

VSAC Appropriation FY20: \$20,478,588

VT Grant Program	FY19 Grant Awards
Full-time	7,710
Part-time	2,578
Advancement	1,478

NEW in 2019: Micro-grants

Unexpected expenses can derail even the most dedicated of students.

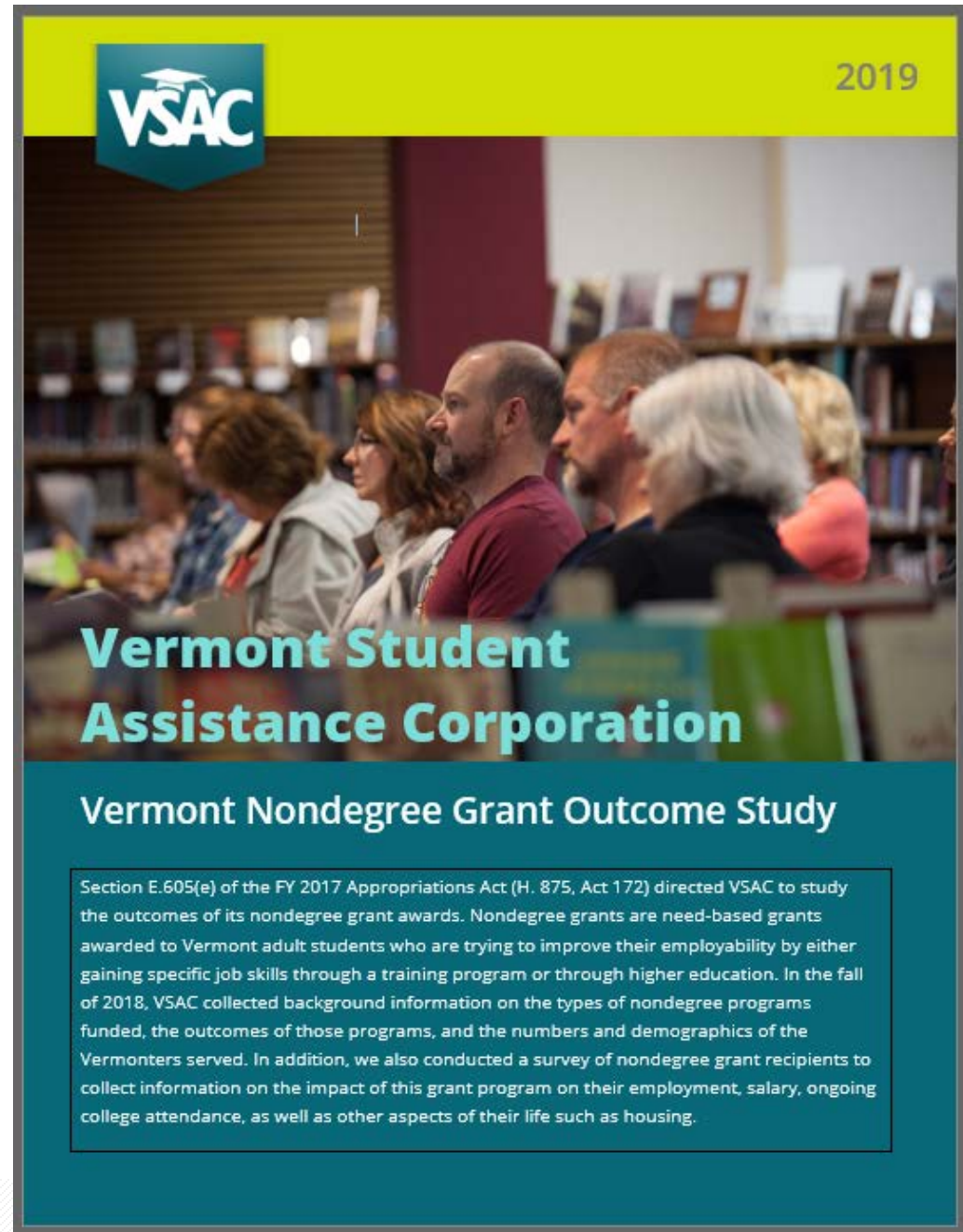
Almost 70 students slated to drop out of school have received a small grant of \$400 or less to help address unexpected expenses.

1. Computer issues
2. Car repair/tires
3. Food insecurity
4. Help with housing deposits

Opening doors for adult students

Vermont Nondegree Grant Outcome Study (2019)

Findings from the latest survey of Nondegree grant recipients awarded for academic year 2017-2018

The cover of the report features a photograph of a diverse group of adult students in a library or classroom setting. The VSAC logo is in the top left, and the year '2019' is in the top right. The title 'Vermont Student Assistance Corporation' is in large teal letters, and 'Vermont Nondegree Grant Outcome Study' is below it. A text box at the bottom provides details about the study's purpose and methodology.

2019

Vermont Student Assistance Corporation

Vermont Nondegree Grant Outcome Study

Section E.605(e) of the FY 2017 Appropriations Act (H. 875, Act 172) directed VSAC to study the outcomes of its nondegree grant awards. Nondegree grants are need-based grants awarded to Vermont adult students who are trying to improve their employability by either gaining specific job skills through a training program or through higher education. In the fall of 2018, VSAC collected background information on the types of nondegree programs funded, the outcomes of those programs, and the numbers and demographics of the Vermonters served. In addition, we also conducted a survey of nondegree grant recipients to collect information on the impact of this grant program on their employment, salary, ongoing college attendance, as well as other aspects of their life such as housing.

Vermont Advancement Grant

The average Advancement Grant recipient is:

34
YEARS OLD



FEMALE



HOUSEHOLD
OF TWO

\$19,750
AVERAGE ANNUAL INCOME



Despite historically low unemployment rates, adult Vermonters increasingly turn to the Advancement Grant to grow and develop new skills.

In recognition, the Vermont Legislature approved additional one-time funding in the program for FY20.

Vermont Advancement Grant

Helping adults advance in Vermont's workforce

In FY19, 1,247 Vermonters used their Advancement Grant (nee Nondegree Grant):

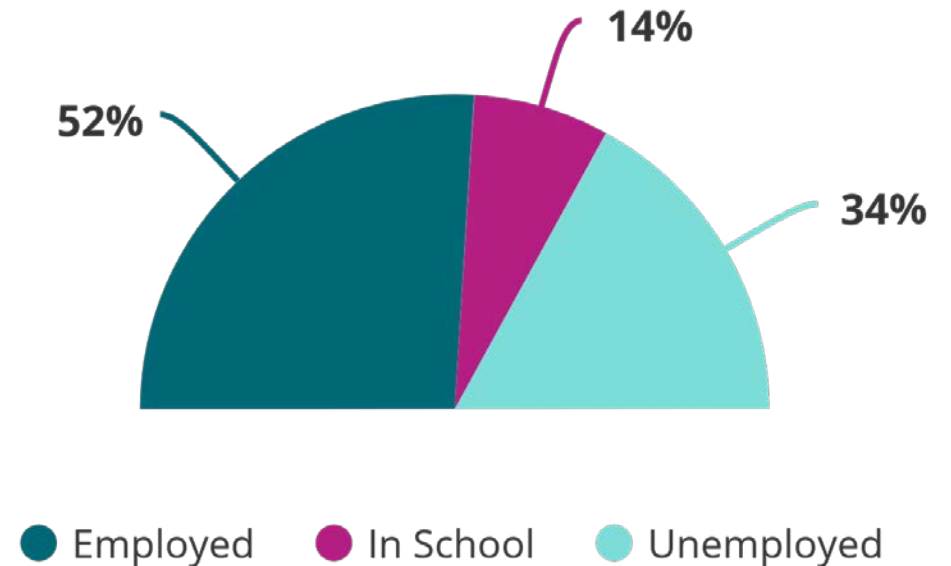
To enter the trades, such as:

- construction workers
- linemen
- cosmetologists
- culinary arts

As well as:

- Earn CDL licenses
- Obtain certification as childcare providers
- Enter healthcare professions such as LNAs and dental assistants

Those Who Were Unemployed BEFORE Taking the Nondegree Course Are Working or in School



State Loan Program by the numbers

- VSAC issued \$50 Million in Parent and Student Loans
- Delinquency rates under 2%
- Borrower Benefits –
 - Borrowers saved \$1.7 million in FY '19
 - \$180.5 million saved since 1995
- Scam Prevention
 - Work directly to protect Vermont borrowers
 - Work with Vermont's Attorney General to educate borrowers
 - Collaborate with Vermont's Congressional Delegation

After college: help is a phone call away

- **Vermont Advantage Loan Coach:** free, in-depth personalized education debt counseling.
- VSAC's **Customer Relations team** works closely with borrowers to help them understand all the repayment options available to them.

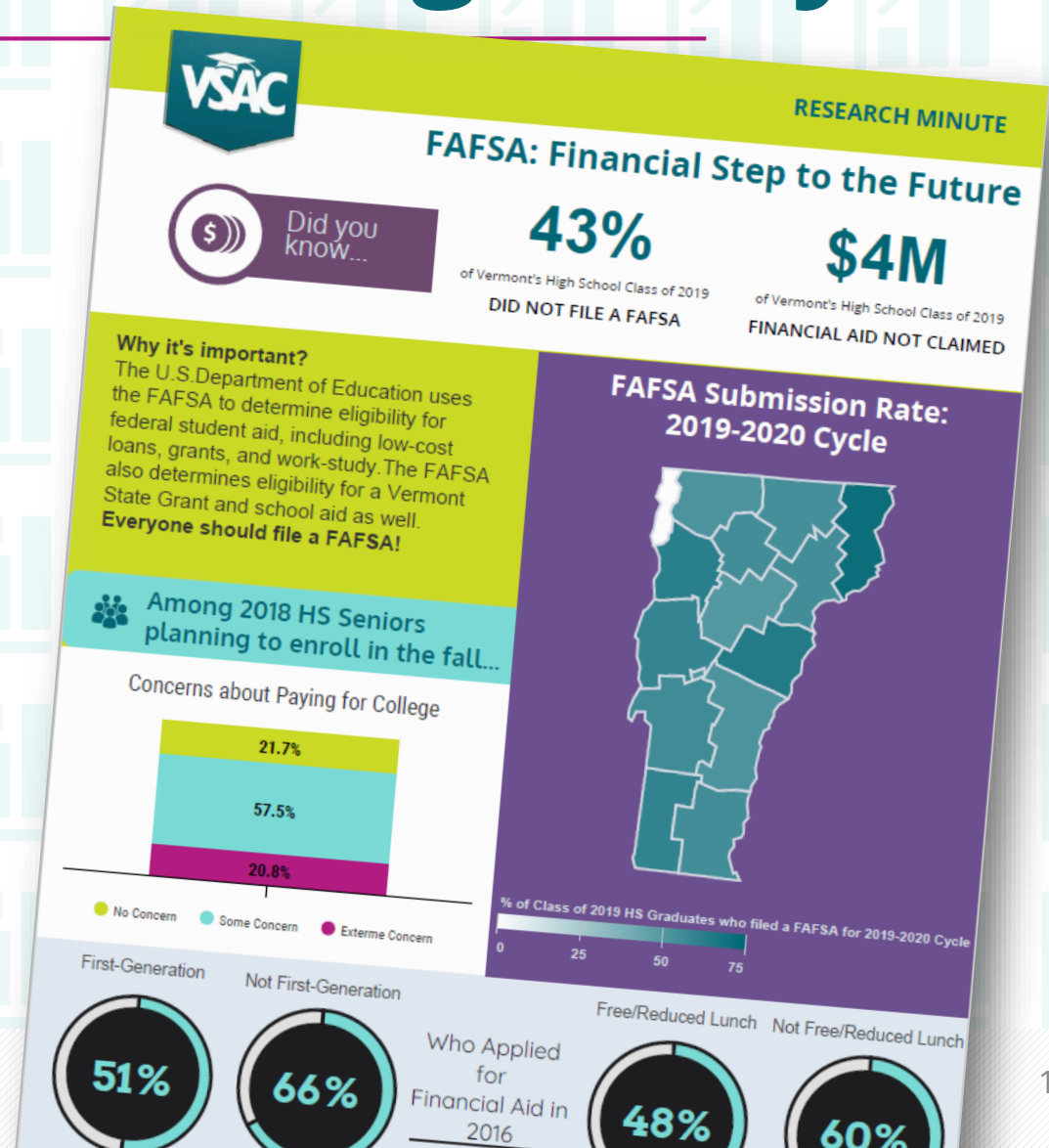


"I can't thank you all enough for the help and patience over the years. I still have a loan for my daughter, but VSAC helped my son become a VT State police officer. Nothing but kudos to all of you there!"

~Susan

VSAC Research: Informing Policy

- [Class of 2012 Report Series](#)
- [Non-Degree Survey](#)
- [VSAC Research Minute](#) →
- [FY19 County Facts](#)



Improving education outcomes in Vermont

The third report on postsecondary outcomes of Vermont's high school Class of 2012.

Reports findings on:

- Degree completion within four years among students who enrolled in the fall of 2012, at 4-year institutions as full-time students;
- Degree attainment of the entire cohort within four years.

*Coming Soon:
Degree Completion at 2-
year institutions*



Postsecondary Enrollment & Completion within Four Years of Graduation

Executive Summary

In 2014, VSAC issued a report on the aspirations of the Vermont High School Class of 2012. The following year, 2015, VSAC issued a report on the postsecondary enrollment of the Class of 2012. This third report looks at the Class of 2012 four years after high school graduation and describes the percentage of graduates who enrolled in postsecondary education, along with the percentage who attained a degree within four years. This report also discusses some of the factors associated with the timely completion of a degree. The study provides some encouraging data about the four-year graduation rates of matriculated members of the class as a whole. However, the data also reveals wide variation in the success rates between students from different socioeconomic groups and between students attending different institutions of higher education.

This report examines the on-time completion rates of Vermont high school graduates who began their postsecondary education full-time at a four-year school. Vermont high school students enroll immediately in four-year institutions at a higher rate than the

VSAC's FY21 request

- Level funding \$19,978,588 (FY20 total base appropriation) plus adding the FY2020 one-time \$500,000 for Advancement Grant (nee nondegree) funding to VSAC's base appropriation.
- \$200,000 for continuation of the Aspirations Program to boost the number of high school graduates continuing to college or training
- Level funding \$85,000 for the Dual Enrollment Stipend Program

Together, these investments in Vermont's support to students and adults would result in an FY2021 base appropriation to VSAC of \$20,478,588, as well as \$85,000 for Dual Enrollment Stipends.



Appendix A

VSAC Services

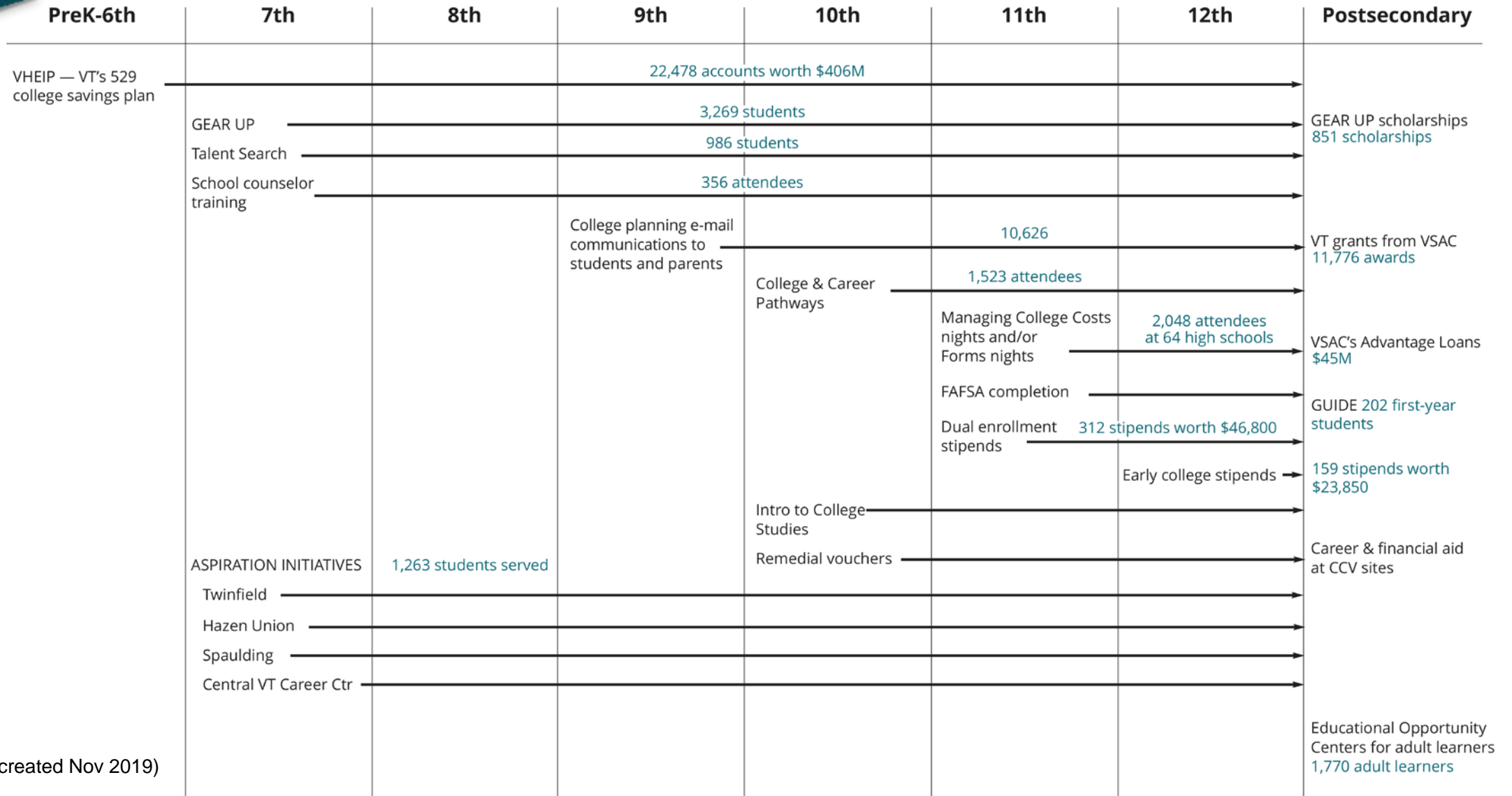


Creating opportunities for all Vermont students, but especially for those —of any age— who believe that the doors to education and training are closed to them.





Pathways to Postsecondary Education and Training



Figures as of Fy19 end (created Nov 2019)

VERMONT's Education Pipeline

Our Class of 2012 Senior Survey findings show that we are losing human capital at every point along the path to higher education.

Four years after graduating from high school, 3.4 out of 10 Vermont students have earned a two- or four-year degree.

These numbers, however, vary considerably when we consider gender, first-generation status, academic preparation and geographic region.

Class of 2012
at high school
graduation



Students who at
some point thought
they would enroll in
the fall of 2012



High school
graduates who
planned to enroll
in the fall of 2012



High school
graduates who
enrolled at a 2-
or 4-yr college



First-year college
students who
enrolled for a
second year



Fall 2012 enrollees
who obtained an
associate or
bachelor's degree
in 4 years



Customer Calls to Communicate Trouble Making Their Loan Payment

