A SECOND CHANCE AT THE DREAM

Sarah Ancel  @Sarah_Ancel
Senior Vice President
Complete College America
<table>
<thead>
<tr>
<th>Institution</th>
<th>Current Cohort*</th>
<th>Total Completion Rate **</th>
<th>2020 Completion Rate</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ball State University</td>
<td>4,181</td>
<td>59%</td>
<td>75%</td>
<td>114</td>
<td>227</td>
<td>341</td>
<td>454</td>
<td>568</td>
<td>568</td>
</tr>
<tr>
<td>Indiana State University</td>
<td>2,923</td>
<td>42%</td>
<td>65%</td>
<td>114</td>
<td>227</td>
<td>341</td>
<td>454</td>
<td>568</td>
<td>568</td>
</tr>
<tr>
<td>Indiana University-Bloomington</td>
<td>5,085</td>
<td>75%</td>
<td>75%</td>
<td>3</td>
<td>5</td>
<td>8</td>
<td>10</td>
<td>13</td>
<td>13</td>
</tr>
<tr>
<td>Indiana University-East</td>
<td>565</td>
<td>27%</td>
<td>65%</td>
<td>36</td>
<td>72</td>
<td>108</td>
<td>145</td>
<td>181</td>
<td>181</td>
</tr>
<tr>
<td>Indiana University-Kokomo</td>
<td>633</td>
<td>26%</td>
<td>65%</td>
<td>41</td>
<td>83</td>
<td>124</td>
<td>165</td>
<td>206</td>
<td>206</td>
</tr>
<tr>
<td>Indiana University-Northwest</td>
<td>1,333</td>
<td>28%</td>
<td>65%</td>
<td>82</td>
<td>164</td>
<td>245</td>
<td>327</td>
<td>409</td>
<td>409</td>
</tr>
<tr>
<td>Indiana University-Purdue University-Fort Wayne</td>
<td>2,317</td>
<td>29%</td>
<td>65%</td>
<td>139</td>
<td>279</td>
<td>418</td>
<td>558</td>
<td>697</td>
<td>697</td>
</tr>
<tr>
<td>Indiana University-Purdue University-Indianapolis</td>
<td>4,290</td>
<td>41%</td>
<td>65%</td>
<td>173</td>
<td>346</td>
<td>519</td>
<td>692</td>
<td>865</td>
<td>865</td>
</tr>
<tr>
<td>Indiana University-South Bend</td>
<td>1,435</td>
<td>25%</td>
<td>65%</td>
<td>97</td>
<td>194</td>
<td>291</td>
<td>387</td>
<td>484</td>
<td>484</td>
</tr>
<tr>
<td>Indiana University-Southeast</td>
<td>1,059</td>
<td>32%</td>
<td>65%</td>
<td>59</td>
<td>117</td>
<td>176</td>
<td>234</td>
<td>293</td>
<td>293</td>
</tr>
<tr>
<td>Ivy Tech Community College</td>
<td>41,541</td>
<td>17%</td>
<td>55%</td>
<td>2,645</td>
<td>5,290</td>
<td>7,934</td>
<td>10,579</td>
<td>13,224</td>
<td>13,224</td>
</tr>
<tr>
<td>Purdue University-Calumet Campus</td>
<td>1,315</td>
<td>33%</td>
<td>69%</td>
<td>71</td>
<td>142</td>
<td>214</td>
<td>285</td>
<td>356</td>
<td>356</td>
</tr>
<tr>
<td>Purdue University-North Central Campus</td>
<td>909</td>
<td>37%</td>
<td>69%</td>
<td>42</td>
<td>85</td>
<td>127</td>
<td>170</td>
<td>212</td>
<td>212</td>
</tr>
<tr>
<td>Purdue University-West Lafayette</td>
<td>4,798</td>
<td>67%</td>
<td>75%</td>
<td>65</td>
<td>130</td>
<td>194</td>
<td>259</td>
<td>324</td>
<td>324</td>
</tr>
<tr>
<td>University of Southern Indiana</td>
<td>2,445</td>
<td>38%</td>
<td>69%</td>
<td>110</td>
<td>221</td>
<td>331</td>
<td>442</td>
<td>552</td>
<td>552</td>
</tr>
<tr>
<td>Vincennes University</td>
<td>2,063</td>
<td>18%</td>
<td>55%</td>
<td>126</td>
<td>252</td>
<td>378</td>
<td>503</td>
<td>629</td>
<td>629</td>
</tr>
<tr>
<td>STATEWIDE</td>
<td>76,892</td>
<td></td>
<td></td>
<td>5,931</td>
<td>9,848</td>
<td>13,765</td>
<td>17,683</td>
<td>21,600</td>
<td>221,460</td>
</tr>
</tbody>
</table>
The Alliance

Central Valley Higher Education Consortium

Complete College Arizona Consortium

Commonwealth of Northern Mariana Islands

Puerto Rico

Thurgood Marshall College Fund Consortium

City University of New York

Houston

DC
NEEDED: 11.6 million successful adult students

To meet the goal of 60 percent postsecondary attainment, the following students are needed:

- Traditional aged: 4.8 million
- Previously attended college but did not graduate: 6.1 million
- Never attended college: 5.5 million

Nationwide, 11.6 million additional adults will need to earn a degree or credential, compared to 4.8 million traditional-aged students, to meet the attainment goal.

TODAY’S STUDENTS

58% Work while Enrolled

47% Support Themselves

38% Older than 25

26% Raising Children

https://www.luminafoundation.org/todays-student
How do we serve adult students?
A LITMUS TEST...
15 CREDITS A SEMESTER TO GRADUATE ON TIME

#15TOFINISH
15 CREDITS A SEMESTER TO GRADUATE ON TIME

#15TOFINISH
Who is in the “15 to Finish Asterisk”? 
Who is in the “15 to Finish Asterisk”? 
Who is in the “15 to Finish Asterisk”?

11.6 million adult students needed to meet goals
Who is in the “15 to Finish Asterisk”?

TODAY’S STUDENTS
GO SU part time!
GO SU part time!

Part-time study

works for you
Poll everywhere: what percentage of part-time students in their 2\textsuperscript{nd} college term say they expect to earn an associate degree 1-2 years from entry?

- 10%  
- 19%  
- 33%  
- 47%
Unrealistic Expectations

47% Always part-time students in their 2nd term that expect to earn their associate degree 1-2 after they started college.

38% still think that in their 3rd term.

The Center for Community College Student Engagement: Even One Semester: Full-Time Enrollment and Student Success (Center, 2017).
Poll everywhere: What is the cost difference between a 2-year associate degree and a 6-year associate degree?

- $6,700
- $37,000
- $82,000
- $560,000
## The High Cost of Time

<table>
<thead>
<tr>
<th></th>
<th>One extra year, public college</th>
<th>One extra year, private college</th>
<th>Two extra years, public college</th>
<th>Two extra years, private college</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Tuition and loans</strong></td>
<td>$18,598</td>
<td>$26,815</td>
<td>$37,456</td>
<td>$53,760</td>
</tr>
<tr>
<td><strong>Opportunity costs</strong></td>
<td>$128,429</td>
<td>$128,429</td>
<td>$245,253</td>
<td>$245,253</td>
</tr>
<tr>
<td><strong>Total cost for not graduating in four years</strong></td>
<td>$147,026</td>
<td>$155,244</td>
<td>$282,691</td>
<td>$298,995</td>
</tr>
</tbody>
</table>

Poll everywhere: What percentage of always part-time students graduates after six years?

- 7%
- 20%
- 34%
- 55%
Lower Likelihood of Success

6-Year Graduation Rates

Always Part-Time: 20.4%
Mixed Enrollment: 39.5%
Always Full-Time: 80.1%

Lower Likelihood of Success

6-Year Graduation Rates

- 20 and Younger: 68%
- >20-24: 50%
- Older than 24: 49%

The Adult Student’s Trade-Off

Make Life-Altering Sacrifices to Attend Full-Time

Go Part-time with Higher Cost and Lower Chance of Graduating
The Adult Student’s Trade-Off

- More Life-Altering Sacrifices to Attend Full-Time
- Go Part-time with Higher Cost and Lower Chance of Graduating
How do we serve adult students?
The Adult Student’s Trade-Off

Make **Life-Altering Sacrifices to Attend Full-Time**

Go **Part-time with Higher Cost and Lower Chance of Graduating**
If you don’t like how the table is set, turn over the table.

FRANK UNDERWOOD
The Adult Student’s Trade-Off

Make **Life-Altering** Sacrifices to Attend Full-Time

Go **Part-time** with **Higher Cost** and **Lower Chance of Graduating**
A Better Deal for Returning Adults
How can we serve adult students better?
STEP 1: Build Smarter Schedules
CCA’s previous Game Changer:

• Predictable
• Consolidated
• Full-Time
15 CREDITS A SEMESTER TO GRADUATE ON TIME

#15TOFINISH
What's Really the Issue?

15

OR

5
Professor Relationships
Sets of Deadlines to Remember
Strands of Content to Absorb
Mid-Terms and Final Exams

…while also keeping track of life
Time Commitment: 16 Week Semester; 1 course
Time Commitment: 16 Week Semester; 5 courses
What’s Up With the 16-week Semester?

What’s magic about the number 16?
If you don’t like how the table is set, turn over the table.

FRANK UNDERWOOD
Redesigned Schedule

Solve for 5 instead of 15: Compressed Courses

- Shorter Terms
- Fewer Courses per Term
- Year-Round Enrollment
- Consistent Time/Days on Campus
1 or 2

Professor Relationships
Sets of Deadlines to Remember
Strands of Content to Absorb
Mid-Terms and Final Exams

...while also keeping track of life
Time Commitment: 4-week terms, 1 course per term
Compressed Courses Get Big Results

Bellevue’s 4-Year Graduation Rates

- Traditional: 24.8%
- Accelerated In-Person: 75.2%
- Accelerated Online: 77.1%
STEP 2: Honor What Students Already Know
Correlation

Did not earn PLA credit (n=46,881)
- Did not earn degree or credential: 78%
- Other: 15%
- Earned Associate's Degree: 6%
- Earned Bachelor's Degree: 1%

Earned PLA credit (n=15,594)
- Did not earn degree or credential: 44%
- Other: 43%
- Earned Associate's Degree: 13%
Causation

Completion rate boost from earning credit-granting CLEP score:

- Overall: 5.7 pp
- Military: 8.6 pp
- Hispanic: 5.0 pp
- >=25 Years: 7.3 pp
- Home-Schooled: 9.1 pp

Completion rate among students missing credit-granting CLEP score by one point.
Prior Learning Assessment is Everywhere but Lives Nowhere

<table>
<thead>
<tr>
<th>Exams</th>
<th>Portfolios</th>
<th>Certifications</th>
</tr>
</thead>
<tbody>
<tr>
<td>• CLEP</td>
<td>• Learning Counts</td>
<td>• ACE</td>
</tr>
<tr>
<td>• DSST</td>
<td>• Faculty-Driven</td>
<td>• Faculty-Driven</td>
</tr>
</tbody>
</table>

?
Credit for Competency

If it works, bake it into the cake:
Embedded Credit for Competency Process

- Required for all adult students
- Designed to maximize credits earned
- Credits transcripted promptly
3-Credit Course leads students through reflection and PLA process:

- Up to 48 hours earned
- 24 hours earned on average
- 3 credits
STEP 3: Provide a Coach
CCA-ism: The longer it takes, the more likely that life gets in the way.
CCA-ism: The longer it takes, the more likely that life gets in the way.
Assign a coach to each adult student

- Single coach from start to finish
- Trained to build relationship & trust
- Equipped to intervene in institutional policy and practice
- Knowledge of external resources
InsideTrack’s Coaching Results

**PENN STATE**
46% improvement in enrollment conversion

**IVY TECH**
33% increase in low-income, first-gen persistence

**FLORIDA STATE**
Coaching program generated $9.6M in additional revenue
THE CAMPAIGN

A lot has changed since you left college.
LIKE YOUR REASONS FOR RETURNING.

LARGE INCOME BUMP
+ $20k

LESS CHANCE OF BEING UNEMPLOYED
3x

MORE CAREER OPTIONS
60%

College Grad vs High School Grad
Bachelor’s vs High School Degree
Jobs Requiring Education Beyond High School by 2018

Explore available programs and access your incentives
www.YouCanGoBack.com/Anthony.Smith
An Initiative of the Indiana Commission for Higher Education

Indian colleges and universities are making it easier to finish your degree.
Proactive Reengagement

Adults are welcomed back – with the promise of a Better Deal

Avenues to reach potential returning adult students include:

- Direct marketing
- Reverse Transfer efforts
- Employer partnerships
On the Ground

Matt Bergman
University of Louisville

Buffy Tanner
Shasta College
A Better Deal for Returning Adults

Q&A
Are You Ready?
A Better Deal for Returning Adults
Questions?

Sarah Ancel
sancel@completecollege.org
Senior Vice President
of the Alliance