# 2019 - 20 Financial Aid High School Presentation

Presented by:
Jim Anderson
Director of Financial Aid
Montclair State University





### The Mission

The Higher Education Student Assistance Authority is the only State agency with the sole mission of providing students and families with the financial and informational resources to pursue their education beyond high school.





# What We Will Discuss Tonight

- What is financial aid?
- How do you apply? Forms? Deadlines?
- How is eligibility determined?
- What is the Expected Family Contribution?
- Types and sources of financial aid
- Financial aid packaging; comparing offers
- Special circumstances
- Consumer Issues
- Review of the FAFSA



## What Is Financial Aid?

- Generally speaking, financial aid includes all funds made available to students that do not come from their family.
- Sources are the federal and state governments, the colleges themselves and private sources
- It comes in the form of grants, scholarships, loans and student employment



### What Forms are Required and When?

- Free Application for Federal Student Aid (FAFSA)
- College Board Profile Form
- Institutional Forms
- Verification
- Tax documentation
- Business Supplement
- Non-custodial parent information
- Know your schools requirements and deadlines



# **Expected Family Contribution**

- The amount that a family can reasonably be expected to contribute
- Derived from contributions from the parents and the student
- Federal EFC
- Institutional EFC
- EFC Calculator: Available on the College Board Web Site:

https://bigfuture.collegeboard.org/pay-for-college/payingyour-share/expected-family-contribution-calculator



# How Is Eligibility Determined?

- Cost of Attendance (COA) direct and indirect costs
- Expected Family Contribution (EFC)
- Federal vs. Institutional EFC; differences in assessment
- Special circumstances



## Need

Cost of Attendance

Less Expected Family Contribution

Equals Need





### Help! Sources of Aid

- Federal
- State of New Jersey
- The College/University
- Outside Organizations
  - Civic organizations (ex.-local Rotary Club), parent's employer, high school awards

### **Types of Financial Aid**

- Grants
- Scholarships
- Loans
- Employment Opportunities



# Scholarships

- A form of "gift aid," does not have to be paid back
- Awarded on the basis of academic, artistic, athletics or other merit attribute

## Grants

- Gift aid; does not have to be repaid
- Most often awarded on the basis of need



## Loans

- Must be repaid
- Federal loans
- Privately financed loans
- Terms vary significantly by program
- Borrow wisely
- Is it a good investment?



# Student Employment

- Offered by colleges using federal or institutional funds
- Part time
- Paid via a paycheck
- Not generally applied to the college bill



# Federal Aid Programs 2018-2019

- Federal programs provide by a wide margin the largest portion of assistance
- Awarded primarily on the basis of need
- Students must apply each year
- Federal Pell Grant up to \$6,095
- Federal Stafford Loan
- Federal PLUS Loan
- Campus-Based Programs: SEOG and Federal Work-Study



## Federal Stafford Loans

Interest rate for Federal Stafford Loans for the 2018-2019 academic year is 5.045% fixed plus a 1.062% origination fee

Grade Level	Dependent Undergraduate Student	Independent Undergraduate Student
Freshman	\$5,500 (max \$3,500 subsidized)	\$9,500 (max \$3,500 subsidized)
Sophomore	\$6,500 (max \$4,500 subsidized)	\$10,500 (max \$4,500 subsidized)
Juniors, Seniors and Beyond	\$7,500 (max \$5,500 subsidized)	\$12,500 (max \$5,500 subsidized)
Cumulative Limit	\$31,000 (max \$23,000 subsidized)	\$57,500 (max \$23,000 subsidized)





# Types of Aid – State

- State of New Jersey
  - TAG (Tuition Aid Grant)
    - Demonstrate Financial Need
    - Be a U.S. citizen, eligible non-citizen, or those students who meet the requirements under the Tuition Equity Law
    - Must be New Jersey Resident & attend a New Jersey Institution
    - Must be full time at an approved degree program
    - Meet all state deadlines
  - Part-Time TAG for County Colleges
    - Meet all TAG requirements
    - With the exception of being enrolled for 6-11 credits





# Types of Aid – State (cont.)

### State of New Jersey

- EOF (Educational Opportunity Fund)
  - Award ranges from \$200 \$2,500 annually depending on type of institution
  - Must demonstrate educational and economically disadvantaged background
  - File FAFSA
- Governor's Urban Scholarship
  - Rank within the top 5% of their class at the end of junior year
  - Attain a 3.0 GPA at the end of the junior year
  - Attend an approved New Jersey college or University and reside in a designated community
  - Have a New Jersey Eligibility Index below 10,500





# Types of Aid – State (cont.)

### State Scholarships

### NJ STARS

- NJ residents who rank in the top 15% of their class at either the end of junior or senior year
- Achieve the required score on a college placement test to determine college readiness
- Students must take at least 12 college credits
- Students must attain a cumulative GPA of 3.0 or higher at the start of the third semester at the county college to remain an NJ STAR
- Must file a Free Application for Federal Student Aid (FAFSA)

### - NJ STARS II

- Received NJSTARS funding and have a family taxable income of less than \$250,000
- Must earn an associates degree and graduate with a 3.25 GPA or higher
- May receive up to \$2,500 annually for a public or private 4-year NJ college or university
- Must enroll full time (12 credit hours)
- Must file a Free Application for Federal Student Aid (FAFSA)





# Types of Aid – State (cont.)

### State Scholarships

- Governor's Industry Vocation Scholarship for Women & Minorities (NJ GIVS)
  - Up to \$2,000 per year for the cost of enrollment at one of New Jersey's 19 County Colleges, Technical / Vocational Schools, some Proprietary Schools
  - Benefits women and minorities pursuing certificate or degree programs in construction – related fields
  - Must be NJ resident
  - Must file a FAFSA & complete separate application online at www.njgrants.org
  - Some of the programs eligible for the scholarship include
    - Construction Supervision
    - Solar Energy Technology
    - Architectural Engineering Technology





# Loans/Other Resources for Students/Parents

### 2018 -2019 - NJCLASS Supplemental Loan Program

- 10 Year Fixed Rate NJCLASS LOAN, starting at 4.79%
  - This option has 3% origination fee
- 15 Year Fixed Rate NJCLASS LOAN is 5.60%
  - This option is also a 3% origination fee and students / families can borrow up to the cost of attendance. Interest only payments while in school available for this repayment plan
- 20 Year Fixed Rate NJCLASS LOAN is 7.20%

This option has 3% origination fee

Federal PLUS Program (7.595% & 4.248% origination fee for loans disbursed after 10/1/18 and prior to 9/30/19)

Parent is the borrower

Private Educational Loans - terms and underwriting vary significantly

ELM Select - www.elmselect.com/

Interest rates and fees are subject to change, so check with the provider before proceeding



## Other Resources

Foundations, businesses, charitable organizations, employers, unions Start research early.

Web Resources:

www.hesaa.org

www.collegeboard.org

www.mappingyourfuture.org

High school guidance office

Free internet scholarship search engine:

www.fastweb.com

https://bigfuture.collegeboard.org/scholarship-search

https://www.scholarships.com/





### Other Resources

- Outside Scholarships
- Campus Administered Payment Plans
- Campus Employment
- Specialized Campus Opportunities
  - ✓ Residential Advisors
  - ✓ Student Ambassadors
  - ✓ Student Tour Guides
  - ✓ Internships/CO-OP'S



# Financial Aid Packaging

- Entitlement/formula driven awards
  - Pell Grants
  - Tuition Aid Grants (TAG)
- Federal Stafford Loan
- Other Federal aid: SEOG and Federal Work-Study
- Institutional aid



# Financial Aid Packaging

- Institutionally funded grants and scholarships
- Need-based or merit-based?
- Schools meeting full need far and few between
- Differential or preferential aid packaging
- Need gaps
- What is your bottom line?
- Difficult decisions



# **Appeals**

- If it is need-based be prepared to make your case
- If it is merit-based, be sure you have a case to make
- Set the right tone; do not try to "negotiate"
- Disclosing offers from other schools; is it a good idea?

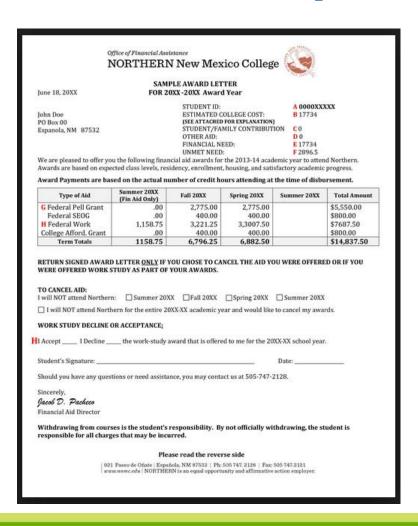


### Consumer Issues

- Need-based aid? Changes in need from year to year; will there be an adjustment?
- Treatment of outside scholarships
- Scholarship scams
- Consultants: good or bad idea?
- Award letters; review them carefully
- Renewability of awarded aid; minimum GPA?



# Sample Award Letter



- Award letter format may vary by institution
- Available in hard copy or on-line
- Available after FAFSA filed and student is accepted
- Used to compare aid packages





### **Net Price Calculator**

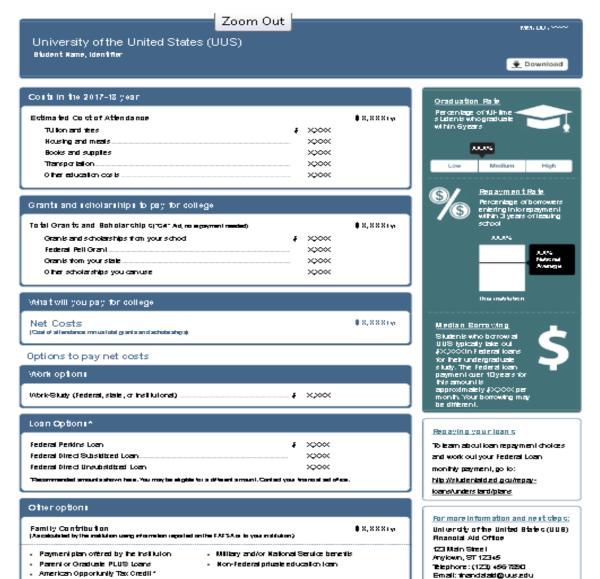
- All institutions must have a net price calculator posted on their websites.
- Students will be able to estimate the individual net price per institution.
- Based on full-time, first degree/certificateseeking undergraduate students.



### **Shopping Sheet**

The Shopping Sheet standardizes award letters, making it easier to comparison shop and provide students with key information including:

- How much one year of school will cost.
- Financial aid options to pay this cost, with a clear differentiation between grants and scholarships, which do not have to be repaid, and loans, which do.
- The **net costs** after grants and scholarships are taken into account.
- Information comparing default rates, graduation rates, and median debt levels for the school.
- Potential monthly payments for the federal student loans the typical student would owe after graduation.



We help students lay the foundation for a solid financial future

Parenta or students may qualify to receive up to \$2,500 by claiming the American Opportunity For Credit on their bound on during the following calend a year .



### **Shopping Sheet Breakdown**

#### STUDENT INFORMATION

Student name/identifier; date issued (right side)

Individual student's cost of attendance

The sum of each grant sub-category appears here; campus-based FSEOG and TEACH Grants would appear here under "Grants from Your School"

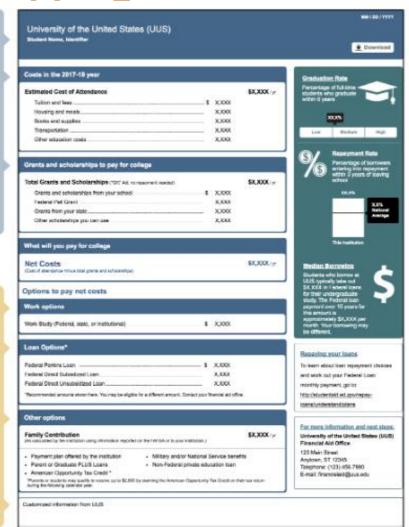
#### **NET COST AFTER GRANTS**

Aid awarded by school but earned through work

School recommended Federal loan amounts; state and institutional loans appear below in the customized information box

Other funds that can be used to meet net costs; includes family contribution – FAFSA-calculated or institutional methodology

Space for institution to send custom message



### INSTITUTIONAL PERFORMANCE METRICS (All data supplied by the Department)

Student Right-to-Know graduation rate compared to the rates of similar institutions (Source: IPEDS)

Most recent repayment rate compared to the national average (Source: NSLDS)

Median debt for undergraduate borrowers entering repayment (Source: NSI DS)

Loan repayment calculator

School contact details for more information and next steps

Questions? ShoppingSheet@ed.gov





# **Applications to Access Aid**



hesaa.org



# **Early FAFSA**

- On September 13, 2015, the U.S. Department of Education's FAFSA team announced a change in how and when students complete the Free Application for Federal Student Aid (FAFSA)
- Families will begin to complete the FAFSA on October 1<sup>st</sup> using income information from two years prior
- This change is known as Prior Prior Year (PPY)
- The change more closely aligns the financial aid application with the admission application process



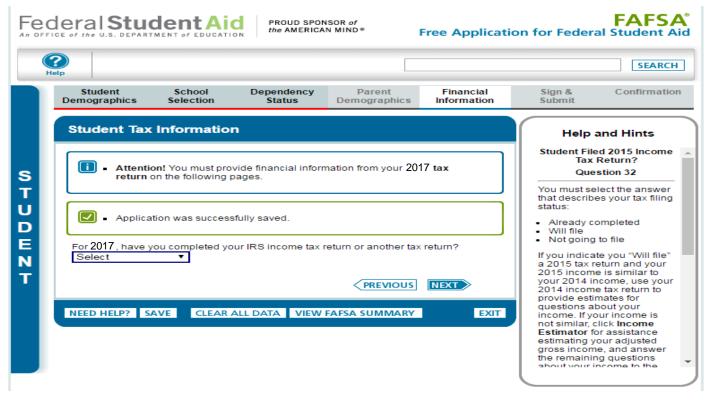
# **Application: FAFSA**

- 2019-2020 FAFSA available October 1, 2018
- FAFSA will use prior prior year income information (2017)
- IRS Data Retrieval Tool can be used immediately
  - All prior prior year tax information (2017) is already filed, allowing immediate retrieval.



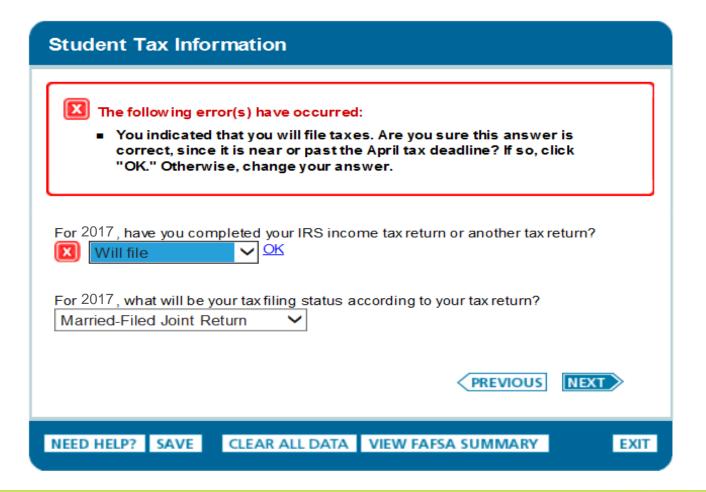
### **Notification of Which Tax Year to Use**

Applicants and parents will be instructed to provide financial information from their 2017 tax return





# Message about Tax Completion







# **Application: FAFSA**

- Submit the Free Application for Federal Student Aid (FAFSA) prior to the earliest school's deadline & complete the NJ State Specific Questions
- To ensure maximum consideration for federal, state, and institutional aid, check information from each school to determine:
  - Required application materials
  - Application deadlines



# Free Application for Federal Student Aid (FAFSA)

- Collects family's personal and financial information used to calculate the student's Expected Family Contribution
- File the FAFSA electronically
  - FAFSA on the Web at www.fafsa.ed.gov
  - Student & Parent must create a Federal Student Aid ID (FSA ID) at fsaid.ed.gov
- Use the IRS Data Retrieval Tool to populate income & tax information with actual prior - prior year tax information (currently 2017)



#### **IRS Data Retrieval Tool**

- The IRS data retrieval tool or (DRT) is used to transfer tax return information into the FAFSA
- The DRT will be available beginning October 1<sup>st</sup> to support early FAFSA
- Tax filers who file Married filing separately, amended tax returns, and foreign tax returns cannot use DRT



# What is a Federal Student Aid (FSA) ID?

- In order to enhance security, FAFSA has created a user name and password login at www.fsaid.ed.gov
- Password resets, retrieval of User ID's and passwords can be accomplished at www.fsaid.ed.gov
  - ✓ PIN number is not necessary to create a FSA ID
- If you are a parent of a dependent student, you will need your own FSA ID





# General Highlighted Eligibility Requirements for FAFSA

- Must have a valid Social Security Number
- Must be enrolled or accepted for enrollment in an eligible program of study
- Must be pursuing a degree, certificate, or other recognized credential
- Must be a U.S. citizen or eligible noncitizen
- Must be registered with Selective Service (males are required)





### **Key Components of the FAFSA**

- Student Demographics
  - Full Name
  - Social Security Number
  - Date of Birth
  - NJ applicants must provide an answer to the driver's license questions.
  - ALL applicants must indicate their gender.
- Student Income and Assets
  - IRS Data Retrieval
  - Income earned from work
- Student Status: Dependent/Independent
- Parent Demographics-Who is a Parent?
  - Social Security Number
  - Last Name
  - Date of Birth





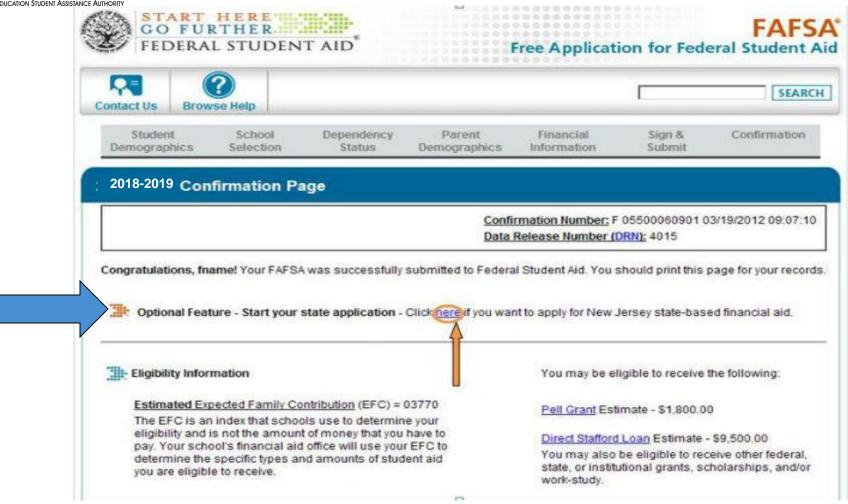
# **Key Components of the FAFSA (cont.)**

- Household Size
  - Number in college
- Parent(s) Income and Assets
  - IRS Data Retrieval
  - Income earned from work
  - Dislocated Worker
- Federal Means Tested Benefits
  - Medicaid, SSI, SNAP, Free or Reduced Price School Lunch, TANF, WIC
  - List all colleges of interest (up to 10)
- Once submitted, use the link from the FAFSA confirmation page to HESAA's NJFAMS portal to complete the additional data elements for Tuition Aid Grant (TAG) and NJ STARS (II) eligibility.
  - Applicants who bypass answering the State questions, should log into NJFAMS to create a user ID and password to check and complete any outstanding items on their "To Do" list





#### Click to Apply for State Aid







### Common Mistakes Made on the FAFSA

- Student's name as it appears on the social security card, social security number, and date of birth.
- Parent section vs. Student section
- Number of people in the household
- Divorced/remarried households
- Taxes paid vs. taxes withheld
- Including untaxable social security benefits
- Parental and student assets
  - "Zero" is a number
- College grade level
- Skipping the gender question



## New Jersey Alternative Financial Aid Application

The New Jersey Alternative Financial Aid Application allows undocumented students enrolled in eligible New Jersey colleges and universities to apply for state financial aid.

#### Who should complete this application?

Complete this application if you are **not** a United States citizen or eligible noncitizen and meet all of the following criteria;

- Attended a New Jersey high school for at least three (3) years
- Graduated from a New Jersey high school or received the equivalent of a high school diploma in New Jersey
- Registered for Selective Service (male students only)
- Are able to file an affidavit stating that you will file an application to legalize your immigration status or will file an application as soon you are eligible to do so



### New Jersey Alternative Financial Aid Application

- TAG (Tuition Aid Grant)
  - Demonstrate Financial Need
  - Students must meet the requirements under the Tuition Equity
     Law
  - Must be New Jersey Resident & attend a New Jersey Institution
  - Must be full time at an approved degree program
  - Meet all state deadlines
- Part-Time TAG for County Colleges
  - Meet all TAG requirements
  - With the exception of being enrolled for 6-11 credits
- Must meet all TAG requirements to be considered for all State aid programs (as discussed previously)





#### **NJFAMS**



- The New Jersey Financial Aid Management System (NJFAMS) is now available for all New Jersey students who apply for NJ State aid for the 2018-2019 academic year. Each student will need to log in and set up an NJFAMS account. NJFAMS is a user-friendly, real-time system. To get started, click here.
- The steps to applying for financial aid from the State of New Jersey are:
  - 1. Complete the FAFSA.
  - 2. Establish an NJFAMS account.
  - 3. Answer the NJ state-specific questions.

- All students must go to "NJGRANTS.org"
- Establish an NJFAMS Account by creating a User ID and Password





#### **NJFAMS**

#### Welcome to NJFAMS!

Check your To Do List for additional information we need to process your grant or scholarship.

- ✓ To Do List
- View and Update Your School
- Apply Online for Scholarships
- 🛱 Award and Eligibility Information
- Notifications
- View And Update Your Contact Information
- Edit Your Profile

Your FAFSA for academic year 2017-2018 has been received Your FAFSA for academic year 2018-2019 has been received





### **Application: CSS Profile**

- Nearly 400 Colleges and Organizations use the CSS profile to determine how they will award institutional funds
- Available 10/1 each year and collects more comprehensive income, asset and household information than the FAFSA (i.e. assets for business owners regardless of number of employees
- Aligns with the FAFSA's use of prior prior year income (currently 2017)

Register - Complete Application - Make payment - Submit





#### **CSS** Profile

- Website to apply for profile www.student.collegeboard.org/profile
- Website to apply for Noncustodial Profile: www.ncprofile.collegeboard.org

Customer Service 305-829-9793 help@cssprofile.org





### The Cycle of Financial Aid

Oct - March - Complete FAFSA application, college search, college application process, and CSS Profile

February - May - Schools send award letters

June -July - School sends Fall Semester bill





# Where Do I Go From Here?

- Obtain and review admission, financial aid materials and deadlines from each school to which you are applying
- Meet all application deadlines
  - CSS Profile if applicable
  - Complete the FAFSA and any other application materials required by the school or your state agency - NJ State deadlines are:
    - TAG Renewal Students April 15, 2019 preceding the academic year for which aid is requested
    - All Other Applicants September 15, 2019 for Fall and Spring term awards; February 15, 2020 for Spring awards only





#### NJBEST College Savings Plan

- NJBEST is the only 529 Savings Plan to award a scholarship ranging from \$500-\$1,500
- Funding for NJBEST scholarships comes from HESAA
- Earnings on the NJBEST Plan are tax free when used to pay for the qualified higher education expenses of an NJBEST beneficiary
- Limit how much can be contributed annually





#### **HESAA Services**

Web Sites

www.hesaa.org

www.njgrants.org

www.njclass.org

https://njfams.hesaa.org

Customer Care Line

609-584-4480

- NJBEST
- MappingYourFuture.org





### Questions?



### Thank you



