



**Bethel University's
23rd Annual Financial Aid Survey (2021)
of CCCU Member Institutions**
Data Collection Worksheet

Welcome to Bethel University's 2021 Financial Aid Survey of CCCU Institutions!

The Financial Aid Survey of CCCU institutions is designed for colleges and universities located in the United States. It is sent to all CCCU institutions who report a financial aid director and e-mail address, but colleges outside the United States should not feel obliged to complete the survey.

The final deadline for submitting data is
Monday, November 1st, 2021.

No extensions will be granted. Please plan accordingly.

Survey results will be reported at two levels:

- Level one data will not identify individual schools and will be shared within the CCCU via email and at webinar in December 2021. A public version of the slideshow will be available on our website: <https://www.bethel.edu/institutional-data-research/bethel-study/survey-presentations>
- Level two results, which identify specific school information, will only be shared with schools that supply complete survey information. Our plan is to distribute reports to participating schools by the end of December 2021. (The edited survey database will be available to participants upon request.)

As a service to colleagues in our CCCU institutions we will make survey data available for use in doctoral dissertations and other research. We will limit access only to researchers at CCCU schools, and will assure that your data is not individually identified. By participating in the survey you consent to your data being used for this type of research.

Please contact us with questions:

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Survey Notes: We use Qualtrics to create and distribute this survey. Qualtrics **allows the user to exit the survey and come back later** to complete it (this assumes that you are using a computer enabled with cookies and are returning to the survey from the same computer). Because we have no control over the "save" process, our recommendation is still that participants complete the survey in one sitting, completing this paper survey form prior to entering data online.

Changes for the 2021 version: No significant changes have been made for the 2021 survey version.

Changes for the 2020 version: No significant changes have been made for the 2020 survey version.

Changes for the 2019 version: No significant changes have been made for the 2019 survey version.

Changes for the 2018 version: No significant changes have been made for the 2018 survey version.

Changes for the 2017 version: No significant changes have been made for the 2017 survey version.

Changes for the 2016 version: No significant changes have been made for the 2016 survey version.

Changes for the 2015 version: No significant changes have been made for the 2015 survey version.

Changes for the 2014 version: Definitions for enrollment headcounts (Section 1, part C) were revisited to add additional clarity and align with FISAP definitions (see glossary).

Note: This worksheet should be used to collect your responses. Your responses must be submitted using our web entry form at: <https://www.bethel.edu/institutional-data-research/bethel-study/cccu-survey>.

Please do not submit this worksheet.

Part I. Institutional Data, Enrollment, Retention & Discount Rates

A. Respondent Information

1. Name: _____
2. Title: _____
3. Email: _____
4. Phone: _____

B. Institutional Demographics

1. Name of School: _____
 2. School City: _____
 3. School State: _____
 4. Highest Degree Offered by institution: Associate's Bachelor's Master's Doctoral
 5. Your school's CCCU membership (pick one): Governing Member Associate Member
 Collaborative Partner International Affiliate Not a CCCU member
- Note: This survey is designed only for U.S. CCCU member schools.**
6. Financial Aid Office Website: http://_____
 7. Is your school a member of NASFAA? Yes No
 8. Regional Financial Aid Association:
 EASFAA MASFAA RMASFAA SASFAA SWASFAA WASFAA
 9. FAFSA school code for main campus (e.g. 002338): _____

C. Enrollment and Revenue.

The data for your "Traditional Undergraduate Programs" reported here are for your regular, foundational, typically term-based program. Most students in traditional programs are full-time and 18-24 years old (although this column includes the older and/or married students who are enrolled in your traditional program).

"Non-Traditional Undergraduate Programs" tend to differ from the traditional undergraduate program in their calendar, tuition rates, age of students, and pattern of attendance (i.e. weekend and degree-completion programs).

*Note: FISAP data does not segregate "Traditional" and "Non-Traditional" undergraduate enrollment and revenue. Please divide your FISAP data into these two categories. Use estimates if you must. See appendix for FISAP enrollment definition (excludes high school students).

	Traditional Undergraduate Programs	Non-Traditional Undergraduate Programs	Graduate/ Professional Programs	TOTALS
1. Fall 2020 Headcount				
2. Total enrollment for 2020-2021 (FISAP Part II.D.7)				
3. Revenue from Tuition & Fees for 2020-2021 (FISAP Part II.E.22)				
4. Fall 2021 Headcount				

D. Financial Aid Received by students in Traditional Undergraduate Programs, Non-Traditional Undergraduate, and Graduate Programs *(fourth year in this format; in rotation)*

Note: Report Veteran’s Benefits separately from Federal Gift Aid if available.

Institutional Gift Aid for 2020-21 (See appendix for definitions)

	Trad Undgrad	Non- Trad Und	Graduate
1. Institutional Scholarships & Grants from <i>unrestricted funds</i>	\$ _____	\$ _____	\$ _____
2. Inst. Scholarship & Grants from <i>endowment (named) funds</i>	\$ _____	\$ _____	\$ _____
3. Inst. Scholarships & Grants from <i>restricted gifts</i>	\$ _____	\$ _____	\$ _____
4. Tuition Remissions (benefits) for employees/dependents	\$ _____	\$ _____	\$ _____
5. Sub-Total, Institutional Gift Aid (sum 1-4)	\$ _____	\$ _____	\$ _____

Federal Gift Aid for 2020-21

6. Federal Supplemental Ed. Opportunity Grant (FSEOG)	\$ _____	\$ _____	\$ _____
7. Federal TEACH Grant	\$ _____	\$ _____	\$ _____
8. Federal Pell Grants	\$ _____	\$ _____	\$ _____
9. Any other Federal Gift Aid (Byrd, etc., excluding VA benefits)	\$ _____	\$ _____	\$ _____
10. Sub-Total, Federal Gift Aid (sum 6-9)	\$ _____	\$ _____	\$ _____

*Not included in totals: **Veterans Educational Benefits** received by students in traditional undergraduate programs. Do not include this value in grand total below. (enter “na” if not available)*

\$ \$ \$

State and Other Gift Aid for 2020-21

11. State Scholarships & Grants	\$ _____	\$ _____	\$ _____
12. Other Gift Aid (third-party scholarships, etc.)	\$ _____	\$ _____	\$ _____
13. Sub-Total, State and Other Gift Aid (sum 11-12)	\$ _____	\$ _____	\$ _____
14. TOTAL All Gift Aid (sum 5, 10, 13)	\$ _____	\$ _____	\$ _____

Loans Received 2020-21

15. Federal Perkins Loans	\$ <u>0</u>	\$ <u>0</u>	\$ <u>0</u>
16. Federal Direct Subsidized Loans	\$ _____	\$ _____	\$ _____
17. Federal Direct Unsubsidized Loans	\$ _____	\$ _____	\$ _____
18. Federal PLUS Loans (Parent or Grad)	\$ _____	\$ _____	\$ _____
19. All other recorded student loans (state, private, alternative)	\$ _____	\$ _____	\$ _____
20. TOTAL All Education Loans (sum 15-19)	\$ _____	\$ _____	\$ _____

Work Earnings for 2020-21

21. Federal College Work-Study Program – actual earnings	\$ _____	\$ _____	\$ _____
22. State Work-Study Program – actual earnings	\$ _____	\$ _____	\$ _____
23. Institutional Wages & Stipends – actual earnings	\$ _____	\$ _____	\$ _____
24. TOTAL All Work Earnings (sum 21-23)	\$ _____	\$ _____	\$ _____

25. GRAND TOTAL, ALL FINANCIAL AID (sum 14, 20, 24)	\$ _____	\$ _____	\$ _____
26. Combined GRAND TOTAL, ALL FINANCIAL AID	\$ _____		

Not included in totals: **Income Share Agreements** received by students in traditional undergraduate programs. Do not include this value in grand total above. (leave BLANK if not available) \$ _____

E. Average Loan Debt

For the following four questions, use the cohort of undergraduate students who (a) received a bachelor’s degree between July 1, 2020 and June 30, 2021 and (b) started at your institution as first-time students. These questions are intended to match the 2021-2022 Common Data Set: Section H5. Exclude students who transferred in to your institution. Include only loans made to students who borrowed while at your institution. Include co-signed loans. Exclude money borrowed at other institutions.

Please indicate which programs are included in your Loan Debt responses below:

- Traditional Undergraduate Programs Only (preferred)
- Traditional and Non-Traditional Undergraduate Programs

What percent of these students borrowed through **any loan** programs (include institutional, state, Federal Perkins, Direct Subsidized and Unsubsidized, private loans that were certified by your institution, etc.; exclude parent loans). _____%

What percent of these students borrowed through **federal loan** programs (include **only** Federal loans, which includes Federal Perkins, Direct Subsidized, and Direct Unsubsidized; exclude institutional, state, private alternative, and parent loans)? _____%

What was the average per-borrower cumulative undergraduate indebtedness of those who borrowed through **any loan program** (include institutional, state, Federal Perkins, Direct Subsidized and Unsubsidized, private loans that were certified by your institution, etc.; exclude parent loans)? \$ _____

What was the average per-borrower cumulative undergraduate indebtedness of those who borrowed through **Federal loan programs** (include only Federal loans, which includes Federal Perkins, Direct Subsidized and Unsubsidized; exclude institutional, state, private alternative, and parent loans)? \$ _____

F. Student Expense Budgets – Traditional Undergraduate Programs

Standard, On Campus Budget	2020-2021 (Note: last year!)	2021-2022
1. Tuition	\$	\$
2. Fees	\$	\$
3. Room*	\$	\$
4. Board*	\$	\$
5. Books & Supplies	\$	\$
6. Personal Expenses	\$	\$
7. Transportation/Travel	\$	\$
8. TOTAL	\$	\$

*If your institution does not separate out room and board expenses, please allocate to the best of your ability. If you only provide a combined amount, we will split the reported amount equally between room and board.

G. Wealth and Need Calculations – Traditional Undergraduate Programs

The following questions are used to calculate the Wealth Index and Net Price comparisons. Data must accurately reflect students in traditional undergraduate programs in 2020-2021 to be included in the Wealth Index calculation.

(Do NOT include aid for "Non-Traditional Undergraduate" Programs, like adult education, degree completion, Weekend College, etc. *The sum of questions 1 and 2 below should equal the total number of students in your traditional undergraduate programs reported on the FISAP [C.2. on page 3].*)

Needy Students

1. Number of students who demonstrated financial need (using FM) # _____
(Number of students enrolled in at any point during the year in traditional undergraduate programs who filed a FAFSA and whose EFC was less than their Cost of Attendance. This group is called "Needy" for the remainder of the survey.)
 - a. Aggregate Demonstrated Need of Needy Students \$ _____
(It is important to first calculate the demonstrated need of each student [Cost of Attendance minus EFC]. The demonstrated need for each student should never be less than 0 [e.g. 40,000 COA minus 41,000 EFC equals need of 0]. After calculating demonstrated need for each student, calculate the aggregate demonstrated need by summing the demonstrated need of all needy students.)
 - b. Total Institutional Gift Aid to Needy Students \$ _____
(Include all gift aid from your school, including endowed, restricted, unrestricted, and tuition remission)
 - c. Total Federal Gift Aid to Needy Students \$ _____
(Excluding VA Educational Benefits)
 - d. Total State Gift Aid to Needy Students \$ _____
 - e. Total Other Gift Aid (third-party) to Needy Students \$ _____
 - f. TOTAL GIFT AID TO NEEDY STUDENTS \$ _____
(Sum of institutional, federal, state, and other gift aid)
 - g. Number of Needy Aid Recipients: # _____
(Number of Needy students enrolled in traditional undergraduate programs that received any type of financial aid [grant, scholarship, loan, student employment, tuition remission] from any source [school, federal, employer, state, third-party].)
 - h. Number of Needy students classified as "dependent": # _____
 - I. Avg. Parent Contribution (PC) for needy dependent students (FM): \$ _____
(Average PC values of students in line "h.")
 - II. Avg. Student Contribution (SC) for needy dependent students (FM) \$ _____
(Average SC value of students in line "h.")
 - i. Number of Needy students classified as "Independent": # _____

I. Avg. Student Contribution (SC) for students in H, above (FM) \$ _____
 (Average SC values for students in line "i.")

Non-Need Students

2. Number of students who did not demonstrate financial need (all other enrolled students) # _____
 (Whether they received financial aid or not. The sum of questions 1 and 2 should equal reported traditional undergraduate attendance from the FISAP [C.2. on page 3]. This group is called "Non-need" for the remainder of the survey.)

a. Total Institutional Gift Aid to Non-Need Students \$ _____
 (Include all gift aid from your school, including endowed, restricted, unrestricted, and tuition remission)

b. Total Federal Gift Aid to Non-Need Students \$ _____
 (Excluding VA Educational Benefits)

c. Total State Gift Aid to Non-Need Students \$ _____

d. Total Other Gift Aid (third-party) to Non-Need Students \$ _____

e. TOTAL GIFT AID TO NON-NEED STUDENTS \$ _____
 (Sum of institutional, federal, state, and other gift aid)

f. Number of Non-Need Aid Recipients: # _____
 (Number of Non-Need students enrolled in traditional undergraduate programs that received any type of financial aid [grant, scholarship, loan, student employment, tuition remission] from any source [school, federal, employer, state, third-party].)

3. **Pell Grants** - How many Federal Pell Grant **recipients** in your institution in the following programs and years? *(please enter the number of recipients, not a dollar amount)*

	Traditional Undergraduate Programs	Non-Traditional Undergraduate Programs
Pell Recipients in 2019-20		
Pell Recipients in 2020-21		
Pell Recipients in 2021-22 <i>(estimated)</i>		

Wealth Index/ Pell Grant Comments (optional):

H. Projections for 2021-2022 – Traditional Undergraduate Programs Only

(Do NOT include aid for "Non-Traditional Undergraduate" Programs, like adult education, degree completion, Weekend College, etc., or Graduate School in your projections)

This information will be used to calculate estimated discount rates for traditional undergraduate programs.

Projected Tuition & Fee Revenue

a. Traditional undergraduate programs in 2021-2022 \$ _____

Projected Institutional Gift Aid

- a. Traditional Undergraduate Programs in 2021-2022
 - i. Institutional Scholarships & Grants from unrestricted funds \$ _____
 - ii. Inst. Scholarships and Grants from endowment (named) funds \$ _____
 - iii. Inst. Scholarships and Grants from restricted gifts \$ _____
 - iv. **Total Projected Institutional Gift Aid** \$ _____

Projected Unfunded Institutional Discount for New Students

- a. What is your "target" unfunded discount rate for *entering new first-year students* for 2021-2022? (Students in traditional undergraduate programs, only.) _____%

I. Financial Aid Awarding for 2021-2022 – Traditional Undergraduate Programs Only

Financial Aid Awarding

- 1. When do you plan to start issuing 2022-23 awards to *new* students?
 - a. Prior to December 1, 2021
 - b. Sometime in December 2021
 - c. Sometime in January 2022
 - d. Sometime in February 2022
 - e. March 1, 2022, or later



PART II. QUESTIONS ON ROTATION – LAST REPORTED IN 2017 AND 2019

A. Software (last reported in 2019)

1. What software program do you use for **financial aid awarding**? (check one)

- | | |
|--|---------------------------------------|
| <input type="checkbox"/> Banner | <input type="checkbox"/> EMAS |
| <input type="checkbox"/> Bitech AID | <input type="checkbox"/> EdTech |
| <input type="checkbox"/> Campus Management | <input type="checkbox"/> FEEDS |
| <input type="checkbox"/> CAMS | <input type="checkbox"/> Homegrown |
| <input type="checkbox"/> CARS | <input type="checkbox"/> IMAS |
| <input type="checkbox"/> CMDS | <input type="checkbox"/> Jenzabar |
| <input type="checkbox"/> Colleague by Ellucian | <input type="checkbox"/> Powerfaids |
| <input type="checkbox"/> EdExpress | <input type="checkbox"/> Other: _____ |

2. How well does this software work for you? _____ (enter a letter grade, A [excellent] through F)
Comment/context:

3. Is your school considering switching financial aid awarding software systems in the next year?

- No
 Yes, switching to: _____

Comment/context:

4. What software program do you use to **transmit educational loans to guarantors**? (check one)

- | | |
|---|--|
| <input type="checkbox"/> Same as awarding software | <input type="checkbox"/> ISRS |
| <input type="checkbox"/> Banner | <input type="checkbox"/> Jenzabar |
| <input type="checkbox"/> Campus Management | <input type="checkbox"/> Liness/Sallie Mae |
| <input type="checkbox"/> CAMS | <input type="checkbox"/> Nelnet |
| <input type="checkbox"/> CARS | <input type="checkbox"/> Net Wizard |
| <input type="checkbox"/> Connect USA | <input type="checkbox"/> OpenNet |
| <input type="checkbox"/> CSLF Enroute | <input type="checkbox"/> Peoplesoft |
| <input type="checkbox"/> Colleague by Ellucian | <input type="checkbox"/> Personal Link |
| <input type="checkbox"/> E-clips | <input type="checkbox"/> PowerCAMPUS |
| <input type="checkbox"/> EdConnect | <input type="checkbox"/> Powerfaids |
| <input type="checkbox"/> EdExpress for Direct Loans | <input type="checkbox"/> ScholarNet |
| <input type="checkbox"/> Elite | <input type="checkbox"/> SM Laureate |
| <input type="checkbox"/> Elm | <input type="checkbox"/> Whizkid |
| <input type="checkbox"/> Empower | <input type="checkbox"/> Whiznet |
| <input type="checkbox"/> ILINK | <input type="checkbox"/> Other: _____ |

5. How well does this software work for you? _____ (enter a letter grade, A [excellent] through F)
Comment/context:

6. Is your school considering switching software used to transmit educational loans in the next year?

- No
 Yes, switching to: _____

Comment/context:

B. Use of Technology (last reported in 2019)

TOPIC	RESPONSE TO ALL OF THE FOLLOWING ITEMS A. NOW: USED FOR 2021-2022 OR EARLIER B. NEXT YEAR: WILL BEGIN 2022-2023 C. FUTURE: INTERESTED IN FUTURE USE D. NOT INTERESTED E. NOT APPLICABLE	COMMENT
1. WEB-BASED DIRECT LOAN ENTRANCE COUNSELING (NO LONGER USED)	A B C D E	
2. WEB-BASED DIRECT LOAN EXIT COUNSELING (NO LONGER USED)	A B C D E	
3. POST JOB OPENINGS ON WEB	A B C D E	
4. PDF FORMS AVAILABLE TO DOWNLOAD FROM WEB – STUDENT PRINTS & MAILS TO SCHOOL)	A B C D E	
5. INTERACTIVE AID FORMS ON WEB – SCHOOL PRINTS & STORES. (STUDENT COMPLETES FORM ONLINE, SUBMITS ELECTRONICALLY, SCHOOL PRINTS FORM FOR FILE.)	A B C D E	
6. INTERACTIVE AID FORMS ON WEB – PAPERLESS PROCESSING. (STUDENT COMPLETES FORM ONLINE, SUBMITS ELECTRONICALLY, SCHOOLS STORE DATA ELECTRONICALLY.)	A B C D E	
7. STUDENT LOOK UP AID APPLICATION STATUS ON WEB	A B C D E	
8. POST AID AWARD TO WEB	A B C D E	
9. STUDENTS CAN RESPOND TO FINANCIAL AID AWARD ONLINE (ACCEPT / REJECT AID)	A B C D E	
10. USE ELECTRONIC SIGNATURES FOR INSTITUTIONAL AID FORMS	A B C D E	
11. USE ELECTRONIC SIGNATURES FOR DIRECT LOANS (NO LONGER USED)	A B C D E	
12. ELECTRONIC PLUS MPN (USING E-SIGN) (NO LONGER USED)	A B C D E	
13. E-MAIL REMINDERS (DOCUMENTS NEEDED)	A B C D E	
14. USE EMAIL TO NOTIFY STUDENTS OF LOAN DISBURSEMENTS	A B C D E	
15. IMAGE DOCUMENTS FOR ELECTRONIC STORAGE	A B C D E	
16. USE INSTANT MESSAGING TO CONTACT STUDENTS	A B C D E	
17. COMMUNICATE WITH STUDENTS VIA ONLINE FINANCIAL AID CHAT ROOMS	A B C D E	
18. SOCIAL MEDIA (E.G. FACEBOOK, INSTAGRAM)	A B C D E	
19. OTHER	A B C D E	

C. Lender Lists (last reported in 2019)

- Do you have a private loan preferred lender list? (check one)
 - No
 - Yes; number of lenders on list for 2021-22: _____

D. Organizational Structure *(last reported in 2019)*

1. What is the title of the person to whom the Financial Aid Director reports? _____
2. Where does the financial aid office fit into the administrative structure of your institution: *(choose the best answer)*
 - Reports to Advancement/Marketing
 - Reports to Enrollment Management/Admissions
 - Reports to Academic Affairs
 - Reports to Business Affairs/Student Financial Services/Finance
 - Reports to Student Affairs/Student Services
 - Reports to President's Office
 - Reports to "Other": _____
3. How many offices serve your student types? *(check one)*
 - One office serving all students (traditional undergraduate, non-traditional, and/or graduate)
 - Multiple offices
4. Is your financial aid staff specialized or cross-trained to work with all student types? *(check one)*
 - Staff members are cross-trained to work with all students (traditional, non-traditional, graduate)
 - Staff members are specialized to work with particular groups of students (e.g. only work with graduate students)
 - Not applicable (e.g. do not offer non-traditional undergraduate or graduate programs)
5. Are you a part of a "one-stop shop"? If so, what non-financial aid functions are included in your office's responsibilities? *(check all that apply)*
 - N/A – Our office is not a part of a "one-stop shop"
 - Admissions
 - Registrar
 - Bursar/Business office
 - Academic Advising
 - Student life/ student development
 - Student employment administration
 - Veterans' Affairs (military educational benefits)
 - Other _____

E. Non-Traditional Undergraduate Financial Aid and Strategy (last reported in 2017)

1. Does your office administer financial aid for non-traditional undergraduate programs?
 - No; please skip to “Graduate Financial Aid and Strategy,” part H.
 - Yes; please answer the following questions.

2. Which option best describes your pricing strategy for non-traditional undergraduate students?
 - Lower tuition than traditional undergraduates
 - Same tuition as traditional undergraduates
 - Higher tuition than traditional undergraduates
 - Other: _____

3. Which option best describes your unfunded institutional gift aid (discount rate) for non-traditional undergraduate students?
 - No discount
 - Lower discount than traditional undergraduates
 - Same discount as traditional undergraduates
 - Higher discount than traditional undergraduates
 - Other: _____

4. For the purpose of Federal Student Aid programs, which academic calendar do you most frequently use for students in non-traditional undergraduate programs?
 - Standard term
 - Nonstandard term
 - Non-term

5. Which option best describes the way that classes are offered to students in non-traditional undergraduate programs?
 - Sequential (one class at a time)
 - Concurrent (traditional; enrolled in several classes at once)
 - Some sequential; some concurrent

F. Costs for Non-Traditional Undergraduate Programs

ALL NON-TRADITIONAL UNDERGRADUATE PROGRAMS:

Historical Costs: Report the minimum, maximum, and typical tuition of all non-traditional undergraduate programs offered by year:

ALL NON-TRADITIONAL UNDERGRADUATE PROGRAMS	2019-20	2020-21	2021-22
Tuition per credit: Minimum			
Tuition per credit: Maximum			
Tuition per credit for your most popular program (Name the program, i.e., nursing)			
Quarter (Q) or Semester (S) credit?	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S

G. Targeted Scholarships - Non-Traditional Undergraduate Programs

Do you offer targeted scholarships at your institution for non-traditional undergraduates?

- No
- Yes

If yes, please input the web page URL where you publish your targeted scholarships for non-traditional programs.

H. Graduate Financial Aid and Strategy *(last reported in 2017)*

6. Does your office administer financial aid for graduate programs?
 - No; please skip to “Costs for Graduate Programs” part I.
 - Yes; please answer the following questions.

7. Which option best describes your pricing strategy for graduate students?
 - Lower tuition than traditional undergraduates
 - Same tuition as traditional undergraduates
 - Higher tuition than traditional undergraduates
 - Other: _____

8. Which option best describes your unfunded institutional gift aid (discount rate) for graduate students?
 - No discount
 - Lower discount than traditional undergraduates
 - Same discount as traditional undergraduates
 - Higher discount than traditional undergraduates
 - Other: _____

9. For the purpose of Federal Student Aid programs, which academic calendar do you most frequently use for students in graduate programs?
 - Standard term
 - Nonstandard term
 - Non-term

10. Which option best describes the way that classes are offered to graduate students?
 - Sequential (one class at a time)
 - Concurrent (traditional; enrolled in several classes at once)
 - Some sequential; some concurrent

I. Costs for Graduate Programs

ALL GRADUATE PROGRAMS (including M.B.A. and M.Div., if offered by your institution):

Historical Costs: Report the minimum, maximum, and typical tuition of all graduate programs offered by year:

ALL GRADUATE PROGRAMS	2019-20	2020-21	2021-22
Tuition per credit: Minimum			
Tuition per credit: Maximum			
Tuition per credit for your most popular program other than MBA or MDiv (Name the program, i.e., Counseling)			
Quarter (Q) or Semester (S) credit?	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S

M.B.A. ONLY (Masters of Business Administration):

M.B.A. ONLY	2019-20	2020-21	2021-22
M.B.A. Tuition per credit			
Number of credits required for M.B.A. for students starting in year			
Quarter (Q) or Semester (S) credit?	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S

M.Div. ONLY (Masters of Divinity):

M.Div. ONLY	2019-20	2020-21	2021-22
M.Div. Tuition per credit			
Number of credits required for M.Div. for students starting in year			
Quarter (Q) or Semester (S) credit?	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S	<input type="checkbox"/> Q <input type="checkbox"/> S

J. Targeted Scholarships - Graduate Programs (last reported in 2017)

Do you offer targeted scholarships at your institution for graduate students?

- No
- Yes

If yes, please input the web page URL where you publish your targeted scholarships for graduate programs.

I. Hot Topics in Financial Aid - 2021

1. **Income Share Agreements.** The Christensen Institute recently published a paper on using Income Share Agreements to tackle the student debt crisis (https://www.christenseninstitute.org/publications/isas/?utm_source=Ed%20Digest&utm_medium=email&utm_campaign=8%2F23%2F19). We're interested in the level of interest or participation your institution has in Income Share Agreements.

TOPIC	RESPONSE TO ALL OF THE FOLLOWING ITEMS A. PREVIOUS: USED IN 2020-2021 OR EARLIER B. CURRENT: OFFER IN 2021-22 FOR FIRST TIME C. IMPLEMENTING: WILL BEGIN 2022-2023 D. FUTURE: INTERESTED IN FUTURE USE E. NOT INTERESTED
a. USED INCOME SHARE AGREEMENTS TO AID IN RETENTION (E.G. SENIORS LACKING FUNDS IN FINAL YEAR)	A B C D E
b. OFFERED INCOME SHARE AGREEMENTS TO INCOMING FRESHMEN IN PLACE OF UNFUNDED INSTITUTIONAL GIFT AID	A B C D E
c. OFFERED INCOME SHARE AGREEMENTS TO INCOMING FRESHMEN IN PLACE OF EDUCATIONAL LOANS	A B C D E
d. OFFERED INCOME SHARE AGREEMENTS TO PARENTS OF STUDENTS	A B C D E
e. COMMENTS ABOUT THE USE OF INCOME SHARE AGREEMENTS:	

- f. If you offer Income Sharing Agreements, who is funding them and what are their expectations?
- g. What does success look like when implementing an Income Sharing Agreement program?

2. **Tuition Reset.** Some schools are intentionally reducing the full-time, full-year tuition for traditional undergraduate programs. Frequently these "tuition reset" efforts involve reducing unfunded institutional gift aid, too.

Has your institution implemented (launched) a tuition reset in the past five years? **Yes or No**

- a. If yes, what advice do you have for other schools considering a tuition reset?
- b. If yes, please provide a URL (if available) with information about your tuition reset
- c. If no, under what circumstances do you think your institution would consider a tuition reset for traditional undergraduate programs?

3. **COVID CRISIS.** Did your institution make any Fall 2021 pricing changes in response to the COVID pandemic? (choose as many as apply)

- a. No
- b. We reduced tuition for online instruction
- c. We reduced room/board
- d. Other/Comment(s):

4. Did the COVID crisis prompt any significant changes to financial aid operations for fall 2021, such as staff working remotely, virtual visits with students, new office hours?

- a. No
- b. Yes

If yes, please provide a brief summary of the change(s) you have made:

5. Retention of continuing students for fall 2021: (check with enrollment)

- a. Significantly better than last year
- b. Slightly better than last year
- c. Similar to last year
- d. Slightly below last year
- e. Significantly below last year

6. Size of entering new student cohort for fall 2021: (check with admissions)

- a. Significantly better than last year
- b. Slightly better than last year
- c. Similar to last year
- d. Slightly below last year
- e. Significantly below last year

7. **COVID Lessons Learned.** In year two of the pandemic, what are some lessons learned and/or strategies you are considering? (Check all that apply)

- a. Administration Changes/Reorganization
- b. Changes to Academic Programs
- c. Changes to Study Abroad
- d. Competency-Based Education
- e. LRAP (Loan Repayment Assistance Program)
- f. Office Staffing Changes
- g. Strategic Partnerships
- h. Tuition Freeze
- i. Other/Comment(s):

Thank you for completing the Annual Financial Aid Survey of CCCU Member Institutions!

Please do not submit this worksheet. All responses must be submitted using a web-based survey located at www.bethel.edu/institutional-data-research/bethel-study/cccu-survey

Please submit your responses by **Monday, November 1st, 2021.**

Appendix: Glossary of Terms

From Part I, Section C – Enrollment and Revenue,

- **Fall Enrollment & Total Enrollment (FISAP, Part II.D.7):** Enter your total enrollment according to FISAP enrollment instructions. FISAP instructions: Include all postsecondary students enrolled in at least one undergraduate or graduate/professional course that met one of the following criteria: 1) creditable toward a degree or certificate, 2) listed as an undergraduate or graduate/professional course in the school's catalog, 3) offered as an elective or required course as part of the undergraduate or graduate/professional curriculum, 4) required as a remedial course as part of the student's degree or certificate program, or 5) otherwise considered by the school to be an undergraduate or graduate/professional course (note: high school students who are also enrolled in postsecondary classes are not "regular" students and are not reported as enrolled). Note: FISAP does not separate traditional undergraduate and non-traditional undergraduate enrollment; please separate these numbers in your response.

From Part I, Section D – Financial Aid Received, and Part I, Section H – Projections:

- **Unrestricted Funds:** Also called "unfunded," these monies are generated by tuition revenue and awarded as institutional grants or scholarships. Does not include monies awarded as tuition remissions (benefits) for employees and their dependents.
- **Endowment (Named) Funds:** Monies awarded to students from the earnings on institutionally controlled endowments. Does not include scholarships from endowments not controlled by the institution (e.g. Dollars for Scholars).
- **Restricted Gifts:** Monies awarded as grants or scholarships from annual donations to named scholarships. Excludes monies raised as part of the "annual fund" which are not specifically designated for targeted scholarships.