

Students First Alliance: Save Our Cal Grant!

CAMPUS TOOLKIT 2012



aiccu
INDEPENDENT CALIFORNIA COLLEGES AND UNIVERSITIES

The Association of Independent Colleges and Universities (AICCU) is pleased to provide this Toolkit.
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Students First Alliance: Save Our Cal Grants

Toolkit For Campus Administrators

- Who:** More than 26,000 California students at independent, nonprofit colleges count on the Cal Grant to help pay for college. California's budget shortfall has put the Cal Grant program for at risk students at AICCU schools.
- What:** The Governor is proposing to reduce *by nearly half* the Cal Grant maximum award of \$9,708 to \$5,472 for students attending California's independent, nonprofit schools. This proposed change puts financially deserving, academically qualified students at risk of not being able to earn a college degree. The Governor's proposed Cal Grant cut will apply to both incoming and returning AICCU Cal Grant students. Cal Grant students at the University of California (UC) and California State University (CSU) are not being cut.
- When:** The Governor proposes this cut for all new and returning AICCU Cal Grant students beginning in Fall 2012.
- Why:** California faces a continued budget deficit, and the Governor is proposing a temporary tax increase to help close the gap. Even if the tax increase passes, his budget still cuts the AICCU Cal Grant students award by 44%.
- How:** *You can help stop the cut.* Legislators and the Governor need to hear from those most affected by this proposal – students, their families, and campus communities. Call, email, or write your legislators and the Governor and tell them not to cut the Cal Grant for students at AICCU schools (no cut is proposed for Cal Grant students attending UC and CSU). Share how the Cal Grant award is the basis of a strong partnership between the state and independent nonprofits colleges that works for California. The facts are clear: Cal Grant students at independent nonprofit colleges stay in school, graduate on time, and join the workforce sooner.
- What next:** Join the *Students First Alliance to Save Our Cal Grant!* The Campus Toolkit includes information, resources, and talking points you need, to take action today.

AICCU is here to Help!
aiccu.edu
(916) 446-7626

Background

The Cal Grant program, administered by the California Student Aid Commission (csac.ca.gov), was created in 1955 as the California State Scholarship Program; it initially only provided state grants to qualified California students enrolled at independent nonprofit colleges. Only after UC and CSU began charging fees did the Cal Grant program expand to students in the public sector. For 57 years, the Cal Grant program has been a partnership between the state and AICCU members to efficiently use tax dollars and nonprofit college capacity to educate California students. The state recognized that the availability of high quality nonprofit colleges in California saved the state money when students enrolled in them instead of public institutions. The state also saves money by not having to build additional public colleges to enroll students attending independent nonprofit colleges.

The California-AICCU partnership works! Together, the Cal Grant program and financial aid provided by AICCU members have enabled thousands of academically qualified, financially deserving students to earn a college degree. California is the beneficiary of this successful partnership because it creates an educated population at a lower cost to taxpayers.

The Governor's 2012-13 budget proposal threatens this partnership and California's future by proposing to **cut the maximum Cal Grant award 44%, from its current \$9,708 to \$5,472 for students at AICCU schools**—the same amount that Cal Grant students at CSU received in 2011-12. The maximum award amount for AICCU students has not increased in over 10 years—making it worth 30% less than it was in 2000 (in inflation-adjusted dollars).

Save Cal Grants for Students and California's Future!

Key Messages:

- These are challenging fiscal times for California, but the state's continuing investment in the Cal Grant program is the best use of the California's resources—for its future and its people. The ability for students to earn a college degree and compete in the world economy is *fundamental* to California's economic recovery and growth.
- Reducing *by 44%* the maximum Cal Grant for students attending nonprofit colleges puts their futures at risk. AICCU Cal Grant students are diverse, have the lowest average family income of all Cal Grant students attending four-year colleges, and succeed.
- Cal Grant students in the independent, nonprofit sector have greater retention and graduation rates than non-Cal Grant students—at both public and nonprofit colleges! Eighty-nine percent (89%) of Cal Grant students at AICCU schools return for their second year (compared to 82% for non-Cal Grant students).
- Cal Grant students graduate faster. Seventy-one percent (71%) of AICCU Cal Grant students graduate in four (4) years—compared to an overall average four-year graduation rate of 60%. UC's four-year graduation rate is 54% and CSU's is 18%.
- Utilizing space in the independent nonprofit sector saves the state money and makes higher education possible for deserving students—especially now when public colleges are at enrollment capacity! Where will these students go if they cannot continue their educations at independent nonprofit colleges?
- The California Legislative Analyst Office's (LAO) Budget Overview (<http://www.lao.ca.gov>) says reducing the maximum award for AICCU Cal Grant students could result in *greater costs* to the state if students shift enrollment from nonprofit to public institutions. The state's investment in financially needy students at independent nonprofit institutions (from Cal Grants) is substantially lower than the total cost California absorbs when Cal Grant students attend a UC or CSU.
- The Cal Grant program is a long-term, proven public-private partnership. AICCU institutions contribute more than \$1.3 billion in campus-based financial aid to deserving students. With the declining value of maximum award for AICCU Cal Grant students since 2000, combined with this proposed 44% cut, the state is treating Cal Grant students in one sector—with excellent student success results—unequal to similar students in the public sector. Nonprofit colleges already work hard to maintain access and affordability. The erosion of state support for deserving students puts an even greater burden on nonprofit colleges that are already resource-constrained and are doing all that they can to keep tuition costs down.
- The current Cal Grant maximum for AICCU students needs to be the floor of state support if California is going to meet its workforce demands without building new UC and CSU campuses. The Public Policy Institute of California (PPIC) estimates that by 2025, California will be short one million (1,000,000) needed college-educated workers.

Save Our Cal Grant Campaign Plan

Goal

To save the current maximum Cal Grant award for students at AICCU schools by educating policymakers and the public about the value California receives by investing in financially deserving students at nonprofit colleges. An aggressive student-centered campaign will help assure that legislators reject the Governor's proposed cut and that he fully restores the funds.

The Governor's proposed 44% cut to AICCU Cal Grant students is on top of the zero increase in the maximum award for AICCU Cal Grant students in over 10 years! Both sides of the political aisle often fail to appreciate the unique public-nonprofit partnership between California and independent nonprofit colleges that saves the state money: *Cal Grant students are educated at a lower cost to the state than if those students attend UC or CSU.*

Cutting the maximum award for AICCU students means that it will cost California more to educate those same students at public colleges—assuming they are able to continue their educations at all.

Timeline

The Governor proposed the Cal Grant cut in January, and the Legislature is expected to adopt a spending plan by June 15. Budget Subcommittees will begin hearing the Governor's budget proposals in February. Both the Senate and Assembly Budget Subcommittees need to reject the Governor's proposed cut. Then the full Budget Committees and both the Assembly and Senate must also reject the cut. As the proposal moves through the Legislature, AICCU members will be asked to accept some cut or to identify other programs to cut instead. Alternatives will be fully analyzed and shared with the AICCU members.

Strategy = Effective Advocacy

There are now over 26,000 AICCU Cal Grant students—and thousands more Cal Grant alumni. To successfully fight the proposed Cal Grant cut, students must raise their voices. They need to be organized, diverse, and constant. To help them, AICCU is forming a “Students First Alliance.”

The “Students First Alliance,” comprised of students; Cal Grant alumni; student-run organizations; alumni; college presidents, trustees or regents; faculty members; and education, religious, and chamber-business groups. AICCU will also pursue media opportunities to generate interest and support among Californians. The “Students First Alliance” mission is “saving Cal Grants for all students and the future of California.” A Facebook Page with YouTube video has been created (<https://www.facebook.com/pages/Students-First-Alliance/252173751522870>). Twitter message feeds are “@savecalgrants.”

The “Students First Alliance” coalition will meet with representatives of the Governor and Legislators (in Sacramento and in districts) to advocate for maintaining the \$9,708 maximum Cal Grant and educate policymakers about the negative impact to California if the proposed cut stands. Messaging will include signed support statements; sharing Facebook video testimonials “What My Cal Grant Means to Me;” student government endorsements; and media coverage.

Quick research to get started

Find your elected officials. Visit <http://www.leginfo.ca.gov/yourleg.html> and enter your zip code. You can enter the zip code for both your home and school.

Other useful links:

Governor: gov.ca.gov

State Senate: senate.ca.gov

State Assembly: assembly.ca.gov

Legislator visits by students, AICCU-member presidents, and trustees in their District Offices are essential.

Student visits to the State Capitol to meet with legislators and provide testimony before key Budget Committees are needed.

Presidents, trustees, students, and other campus leaders need to be in Sacramento on March 7 for the “AICCU Student Day in the Capitol” – a large number of attendees will maximize the day’s advocacy impact!

“AICCU Student Day in the Capitol” is set for March 7, 2012

Cal Grant students; Cal Grant alumni; college presidents, faculty, and trustees; as well as community leaders who can speak to the benefits of the Cal Grant program will be invited.

BE HEARD!!!

Start organizing your visit to the State Capitol now.

Contact your Financial Aid Office for details.

Resources for Campus Leaders

Steps to Take Today

Step 1: Activate your Cal Grant students, their families, and Cal Grant alumni to stand up and support their Cal Grant award. Distribute the Student Toolkit to Cal Grant students, student leaders, and student groups. Support their efforts to grow support among the campus community.

Step 2: Create a campus community by inviting colleagues, Cal Grant and other alumni to help Save Cal Grant Funding. Have your Public Relations office: “Like” the “Students First Alliance: Save our Cal Grant” on Facebook at:

<https://www.facebook.com/pages/Students-First-Alliance/252173751522870>

- Promote the advocacy site on your campus Twitter and Facebook sites.
- Repost or retweet media articles on Cal Grant issues.
- Ask Cal Grant Alumni to upload video testimonials, “What My Cal Grant Meant to Me.”

Step 3: *Contact legislators. Write letters of support to, and plan visits with your legislators. Reach out to your elected officials through email, letters, phone calls, and in-person meetings. The opinions that count most to elected officials are those of the people who live in their district. Ask your trustees to assist in setting up meetings with key legislators and the Governor. Call your alumni legislators.*

Step 4: Sign and send the attached statement of support petition. AICCU will collect these and deliver to key legislators in their Capitol offices. The more voices that stand up and take action for Cal Grants the better the chances of those voices being heard! Remember it’s your Cal Grant. Stand up for it!

Step 6: Talk to your media contacts. Write op-eds and send media advisories on upcoming events in support of restoring the proposed Cal Grant cuts. Make campus-based experts on higher education attainment available for testimony at legislative hearing and to the media.

Step 7: Contact your community partner organizations including local chambers of commerce to add this issue to their advocacy agenda and sign the statement of support.

Writing Letters

Personal letters to the Governor and legislators are the best way to contact them. This Toolkit includes a list of key policymakers to contact, but do not ignore the legislators that represent your campus(es). Unique, personalized letters, particularly from people who know the elected official or are known to the elected official have a better chance of making a difference.

Try to write one-page letters that begin with the "ask" (e.g., “I’m writing to urge your support of the Cal Grant program for students and families. . .”). Important points include: the mission of your institution and its contributions to the community; efforts your institution takes to keep the college costs affordable; how the Cal Grant program helps your school help California. Include any statistics AICCU has provided and those that are specific to your institution. Offer to be a resource to answer any questions.

Fax or email letters (send original via U.S. mail). Please send copies of all letters to AICCU.

Visiting Your Elected Officials

Visit with your legislators and keep in contact with them. When you are in Sacramento, try to schedule a meeting. If they are not available, stop by their Capitol offices and meet with staff (preferably staff responsible for higher education issues). AICCU can help schedule meetings. Legislators also meet constituents on Thursday afternoons and Fridays when they are in their districts. Invite them to campus events and to meet with you on campus.

Make an appointment: All legislators have "schedulers" on staff (through whom appointments are made.) Explain why you are requesting a meeting. If the legislator is not available, meet with his/her higher education or budget staff.

Be prepared: Share specific information and examples of how Cal Grant funding and the work of your institution has made a difference, bring Cal Grant students to tell their stories.

Be brief: A typical appointment is about 20 minutes. Try to respect the demands on their time and always thank them for the time.

Follow up: After your meeting, write a note to person(s) with whom you met, thanking them and reiterating your message.

Contacting the Media

Reach out to local media to help assure that legislators and their constituents are informed on the risk to cutting the Cal Grant. Engage the media via letters to the editor, op-eds (consider co-opinion pieces by presidents and Board chairs or important Cal Grant alumni), and media advisories related to Cal Grant events involving your school. Events include hosting Town Hall meetings, campus visits by local legislators (or their staff) for any campus events, and speaking at community organization meetings. **If your campus hosts an event to raise Cal Grant awareness, but did not assure media coverage, the event did not happen for most people.**

Local, state, and national news stories and opinion pieces reinforce your message to legislators and the Governor. Relevant stories are compiled by staff and read by legislators—usually within 24 hours.

AICCU does not have a large budget for a comprehensive media strategy, which compels reliance on members' ability generate "free" media.

Key Policymakers that Need to Hear From You!

Governor

Jerry Brown (to send an email go to: gov.ca.gov/m_contact.php)

Governor's Office

Michael Kirst, President, State Board of Education (cgorman@cde.ca.gov)

Sue Burr, Executive Director, State Board of Education (sburr@cde.ca.gov)

Julie Henderson, Senior Advisor (julie.henderson@gov.ca.gov)

Nancy McFadden, Executive Secretary (nancy.mcfadden@gov.ca.gov)

State Senators (to contact Senators, go to: senate.ca.gov/senators)

Senator Darrell Steinberg (D-Sacramento) Senate President Pro Tem

Senator Carol Liu (D-Glendale) Chair, Budget Subcommittee on Education

Senator Rod Wright (D-Los Angeles) Member, Budget Subcommittee on Education

Senator Bob Huff (R-Los Angeles) Senate Republican Leader, Member Senate Education Committee, Member, Budget Subcommittee on Education

Senator Ron Calderon (D-Montebello) Vice Chair, CA Latino Legislative Caucus

Senator Curren Price (D-South Los Angeles) Chair, Legislative Black Caucus

Senator Mark Leno (D-San Francisco, San Rafael) Chair, Budget and Fiscal Review

Senator Alan Lowenthal (D-Long Beach, Paramount) Chair, Senate Education Committee

Senator Loni Hancock (D-Oakland) Member, Budget and Fiscal Review Committee
Member, Education Committee

State Assemblymembers (to contact Assemblymembers go to: assembly.ca.gov/assemblymembers)

Assemblymember John Perez (D- Los Angeles) Speaker of the Assembly

Assemblymember Bob Blumenfield (D- Van Nuys) Chair, Budget

Assemblymember Jim Nielson (R-Redding) Vice Chair, Budget

Assemblymember Susan Bonilla (D-Concord) Chair, Member, Assembly Budget Subcommittee

Assemblymember Bill Berryhill (R-Stockton) Member, Assembly Budget Subcommittee

Assemblymember Julia Brownley (D-Santa Monica) Member, Assembly Budget Subcommittee
Chair, Education Committee

Assemblymember Brian Nestande (R-Rancho Cucamonga) Assembly Budget Subcommittee

Assemblymember Sandre Swanson (D-Oakland) Assembly Budget Subcommittee

Assemblymember Marty Block (D-Lemon Grove) Chair, Higher Education Committee

Assemblymember Tony Mendoza (D-Norwalk/East LA) Chair, CA Latino Legislative Caucus

Assemblymember Mike Davis (D-South Los Angeles) Vice Chair, CA Legislative Black Caucus

Assemblymember Warren Furutani (D-West LA) Chair, Asian Pacific Islander Caucus

Assemblymember Mary Hayashi (D-Hayward) Vice Chair, Asian Pacific Islander Caucus

California Student Aid Commission (CSAC)

Barry Keene, Chair (keenebd@csac.ca.gov)

California Department of Education (CDE)

Tom Torlakson, Superintendent of Public Instruction, (superintendent@cde.ca.gov)

Lieutenant Governor of California

Gavin Newsom, (gavin@gavinnewsom.com)

AICCU Alumni Serving in the Legislature (as of January 2012)

Antioch University Los Angeles

Assemblymember Warren Furutani (D-Long Beach)
Senator Lois Wolk (D-Vacaville, Stockton)

Azusa Pacific University

Assemblymember Susan Bonilla (D-Concord)

California Baptist University

Assemblymember Nathan Fletcher (D-San Diego)

Chapman University

Assemblymember Jim Silva (R-Huntington Beach)

Golden Gate University

Assemblymember Mary Hayashi (D-Hayward)
Assemblymember Fiona Ma (D-San Francisco)

La Sierra University

Senator Bill Emmerson (R-Riverside, Palm Desert)

Loyola Law School

Assemblymember Mike Gatto (D-Burbank)
Senator Fran Pavley (D-Calabasas) (Law Professor)

National University

Assemblymember Isadore Hall, III (D-Rancho Dominguez)

Occidental College

Assemblymember Chris Norby (R-Fullerton)

Santa Clara University

Assemblymember Bob Wieckowski (D-Fremont)
Senator Curren Price (D-Los Angeles)

Pepperdine University

Assemblymember Felipe Fuentes (D-Arleta)
Assemblymember Fiona Ma (D-San Francisco)
Senator Rod Wright (D-Inglewood)

Pomona College

Senator Mark Wyland (R-North San Diego South Orange)

Pitzer College

Senator Kevin de Leon (D-Los Angeles)

Stanford University

Senator Ted Lieu (D-Redondo Beach)
Senator Curren Price (D-Los Angeles)
Senator Joseph Simitian (D-Palo Alto, Santa Cruz)

University of San Diego

Senator Juan Vargas (D-Chula Vista, El Centro, Indio)

University of San Francisco

Assemblymember Wesley Chesbro (D-Santa Rosa)
Assemblymember Mary Hayashi (D-Hayward)
Assemblymember William W. Monning (D-Santa Cruz)
(School of Law)

University of La Verne

Assemblymember Roger Hernandez (D-West Covina)
Assemblymember Mike Morrell (R-Rancho Cucamonga)

University of Southern California

Assemblymember Mike Davis (D-Los Angeles)
Assemblymember Wesley Chesbro (D-Santa Rosa)
Assemblymember Richard S. Gordon (D-Los Altos)
Assemblymember Isadore Hall, III (D-Rancho Dominguez)
Assemblymember Richard Lara (D-South Gate)
Assemblymember Mariko Yamada (D-Vacaville)
Senator Jean Fuller (R-Bakersfield)
Senator Fran Pavley (D-Calabasas) (Law Professor)

University of the Pacific

Assemblymember Jeff Gorell (R-Westlake Village)
Senator Ellen M. Corbett (D-San Leandro, Fremont)
(McGeorge Law School)
Senator Noreen Evans (D-Dureka, Santa Rosa, Napa, Ukiah Vallejo)

Westmont College

Assemblymember Kristin Olsen (R-Modesto)
Senator Bob Huff (R, Walnut)

Whittier College

Senator Tony Stirickland (R-Simi Valley, Santa Barbara)

Talking Points

Fairness and Equality For All Students

- Students at AICCU schools are as equally deserving of full Cal Grant funding to complete their college educations as students at UC and CSU.
- Cal Grants for students at AICCU schools have not increased in over 10 years and were reduced by 14% for two entering cohorts two years in a row.
- Cal Grant Students at AICCU schools have already taken a cut. Because the maximum Cal Grant for an AICCU student has not increased since 2001, its present value has declined by over 30%.
- Since 2001, the maximum Cal Grant for a student at UC has increased 208%, to \$12,192. This does not include the state subsidy that each UC student receives, including those who take more than four years to graduate.
- Since 2001, the maximum Cal Grant for a student at CSU has increased 173%, to \$5,472. This does not include the state subsidy that each CSU student receives, including those who take more than four years to graduate.
- Cal Grant students at AICCU schools have a higher four-year graduation rate than any other group of students.
- All Cal Grant students and their families play by the same rules. Those that attend an AICCU school should be treated equal to Cal Grant students at public colleges.
- By choosing an AICCU school, Cal Grant students cost the state less. Their Cal Grant only lasts four years. The state subsidy that all students at UC and CSU receive continues as long as they are in school.
- Every time student fees increase at UC or CSU, Cal Grants for students at those public sectors increase, too. Cal Grant students at AICCU schools do not get automatic increases.
- Less than 3% of the state's entire higher education budget funds Cal Grant students at AICCU schools.

Fiscal Responsibility

- There is no real savings to California to cut the Cal Grant for deserving students at nonprofit schools. It costs the state of California an average total of \$24,000 to educate a Cal Grant student for one year at a UC School; \$11,750 for one year at CSU; and \$6,100 for one year at a Community College. It now costs California an average of \$9,200 for a Cal Grant student for one year at an AICCU school.
- AICCU students repay their Cal Grant awards through state income tax within 15 years. CSU Cal Grant students repay four years of a CSU education in 16.5 years, and UC students take 25 years.
- The Cal Grant award is only available for four years. The subsidy the state pays for all students at UC, CSU, and the Community Colleges last as long as the student is in school.
- Cal Grant funding for students at AICCU schools has remained relatively flat for over 10 years. The growth in the program is from the public sector and the for-profit sector, not the nonprofit sector.
- The Cal Grant Program is an effective use of government spending that all parties should support.
- Cal Grants are an investment in California—The payoff is that California has the workforce needed to build our economy.

Investing in the Future

- Cal Grants provide a ladder of opportunity for deserving students and leverages a powerful public/nonprofit partnership to help students achieve their higher education goals without excessive debt and at lower costs to taxpayers.
- Cal Grants and campus-based financial aid help assure that students from historically underrepresented groups earn college degrees.
- Cal Grant students at AICCU schools reflect California's population. Cal Grant A students at AICCU schools are: 33% Latino, 17% Asian American, 9% African American, and 1% Native American, and 40 % Caucasian.
- Cal Grant students at AICCU schools serve some of California's neediest families—the average family income for a Cal Grant A student is \$40,896 at an AICCU school, \$41,442 at UC, and \$59,568 at CSU.
- Just 15% of the Cal Grant budget goes to students at AICCU schools.
 - \$265 million in Cal Grant awards to students in 2010-11, which is just over 15% of the state's total Cal Grant budget of over \$1.7 billion.
 - Cal Grants are the only state support that nonprofit students receive.

- AICCU schools award over 22% of California's undergraduate degrees, but its Cal Grant students receive only 15% of the state's total Cal Grant expenditures.
- Cal Grants to students at AICCU schools makes up less than 3% of the state's total higher education budget each year.
- AICCU schools add more than \$1.3 billion in additional campus-based financial aid to deserving students.
 - Because of limited institutional resources, campus-based financial aid cannot continue to make-up for the lack of Cal Grant funding to deserving students. Our goal together should be to invest in, and protect, deserving students.
- The capacity at AICCU schools and Cal Grants save California money because the state does not have to build more campuses for all of the California students attending AICCU schools.
- For every Cal Grant student at an AICCU school, three additional California students are educated at zero cost to the state—many receive campus-supported financial aid.
- Over 80% of all AICCU students receive campus-supported financial aid at no cost to the state.
- AICCU schools are nonprofit; their mission is to educate students without a profit motivation.
 - They seek to improve the lives of people through higher education.
 - Tuition and philanthropic giving are dedicated to the institutional mission.
- The median endowment of an AICCU school is only \$15 million.
 - Many of the schools with low value endowments serve students with the greatest financial need.
 - Endowment funds are often restricted—designated for specific purposes by donors.



Did You Know?

- The Cal Grant Program, administered by the California Student Aid Commission (csac.ca.gov), began in 1955 to award state grants to students in independent nonprofit institutions.
- Cal Grants provide a ladder of opportunity and leverages a powerful public private partnership to help students achieve their higher education goals without excessive debt.
- Cal Grants and campus-based financial aid help assure that students from historically underrepresented groups obtain a college degree.
- AICCU schools educate 22% of California's undergraduate (over 143,000 students), but only 15% of Cal Grant expenditures go to AICCU students.
- Less than 3% of the state's entire higher education budget funds Cal Grant students at AICCU schools.
- For every Cal Grant student enrolled at an AICCU school, three additional California students are educated at zero cost to the state.
- Cal Grant students at AICCU schools reflect California's population. Cal Grant A students at AICCU schools: 40% Caucasian, 33% Latino, 17% Asian American, 9% African American, and 1% Native American.
- Cal Grant students at AICCU schools serve some of California's neediest families—the average family income for a Cal Grant A student is \$40,896 at an AICCU school, \$41,442 at UC and \$59,568 at CSU.
- The maximum Cal Grant for an AICCU student has not increased since 2000, its present value has declined by over 30%.
- AICCU schools add more than \$1.3 billion in additional campus-based financial aid to deserving students.
- It costs (on average) the state of California \$24,000 to educate a Cal Grant student for one year at a UC School; \$11,750 for one year at CSU; and \$6,100 for one year at a Community College. It now costs (on average) California less than \$9,200 for a Cal Grant student for one year at an AICCU school.
- Since 2001, the maximum Cal Grant for a student at UC has increased 208%, to \$12,192 This does not include the state subsidy that each UC student receives, including those who take more than four years to graduate.
- Since 2001, the maximum Cal Grant for a student at CSU has increased 173%, to \$5,472. This does not include the state subsidy that each CSU student receives, including those who take more than four years to graduate.
- Every time student fees increase at UC or CSU, Cal Grants for students at those public sectors increase, too. Cal Grant students at AICCU schools do not get automatic increases.
- Cal Grant students at AICCU schools have a higher four-year graduation rate than any other group of comparable students.
- AICCU students repay their four-year Cal Grant award through state income tax within 15 years. CSU Cal Grant students repay four years of a CSU education in 16.5 years, and UC students take 25 years.
- All AICCU schools are nonprofit; their mission is to educate students without profit motivation.
 - They seek to improve the lives of people through the attainment of a college degree.
 - Tuition and money raised by the university are dedicated to the mission and purpose of the institution.

Where's The Savings?

Current General Fund Cost to California

Average per full-time equivalent (FTE) student

AICCU			UC			CSU		
	Cost To CA ¹	Running Total		Cost To CA	Running Total		Cost To CA	Running Total
Year 1	\$9,200	\$9,200	Year 1	\$24,000	\$24,000	Year 1	\$11,750	\$11,750
Year 2	\$9,200	\$18,400	Year 2	\$24,000	\$48,000	Year 2	\$11,750	\$23,500
Year 3	\$9,200	\$27,600	Year 3	\$24,000	\$72,000	Year 3	\$11,750	\$35,250
Year 4 ²	\$9,200	\$36,800	Year 4	\$24,000	\$96,000	Year 4	\$11,750	\$47,000
			Year 5 ³	\$11,777	\$107,777	Year 5	\$6,628	\$53,628
						Year 6	\$6,628	\$60,256

Source: Legislative Analysis Office (LAO), Academic year 2011-12

If an AICCU Cal Grant Student Had To Transfer to a Public Institution⁴

AICCU to California Community College (CCC) to University of California (UC)

Best Case

	Sector	Cost To CA	Running Total
Year 1	AICCU	\$9,200	\$9,200
Year 2	CCC	\$6,100	\$15,300
Year 3	UC	\$24,000	\$39,300
Year 4	UC	\$24,000	\$63,300

Likely Case

	Sector	Cost To CA	Running Total
Year 1	AICCU	\$9,200	\$9,200
Year 2	CCC	\$6,100	\$15,300
Year 3	CCC	\$6,100	\$21,400
Year 4	UC	\$24,000	\$45,400
Year 5	UC	\$11,777	\$57,177

AICCU to California Community College (CCC) to California State University (CSU)

Best Case

	Sector	Cost To CA	Running Total
Year 1	AICCU	\$9,200	\$9,200
Year 2	CCC	\$6,100	\$15,300
Year 3	CSU	\$11,750	\$27,050
Year 4	CSU	\$11,750	\$38,800
Year 5	CSU	\$6,628	\$45,428

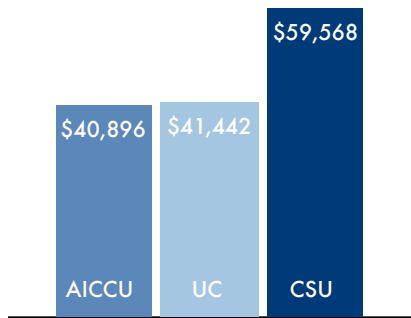
Likely Case

	Sector	Cost To CA	Running Total
Year 1	AICCU	\$9,200	\$9,200
Year 2	CCC	\$6,100	\$15,300
Year 3	CCC	\$6,100	\$21,400
Year 4	CSU	\$11,750	\$33,150
Year 5	CSU	\$6,628	\$39,778
Year 6	CSU	\$6,628	\$46,406

Notes: 1. Cost equals average Cal Grant award by sector, plus average non-Cal Grant state funding per FTE. AICCU eligible students only receive Cal Grant funds 2. Cal Grants are only awarded to a student for 4-years. 3. Additional years to graduation are based on average graduation rates at UC & CSU. The average graduation rate for an AICCU Cal Grant student is 4-years. 4. Assumes student missing Fall Transfer application deadline to UC or CSU.

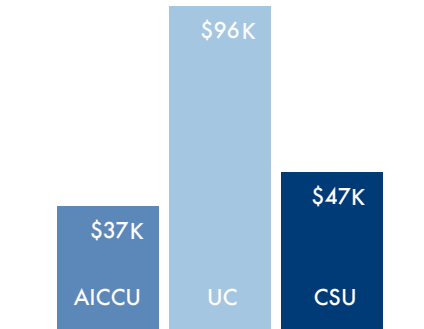


Serving California Families



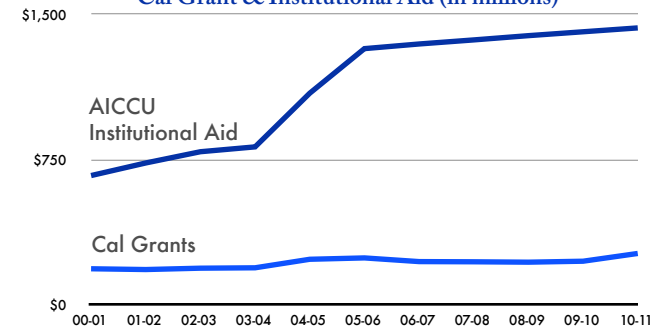
Average Family Income for Cal Grant A students

Saving the State Money



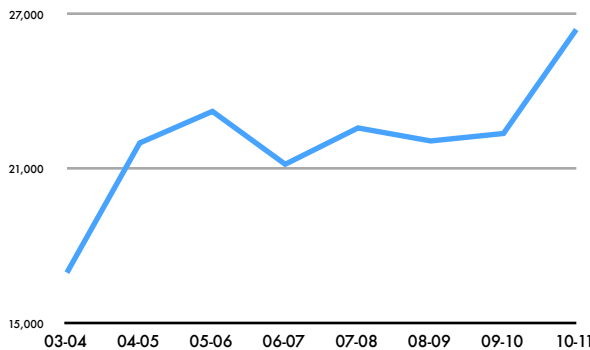
Cost to the State to educate one Cal Grant student for 4 years

Investing in Students
Cal Grant & Institutional Aid (in millions)

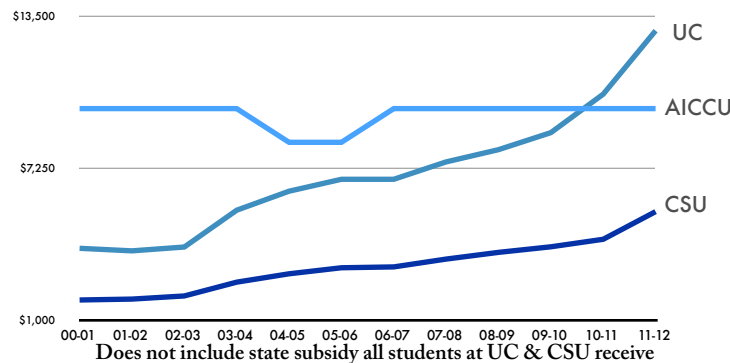


AICCU Schools provide \$4 in student aid for every \$1 in Cal Grants

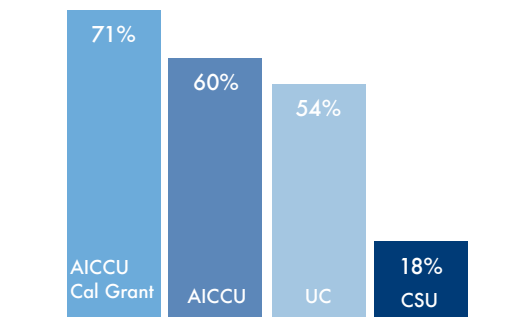
More Cal Grant Students are Enrolling at AICCU Schools



AICCU Cal Grant Students' Maximum Award Has Not Increased in 10-years

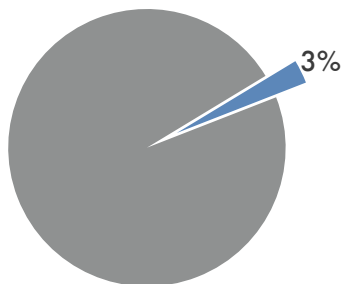


Cal Grant Students Graduate On-time



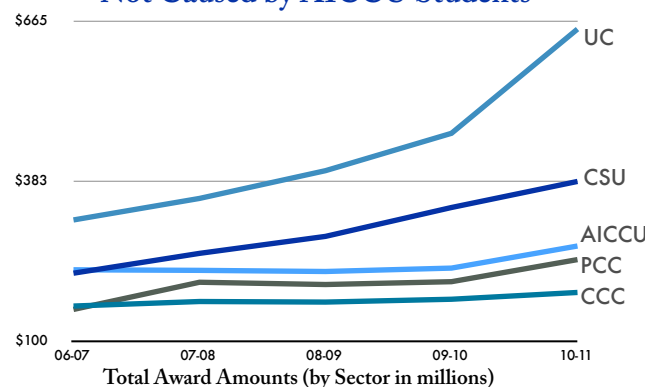
Average four-year Graduation Rates Compared

Students at AICCU Schools Use Very Few State Resources



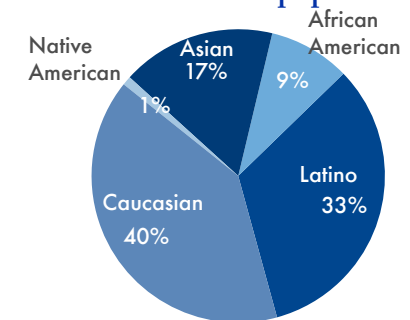
California Higher Education Annual Expenditures - FY 2010-11

The Cost Increases in Cal Grants is Not Caused by AICCU Students



Total Award Amounts (by Sector in millions)

Cal Grants Students Reflect California's population



AICCU Cal Grant Percentages

Save Our Cal Grant: Statement of Support

(Please use attached Statement of Support form and email it to: aiccu@aiccu.edu or fax: 916-446-7948)

STUDENTS FIRST ALLIANCE: SAVE OUR CAL GRANTS!

Statement of Support

These are challenging fiscal times for California, but continuing to invest in student financial aid, specifically the Cal Grant program, is the best investment the state can make for its future and its people. The ability for students to obtain their college degree and enter the workforce prepared is *fundamental* to California's economic recovery and future growth.

Tough economic times have subjected all state spending to critical review. Cutting the maximum Cal Grant for deserving students at AICCU schools won't save the state any money, and it will cost the state in the future. Without an educated workforce, California's leadership role in the world economy cannot be sustained.

We are facing a Governor's proposal to reduce *by nearly half* the funding for the Cal Grant maximum award of \$9,708 for students attending California's independent, nonprofit schools. This potential change severely puts at risk financially needy students attempting to finish their college education and those who strive to attend college in the Fall.

For decades, the Cal Grant award has gone to academically qualified and deserving students around the state, allowing them to attend one of California's many independent nonprofit schools that collectively invest nearly \$1.4 billion of their own institutional financial aid to make college a reality for California students! These schools not only produce great students but also provide vital research, resources and advocacy for the communities in which they exist. This is an incredible public/private partnership and it eases the capacity crunch at California's public colleges and universities. Cal Grant students attending independent colleges and universities stay in college and graduate faster, joining the workforce sooner.

I support maintaining the maximum Cal Grant award of \$9,708. Keep the state's promise of the Cal Grant award and a college education for deserving students!

Thank you for saving Cal Grants.