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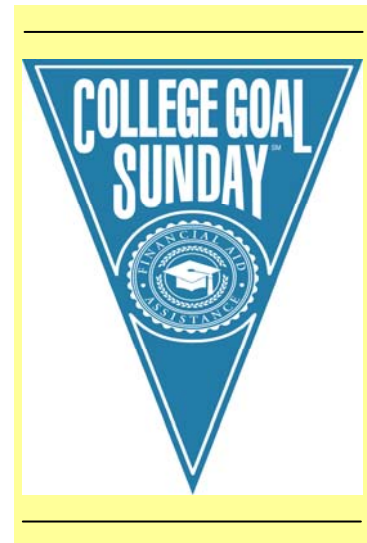
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2010 College Goal Sunday Volunteers Needed

Volunteers are needed to help staff the College Goal Sunday events across the state on February 14, 2010. Tennessee’s unemployment rate has reached double digits, and our students and their families need help and encouragement to apply for financial aid as early as possible. This is our 5th year for College Goal Sunday in Tennessee and comments on the evaluation forms from the families are full of statements that show their appreciation of the program and its volunteers.

We have estimated that we need 300 plus volunteers to staff 31 sites, and you could be just the person we need. We have a variety of roles that must be filled such as greeting the folks as they arrive all the way to serving as a

financial aid expert answering questions one-on-one and many roles in between. Free long-sleeved t-shirts are provided for our volunteers, and you can help us by registering at www.tn.gov/CollegeGoalSunday.



January Legislative Update

At the end of January’s Special Session, the Tennessee General Assembly passed the Governor’s higher education reform proposals in the Complete College Tennessee Act. This Act included numerous changes designed to improve Tennessee’s higher education system. Among these changes were changing the funding formula to include, in part, funding based on outcomes and degree completion; emphasizing community colleges through the creation of a unified community college system while expanding common programs and

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T E N N E S S E E
COLLEGE GOAL SUNDAY
FEBRUARY 14, 2010
BEGINS AT 2:00PM

2010 College Goal Sunday Locations

| | | | |
|--|--|--|--|
| ATHENS TN Tech. Center | CRUMP TN Tech. Center | LYNCHBURG Motlow State CC | NASHVILLE Tennessee State University - Avon Williams (Downtown) Belmont University |
| BLOUNTVILLE Northeast State CC | DYERSBURG Dyersburg State CC | MCKENZIE Bethel University | OAK RIDGE Roane State CC |
| CHATTANOOGA Chattanooga State CC | GALLATIN Volunteer State CC | MCMINNVILLE TN Tech. Center | WAVERLY Nashville State CC |
| CLARKSVILLE Austin Peay State University | HARROGATE Lincoln Memorial University | MEMPHIS LeMoyne Owen College Southwest TN CC - Macon Cove | WHITEVILLE TN Tech. Center |
| CLEVELAND Cleveland State CC | JACKSON Lambuth University | TN Tech. Center White Station High School | |
| CLIFTON Frank Hughes High School | KNOXVILLE Johnson Bible College Pellissippi State CC C.W. Cansler YMCA | MILLIGAN Milligan College | |
| COLUMBIA Columbia State CC | LEBANON Cumberland University | MURFREESBORO Middle TN State University | |
| COOKEVILLE Tennessee Tech. University | | | |

Legislative Update (Cont.)

courses to promote consistency and quality throughout the two-year system; creating a statewide transfer policy so that any student who earns a two-year degree at a community college can start at a four-year university as a junior; and requiring TBR and UT to establish dual-admission and dual-enrollment policies at all two- and four-year institutions.

The regular session of 106th General Assembly began on Monday, January 25 and will no doubt focus much of its attention on the state budget. Early estimates indicate that the state will need to make reductions of approximately \$1 billion in the 2010-2011 fiscal year in order to balance the budget. Last October TSAC submitted its budget request which included cuts of approximately 6% to its administrative functions. Grant and scholarship programs, however, at that time were spared the reductions.

One bill filed thus far (S.B. 2650, McNally) will expand TSAC’s license suspension program to teachers, insurance brokers, lobbyists, and sports agents. Finally, lottery program revenues are leveling off while anticipated expenditures continue to grow. Based on these estimates, if last year’s session is any indication, few, if any, lottery-related bills are expected to pass. TSAC will keep you posted as legislation is introduced.



Dollar Sensei

In previous newsletters, *Dollar Sensei* was introduced and examples of how schools were using it to contact delinquent student borrowers were given. *Dollar Sensei* is not just a default aversion process, but also offers a student based financial literacy program. Schools can now contact delinquent student borrowers efficiently and effectively through *Dollar Sensei*. Using real-time information, financial aid administrators are able to send out customized notices, export reports, utilize pre-set notices, mail merge functionality, and send electronic borrower notices along with other unique functions.

The on-line financial literacy section of *Dollar Sensei* contains useful information designed for all students. TSAC is committed to providing services to schools that promote financial literacy education. *Dollar Sensei* offers practical information on budgeting, credit cards, identity theft, loan repayment, and credit reports.



TSAC is currently working on the next phase of *Dollar Sensei* that includes computer based training modules. Students will create an account, take a financial literacy pre-test, and then complete training modules in specific financial areas. Tracking reports will be available for financial aid administrators.

For more information on *Dollar Sensei*, training, or to sign up; please contact Cathy Jones at 615.428.5741 or cathy.l.jones@tn.gov.

TELS Insert

As mentioned in the January newsletter, a new TELS insert has been created and is being included with TELS award notices sent to students for the 2010-11 academic year. The insert contains frequently asked questions regarding TELS programs. Additionally, there is a link on the TSAC home page and the TELS home page to the insert. For institutions wanting to link to the TELS insert from their website, the web address is:

http://www.tn.gov/CollegePays/mon_college/sch_app_pdfs/TELS%20FAQs%20rev.pdf.

If you have questions, please contact Tim Phelps at 615.253.7441 or tim.phelps@tn.gov.

TELS Reconciliation Process

As a friendly reminder, TSAC asks that each institution sign and fax the last page of the reconciliation roster for each term for each TELS program to Robert Biggers at 615.741.6101. TELS payments in the following semester cannot be processed until TSAC has received the institution's signed and dated roster. If you have questions about the reconciliation process, please contact Robert at 615.253.7453 or robert.biggers@tn.gov.

Lottery Eligibility Sheet Available in Spanish

There is a new resource available on-line for schools with information about the TELS program. This new publication is the Spanish version of the Lottery Scholarship Eligibility Requirements Sheet. You can find it at http://www.tn.gov/CollegePays/mon_college/lottery_scholars.htm. It is listed just under the link for the "Lottery Scholarship Eligibility Requirement Sheet," and is entitled, "Programa De Loteria De Becas Educativas De Tennessee."

Wondering How Your State Stacks Up When It Comes to Student Loan Defaults?

Reprinted with permission from the: [Student Lending Analytics Blog](#) Posted: 14 Dec 2009 04:04 PM PST

Below is the list created by SLA, which ranks states based on their three-year cohort default rate figures, from data provided by the Department of Education earlier today. I also thought it would be interesting to take into account the enrollment mix at the state level, since that can have an impact on a state's default rates given the variance in the three-year 2007 cohort default rate by school type:

- 4-Year Private: 6.3%
- 4-Year Public: 7.1%
- 2-Year Public: 16.2%
- Proprietary: 21.2%

Using the actual enrollment mix and applying the cohort default rates by school type listed above, I calculated a CDR (column 3) below. Comparing the Calculated CDR with the Actual CDR, one can see if a state underperformed (positive difference) or over-performed (negative difference) based on their enrollment mix. So, for example, based on their enrollment mix and assuming average CDR level for each school type, one might have predicted that Montana would have a 9.0% CDR instead of the 3.9% as derived from the Dept. of Education data, so they in effect over-performed what might have been expected given their enrollment mix.

Warning: I recognize that this is a very simplistic construct as other variables clearly play a role (e.g., income levels) but I thought that rather than just provide CDRs by state, I would take the analysis a step further. Note also that the data may be skewed by the fact that schools like University of Phoenix, while having campuses throughout the United States, operate under one OPEID with an Arizona address, which is why Arizona is so clearly skewed on the proprietary school front.

On the following page is a table, ranking the 50 states and the District of Columbia by three-year cohort default rate: . . . Continued on page 5

New Financial Aid Staff Training

TSAC training for new financial aid staff is scheduled for March 19, 2010. The sessions for the day include Verification Process, Student Eligibility, State Grants and Scholarships and Lottery Scholarship Updates. In addition to the informational sessions, e*GRandS training will be included.



The training will be given at TSAC's Nashville office at 404 James Robertson Parkway. Refreshments will be served from 8:30 a.m. to 9:00 a.m. The training session will start at 9:00 a.m. and conclude at 3:30 p.m. Lunch will be provided. Seating is limited.

Please R.S.V.P. to Karen Myers, your plans for you or your staff to attend the workshop. The deadline for reserving your space is March 12th. Karen can be contacted by calling 866.291.2675 ext.150 or at her direct line 615.253.7473. Her e-mail address is karen.myers@tn.gov.

Your State Stacks Up (Cont.)

| State | Actual | Calculated | Difference | Enrollment Mix By State | | | |
|----------------------|---------|------------|------------|-------------------------|---------|---------|-------|
| | 3YR CDR | CDR | | 4YR PRIV | 4YR PUB | 2YR PUB | PROP. |
| Arizona | 16.9% | 17.4% | -0.5% | 0% | 13% | 38% | 49% |
| Texas | 16.3% | 12.1% | 4.3% | 9% | 37% | 50% | 3% |
| Florida | 15.0% | 10.1% | 4.9% | 14% | 56% | 21% | 8% |
| Colorado | 15.0% | 11.1% | 3.9% | 10% | 50% | 33% | 8% |
| Tennessee | 14.8% | 10.7% | 4.1% | 21% | 41% | 34% | 5% |
| West Virginia | 14.8% | 11.5% | 3.3% | 10% | 53% | 14% | 22% |
| Louisiana | 14.5% | 9.2% | 5.3% | 11% | 68% | 16% | 5% |
| Arkansas | 14.5% | 10.6% | 3.8% | 9% | 52% | 38% | 1% |
| Nevada | 14.2% | 8.7% | 5.5% | 1% | 83% | 12% | 4% |
| Oklahoma | 14.1% | 10.9% | 3.2% | 9% | 51% | 38% | 3% |
| Mississippi | 14.1% | 11.5% | 2.5% | 9% | 42% | 48% | 1% |
| Alabama | 14.0% | 10.4% | 3.5% | 8% | 56% | 34% | 2% |
| Kentucky | 13.6% | 11.3% | 2.3% | 11% | 45% | 38% | 6% |
| Iowa | 13.3% | 13.0% | 0.3% | 21% | 23% | 36% | 20% |
| Rhode Island | 12.7% | 9.5% | 3.2% | 44% | 28% | 22% | 5% |
| Illinois | 12.3% | 12.7% | -0.4% | 21% | 19% | 54% | 6% |
| Arkansas | 11.7% | 7.7% | 4.0% | 2% | 93% | 2% | 3% |
| Oregon | 11.6% | 12.0% | -0.4% | 11% | 37% | 47% | 5% |
| Michigan | 11.5% | 11.3% | 0.3% | 13% | 41% | 44% | 2% |
| New Jersey | 11.3% | 11.7% | -0.4% | 17% | 33% | 46% | 4% |
| New Mexico | 11.2% | 11.6% | -0.5% | 2% | 49% | 48% | 1% |
| Georgia | 11.1% | 10.6% | 0.5% | 13% | 50% | 32% | 4% |
| Kansas | 11.0% | 11.3% | -0.3% | 10% | 42% | 45% | 1% |
| California | 10.9% | 13.6% | -2.7% | 9% | 21% | 65% | 5% |
| Connecticut | 10.9% | 10.5% | 0.4% | 32% | 31% | 29% | 7% |
| Wyoming | 10.9% | 13.5% | -2.6% | 0% | 33% | 62% | 5% |
| Indiana | 10.8% | 9.6% | 1.3% | 22% | 51% | 22% | 4% |
| Maine | 10.8% | 9.3% | 1.4% | 25% | 50% | 20% | 4% |
| Maryland | 10.8% | 11.0% | -0.2% | 16% | 42% | 39% | 3% |
| Missouri | 10.7% | 8.7% | 2.0% | 43% | 36% | 16% | 4% |
| Ohio | 10.7% | 10.6% | 0.1% | 22% | 40% | 34% | 5% |
| New York | 10.2% | 9.8% | 0.4% | 38% | 30% | 27% | 5% |
| Virginia | 10.0% | 11.5% | -1.5% | 15% | 39% | 40% | 6% |
| Washington | 10.0% | 11.6% | -1.7% | 10% | 40% | 47% | 2% |
| Delaware | 9.8% | 10.0% | -0.1% | 25% | 43% | 31% | 2% |
| Pennsylvania | 9.7% | 9.8% | -0.1% | 42% | 27% | 21% | 9% |
| South Carolina | 9.5% | 10.9% | -1.4% | 15% | 43% | 39% | 3% |
| North Carolina | 9.4% | 11.3% | -1.9% | 16% | 38% | 46% | 1% |
| Idaho | 9.2% | 8.9% | 0.3% | 20% | 59% | 17% | 3% |
| District of Columbia | 8.5% | 11.3% | -2.9% | 58% | 9% | 0% | 33% |
| Utah | 8.3% | 9.6% | -1.3% | 20% | 51% | 24% | 4% |
| Hawaii | 8.2% | 10.4% | -2.2% | 22% | 40% | 38% | 1% |
| New Hampshire | 7.6% | 10.0% | -2.4% | 34% | 35% | 21% | 9% |
| South Dakota | 7.1% | 8.6% | -1.5% | 13% | 70% | 11% | 5% |
| Vermont | 7.0% | 8.5% | -1.5% | 37% | 44% | 18% | 1% |
| Massachusetts | 6.9% | 8.9% | -2.0% | 51% | 25% | 21% | 2% |
| Nebraska | 6.7% | 11.2% | -4.5% | 19% | 34% | 45% | 2% |
| Minnesota | 6.2% | 12.5% | -6.3% | 17% | 32% | 34% | 17% |
| Wisconsin | 5.1% | 10.6% | -5.5% | 19% | 41% | 38% | 1% |
| North Dakota | 4.9% | 8.6% | -3.7% | 11% | 73% | 13% | 3% |
| Montana | 3.9% | 9.0% | -5.1% | 6% | 73% | 20% | 1% |