

Closing the College Access Gap

Supporting Underrepresented Students on the Path to Postsecondary Education

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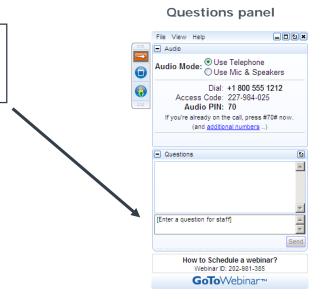
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Closing the College Access Gap



Supporting Underrepresented Students on the Path to Postsecondary Education

Create a **Culture of High Expectations**

1. College Access

Dashboard

Accountability

2. Parent University

3. Non-Cognitive College

Identity Curriculum

4. Shared Experience

Video Campaign

Build Student Confidence through Advanced Coursework

Ensure College Choice Focuses on Likelihood of Success

Remove Non-**Academic Barriers** to Application and Matriculation







- 5. Advanced Course Placement Matrix
- 6. AP Summer Bridge Program
- 7. Teacher-Led AP **Best Practice** Training



- 8. Background-Conscious College Matching Tools
- 9. College Transition **Partnerships**
- 10. Success-Focused College Counseling

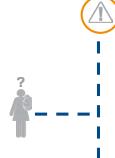


- 11. Summer College **Application Camp**
- 12. Dedicated Financial Aid Support Expert
- 13 Just-in-Time Summer **Text-Message Reminders**
- 14. Transition-Targeted Microscholarships

College Choice Constrained by Student Background

Lower Social Capital Limits Underrepresented Students' College Selection

Low-Income and Minority Students Often Face Unique Barriers When Approaching College Selection



Less college knowledge

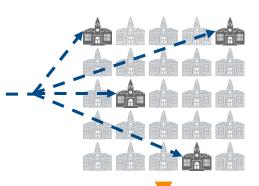
Often un- or misinformed about college options

Scattershot information

Receive information randomly, from a multitude of sources, with no direction on what is most important

Little 1:1 support

More likely to rely solely on overburdened school counselors for adult guidance



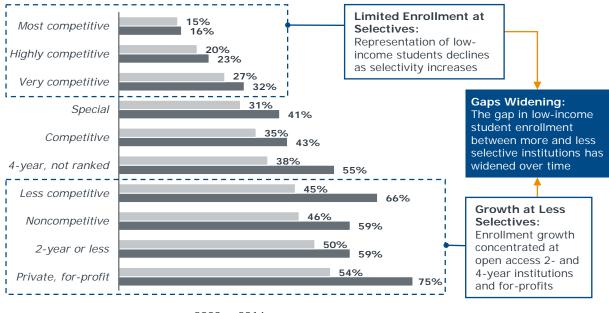
As a result, underrepresented students consider a relatively limited number of potential colleges based on insufficient information and no clear way to discern how any given school would best support them.





Most Low-Income Student Enrollment Growth at Least Selective Institutions

Share of Pell and Federal Grant Recipients by Institutional Selectivity, 2000-2014¹



^{■ 2000 ■ 2014}

Of full-time, first-time degree/certificate seeking undergraduate students.

For-Profits Capturing Enrollment Growth

Underrepresented Students Disproportionally Attend For-Profit Institutions

Enrollment Growth at For-Profit Institutions Far Outpaces Non-Profits Since 2000

Institution Type	Total Enrollment (2000)	Total Enrollment (2014)	% Increase in Enrollment		
Non-profit (public and private)	14,862,205	18,651,104	25.4%		
For-profit	450,084	1,556,265	245.7%		



Likely to Attend For-Profits

Low-income¹ students three times as likely to enroll in a for-profit institution

Black students twice as likely to enroll in a forprofit institution

Low-income¹ students fivetimes as likely to enroll in a for-profit than at the most competitive institutions

Outcomes from For-Profits Often Negative



Of students at for-profit colleges graduate within six years, compared to 63% at public and private non-profit institutions

Of students default on their loans, compared to 17% at public institutions

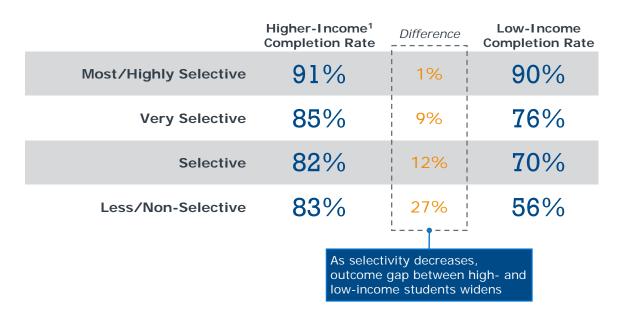




Selectivity Most Critical to Lower-Income Students

Gap in Performance Between Income Groups Grows as Selectivity Declines

Student Outcomes by Institutional Selectivity and Household Income



 [&]quot;Higher-income" refers to the top household income quartile; "low-income" refers to the bottom household income-quartile.

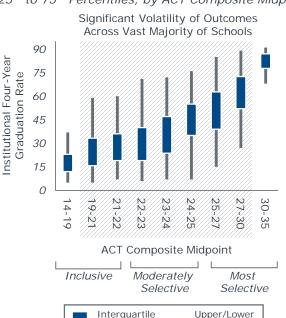
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Selectivity Alone Not A Guarantee of Success

Wide Variation in Outcomes, Even Among Equally Selective Schools

Four-Year Graduation Rates

25th to 75th Percentiles, by ACT Composite Midpoint1



Imperative to Consider More Than Just Selectivity

"The most selective colleges... all have graduation rates above 80%, with most above 90%.

But colleges with average scores around 1100² vary widely in terms of student success, with graduation rates ranging from below 40% to almost 80%.

Students considering colleges like these will clearly want to **consider more than just selectivity**, including measures of quality as well as cost."

Can We Fix Undermatching in Higher Ed? Would it Matter if We Did?, Brookings Institute, 2014

Range

Extremes

¹⁾ n=1105.

²⁾ A score of 1100 on the SAT corresponds to about 22 on the ACT.



Overall Success Rates No Guarantee of Success

URM Success Can Vary Among Colleges with Similar Overall Graduation Rates

A Tale of Four Georgia Universities









Georgia State
University
Atlanta, GA

Morehouse					
College					
Atlanta, GA					

Kennesaw State University of University North Georgia
Kennesaw, GA Dahlonenga, GA

All institutions located within the Greater Atlanta metropolitan region

Selectivity Measures:

Acceptance Rate	59%	66%	59%	75%
SAT 25th-75th Percentiles	960-1080	860-1095	1000-1180	820-1020
HS GPA	3.3	3.2	3.2	3.2

Similar selectivity profile and student academic level across all institutions

Success Measures:

Success Measures.				
Six-Year Graduation Rate	53%	50%	43%	52%
URM ¹ Six-Year Graduation Rate	56%	53%	42%	40%

Devil in the Details

Despite similar overall student success outcomes, URM students experience a 16-point spread in graduation rates

Sources: National Center for Education Statistics; EdTrust: Eduventures 2016 Student Success Ratings, http://www.eduventures.com/eduventures-2016-retention-ratings/; The Upshot, "Some Colleges Have More Students From the Top 1 Percent Than the Bottom 60. Find Yours.," The New York Times, January 18, 2017, https://www.nytimes.com/interactive/2017/01/18/upshot/some-colleges-have-more-students-from-the-top-1-percent-than-the-bottm-60.html; EAB interviews and analysis.

Refers to the six-year graduation rate for Black, Latino, and/or Native American undergraduates.

We Built It. They Still Have Not Come.

Consumer Tools, like the College Scorecard, Are Ubiquitous Yet Underused



Too Many Web Sites to Choose From

Students can find hundreds of web sites that will help them search through lists of institutions. Examples of websites include:



- · College Choice
- College Confidential
- · College Data
- College Express
- College List
- College Prowler
- College Raptor
- · College Scorecard

- Cappex
- Chegg/Zinch
- Kiplinger's
- Niche
- Petersons
- Prep Scholar
- Princeton Review
- US News



Tools Don't Reach the **Right Audience**

College search tools most likely to be used by well-resourced students, such as:



- · Students attending wellresourced, often private, schools
- Students whose parents had at least some college education
- · White and Asian students



Easiest Sites To Find Lack Right Info

Most consumer college search sites focus on non-essential fit characteristics (e.g., rock wall) and sometimes admissibility



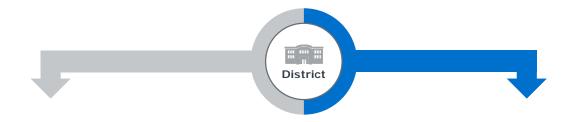
Flaws with Even the Best College Search Tools

"[In terms of the College Scorecard], while the information is easy to read, it is hard to interpret. And nearly one in four community colleges are missing."

> Phil Hill and Russ Poulin WICHE and el iterate

Sources: Smith, J., Hurwitz, M., "Student Responsiveness to Earnings Data in the College Scorecard," The College Board, April, 2016, https://papers.ssrn.com/sol3/papers.cfm?abstract_id=2768157; Syrluga, Susan, "Hundreds of colleges missing from Obama's College Scorecard?" Washington Post, October 15, 2015, https://www.washingtonpost.com/news/grade-point/wp/2015/10/15/hundreds-of-© 2017 EAB Global, Inc. • All Rights Reserved. • eab.com colleges-missing-from-obamas-college-scorecard/?utm_term=.64671c61a259; EAB interviews and analysis.

Focus College Choice On Likelihood of Success





Align College Choice with Student Background and Needs

8. Background-Conscious College Matching Tools



Guide Students to Best-Outcome Institutions

 Success-Focused College Counseling
 College Transition Partnerships

13

Designing a System With Unique Needs In Mind

How to Better Guide College Choice for Low-Income and Minority Students

Ideal Features of a College Exploration Tool for At-Risk Students

1 2 3

Targeted Content

Focuses Exploration

Data points included are:

- limited to factors critical for student success¹
- contextualized to the student's background¹



Eases Navigation

Student can quickly find critical information and compare schools based on most important factors

(e.g., cost, graduation rate, distance from home)



Decision Support

Simplifies Choice

Tool actively prioritizes schools that will both challenge students academically and support their success





For example, highlights minority and Pell-eligible student graduation rates rather than focusing on "nice to haves" such as school size, political affiliation, and sports teams.

Naviance College SuperMatchTM

A Wealth of Information, But Unintuitive Navigation for At-Risk Students





Naviance, by Hobsons



Underrepresented Students Need Considerable Support to Discover Superior Postsecondary Options

Typical Practice

Naviance SuperMatch™ offers a vast college database, with **over 20 search criteria available** to find good match schools

Students **self-navigate** tool to build a college list based on **factors that interest them most**



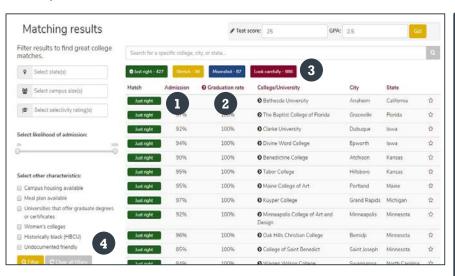
Elevated Practice

- Instruct students to filter institutions first by GPA, test scores, and expected financial contribution
- **2** Then tailor student search further by location and other criteria of interest (e.g., school size, campus housing)
- 3 Direct students to individual College Profiles and focus their exploration on cost data and success rates in more depth

OneGoal StudentUnion Tool



Incorporates Contextualized Outcomes to Determine College Match



Profiled Organizations:

OneGoal, Chicago, IL Uptake, Chicago, IL



UPTAKE

Highlights of the StudentUnion Tool

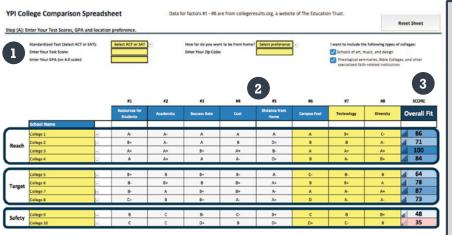
Custom platform created by OneGoal in partnership with predictive analytics company Uptake

- 1 Likelihood of admission estimate based on each student's credentials
- **2** Graduation rate contextualized to student's race/ethnicity
- 3 "Match" indicator recommends institutional fit based on academic and success factors
- Customization enabled along select filters (e.g., size, campus housing, women's colleges)



ideas42 College Choice Tool

Designed to Direct Students to What Matters Most



Profiled Organizations:

ideas42, Washington, D.C.

Youth Policy Institute, Los Angeles, CA



Measurable Impact 15-20%

Increase in students applying to selective and out of state schools

Highlights of the College Choice Tool

Created by **ideas42**, a behavioral science non-profit

Piloted in California with the Youth Policy Institute (YPI)

- 1 Student credentials generate a realistic set of safety, target, and reach schools to consider
- 2 Limited to 8 data points
 - 5 key success factors get most weight first¹
 - 3 factors customized by student preference²
- 3 Fit score simplifies options and pushes students to consider best academic- and success-based fit

¹⁾ Resources for students, academics, success rate, cost, distance from home.

Campus feel and two of the following: diversity, technology, athletics, campus housing, social life, school size.



Each Tool Presents Opportunities and Limitations

Key Takeaways From Profiled College Matching Solutions

	Advantages +	Disadvantages _
NAVIANCE	Vast, comprehensive datasetCommon App integrationWorkflow support	Missing prioritization of success indicators for URM students Cumbersome navigation
ONEGOAL COLLEGE GRADIATION, FERIOD,	Includes URM-specific outcome measures Intuitive to navigate Recommends fit based on academic and success indicators	Very limited financial data
ideas 42	 Limited to 8 critical data points Prioritizes 5 key indicators of success Simple to navigate Proactively guides student choice 	Lacks URM-specific graduation rates at institutions Limited set of schools included

Ensuring Students on the Right Post-Graduation Path

Milton Hershey School Partners with Schools Committed to Student Success

Memorandum of Understanding Bridges Secondary and Higher Ed Goals

IDENTIFY SUITABLE INSTITUTIONS



Identify Schools Committed to Student Success

- Staff analyzes data, identifies highperforming 2- and 4-year schools within a 3.5-hour radius of MHS¹. Data points include:
 - Number of MHS students enrolled. at institution
 - MHS-specific and publicly available retention and completion rates
- Counselors review each school's number and level of low-income, firstgeneration-specific support systems²

Profiled Institution:

Milton Hershey School, PA



ESTABLISH DETAILED PARTNERSHIPS



Institutional Partnership Targets Mutually Desirable Outcomes

Objectives

- Enroll more MHS students in colleges dedicated to student success
- Improve persistence and graduation rates for low-income, first-generation students

Measurable Outcomes

- Increased year 1 to year 2 persistence rates for MHS alumni
- Increased number of students obtaining work-study and on-campus employment
- Increased number of students in campus support programs

Milton Hershey School.

²⁾ Support systems may include federal (TRIO); state (Pennsylvania's ACT 101) and institutional (transition and support programs for minority and low-income students).

Commitments on Both Sides Promote Student Success

Key MHS¹ Responsibilities



Support recruitment of students to university via:

- · University information in counseling sessions and guide booklets
- Inviting university reps on campus for college/career days, school fairs, info sessions, etc.



Collaborate on persistence and graduation support programs

- Assist with programming design, implementation, and data analysis
- Provide feedback from MHS alumni on program efficacy

Key University Commitments



Waive application, confirmation, housing fees, deposits for all MHS students



Provide information on all financial aid opportunities and timely feedback on status and required documents for financial aid applications



Create extensive transition supports to aid students in adjusting to college life

- Guaranteed work-study and campus employment
- Peer Mentors to assist in transition. to college life
- Access to summer and first-year bridge programs
- Track and share data from SSMS²: early warning indicators, progress towards degree, etc.

¹⁾ Milton Hershey School.

Student Success Management System.



MOU Process Changes University Behavior

Partnership Process Helps Student Succeed, Enhances University Supports

BEFORE



Offered a short, no-followup summer bridge program for all of its low-income, minority students



Provided multiple staff contacts for students in need. making it difficult for students to navigate support systems





Did not offer enough campus jobs and access to housing during break





Shares a list of clubs and activities on campus with all incoming students

AFTFR

MHS identifies an existing longer, more comprehensive, closecontact program at university.1 University quarantees spots for MHS students in identified program

Designates one point person for all student concerns. Contact triages requests as appropriate

Develops specialized supports to provide more job opportunities for students, as well as keep a dormitory open during breaks

Assists MHS students with paperwork on waiving the fees associated with clubs and activities

¹⁾ Program was originally created for students who had not declared their major. Persistence rates for students in program were higher than rates for students in traditional summer bridge program.

Work on MOU currently being finalized.



Using Success Data to Influence College Choice

Data Reveals Where Students Are Most Likely to Be Successful

National-Level



EdTrust Pell Recipient Database

Using publicly available Pell graduation data, DCPS¹ determines likelihood of graduation for colleges attended by district graduates

District-Specific



National Student Clearinghouse

 NSC² data allows district to track college graduation rates of DCPS alumni

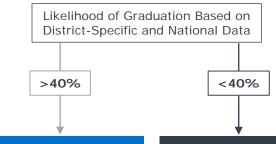
Historic Financial Aid Data

 Financial aid letters from past students help staff assess affordability of each college

My College Fact Finder

 EAB partnership with DCPS to share enrollment data with students & families

District Uses Data to Guide Student Choice To and Away from Colleges



"Smart College Choice"

- Counselors recommend schools to students
- College trips encouraged
- Schools contacted to establish long-term partnership programs

"Strong Caution"

- Students discouraged from applying
- College trips not funded
- College representatives not invited to recruit on campus

Profiled Institution:

District of Columbia Public Schools, DC



District of Columbia Public Schools.

National Student Clearinghouse
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Focusing on "Likelihood to Succeed" over Match

Success Data Changes Nature of College-Going Conversation

Students and Parents Encouraged to Consider College Success Rates

Educate All Stakeholders



Influence Decision-Making

- Director of College Prep distributes data on most commonly attended colleges to counselors & school staff
- Counselors use data in college conversations with students and parents
- Principals, teachers also given data to ensure consistency in message

- Students and parents encouraged to consider "likelihood to succeed" as an important factor in college selection
- Focus of college selection process from "where do I want to go?" to "which school will support me in getting a degree?"

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Controlling the Message, Not the Student

"We're trying to control the message in a discrete and thoughtful way [...] we're not telling them where they want to go to school, but we're helping them make a good decision by giving them information they need."

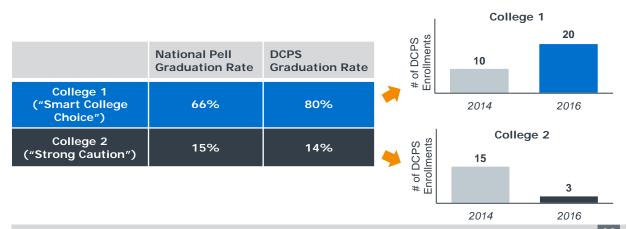
Emily Durso, Former Chief of College and Career Education, DCPS1



Information Support Alters Application Behavior

Data Prompts Students to Change Application and Enrollment Patterns

Changes in College Enrollments Among DCPS¹ Graduates



Helping Both Students and Colleges

"Our short-term gain, in terms of enrollment at "Smart College Choices" colleges, has been significant. We've also seen colleges who have expanded scholarship programs for DC students and colleges with lower grad rates that have started to put more supports in place—the campaign is not only changing the behavior of students, but colleges too!"

Kimberly Hanauer, Director, College Prep Programs, DCPS



It's complicated and can be confusing for staff, students & families!!





...but when resources are coupled with training for staff and aligned school based goals – students have the information to make the best decision for them and their family!



More details - Practice 10 Student Focused College Counseling



The Importance of Making A "Smart College Choice"

Version #1 2016

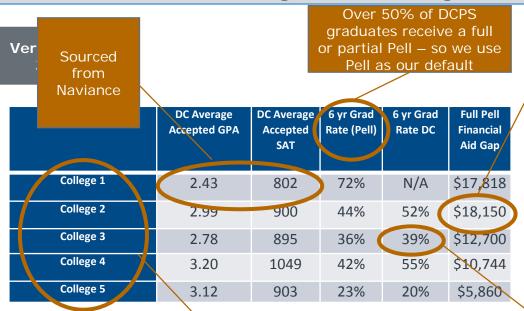
2010		T1		College's
		Final DCPS	SAT	Pell Graduation
	Fall Enrollment 2016	GPA	(1600)	Rate
DCPS Graduate 1	Penn State University	2.5346	830	67%
DCPS Graduate 2	Old Dominion University	2.4656	850	54%
DCPS Graduate 3	Virginia State University	2.42	850	42%
DCPS Graduate 4	North Carolina Central University	2.3797	830	40%
DCPS Graduate 5	Bowie State University	2.5169	820	38%
DCPS Graduate 6	Delaware State University	2.4363	820	36%
DCPS Graduate 7	Norfolk State University	2.475	820	35%
DCPS Graduate 8	University of Maryland Eastern Shore	2.3403	810	31%
DCPS Graduate 9	West Virginia State University	2.449	810	17%
DCPS Graduate 10	University of District of Columbia	2.48	820	9%

@KimberlyHanauer @DCCollegeCareer #DCPSGoesToCollege

More details - Practice 10

Student Focused College Counseling





Use previous years packages to determine average financial aid gap

National Student Clearinghouse keeps districts from sharing school names publicly Minimum of 10 students per cohort

More details - Practice 10 Student Focused College Counseling



Monthly status report for principals & school based sta and resources for highest leverage interventions based Report is accompanied by student level data with incomplete and rejected FAFSAs

Version	1 & 2										
2016/17		SAT	SAT		Submitted Apps		College Acceptance			FAFSA Completion	
	n	Participation	Avg Score	% w/ 1+	% w/ 40%+	Avg #	% w/ 1+	% w/ 40%	Avg #	% Complete	Rejected/ Incomplete
3.5-4.0+	25	100%	1350	100%	95%	20.0	40%	36%	1.1	88%	0
3.0—3.49	52	100%	1150	100%	90%	11.1	48%	42%	1.1	67%	2
2.5—2.99	73	100%	1020	96%	80%	9.0	479	30%	0.9	58%	5
2.0—2.49	54	98%	980	91%	70%	4.2	139	6%	0.2	43%	3
1.5—1.99	36	97%	920	83%	65%	2.5	8%	3%	0.1	25%	2
0—1.49	11	73%	890	73%	25%	1.2	0%	0%	0.0	9%	0
Total	251	98%	1055	93%	73%	8.2	31%	23%	0.7	53%	12

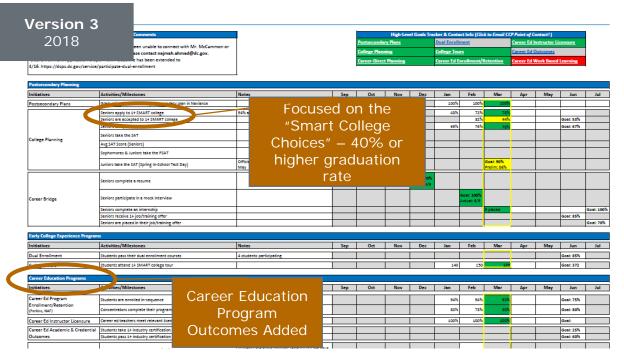
Breakdown students into GPA groupings

Version 2 added measure for % of applications submitted & accepted to "Smart College Choices"

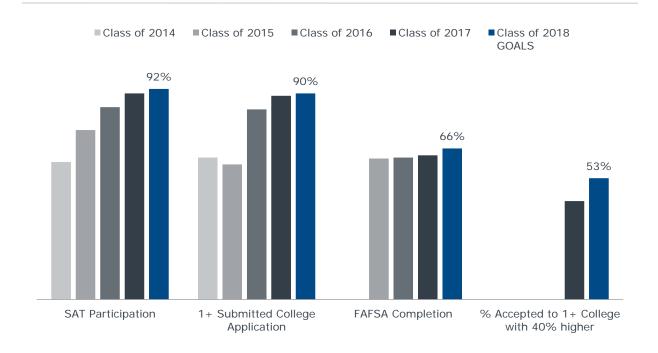
More details - Practice 10 Student Focused College Counseling



Monthly status report for principals & school based staff, along with tools and resources for highest leverage interventions based on greatest need.



Five years of progress towards key indicators





Questions? Don't hesitate to reach out!

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