

# Session #PLS3B

ECMC Project Success

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# About ECMC

## Mission statement

- Help students recognize and realize their potential by investing in, creating and providing innovative education solutions that support schools and improve student educational outcomes
- Simply put, we help students succeed

## Student loan guarantor since 1994

- Guarantor states include: California, Connecticut, Maine, Oregon, Rhode Island, South Carolina, Tennessee and Virginia
- Guarantor servicing business: College Assist (Colorado) and American Student Assistance (ASA), Louisiana, Michigan and Oklahoma

## Nonprofit foundation (ECMC Foundation)

- More than \$40M in education-related grants

## Other affiliates

- Zenith Education Group

The logo for ECMC, consisting of the letters 'ECMC' in a bold, green, sans-serif font.

# ECMC Project Success Footprint



Type of MSI	Colleges	Enrollment
HBCU	26	79,970
HSI	10	96,157
AANAPISI	3	42,215
PBI	13	112,199
<b>Total</b>	<b>52</b>	<b>330,541</b>

# Service Results

SERVICES	IMPACT	
 <p><b>ECMC's Emergency Aid</b> Support persistence toward degree completion by removing unforeseen financial obstacles.</p>	 <p><b>1,851</b> Students received aid.</p>	<p><b>\$697,455</b> Provided to students in need.</p>
 <p><b>NASFAA U</b> Training on administration of Title IV financial aid programs.</p>	<p><b>96</b> Credentials earned</p>	<p><b>16</b> TOPICS 16 topics helped build knowledge and capacity for financial aid staff.</p>
 <p><b>ECMC's PERSIST Training</b> On-campus workshops to help educators <b>increase the success rates</b> of students at greatest risk of dropping out.</p>	 <p>Staff received innovative strategies to engage students and increase retention and graduation rates.</p>	<p><b>805</b> Attendees</p>
 <p><b>Default Management</b> Grace period and student loan repayment counseling helps students avoid delinquency and default. Assist schools with cohort default rate (CDR) management.</p>	<p><b>127,425</b> Borrowers cured</p>	<p><b>30%</b> Borrowers receiving grace counseling are 30% more likely to remain in a repayment current status.</p>
 <p><b>Financial Literacy</b> Provides students with money management tools and resources, and school administrators with an online reporting console to measure usage and effectiveness.</p>	 <p>Knowledge gain of <b>23.5%</b> between pre- and post-test results.</p>	<p><b>72,896</b> Courses completed</p>

# Service Results

SERVICES	IMPACT	
 <p><b>Skills Assessment and Remediation</b> Assess students' readiness for success in college.</p>	 <p><b>3,853</b> <b>3,988</b></p>	<p>Placed in appropriate levels of math and reading courses based on assessments.</p> <p>Students benefited from targeted remediation in identified academic deficiencies.</p>
 <p><b>Electronic College Financing Plan Letter</b> Communicates the value and affordability of a college to the potential student.</p>	<p><b>20,380</b> Students benefited</p>	<p>Improved students' understanding of financial literacy, resulting in reduced student loan borrowing.</p> 
 <p><b>FAFSA and Verification Completion Support</b> Live events with FAFSA completion experts on hand to answer questions.</p>		<p>Students reached through flyers and postcards.</p> <p><b>18,200</b> Students reached</p>
 <p><b>Degree Roadmaps</b> Provides students with a clear path to degree completion.</p>	<p><b>11,956</b> Students mapped</p>	<p>Roadmaps reduced time in school and cost of degree completion.</p> 
 <p><b>SuperStrong Interest Inventory</b> Helps students explore careers and majors through the lens of their interests.</p>	<p><b>33,483</b> Students advised</p>	<p>Administrators advised students based on assessment outcomes, resulting in increased retention.</p>

Because of Project Success...

# Positive Impact

- An HSI community college made SuperStrong Interest Inventory mandatory for all students during New Student Orientation. As a result, 80% of undeclared students have declared majors.
- One HBCU completely revamped their financial literacy efforts and now requires financial literacy of every entering student.
- At a PBI, many majors that required an excessive number of credit hours were examined and reduced to 120 credit hours, reducing time to completion and student loan debt burden.

# Testimonials

*“This program has been a real catalyst for change on our campus, and has allowed for some energized conversations on how we better serve our populations.”*

~Janette Neufville, Chief of Staff, Washington Adventist University

*“NASFAA and PERSIST training have been completed by a number of our financial aid and advising staff members, improving their skillsets and allowing for quality professional development opportunities that, as a regional state institution with limited resources, we cannot always afford to support in full ourselves.”*

~Joel Lee, Asst. Vice Chancellor for Enrollment Management, Winston-Salem State

*“Project Success has provided useful tools to assist advisors and teaching faculty with understanding a student's academic competency level. The students' performance allows more intentional conversations between advisee and advisor by providing tangible feedback that can be transferable throughout their academic journey”*

~Mrs. Wedderburn, Director of Academic Success, Shaw University

# Questions and Answers