

A “Promise” For A Better Tomorrow

The Greater Hagerstown Committee
Education Forum
2014

- **Co-Chairs: Dr. Mitesh Kothari & Jeanne Singer**

- Dr. Clayton Wilcox– WCPS/GHC
- Rick Akers – WCPS
- Dr. Guy Altieri – HCC/GHC
- Anna Barker – HCC
- Dr. Dave Warner – HCC
- Cynthia Perini – BISFA
- Dr. Mark Halsey – USMH/GHC
- Chris Motz – Kaplan/GHC
- Christina Williams – Kaplan
- Mary Baykan – WCFL/GHC
- Brad Sell– Community Foundation
- Kristy Smith – Comm. Foundation
- Gaye McGovern - GHC
- Andy Bruns – GHC
- GHC Staff

** Note: Education Forum Members include both members of GHC and members of various educational entities in the community. The List above includes all members who have participated over the last 12 months at various levels*

GHC's Education Forum

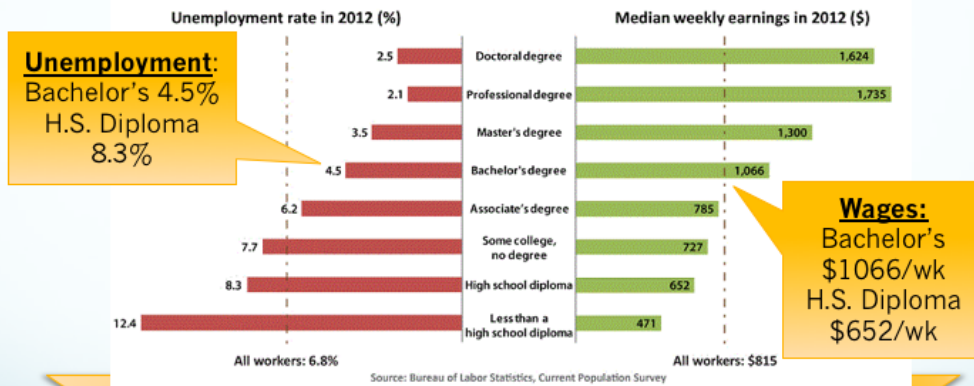
Who is the GHC Education Forum:

- Includes both members of GHC and non members who are involved in various local educational institutions
- Education Institutions represented at the table include:
 - Washington Co. Public Schools
 - Hagerstown Community College
 - Kaplan University
 - University System of MD Hagerstown
 - and Barbara Ingram School For The Arts
- We meet once or twice a month for about 1-1/2 hours discussing educational issues within our community
- Over the last two+ years, we have been focusing specifically on the importance of College and Career Readiness and how we can impact this issue

Importance Of Post Secondary Education and Career Training

Education Pays and Employs:

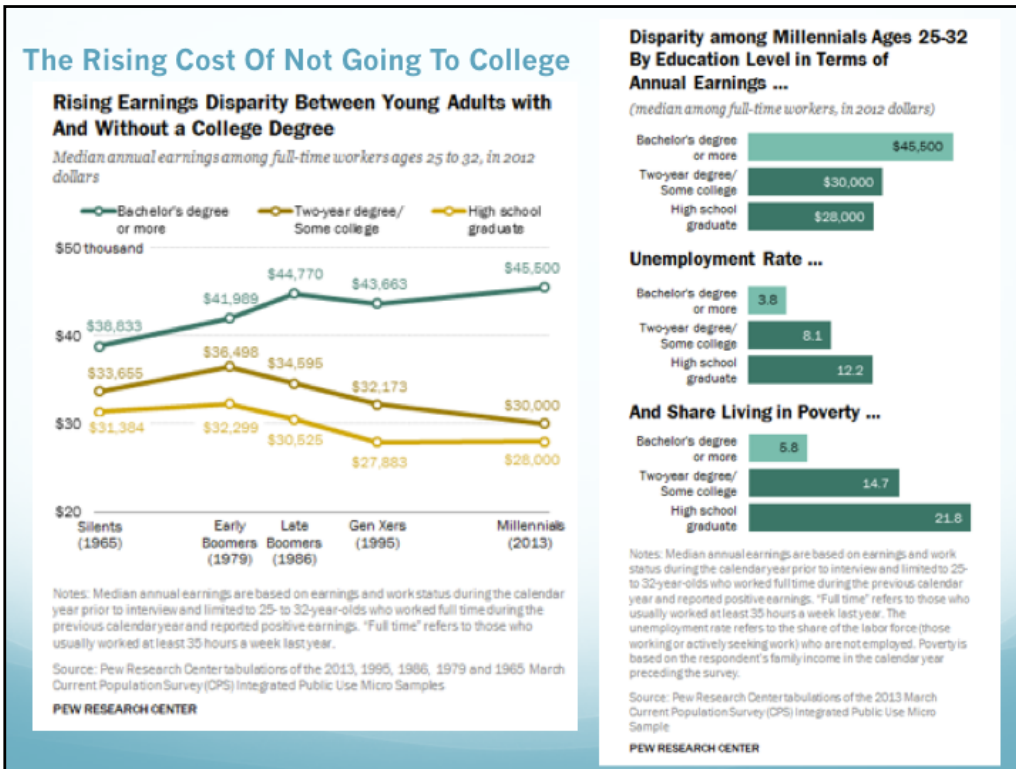
Earnings and unemployment rates by educational attainment



“A Person With A Bachelor’s Degree Will Earn Nearly Twice As Much As A Person With A High School Diploma And Will Be Half As Likely To Be Unemployed”

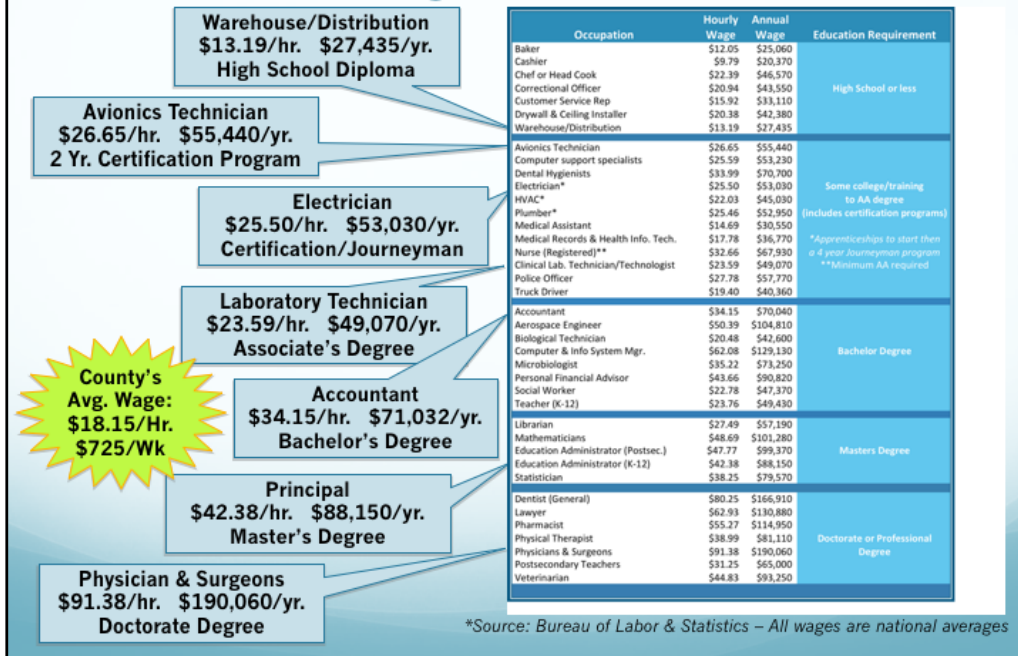
In short...“Education Pays and Education Employs”

“A Person With A Bachelor’s Degree Will Earn Nearly Twice As Much As A Person With A High School Diploma And Will Be Half As Likely To Be Unemployed”



There are multiple studies that have been around for years stating this
 Here's similar information from a PEW Research Study talking about the "Rising Cost Of **NOT** Going To College"

Local Jobs/Wages/Education Needed:



This can be seen when looking at Local Jobs/ in our community. Here is a page taken out of our CCR Report Card showing a list of local jobs, what level of education is needed and what they pay. You can see that in order to make more than the county's average wage, more education is needed we have some well paying jobs – even with just an AA degree that pay considerably more than those with a high school diploma

Value of Post-Secondary Education

2013 Reality Check* – Wages Needed To Have:

- One bedroom apartment including all utilities
- Cell phone, internet, and basic cable TV
- Used car
- Health insurance (single)
- Meager lifestyle:
 - Eat most meals at home
 - Minimal entertainment/personal expenses
 - No extra money for savings, vacations, pets, extras

\$15.95/Hr.
\$638/Week
\$33,000/yr

County's
Avg. Wage:
\$18.15/Hr.
\$725/Wk

**That's About The Average Wage Of A
High School Graduate - \$652/Week**
(Note: AA Degree/2 Years College - \$785/Week)

*Source: Jumpstart Coalition For Financial Literacy - RealityCheck Calculator
Dept. of Labor & Lisc. - http://www.bls.gov/emp/ep_chart_001.htm



Everyone Benefits From A More Educated Citizenry:

“For every 1% increase in the number of citizens with a college education, the local wages in that local economy will increase 1.1%.”

For each additional person with an AA Degree vs. a H.S. Diploma: \$6,916 in new income is generated annually to be spent in our local economy

If we increase the number of citizens with an AA degree by just 1%:

- That's 1470 new AA-degreed residents (vs. HS Diploma)
- Generates over **\$10.5M** in income for the local economy!

The rule of thumb is that for every 1% increase in the amount of citizens with a college education, the local economy will increase 1.1%”

As shown on an earlier slide, for each new person with just an AA degree, \$6,760 in new income will be generated due to the higher pay this person would receive

If we increase the number of citizens with an AA degree by just 1%:

- That's 1470 new AA-degreed residents (vs. HS Diploma)
- Generates over \$10.5M in income for the citizens and the local economy!

JUST FYI (if asked)- NOT NEEDED IN PRESENTATION

Source of quote: Mark Halsey - USMH

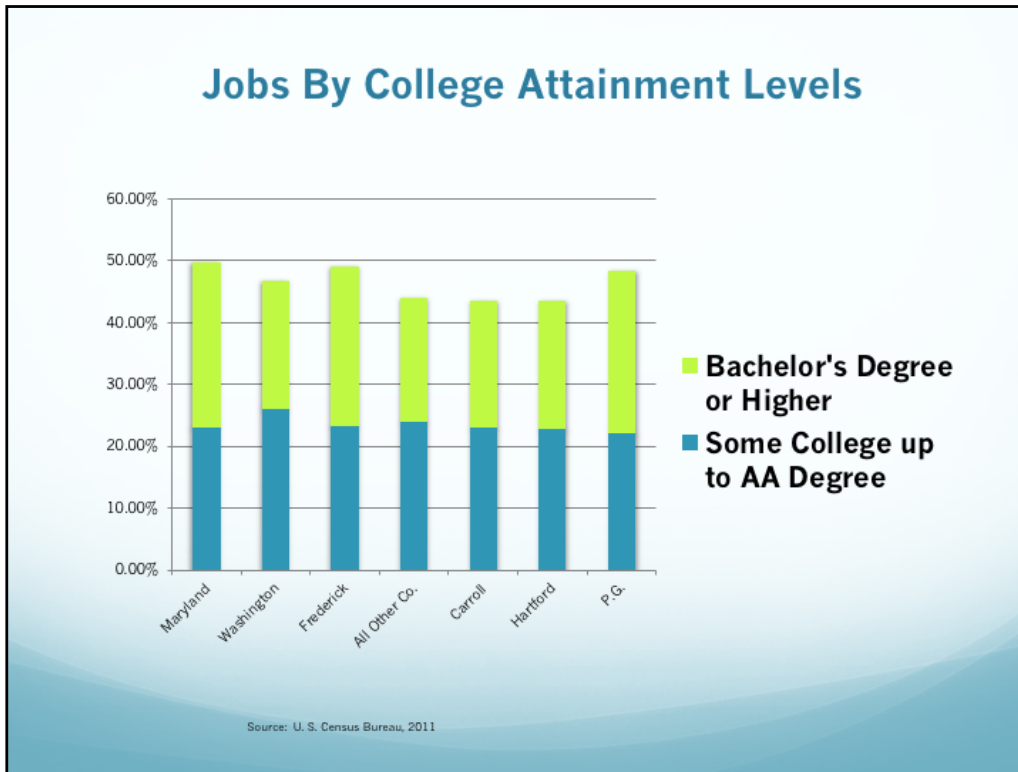
\$189.28 in local income taxes (2.8% x 6760)



GOAL 2025

- **GOAL 2025: 60% of American will have some post secondary education/training**
- **65%** of U.S. jobs will require some form of postsecondary education by 2020.
- To reach Goal 2025, the nation must produce **62 million** high-quality degrees and credentials over the next 12 years.
- At current rates, the U.S. will produce **39 million** 2-year and 4-year degrees by 2025, **leaving a gap of 23 million.**

The Lumina Foundation, one of the largest national foundations focused on improving educational attainment is in the process of pushing what they call “Goal 2025” This involves a variety of different strategies aimed at fostering a national movement to increase the proportion of Americans with high quality degrees, certificates, and other credentials to 60% by 2025. Currently its around 40% This basically refers to AA college degrees or higher and specialized career training certificates) According to Lumina... 65 percent of U.S. jobs will require some form of postsecondary education by 2020. To reach Goal 2025, the nation must produce 62 million high-quality degrees and credentials over the next 12 years. At current rates, the U.S. will produce around 39 million two- and four-year college degrees by 2025, leaving a gap of 23 million.



Particularly Alarming was a recent trend we noticed this year when we updated our CCR Report card that shows our levels of educational attainment are actually dropping. The latest data we found shows that we dropped from 20.1% in 2011 to 17.6% in 2012. This level was actually lower than we had in 2005.

On the other hand, Maryland and the Nation actually increased approximately 2% over this time period, creating even more of an educational gap for our community.



Lumina™ GOAL 2025 FOUNDATION

- **Numerous other economic, social, and equity benefits are linked to increased education attainment:**
 - Greater civic and social engagement,
 - Higher rates of voter participation and volunteerism,
 - Increased home ownership
 - Healthier lifestyles, longer life
 - **Avg. 25 yr. old with BA lives 7 years longer than peers with lower education**
 - Less dependence on public assistance,
 - and more.

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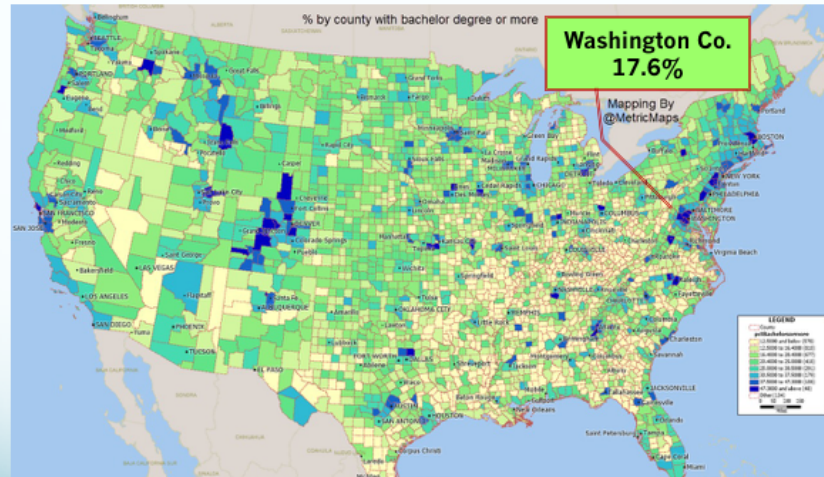
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- Increased Home Ownership
- Healthier lifestyles,
- Less dependence on public assistance,
- and more.

Update On GHCThemes For 2013-14

How Are We Doing?

So, now that we know the value of post secondary education and career training, let's look at how Washington Co is doing

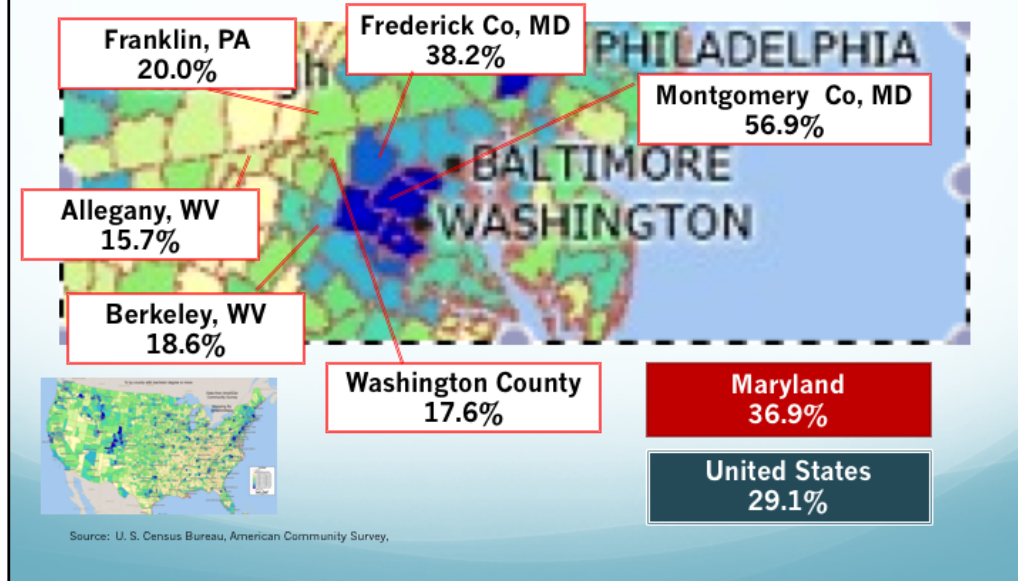
% of Population (25 and over) With A Bachelor's Degree Or Higher:



Source: U. S. Census Bureau, American Community Survey.

Here is a map of the United States showing the percentage of people 25 and over with a Bachelor's Degree or higher. The lowest percentage is pale yellow (below 12.5%) and the highest percentage counties (over 47%) are dark blue. The shades of green are in the middle. Washington Co is light green at 17.6%

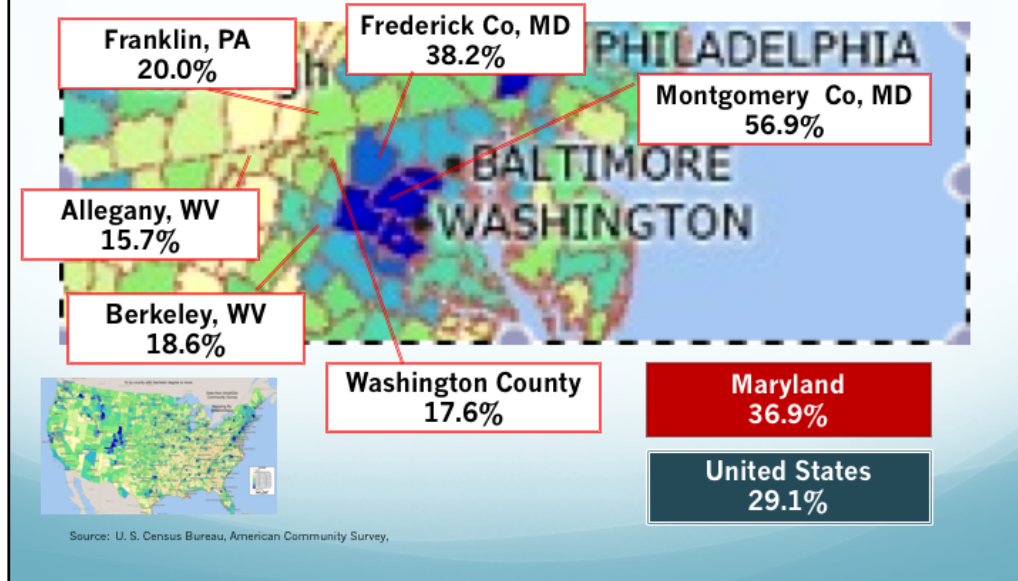
% of Population (25 and over) With A Bachelor's Degree Or Higher:



I apologize the picture is not clear, but here is our region blown up. You can see the educational attainment levels of our neighboring counties. You can also see that central MD, Particularly Montgomery County has the highest levels of educational attainment. Montgomery County has one of the highest levels in the Country at 56.9%

Washington County is less than half of what the average rate in Maryland is and almost 12% below the country's average.

Washington County Ranks 19th out of 24 counties in MD

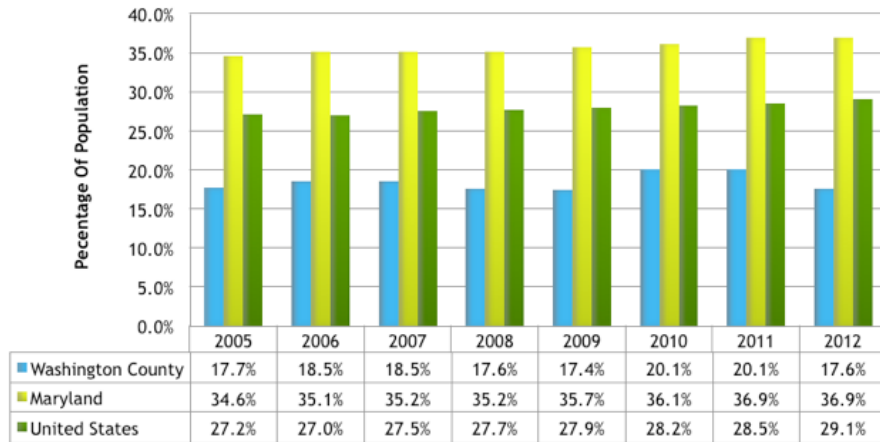


Overall, In regard to the percentage of citizens 25 and over with a Bachelor Degree or higher Washington Co Ranks 19th out of the 24 Counties in MD.

This is an Achilles Heel of our community when we are trying to attract the high tech companies with high paying jobs to our area.

Downward Trend In Educational Attainment

% Of Population With A Bachelors Degree Or Higher
(Citizens 25 years of age or higher)

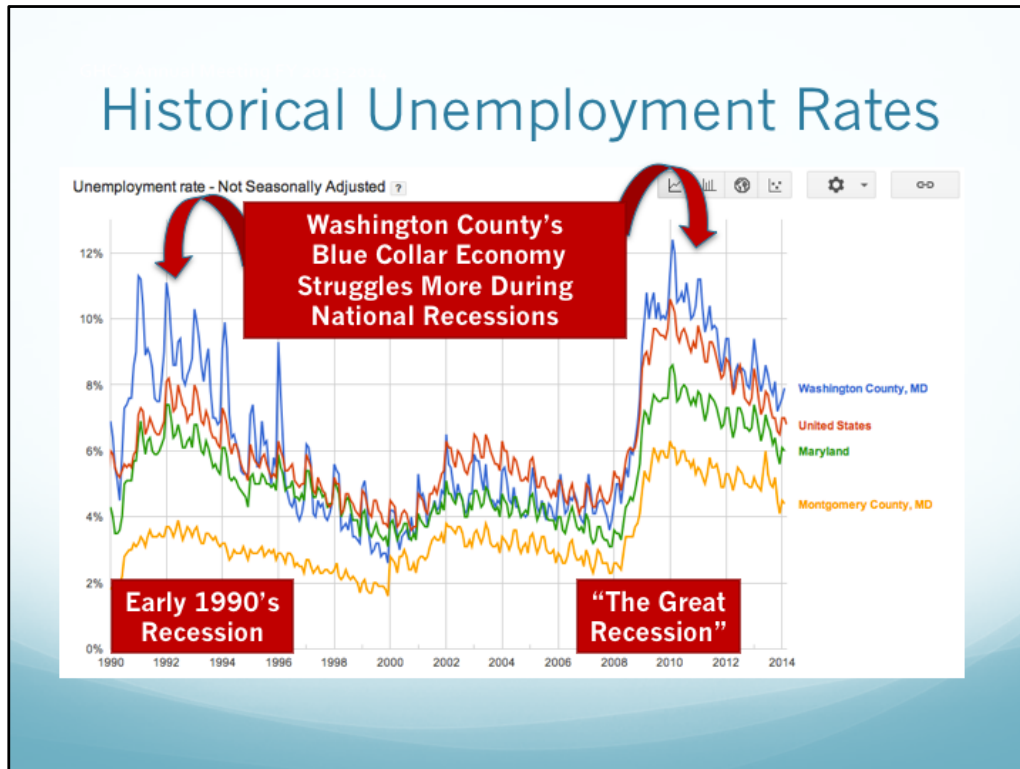


Source: U. S. Census Bureau, American Community Survey, 1-Year Estimates, 2005-2012 Reports

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On the other hand, Maryland and the Nation actually increased approximately 2% over this time period, creating even more of an educational gap for our community.

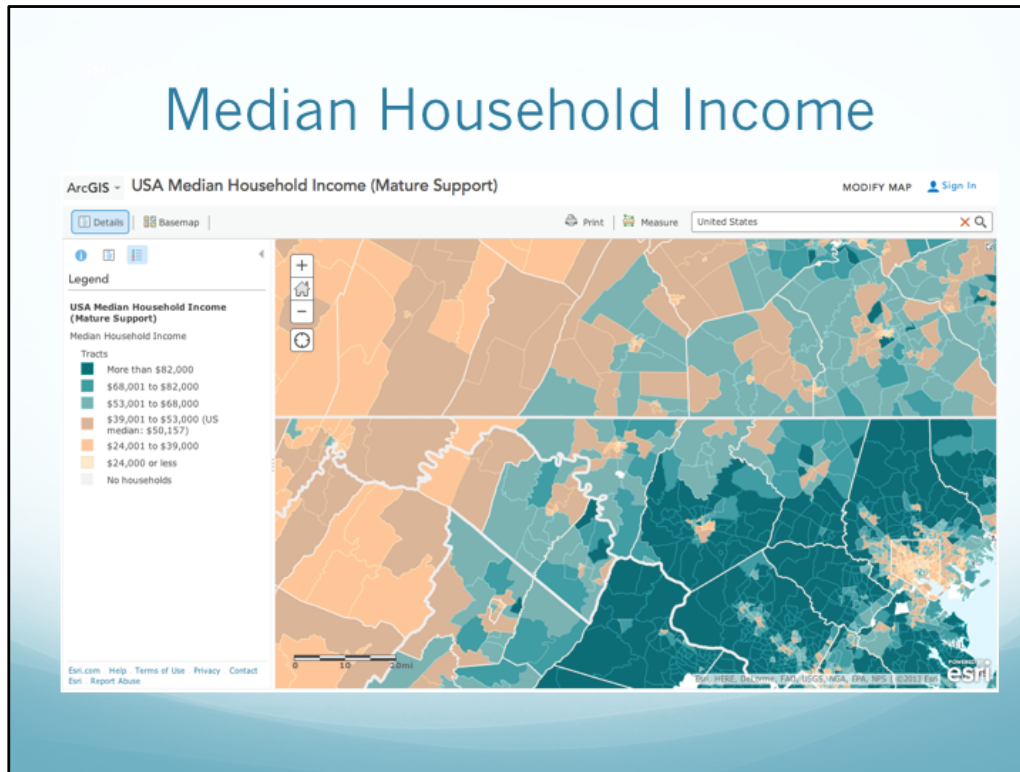
Historical Unemployment Rates



You can see how our lower educational levels has negatively impacted our community Unemployment has taken its toll on our county – particularly during national recessions Here is a chart of unemployment rates over the last 25 year.

- Washington Co is in blue, United States in Red, Maryland in Green
- We also included Montgomery County as it's the most educated county in the State (and one of, if not the top county in nation)
- You can see how our blue collar economy struggles, particular during national recessions
- Note that in the recession of the early 90's and the 2007 "Great Recession" our unemployment spiked higher than that of the nation and has had a tough time getting back to the Maryland average rate

Median Household Income

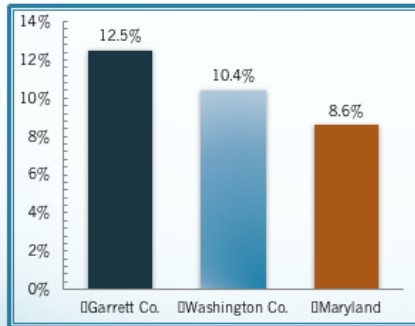


Here's a chart showing our Median Household Income as Compared to other counties in the region. The darker teal have the highest income levels and the tan colors are the lowest.

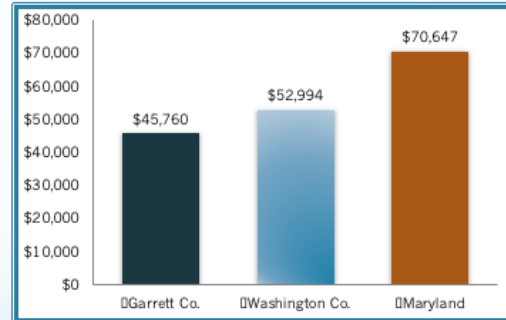
You can even see that the inner core of Hagerstown is lower than the rest of the county. These lower incomes align with the lower educational attainment levels in the earlier map

Lower Education = Lower Income

Poverty Rate



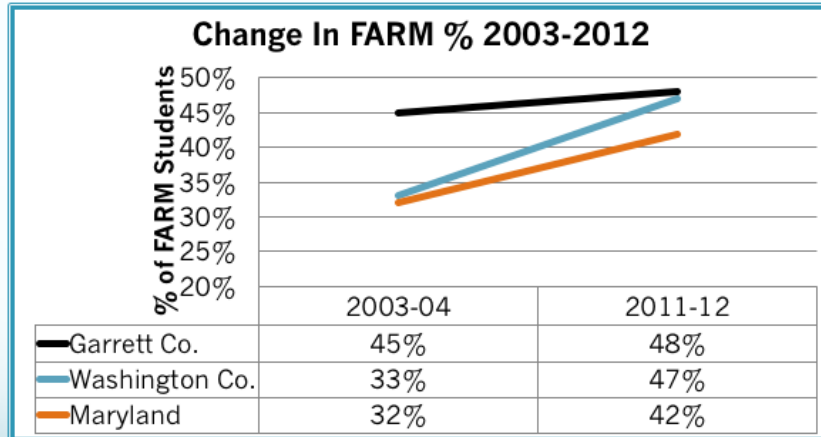
Median Household Income



Lower education equals lower incomes for our families

Here are some wealth statistics showing our higher poverty rate than Maryland and our lower Median Household income

Wealth Comparisons: FARM Percentages (Free And Reduced Meals)



FARM rates have dramatically increased over the last 10 years.
Washington Co. was now has nearly the same FARM rate as
Garrett Co. (47% vs. 48%)

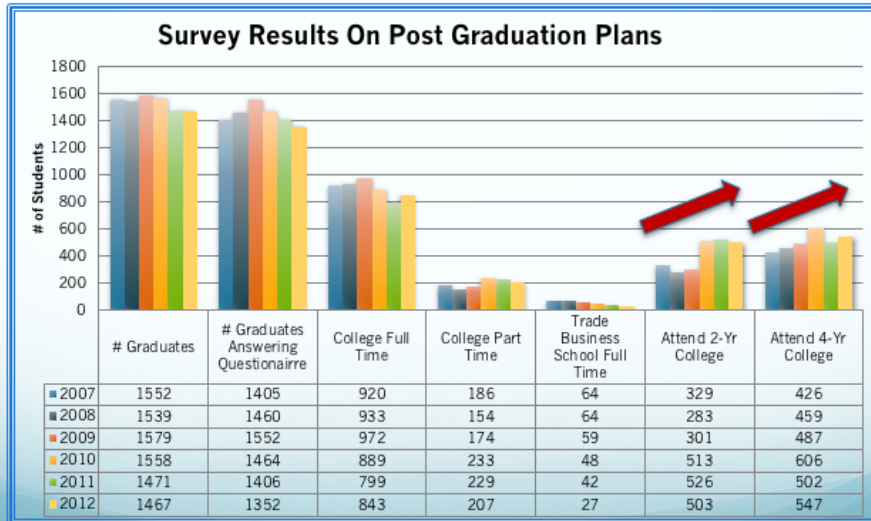
Here is FARM rate data for each county. We looked at FARM rates as this is also federal program and should be a good indicator as to how PELL grants may be awarded

As you can see from this chart, Washington County's FARM rates have risen dramatically over the last decade. While we use to fare better than Garrett County, we now have nearly the same amount of families with incomes low enough to receive Free and reduced meals – just a 1% difference.

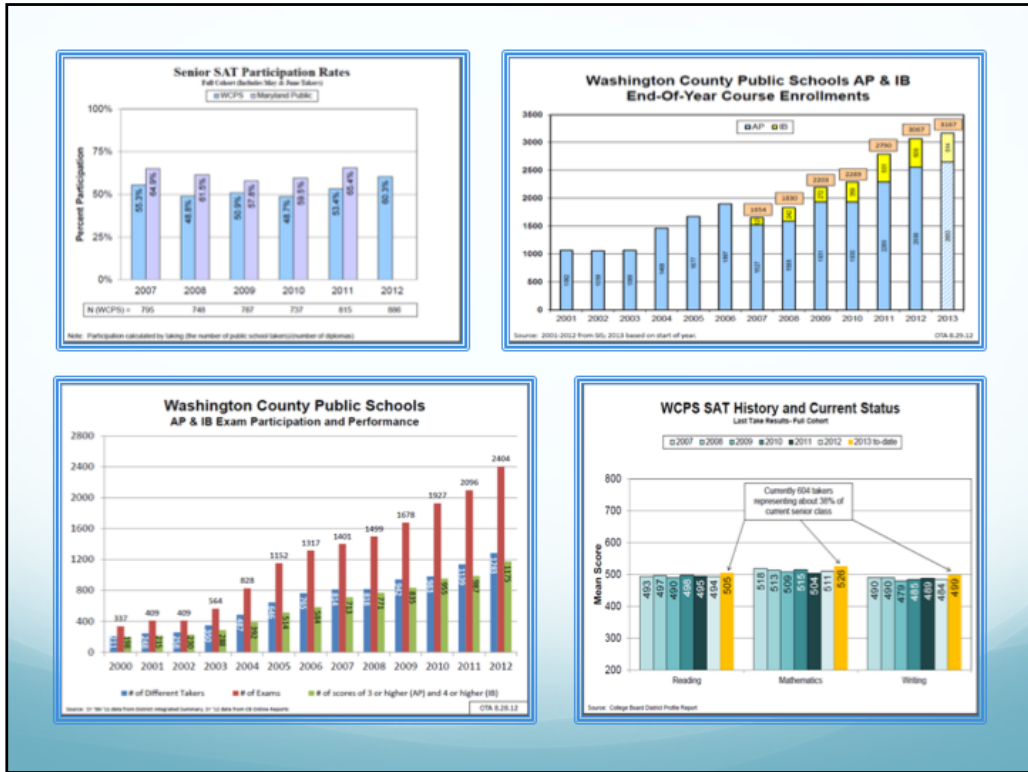
While these also show the devastating effects of the Great Recession, note that our rate has increase sharper than that of the state as a whole.

Our K-12 System Is Working

More Students Are Seeking College

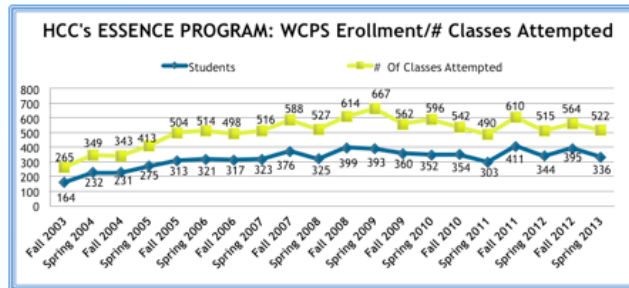


There is some good news. Our K-12 System is Working. Here is a chart on college or work plans from our graduating seniors. You can see from the last two charts, we are seeing an upward trend in students planning to attend a 2-yr or 4-year college



Other data in the report card reinforces this assumption showing increases in SAT participation rates, slight increases in SAT scores, and increases in AP & IB course enrollments and exams.

WCPS/HCC Partnering on CCR



ESSENCE Program:
Enrollment doubled over 10 years

NEW “Middle STEM College” (started in fall)

- Allows high school students to be “dual enrolled” and have the possibility to earn enough credits for an AA degree when graduating high school

HCC and WCPS continue to partner together to implement programs to foster post-secondary education and training

Participation in HCC’s ESSENCE Program (college credits while still in high school) is holding steady and is double what it was 10 years ago.

In addition, WCPS and HCC just partnered together to start a STEM Middle College. STEM is not misspelled – the acronym stands for Science, Technology, Engineering, Math, and Medical

This program allows students to be dual enrolled and they even have the possibility of earning an AA degree by the time they graduate high school. Program started this fall with 10 students and HCC was awarded grant funding (STEM related) to help pay for some of the tuition costs. With more time to promote this new program, HCC is expecting many more kids will enroll this year.

Higher Education Centers Growing

- **USMH continues to grow in number of students, partner schools, and programs offered.**
- **Kaplan University ranked in top 20% of online Bachelor's programs**
- **Other career training schools like Pittsburg Institute of Aeronautics (PIA), Barr Academy, HCC's truck driving program offer career training certificates for quality jobs**



Our other higher education centers are growing and performing:

- USMH continues to grow in number of students, partner schools, and programs offered.
- Kaplan University ranked in top 20% of Online Bachelor's programs
- Other career training schools like Pittsburg Institute of Aeronautics (PIA), Barr Academy, HCC's truck driving program offer training for quality jobs

Washington County “Promise” Program

**Promising every graduating senior
in Washington County
free tuition & fees
for two years of
post-secondary education
at a local education institution**

A year ago today, we unveiled our research on A Washington County Promise Program. A program guaranteeing all graduating seniors who live in Washington County free tuition for two years of post secondary education. Following that meeting we received quite a bit of positive feedback for many organizations and people around the community.

Washington Co. Promise Program (WCPP)

- Modeled after Garrett County's Scholarship Program started in 2006
- Provides enough funding to cover all tuition and fee costs (totals @\$3200/yr for HCC)
 - (Does not cover textbooks)
- Requires a student first apply for Federal Scholarships (Mainly PELL Grants) and designated local scholarships BEFORE the Promise Program would kick in to pick up the balance of tuition and fee costs (if any)

So what does the Washington County Promise Program Look Like:

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Washington Co. Promise Program (WCPP)

- Student could also attend other approved local education institutions (P.I.A., Kaplan, Barr Academy, etc.) but could only receive a max of the annual cost to attend HCC
- Students must be a resident of the county for a specified # of years (we suggested 2 years)
- Program is open to public, private, and home-schooled students.

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Washington Co. Promise Program (WCPP)

- Students must start college (or a career tech program) within one year of graduation and are only eligible to receive funding for 3 years or until they complete their degree (credit limit @ 60 credit hours – AA degree)
- Students must take career coursework
- Students must maintain minimum overall GPA and promise program would not pay for repeated classes.

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Washington Co. Promise Program (WCPP)

Cost of program:

- Max is about \$750,000/year at start
 - (would only include freshman in starting year)
- After 4 years and an estimated student growth rate of @ 25%, it could cost approximately \$2M/year
- *These are only estimates based on what we learned from Garrett County and looking at local household income and other local data used when applying for PELL Grants*

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Washington Co. Promise Program (WCPP)

Cost of program:

- Our cost estimates did not take into account the scholarships HCC and The Community Foundation currently provide (@\$750k/year) as well as other local scholarships available
- While not all of these scholarships are reserved for local students attending HCC, they could reduce the cost of the program significantly

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Washington Co. Promise Program (WCPP)

Garrett County Scholarship Program Cost:

- Graduate @ students/year
- Their full cost for program after 5 years is under \$400,000
- Average tuition and fees at Garrett Co. Community College is slightly higher than that of HCC

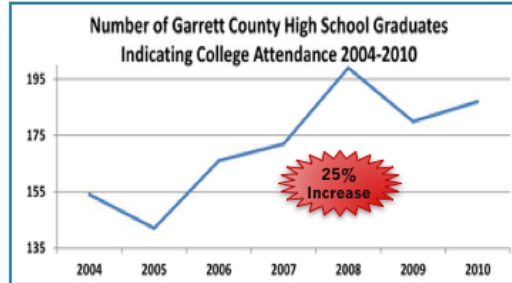
Cost of program:

It should be noted that the total cost of Garrett County's program after full implementation (5 years) is under \$400,000 per year

Garrett Co Graduates about students per year compared to Washington County which graduates per year

What We Learned From Garrett County's Program

- Garrett County saw a 25% increase in GCCC attendance in just 4 years after program started



- Study of GCSP showed students receiving scholarships were better prepared, performed better academically, and more likely to complete their college goals than the traditional GCCC student

- When we studied Garrett County's Program we learned several things:
- where they saw a 25% increase in GCCC attendance in just 4 years
- In addition, their students receiving scholarships were better prepared, performed better academically, and more likely to complete their college goals than the traditional GCCC student

What We Learned From Garrett County's Program

- Implementing the GCSP brought additional federal aid into their community (@**\$154,000/yr.** – Mainly PELL Grants).
- Their program also broke down cultural barriers to post secondary education by marketing “Free Tuition” for every county resident at a young age.
- Capital or operational funds at the community college did not increase

- Implementing the GCSP brought additional federal aid into their community (@\$154,000/yr)
- Their program also broke down cultural barriers to post secondary education by marketing “Free Tuition” for every county resident at a young age
- Capital or operational funds at the community college did not increase
- When we talked to HCC, they also do not expect a WCSP to increase operating or capital funding needs beyond what's normally provided. However, The WCPP would require new funds and should not supplant the current level of county support to HCC



The news site for government & politics in the Free State

MarylandReporter.com

Rascovar column: The political isolation of Garrett County

April 20, 2014 Written By: Barry Rascovar

“Despite its isolation from the rest of the state, Garrett has much to teach those living on the other side of the Eastern Continental Divide. Only in conservative Garrett have elected officials taken the lead in making sure their children receive a college education.”

“This is an aggressive, pro-active plan other Maryland counties should emulate. Government ensures full tuition payment for any Garrett high school graduate. In Maryland, that’s revolutionary.”

Here’s an editorial that just came out from The MD Reporter. The editorial was about the political isolation of Garrett Co from the rest of Maryland and how they are forced to fend for themselves. The writer highlighted the value of their scholarship program and their leadership in using this educational initiative to make Garrett Co more relevant

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“Garrett’s leaders are providing their youth with skill sets needed to staff tomorrow’s plants and offices. Government is playing a pivotal role in developing a local workforce that makes economic development appealing.”

“That may not fit the mold of a “conservative” government, but it is a practical, real-life recognition that government is there to help people, not erect barriers to their success.”

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“That may not fit the mold of a “conservative” government, but it is a practical, real-life recognition that government is there to help people, not erect barriers to their success.”

Why Support A Promise Program?

Helps Create A Stronger, More Diverse Local Economy:

- **More attractive workforce to lure high tech businesses to our area and better diversify our economy**
 - Improve upon the “Achilles heel” in our demographics – educational attainment levels below State average
 - Selling point for economic development agents
- **Lower unemployment**
 - More people working and spending money in our local economy
 - More with health benefits, etc.
 - Improved homeownership ratios/lower foreclosures
 - Less people on State & Federal programs

GHC believes this promise program is needed because it helps create a stronger, more diverse local economy

- More attractive workforce needed to lure high tech business to the area and better diversify our economy.
 - As the country transition into a knowledge-based, high-tech economy, the importance of post-secondary education becomes critical in our county’s ability to compete
 - We need to improve our educational attainment figures to improve our image. As you saw from the report card data, we are trending the wrong way
 - Imagine the benefits for economic development agents when talking to prospective companies – Being able to claim we believe so strongly in an educated workforce that we have funded a program to guarantee all residents graduating from high school get two years of college free helps to demonstrate our desire to support companies demanding a well educated workforce
- Lower Unemployment:
 - With more people working based on higher employment rates for college educated people, there will be more spent in our local economy, more people with health benefits, improved home ownership rates and less

people on State and Federal assistance programs

Why Support A Promise Program?

Creates A Stronger Local Economy:

- **Incentive for people to move to Washington County**
 - Selling point for real estate agents
 - Selling point for home builders
 - Helps us compete with neighboring states
- **Enhances our image as a county committed to education and a future in high tech development**

Improved Quality Of Life

Marketing two years of free college for Washington Co residents provides a strong incentive for people to move to Washington County and helps us better compete with neighboring states claiming lower costs due to less regulations

- Imagine what this program would mean to real estate agents trying to sell homes in our county while competing with prices in Greencastle or Falling Waters
- Imagine how this could help the struggling building industry as they market homes in Washington County vs. those North and South of us.
- We believe these secondary benefits could be significant as free education sets us apart from our neighbors in PA and WV
- Overall this instituting the WCSP and these other post-secondary education initiatives like the ESSENCE program and Middle College, enhances our image as a County committed to education and helps us progress diversify our economy into more High Tech jobs

“Promise” of College Education Is Not A New Idea

- **Oklahoma’s Promise**
- **Pittsburg Promise**
- **New Haven Connecticut Promise**
- **Hazel Park, MI Promise Zone and College Access**
- **Georgia’s HOPE Program (Helping Outstanding Pupils Educationally)**
- **West Virginia Promise Scholarship**
- **Cleveland County Promise, North Carolina**
- **Rhode Island Promise**
- **Kalamazoo Promise Program**

The entire country is waking up to the need for more education if we are to compete in today’s global, knowledge-based economy. Here are just a few areas with tuition programs for post secondary training. These vary in how they are funded and applied, but they all seek to provide more post-secondary education to their citizenry. The one I’d like to take a second to talk about is the Kalamazoo, MI Promise Program that started in 2006

Kalamazoo, MI Promise Program



Here is a recent article in Politico Magazine on Kalamazoo, MI (their program was mentioned earlier)— a town with similar traits as ours that instituted one of the first “Promise” programs in the country. They started their program in 2007 thanks to large donations by local anonymous philanthropists and are beginning to see the impact of this initiative. This article gives a good balanced review of the changes they are seeing. The Promise Program is not the cure-all to every struggle a community faces, but it seems to be helping – particularly in changing the culture of the area.

Kalamazoo, MI

“Kalamazoo had been a center for educational innovation for decades”

“In 1875, lawyers for the township successfully argued that high schools were necessary, a landmark case that set a precedent for taxpayer-funded high schools in Michigan and surrounding states.”

Kalamazoo, MI

“Kalamazoo’s spirits—much like its population—had been in precipitous decline. From 1970 to 2007, the city’s population shrank 20 percent to just over 70,000. **The sad, slow leak of manufacturing jobs had caused a sad, slow leak of the middle class.**”

Here are some key quotes from the article

Kalamazoo, MI

- “As soon as it was announced, the effects of the **Promise were immediately felt on the schools.** ...months after news of the gift, ecstatic **principals reported a record number of parents signing children up for classes.** ...The vast majority had moved to Kalamazoo from elsewhere”

Kalamazoo, MI

- “**I saw things change** from the time I was a freshman and when I was as senior,” says Neil, who is now a senior studying biomedicine at Western Michigan on a Promise scholarship. “Early on, the **expectations on students were low, and we weren’t pushed enough.**”
- “Kids are always going to compete with each other,”. “**We used to talk about what shoes we had on, now it’s who has the highest GPA and who can get into what school. Now everybody has the same status.**”

Kalamazoo, MI

Research that has tracked the Promise beneficiaries so far shows that 60 % ...enrolled at either Kalamazoo Valley Community College or Western Michigan University, which means that **critical dollars and brains stayed in the area.**

Kalamazoo, MI

“Kalamazoo is creating better high school students. According to a 2012 Study...Grade point averages for minority students inched up 0.2 percentage points one year after the Promise and 0.7 points by year three. **AP enrollment surged 300%. Principals shortened in-school suspensions.**

Simply put, **“it improved student behavior,”**

Kalamazoo, MI

“In the 2007-2008 school year there were 53 African American students enrolled in AP classes in the city’s two high schools. By 2011-2012, there were 221 taking AP classes.”

“In 2013, **six years after the Promise, test scores had gone up on every standardized test imaginable.**”

Kalamazoo, MI

“Kalamazoo really is a community that is reigniting a love affair with itself,” he says.

Everyone I interviewed for this article expressed optimism for the town’s future and, at the same time, made incredibly frank comments about the intractable problems it still faces.

“The Promise’s greatest power comes from its role as a community catalyst.”

Concluding Thoughts

We'd like to close with some concluding thoughts:

Concluding Thoughts

- **Our community's Educational Attainment numbers (Bachelor's degree and higher) are trending the wrong direction, and we need to work aggressively together as a community to change this downward trend.**
 - **Continue the good work at our local education institutions** (WCPS, Private schools, HCC, USMH, Kaplan, PIA, Barr Academy, etc.)
 - **Continue supporting post-secondary education programs** like ESSENCE, STEMM Middle College, and new ones like the our Promise Program
 - **Support initiatives to reduce "Brain Drain"** such as downtown revitalization to retain and attract young professionals with the quality of life they desire

We'd like to close with some concluding thoughts:

- First, we should all be troubled by the declining and stagnant trend in citizens over 25 with a Bachelor's degree or more. We are heading the wrong way, while Maryland and the nation's numbers are improving.
 - This is a major "Achilles heel" for our county and a trend we need to aggressively combat together. It is critical if we are going to compete in today's knowledge-based, global economy and attract hi-tech, high paying jobs to the area.
 - It looks like we are heading the right direction in our K-12 programs and we appreciate the work of all of these educational partner. We need to continue to support these efforts like the ESSENCE Program and the Middle college and the various K-12 initiatives
 - But the data indicating "brain drain" and a failure to

attract and keep degree professionals in our community only emphasizes our need to keep pushing forward on our initiatives to revitalize our downtown – a key to creating a quality of life young professionals desire, as well as programs to produce more degreed professionals like our Washington Co Promise Program, or efforts to grow programs at USMH and Kaplan.

Concluding Thoughts

- Some form of a WC Promise Program merits serious consideration, particularly with the latest data showing our declining education levels
- Lets determine how we can move forward to find the funding and create a promise program that compliments other initiatives like ESSENCE and Middle College.

- Some form of a WCSP merits serious consideration, particularly with the latest data showing our education levels are declining. Lets determine how we can move forward in a way that compliments other initiatives like ESSENCE and Middle College. The Ad Hoc Committee is a start
- We need to support the efforts of the Community Foundation to fund and build the local scholarship clearinghouse website:
- www.WashingtonCountyScholarships.org
- This project has great potential to break down financing barriers to post-secondary education by connecting families with scholarship providers

Where You Can Help:

Educate the Community on the need to increase our educational attainment and career training levels as a means to a better quality of life

Where You Can Help:

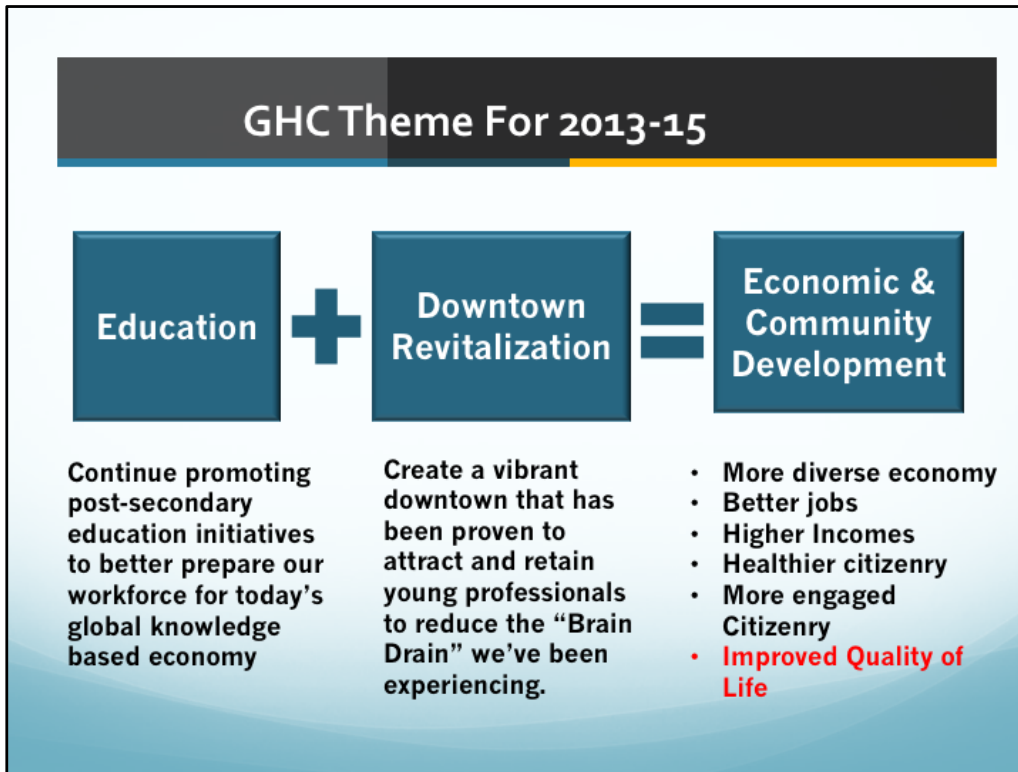
Support Downtown Revitalization efforts as a means to build a vibrant core that attracts and retains young educated professionals

- The most important thing we can do to reduce “Brain Drain”
- While all of our towns and communities are valued, Hagerstown’s Downtown is the “Heart” of Washington County
- A body without a strong heart will continue to struggle and a strong vibrant downtown benefits all of us

Where You Can Help:

Talk with our elected officials and decision makers and let them know you support initiatives like the WCPP that improve college and career readiness

THESE ARE INVESTMENTS IN OUR FUTURE WITH A HIGH R.O.I.



This equation sums up why GHC's Education Forum is working on the Promise Program and other College & Career Readiness Initiatives

Programs like our Promise Program, FAFSA Frenzy, Essence Program or the new STEMM Middle College and all of the work of our many local education institutions like WCPS, HCC, USMH, Kaplan, PIA, Barr Academy are critical in creating a more educated citizenry.

To complement this work we also need to work together to revitalize our community's downtown to create the vibrant urban living environment that attracts and retains young professionals and reduces the "Brain Drain" we've been experiencing.

As we work together on these two fronts we'll see the fruits of our labor as more of our citizens become financially independent – improving the quality of life for all of us

This has been the core theme of all GHC activities for the last couple of years and we thank you for allowing us to speak with you today



Other CCR Initiatives

As we finish up, let me just quickly mention a couple other College & Career Readiness Initiatives we've been working on:

FAFSA Frenzy:

FAFSA FRENZY IN FEBRUARY Feb 9th - Feb 10th

In order for students to also be considered for Maryland state grants for college, you must fill out your FAFSA application by March 1, 2014. Join us for free assistance filling out your FAFSA.

Expert Advice On Federal Financial Aid

All Washington Co. Students Completing Their FAFSA Can Enter a Drawing To Win A Free Laptop!

Free Workshop February:
Sat. 9th: 10am-6pm
Sun. 9th: 10am-6pm
VALLEY MALL
JUST OFF CENTER COURT BESIDE AMERICAN EAGLE

Sponsored by Tri-Center Program, Community Education Program with support from WCPA, GWU, HCC, Capital University, Washington Co Free Library, and The Valley Mall.

GET MONEY FOR COLLEGE Free Help Filling Out FAFSA

Join us for expert financial aid advice and free assistance filling out the "Free Application For Federal Student Aid" (FAFSA). This is the only application used to apply for federal grants and loans to attend college next year. Bring a parent (if possible) and any 2013 Tax Returns (if available) or your parent's W-2's. You can bring your own computer or use one of our computers to fill out the forms online. Free internet access. Trained volunteers will be available to help you through the process. Most FAFSA's can be filled out in 30 minutes if you have the required information available. Space is limited so we recommend reserving your time. More information is available on back page. For questions or to reserve a time contact:

Jessica Singer at 301-797-2495 or email: FAFSAFrenzy@gmail.com
 Visit our Facebook Page: facebook.com/GWUeducationforum

- Held each February at Valley Mall (neutral setting for students/parents)
- We provide expert financial aid and college planning advice and free assistance filling out the “Free Application For Federal Student Aid” (FAFSA).
- FAFSA is the only application used to apply for federal grants and loans to attend college next year
- The event helps break down financial barriers and encourage students to see what aid they qualify for. As an incentive, names for students completing their FAFSA were entered into a drawing for a laptop.

FAFSA Frenzy is held each year at the valley mall to help students fill out the FAFSA – the Federal Loan & Grant application (mainly PELL Grants)

FAFSA is the only application used to apply for federal grants and loans to attend college next year

The event helps break down financial barriers and encourage students to see what aid they qualify for. As an incentive, names for students completing their FAFSA were entered into a drawing for a laptop.



The Community Foundation is one of our partners as they are the 2nd largest scholarship provider in our community (second to HCC).

During our conversations on finding more local scholarship money to help cut the cost of the Promise Program, we had the idea of developing a local scholarship clearinghouse where any student could easily go online and find scholarships to college. This also is a mechanism for smaller providers like clubs, churches, or families that started memorial scholarships to market their scholarships to the masses.

Search Results:			
\$1,000	Soroptimist International of Hagerstown Maryland The signature program of Soroptimist... all, nontraditional	>	Deadline: February 15, 2014 Learn More
UNSPECIFIED	David L. Robinson Memorial Scholarship Photography student at Shepherd University. all, Boonsboro High School, nontraditional, North Hagerstown High School, Smithsburg High School, South Hagerstown High School, WCPS, Williamsport High School, Barbara Ingram School for the Arts	>	Deadline: March 01, 2014 Learn More
AMOUNT VARIES	Merit Aid Scholarships Merit aid is awarded to students with a... all, Boonsboro High School, nontraditional, North Hagerstown High School, Smithsburg High School, South Hagerstown High School, WCPS, Williamsport High School, Barbara Ingram School for the Arts	>	Deadline: March 01, 2014 Learn More
AMOUNT VARIES	National Honor Society Scholarship Must be nominated by your high school... all, Boonsboro High School, nontraditional, North Hagerstown High School, Smithsburg High School, South Hagerstown High School, WCPS, Williamsport High School, Barbara Ingram School for the Arts	>	Deadline: March 01, 2014 Learn More
AMOUNT VARIES	Stay Fit in College Scholarship Any student (current or future) that has... all, Boonsboro High School, nontraditional, North Hagerstown High School, Smithsburg High School, South Hagerstown High School, WCPS, Williamsport High School, Barbara Ingram School for the Arts	>	Deadline: March 01, 2014 Learn More

The Student can click on links to go to the scholarship provider's website and get information and download an application. (Here's an example)

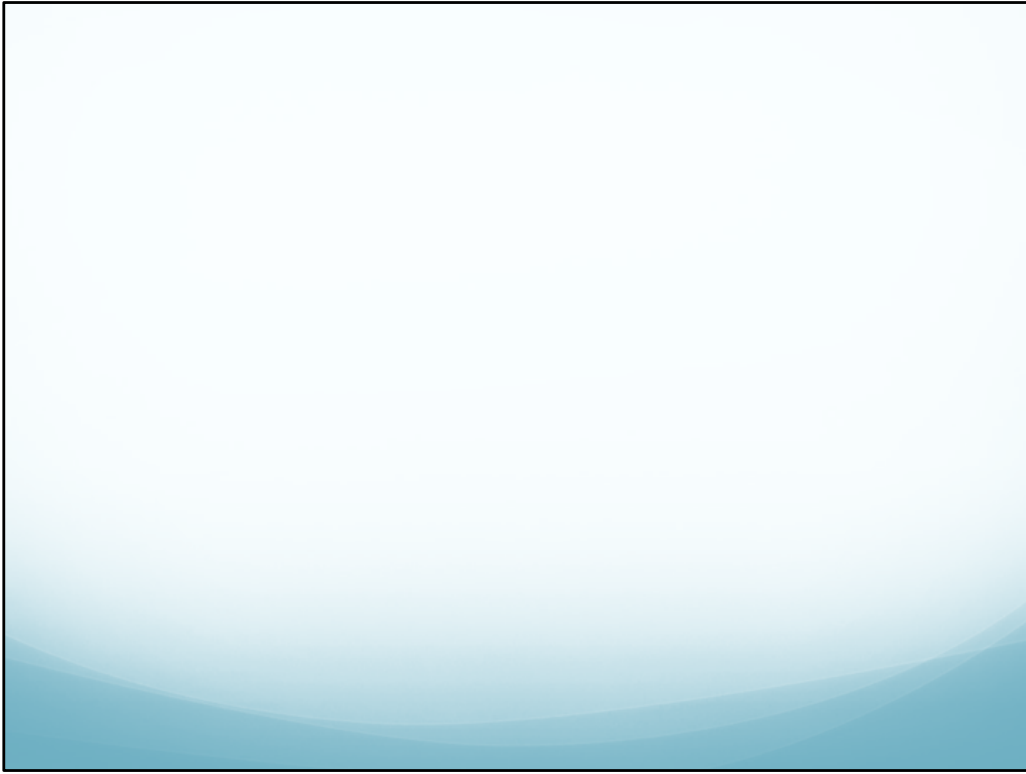
Over time, the Education Forum hopes to work with the many local scholarship providers to work on a "Uniform Application" that all providers will agree to use. This way a student and parent only have one form to fill out with all of their base information, then may need to fill specialized questions or essays unique to that scholarship.

**Thank You!
Questions?**



www.greaterhagerstown.org/publications

The 2013 CCR Report Card, as well as other PowerPoints and publications related to GHC initiatives are available online at our website.



Slides from past PowerPoints: (if needed)

This sums up some of the trends and highlights from our CCR report card, now for an update on the status of the WCSP, here is

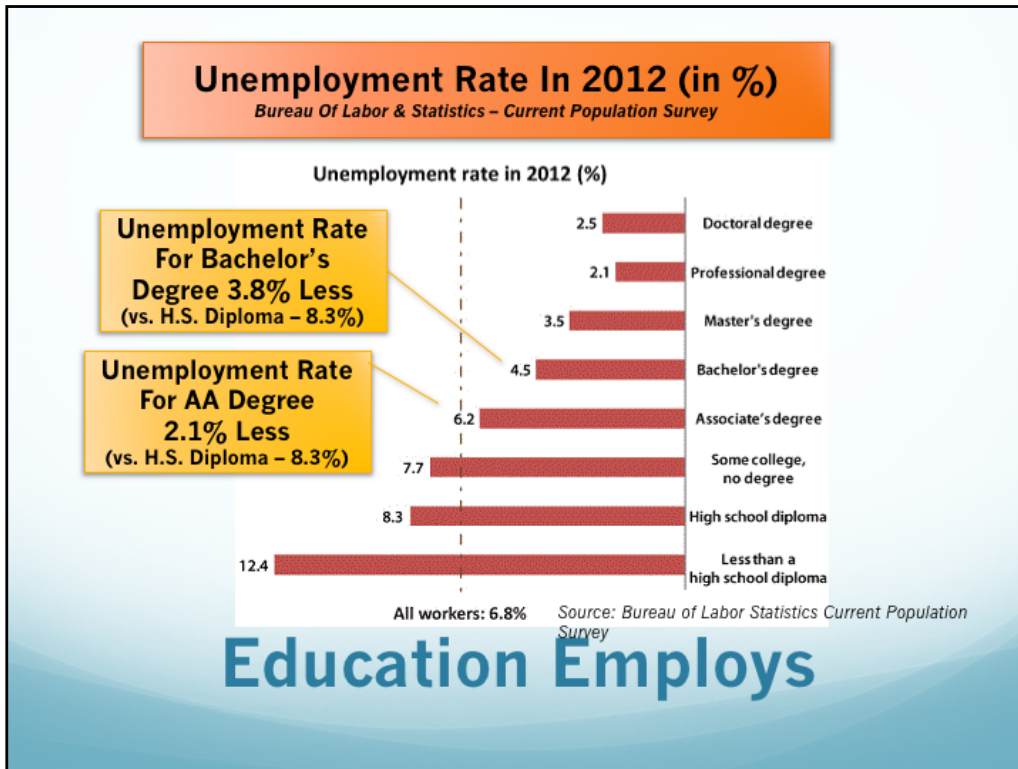
A Washington County Scholarship Program guaranteeing all graduating seniors who live in Washington County two years of post secondary education

- Now this is not a new concept for our community. It first came up about a decade ago when Garrett County, MD instituted a similar program. However, while it was kicked around in a few circles, we never really looked at the issue in detail or investigated what it could look like for our community, what it might cost, and how we could pay for it.

- Now before we go any further, we want to be clear about what our goal is for today's discussion.

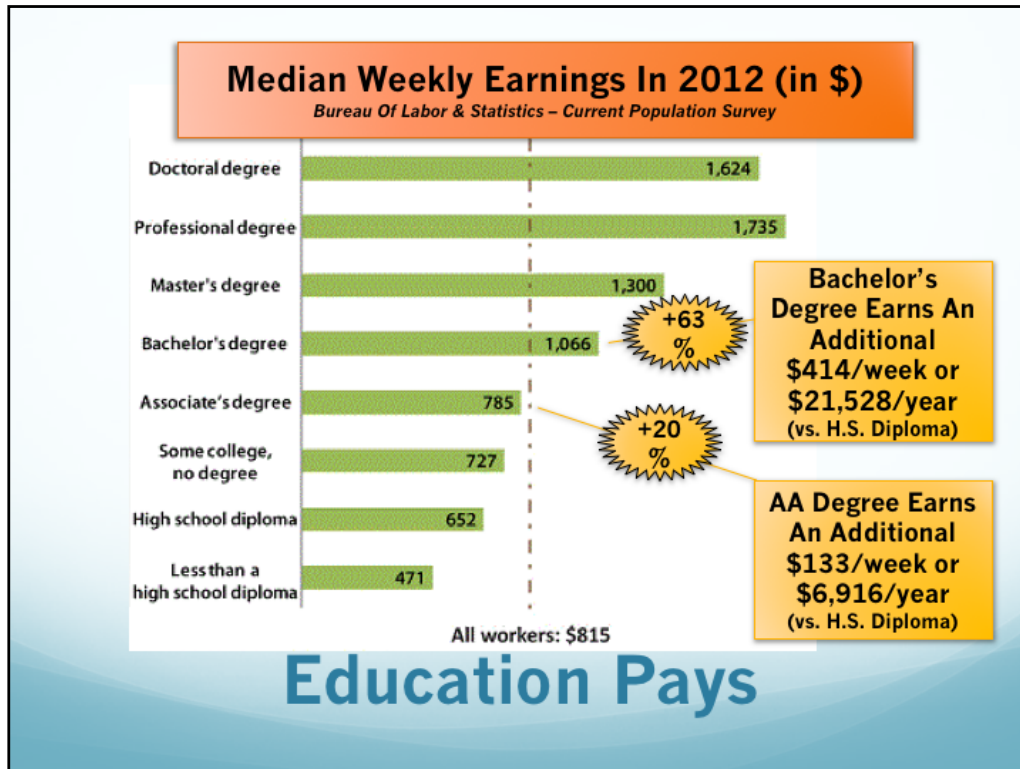
- First of all, we will **NOT** be asking any of our local elected officials to agree to fund an initiative of this magnitude at the end of our program today
- Our goal here this morning was simply to share the research our committee has performed on this initiative so that we may begin the community conversation and better understand what a Free Tuition for two year program could possibly look like in Washington County.
- We understand that an initiative of this type will take some time to evaluate and put together, and it's a difficult time in our economy to take on another major project.

- However, what we've learned over the last year is that the costs of providing this service to our community is not as costly as one might think, and the many benefits that a forward thinking program like this could do for our community is at least worth amore thorough discussion than what has been done in the past.
- The economy will turn around, and there's already multiple community efforts to raise money for scholarships for local students. So as things improve and with the current level of support for multiple organizations, perhaps this is not out of our reach and is an initiative that could dramatically change the face of our community and the lives of many of our children.
- What We'd like to do now is share with you a little about what we've learned.



For starters, EDUCATION EMPLOYS

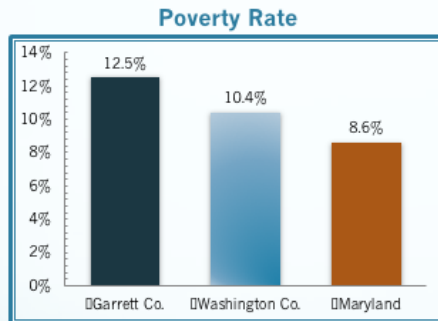
- As we discussed with you last year, we are still climbing out of the devastating effects the poor economy and high unemployment rates have had on our community.
- While the National rate is hovering around 7%, our local rate continues to exceed that.
- This chart was taken from the Dept. of Labor & Statistics website showing the amount of educational attainment one has, can greatly impact their ability to find work.
- Notice that while those with a high school diploma or less are much more likely to be unemployed
- ADVANCE (BS Diploma)
- Those with a Bachelor's Degree are nearly twice as likely to have a job than a person with just a HS Diploma
- ADVANCE (AA Degree)
- Those with simply and AA degree area also less likely to be unemployed and their unemployment rate is below the national average



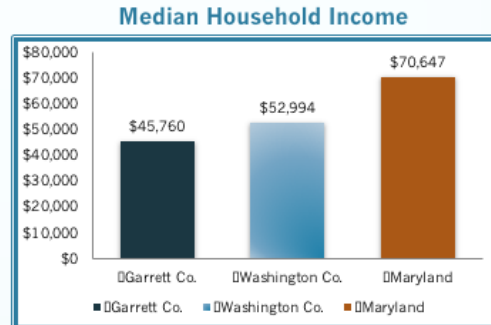
In addition, **EDUCATION PAYS**

- People with a Bachelor's degree make 63% more than someone with just a high school diploma
- That's \$414 more per week or over \$21,000 more per year
- And those with just an AA Degree make \$133 more per week or just under \$7000 more per year
- That's 20% more than a high school graduate
- If we are ever to attract high tech jobs to our community in compete in today's knowledge based economy, we need to advance the educational attainment levels of our citizenry and workforce
- These are just a couple of the reasons why the Education Forum has focused their discussions on CCR in Washington County:

Wealth Comparisons:



Washington Co. has a 20% lower poverty rate than Garrett Co.



Washington County's median household income is 15% higher than Garrett County's.

In using this method, we need to account for the differences in wealth levels of Washington County compared to Garrett County

While both counties struggle with income levels below State averages, Washington Co is somewhat better off.

ADVANCE

As you can see from these charts, Washington Co. has a 20% lower poverty rate than Garrett Co

ADVANCE

In addition, Washington County's median household income is 15% higher than Garrett County

Why is this important? Well, as we discussed earlier, the qualification for PELL grants has a significant impact on the cost of the program. Lower incomes allow more students to qualify for a full ride with a PELL grant thus eliminating the need for a County scholarship. Therefore, we wanted to incorporate Washington County's slightly higher income levels into our estimates and assumed a few less students would qualify for PELL grants

Washington County Scholarship Program

Providing every graduating senior
in Washington County
tuition assistance & fees
for two years of
post-secondary education
at a local education institution

This sums up some of the trends and highlights from our CCR report card, now for an update on the status of the WCSP, here is

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- What We'd like to do now is share with you a little about what we've learned.

Washington Co. Scholarship Program (WCSP)

- Modeled after Garrett County Scholarship Program
 - Started in 2006
 - Offers free tuition and fees to all graduating seniors in Garrett County if they chose to enroll in Garrett County Community College (GCCC)
- Over the last two years, we studied their program to better understand the results should a similar program be offered in Washington County

- We looked around for what types of free college programs are in existence today and only found a few. Georgia has a “Georgia’s Hope Scholarship” program that guarantees all students who get a B average or better up to \$6000 per year at any Georgia college – Community or State school. This program was started in 1993 and was funded by the state’s mega-millions lottery. While Georgia residents have loved this program, it’s a state wide initiative, funded with lottery funds and is good for any state school. Far too big for us to consider.
- There are other State and local programs around the country that have free tuition components to them, but most are aimed at the unemployed workers who lost their jobs or to college students who pursue careers in specific fields of study.

ADVANCE

- The program we found that best resembles what we were looking for was right in our own back yard - in Garrett County, MD.
- After several email exchanges and conference calls we decided that there is no reason to go out and reinvent the wheel. Garrett County has been very happy with their program’s success. Therefore, we could use the Garrett County model as a foundation to develop a similar program in Washington County

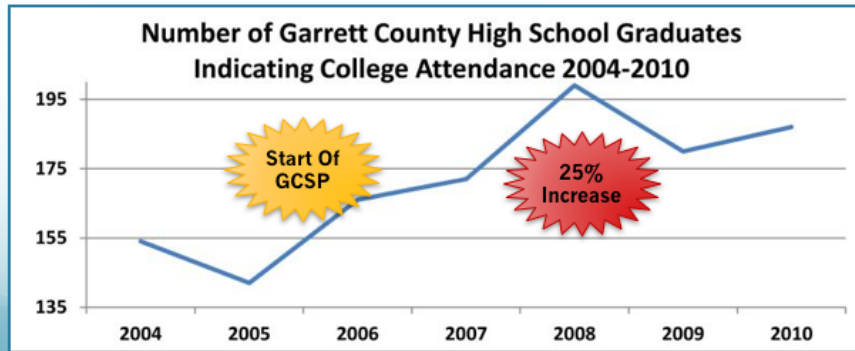
ADVANCE

- As they have been in existence since 2006, we could also use their data to help extrapolate the number of students that would access our program and what the costs in Washington Co. might be.

Now here is what we learned from our research:...

What We Learned: “More Students Went To College”

- In terms of actual numbers, college attendance among Garrett County high school graduates has increased significantly since the Garrett County Scholarship program was initiated in 2006:



Most importantly: MORE STUDENTS WENT TO COLLEGE

This is of course the main reason for creating such a program

Garrett Co saw significant increases in their college attendance immediately after starting the program

From this chart you can see a 25% increase in just 4 years – latest data we had

What We Learned:

“Cost Was Less Than Anticipated”

While Garrett County saw significant improvement, there is still a percentage of students that will:

- Go directly into the workforce and/or not continue their education, or
- Go on to other colleges outside of the County

These students would not utilize the scholarship

- Out of 353 graduating students in 2011, only 155 students enrolled at GCCC (44%)

Secondly (and this should make the Commissioners happy) THE COST WAS LESS THAN ANTICIPATED

While Garret Co saw significant improvement there will always be a percentage of students who to directly into the workforce or go out of the County to another four year college

These students would not utilize the scholarship funds available

ADVANCE

Garrett County found that less than half of the graduating seniors actually enrolled at Garrett Co Community College

What We Learned:
“Cost Was Less Than Anticipated”

Program requires all students apply for all available scholarships (mainly PELL Grants) BEFORE being eligible to receive a county scholarship

- Due to income demographics, many students qualified for full PELL Grants which fully covered the cost of tuition and fees and therefore, no county scholarship was required
 - Of the 2011 graduating class, 43% of graduating seniors qualified for full coverage under mainly the PELL Grant and **DID NOT need the Garrett County Scholarship**

In addition, one of the beauties of the program is that it requires ALL students apply for all available major scholarships BEFORE being eligible to receive any County funds.

ADVANCE

As a result, many of these students, due to income demographics, qualified for full full Federal PELL grants which fully funded tuition and fees and therefore no county funds were needed

ADVANCE

In 2011 43% of the students enrolling at GCCC qualified for full coverage mainly due to PELL grants

What We Learned:
“Cost Was Less Than Anticipated”

Program requires all students apply for all available scholarships (mainly PELL Grants) BEFORE being eligible to receive a county scholarship

- Additional students qualified for partial scholarships reducing the amount needed from the county program
 - For academic year 2010-2011,
 - The average cost of attendance in terms of tuition and fees was \$3,222 (represents the full County Scholarship)
 - Average Garrett County Scholarship award was only \$1,081 (Under 34% of total cost of tuition and fees)

In addition, many other students qualified for partial scholarships further reducing the cost to the county

For 2010-11, while the average cost to attend GCCC was just over \$3200, the average cost to the County of a Garrett County scholarship award was about a third of that – just under \$1100

What We Learned:
**“Students Receiving Scholarships
Performed Better”**

For first time Garrett Co. Scholarship recipients:

- Students were more likely to complete studies:
 - 67% who enrolled in Fall 2010 returned Fall 2011 compared to 44% of the overall student population
- Students were better prepared:
 - About 60% needed some developmental courses compared to 87% of the overall student population

Beyond the issues of cost, we also learned that STUDENTS RECEIVING SCHOLARSHIPS PERFORMED BETTER

ADVANCE

For first time scholarship recipients

ADVANCE

Students were more likely to complete their studies – 67% compared to 44% of the general student population

ADVANCE

In addition, students were better prepared with about 60% needing some development courses compared to 87% of the general student population

What We Learned:
**“Students Receiving Scholarships
Performed Better”**

For first time Garrett Co. Scholarship recipients:

- Students performed better academically
 - For Fall 2011, mean GPA was 2.86/4.00 compared to 2.19 for overall student population
- Students more likely to complete college goals
 - Out of 121 students, 31.4% transferred to another college prior to completing their degree
 - 8.3% transferred after completing their degree
 - 6.6% graduated and presumably entered workforce
 - 15.7% still enrolled at Garrett Community College

ADVANCE

Scholarship Students also received higher grades – 2.86 GPA vs a 2.19 GPA

ADVANCE

And scholarship winners were more likely to complete their college goals...

What We Learned:
**“Program Brought More Federal Funds
Into The County”**

- For the 2010-11 academic year, the college estimated that due to the GCSP, at least \$154,000 in additional Federal aid dollars came into Garrett County for students and their families.

Another interesting fact, was that this program actually was able to bring more Federal dollars into the county

ADVANCE

In 2010-11, the college estimated the due to the GCSP, at least \$154,000 of Federal aid flowed into the county for students and their families

What We Learned:
“Program Broke Down Barriers”

- Many students did not apply to college due to the perceived financial barrier. This program broke down this barrier by marketing the guaranteed free tuition to the community.
- Many more students, who had income levels that would have qualified anyway for free tuition under PELL grants, applied after the program was started.

This program broke down barriers

ADVANCE

Mainly the perceived financial barriers that families had to college. There is now a belief engrained into the culture of Garrett County that everyone can afford some level of college. This has allowed more families to talk to their kids about furthering their education as it is now within their reach

ADVANCE

This newfound belief helped encourage more students to enroll at GCCC. While their income levels would have allowed them to receive a full ride through a Federal PELL grant, many families prior to the start of this scholarship program didn't apply because of a perceived financial barrier – they didn't understand the financial aid available to them so didn't apply because they felt they couldn't afford college

Developing Guidelines For WCSP:

- Most guidelines were modeled from the Garrett County's Scholarship Program
 - GCSP only applied to Garrett County Community College
- These are only suggestions and could be revised at the discretion of the County Commissioners should they move forward with the program
 - Provide less than 100% of coverage
 - Limit scholarship to HCC
 - Limit scholarship to targeted fields of study
 - Raise minimum GPA or other requirements

Let's talk about what a Washington Co. Scholarship Program could look like:

ADVANCE

- Most of our guidelines were modeled after Garrett County's program. From our conversations, they seemed happy with how their program was working **ADVANCE**
- The main difference we are suggesting is that a Washington Co Program would be able to be utilized for multiple local education institutions, not just at HCC. Garrett County does not have the additional institutions like The Barr Academy, PIA, or Kaplan University. We felt we'd start out recommending all could participate, although any scholarship offered would be capped at the level of the cost of going to HCC **ADVANCE**
- We want to reaffirm that these are only suggestions we developed in order to better study the issue. You have to have basic components in place when estimating costs and usage. Should the community choose to move forward on this initiative, we recognize that the commissioners would need to evaluate the parameters to develop the program they are comfortable with as a change in a couple factors could significantly impact the cost. For example, you could: **ADVANCE**
 - Provide less than 100% coverage **ADVANCE**
 - Limit the scholarship to HCC as in Garrett County **ADVANCE**
 - Raise the minimum GPA or other requirements impacting who may qualify
- All of these considerations impact the cost of the program as well as the benefits to the community.
- For our evaluation, here are the guidelines we suggested...

Suggested Guidelines For WCSP:

- Must be Washington County resident for at least 2 years
- Must begin school within 1 year of high school diploma or enroll in Essence Program
- Must maintain a minimum 2.0 GPA to continue to receive scholarship
- Scholarship would not pay for repeated courses
- County would establish a designated WCSP Administrator to oversee program (could be county employee or designated staff at HCC)

Here are our suggest guidelines for a Washington County Scholarship Program:

ADVANCE

- First, you must be a resident for at least 2 years (same as in Garrett Co) **ADVANCE**
- 2nd, you must begin school within 1 year of finishing High School
- If you enroll in the ESSENCE Program while in High school you can also take advantage of the County's Scholarship program
- This benefits the county as HCC only charges half the price while in the ESSENCE program **ADVANCE**
- Must maintain a 2.0 GPA **ADVANCE**
- And the scholarship would not pay for any repeated courses due to withdraw or failing the class **ADVANCE**
- As far as oversight of the program, the county would establish a designated Washington Co. Scholarship Program Administrator
- This could be a county employee or a designated staff at HCC
- From our discussions with Garrett County, we do not envision there is a need for a new full time person. These duties could be absorbed by current personnel. The administrator, does not have a large workload. They basically just need to approve any waivers that come up from time to time on some of the guidelines in the program and follow up with participating schools to make sure they are filing necessary reports to the commissioners

Suggested Guidelines For WCSP:

- Students could use their scholarship for any local education institution (HCC, Kaplan, PIA, etc.)
 - Any other local educational institution desiring to be eligible for WCSP would need to be pre-approved by Commissioners
 - Amount of scholarship could not exceed the cost of going to HCC
- Private school or home school graduates who meet the residency and other requirements are also eligible

One of the major difference to our version of the program is that we would allow scholarships to be used at any approved education institution in our county such as Kaplan, PIA, etc.

ADVANCE

These LEI would need to first be approved by the County
Even though the cost of these other schools may be higher than HCC, the scholarship would only pay up to the cost of HCC's tuition and fees.

ADVANCE

Like Garrett County, private schools and home school graduates that meet the residency requirements are also eligible for the program

Suggested Guidelines For WCSP:

- Maximum credits eligible for funding coverage would be 60 unless otherwise required by a specific course of study
 - WCSP Administrator would need to approve additional credits
 - Maximum cap is 70 credits
- Classes eligible need to be pre-approved by local education institution as part of an accepted course of study (degree seeking)

The Maximum credits eligible for funding coverage would be 60 unless otherwise required by a specific course of study

- WCSP Administrator would need to approve additional credits
- Maximum cap is 70 credits

ADVANCE

In addition, classes eligible for funding need to be approved as an accepted, degree seeking, course of study

Suggested Guidelines For WCSP:

- Scholarship used as part of the current Essence Program would be at the current half priced rate
- Must complete all courses within 3 years of beginning program
- Commissioners would establish the total amount of WCSP funds available during their normal budget cycle. There is no guarantee you would get the scholarship should demand be higher than expected and those funds become exhausted

As noted earlier, scholarships used for students in the ESSENCE program would continue to be at half price as is currently charged

ADVANCE

Students must complete all of their courses within three years. (this extra year allows students working and going to school part time extra time to graduate)

ADVANCE

Another important aspect of the program is that there would be no guarantee students would receive a scholarship in the event that funds run out due to a higher than expected demand from students. As in Garrett County, the Commissioner's approve a fixed amount for the scholarship program during their normal budget cycle. If these funds run out, than there's no expectation that the commissioners would come up with more funds. This provides a safeguard for the county in the event that demand exceeds what is expected. Should a shortfall occur, the Scholarship Administrator would need to decide how to handle the issue:

such as: First come first serve, offer less than 100% coverage, etc.

Garrett County has found their estimates to be fairly accurate and funding shortfalls have not been an issue for them.

Cost Estimate Methodology:

Garrett County:

- Cost of tuition and fees at GCCC: **\$3,222**
- Amount of graduating seniors: **350** (3-yr. average)

After all of the variables are considered:

(includes: # attending GCCC, transfer rates, part-time, dropouts, etc)

- Garrett Co. spends **\$396,203/year** on their scholarship program (3-year average)
- Therefore, average amount GCSP/Graduate:
 - $\$400,000 / 350 \text{ grads} = \mathbf{\$1,143/\text{graduate}}$

Now we come to the question I'm sure many of you are asking: How much will this cost?

To determine that we looked at several items. First, what is the cost per graduate for Garrett County:

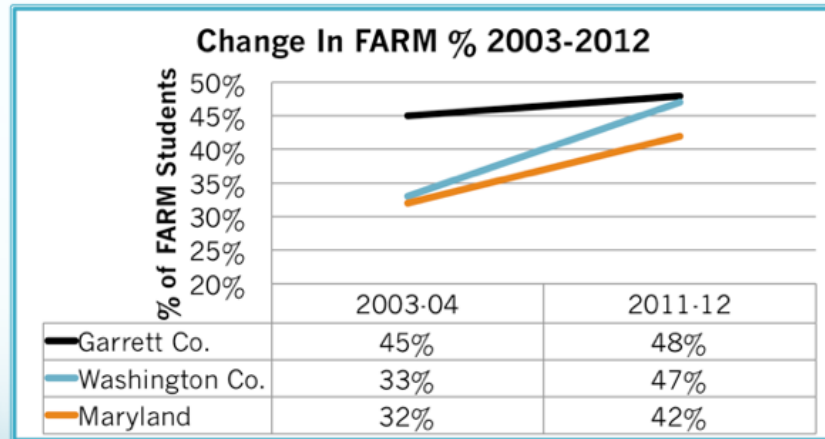
ADVANCE

Garrett County Community College's Tuition is just over \$3200 (a little higher than HCC) Over the last three years, Garrett County has had approximately 350 graduating seniors The average cost of Garrett County's Scholarship program is just under \$400,000 per year

Therefore, the average cost per graduate for Garrett County is \$1143/graduate

There is a couple different ways you can estimate costs, but we felt that due to the many moving parts we talked about earlier – percentage of students going directly to work or to an outside 4-year school, the amount of students that transfer, etc. We felt this method was the best way to estimate costs.

Wealth Comparisons: FARM Percentages (Free and Reduced Meals)



Washington Co. now has nearly the same FARM rate as
Garrett Co. (47% vs. 48%)

In using this method, we need to account for the differences in wealth levels of Washington County compared to Garrett County. While both counties struggle with income levels below State averages, Washington Co is somewhat better off.

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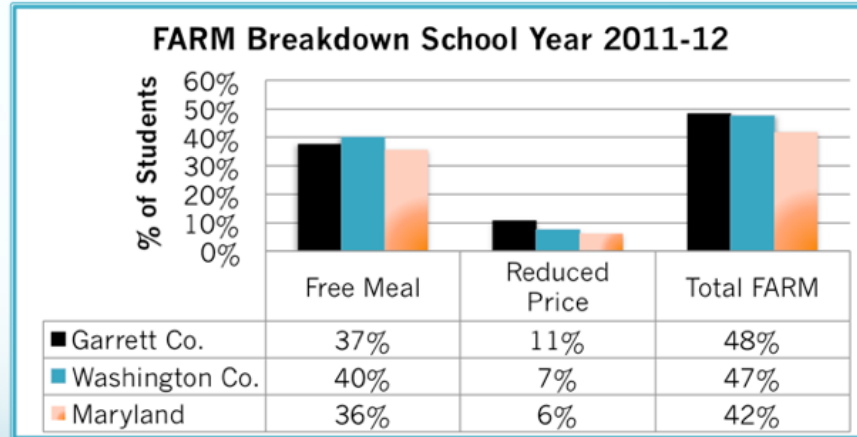
As you can see from these charts, Washington Co. has a 20% lower poverty rate than Garrett Co.

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In addition, Washington County's median household income is 15% higher than Garrett County.

Why is this important? Well, as we discussed earlier, the qualification for PELL grants has a significant impact on the cost of the program. Lower incomes allow more students to qualify for a full ride with a PELL grant thus eliminating the need for a County scholarship. Therefore, we wanted to incorporate Washington County's slightly higher income levels into our estimates and assumed a few less students would qualify for PELL grants.

Wealth Comparisons: FARM Percentages (Free and Reduced Meals)



Washington Co. actually has a higher percentage of FARM students receiving Free Meals than Garrett Co.

In using this method, we need to account for the differences in wealth levels of Washington County compared to Garrett County. While both counties struggle with income levels below State averages, Washington Co is somewhat better off.

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ADVANCE

In addition, Washington County's median household income is 15% higher than Garrett County.

Why is this important? Well, as we discussed earlier, the qualification for PELL grants has a significant impact on the cost of the program. Lower incomes allow more students to qualify for a full ride with a PELL grant thus eliminating the need for a County scholarship. Therefore, we wanted to incorporate Washington County's slightly higher income levels into our estimates and assumed a few less students would qualify for PELL grants.

Cost Estimate For Washington Co.

Washington County:

- Cost of Tuition and Fees at HCC: **\$2,812**
 - (13% lower than GCCC)
- Number of graduating seniors 2011: **1552**
- Average amount GCSP/Graduate: **@\$1,143**
- Estimated amount WCSP/Graduate:
 - **\$1,400** (increased 20%)
- Estimated Cost for WCSP:
 - **\$1,400 X 1552 Graduates = \$2,172,800**

Approximately \$2.2M Per Year

In calculating an estimate for Washington County...

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First we took the cost of tuition and fees at HCC – note this is 13% lower (due to Guy's good work at the college). While this should have a lowering effect on the cost per graduate, we did not account for this in order to be conservative in our estimating

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Washington County had 1552 graduates in 2011

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Based on the cost of Garrett County's program which averaged \$1143/graduate

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We estimated Washington County to be 20% higher, mainly due to our higher income levels discussed in the last slide

Therefore we projected our cost to be \$1400/graduate

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Based on the number of graduates we have each year multiplied by a cost of \$1400 we estimate our costs to be:

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\$2.2 Million dollars per year

Note that this figure does not need to be doubled if you were considering students go to school for two year. We have already taken that into consideration by the method we used.

Impact On HCC

- **No additional capital infrastructure**
 - Based on perceived estimates on the amount of new students that would go to HCC, the college believes any new students could be adequately handled without any new capital infrastructure on HCC campus than what is currently planned.
 - More online courses
 - Efficiency in numbers

From discussions with HCC, we are not expecting this initiative to create a need for new capital infrastructure. Based on perceived estimates on the amount of new students and new construction in recent years, the college believes the impact can be adequately handled with their current space. In addition the growth of online courses and current seats per class left unfilled will help to neutralize any new growth from this initiative.

Impact On HCC

- No major increases would be necessary in the current operational funds provided by the county to HCC.
- **The WCSP would require new funds and should not supplant the current level of county support to HCC for their operations**

Each year the County provides HCC with a stipend for operational funding support. In 2011 that number was around \$M. As with capital infrastructure, no major increases above and beyond the normal growth of that fund are anticipated due to efficiency in numbers and expected growth in enrollment.

However, should the County choose to move forward with this program, the \$2.2M estimate would need to be new revenue and not be taken away from the normal annual allotment for operations.

How Do We Pay For It?

- County's General Fund?
 - Originally the sole source for Garrett County.
Now looking at gambling revenue
- Public/Private Partnerships?
 - Pool funds with existing scholarship programs around the county
 - Develop partnerships with companies looking to develop the educated workforce they desire
- New Future Revenue Streams
- Combination Of Above

As we stated earlier, we are not here today to ask you for funding or suggest that you add this program into your next year's budget. However, we did want to share our observations on some possible funding sources

- Garrett County does fund their program solely on general fund monies. As with our guidelines the commissioners establish an amount in their budget during their budget cycle. According to feedback from some of the folks we talked to, they have never had to turn away a student for a scholarship. They submit a report to the commissioners each fall, and those numbers are used to determine the appropriate allotment for the next fiscal year. Sometimes that's a little off, but they commented to us that it's never been an issue of concern.

- We realize that the County has been experiencing some difficult fiscal times and that it may be difficult to take on another obligation, at least until the economy turns around.

- We also believe there may be opportunities to develop public private partnerships to help fund the program

- There are many community organizations that are currently raising money for student scholarships. Perhaps we can develop ways to pool their resources with County funds to fund the program
- In addition, you've heard various companies in our community mention the challenges of finding the skilled workforce they need for specific jobs like

high level manufacturing, airport related industries, etc. Perhaps there are ways we solicit these companies to contribute funds for students taking their targeted course of study in exchange for a matching grant by the County.

- Finally, perhaps there will be future revenue streams that come into the county that we could designate for this initiative. As stated earlier, Georgia funds their program solely with lottery revenue from the Mega Millions program. As the gaming issues is debated across the state, should new funds be created, we could designate these funds to improve the educational levels of our citizenry thus improving the quality of life for all of us.