Cal-SOAP Consortia Updates 2021-2022

3-Year Trend

	21-22 (as of 2/24/2022)	**20-21** (as of 1/15/2021)	**19-20** (Final)
C4C Events	374	263	320
Student Attending C4Cs	7,451	8,459	11,916

Submitted/Completed/Awarded Data Comparison 21-22 vs 20-21

CALIFORNIA STUDENT AID COMMISSION

16 Cal-SOAP Consortia Serving 23 Counties										
Submit Data as of 2/19/21	2021-2022					2020-2021				
	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded
TOTALS	352,453	133,580	123,638	115,068	59,348	319,952	130,682	121,836	115,187	57,408
Percentages		38%	35%	33%	17%		41%	38%	36%	18%

35 Counties without Cal-SOAP										
Submit Data as of 2/19/21	2021-2022					2020-2021				
	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded	Enrollment	Submitted	Completed	Cal Grant Completed	Cal-Grant Awarded
TOTALS	130,549	43,570	40,461	33,410	14,356	127,671	45,505	42,687	39,248	16,450
Percentages		33%	31%	26%	11%		36%	33%	31%	13%

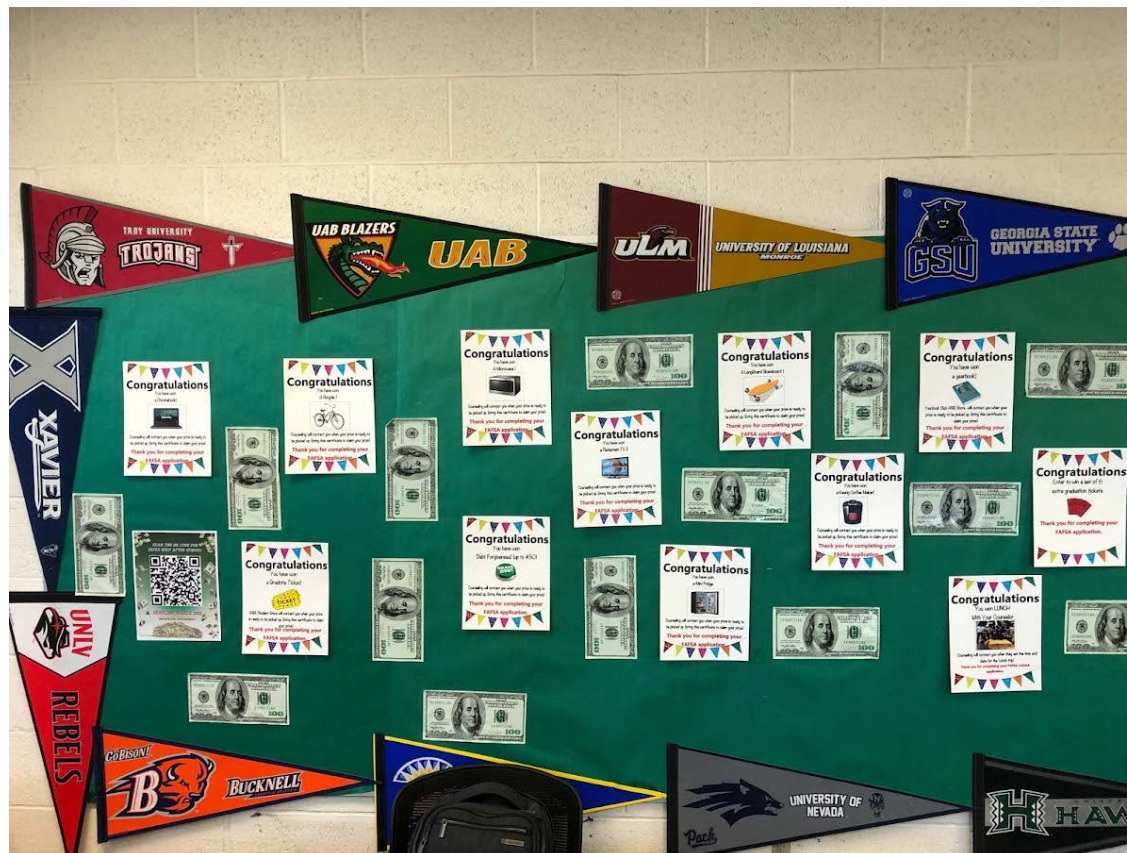# Financial Aid Completion: Impacts to Regional Efforts

- COVID infections
- Zoom fatigue
- Staff resignations/lengthy vacancies
- Decreased student engagement
- Loss of college-going mindset
- Limited access to students in-person

- Restricted student email access
- Fiscal agent restrictions
- Access to student/parent contact information
- High rates of absenteeism
- School focus on "learning loss", attendance and credit recovery

Financial Aid Completion: Lessons Learned

- Zoom sessions are not as effective
- Hybrid services remain necessary
- District & school leaders must be committed and engaged
- Pushing into classes is effective
- Social media and technology tools are important to reach students

- Start EARLY
- Schools must create comprehensive plans to effect change
- Required FA app. completion
- Providing weekly Webgrants reports
- Senior class FA completion workshops

Financial Aid Completion:
Best Practices & New Strategies

Financial Aid Completion:
Best Practices & New Strategies

- In-person support
- Direct mailing
- Phone banking
- Assistance during school breaks
- Student incentives
- Food/snacks at workshops
- Social media

- Leaderboards/Cal-SOAP Cup
- Buttons for students and staff
- Classroom workshops
- Collaboration with college partners and CBOs
- Volunteer training & survey
- Connect w/school clubs & orgs

Financial Aid Completion: 22-23 Implementation of SB 737

Student Goals	Pay for College		Choose College & Career		
FIVE KEY STEPS	1. Learn & plan for paying for college	2. Access financial aid	3. Learn & plan for college & career	4. Prepare for college & career	5. Complete applications, enroll & attend
Cal-SOAP Roles	Provide key information & coach to make decisions & complete actions	Support student actions/tasks	Provide key Information & coach to make decisions	Coach and inform along the way	Coach and advise on decisions/actions)
Topics & Actions Checklist	❑ What are the kinds of financial aid? ❑ What documents do I need to apply for financial aid? ❑ What are the true costs of college? ❑ Which colleges are most affordable? ❑ How do I budget for college? ❑ What is the financial aid process? ❑ What's the responsibility of loans, debt management, repayment? ❑ What scholarships might help? ❑ Other	❑ Create FSA ID/Dream Act application ❑ Create WebGrants account ❑ Apply for financial aid ❑ Review and compare financial aid award letters ❑ Review the SAR ❑ Support the financial aid verification process ❑ Apply for scholarships ❑ Support summer transition activities ❑ Other	❑ What careers am I interested in? What education do they require? ❑ What are the types and costs of post-secondary education? ❑ What do each require? ❑ How do I choose a major/program of study? ❑ What careers do I want to pursue? ❑ What are the good jobs in the area I want to live? ❑ What do colleges most look for in their students? ❑ What do your transcripts say about me? ❑ How do extracurricular activities help me with college and career? ❑ Other	❑ Know & understand 4 year HS plan/A-G coursework ❑ Create an education HS plan ❑ Create a college plan ❑ Create a career plan (income, budgets, lifestyles choices connected with earning potential, etc.) ❑ Get tutoring to keep/maintain good grades ❑ Learn time management ❑ Review HS transcripts ❑ Prepare for SAT/ACT ❑ Other	❑ Post secondary education application ❑ College personal statements ❑ College essays ❑ Summer (transition activities) ❑ College selection ❑ Other

Financial Aid Completion: Implementation of SB 737

- Lacai database system will be used to track student level data and services
- 14 of 16 consortia will use Lacai
- CSAC will cover cost of database for all projects

Financial Aid Completion: Recommendations

- Funding to support Cal-SOAP's response to legislative modernization and AB 469
- CSAC guidance on implementation of AB 469
- Comprehensive and ongoing FA training for Cal-SOAP staff
- Statewide FA completion campaign
- Consider blanket application deadline postponement for all
- Early, timely and consistent communication with district and school leaders
- Work with FSA to address FAFSA glitches prior to October 1st
- Timely Webgrants system updates
- Real time FA completion data
- Race to Submit data beyond two-year cycle

College Success Coaches

- **All Consortia have Success Coaches = 313**
  - 45% decrease from previous year
  - Several projects operating at 50% of staffing goal

20-21 499 College Success Coaches

19-20 196 College Success Coaches

College Success Coaches:
Key Issues

- COVID exposure & infections
- Family responsibilities
- Staff funding and turnover
- Balancing and managing their own school responsibilities
- District COVID protocols
- Willingness to work in-person
- Ongoing recruitment hiring, onboarding and training

- Competing with positions offering competitive hourly rates
- Restriction on student interactions
- Rising cost of fuel
- School staff shortages

College Success Coaches: Lessons Learned

- Hire early (Spring-Summer)
- Create pool of backup staff
- Access to student data to ensure CSCs are able to connect with students
- Training in Career Counseling needed
- Comprehensive and continuous training is essential to develop expertise, yielding better student outcomes

College Success Coaches:
Best Practices & New Strategies

College Success Coaches:
Best Practices & New Strategies

College Success Coaches: In the Classrooms

College Success Coaches:
Best Practices & New Strategies

College Success Coaches: Bios

College Success Coaches:
Best Practices & New Strategies

College Success Coaches: Schedules

College Success Coaches:
Best Practices & New Strategies

College Success Coaches: Cal-SOAP Site Calendar

College Success Coaches: Best Practices & New Strategies

- Increase collaboration
- Establish agreements with postsecondary institutions to secure work study allocation
- Recruit students from CSU counseling depts.
- Tiered service model
- Increased pay for returning CSCs to support retention
- Business cards

- CSC's leading coordination of social media and other platforms
- Lead responsibilities
- Professional development on working with LGBTQ youth, mandated reporting, classroom management
- Case management
- Tutoring centers help increase student connection with CSCs

College Success Coaches: Recommendations

- Statewide resource manual for onboarding and training new staff
- Increase 20 hour/week limit
- Comprehensive and ongoing FA training for Cal-SOAP staff

Cal-SOAP Successes!

- Central Valley invited by Univision to their morning program to promote FA events
- North Coast has created several different kinesthetic, life-sized games to help CSCs reinforce the information from CSAC and uAspire trainings for better retention.
- Sacramento has partnered with local agencies to provide professional development
- South County Gilroy Open House marking one year anniversary at newest College Access Center

- San José invited by 49ers and Google to bring 150 students to Levi stadium for Empower Youth Summit
- East Bay partnered with Solano County Office of Education and Travis to provide assistance to foster and homeless youth in Solano County.
- Riverside had multiple Cal-SOAP students earn $100 savings accounts through the RCOE Financial Literacy Initiative in partnership with Bank of America by completing Financial Aid milestones
- South San Joaquin has received an allocation of LCAP funds from Kern High School District to expand services for several years