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## IMPORTANT MAY RECRUITING DATES

- NCAA Division I football coaches may make one phone call to a 2012 grad through the end of the month.
- The late National Letter of Intent signing period for senior basketball prospects ends on May 19<sup>th</sup>.
  - After that date, a basketball player cannot sign a National Letter of Intent but could still accept an offer from a school.
- SAT Test – May 7<sup>th</sup>
- Registration for the June 4<sup>th</sup> SAT Test – May 10<sup>th</sup> – late registration May 20<sup>th</sup>
- ACT Test – June 11<sup>th</sup>

## Financial Aid News

Last month, *The Chronicle of Higher Education* ran an excellent inside look on how financial aid administrators at one college handle the appeal process when parents ask schools to reconsider the amount of aid awarded to students.

*The Chronicle* gained access inside the room as financial aid officers at Occidental College in California reviewed files from parents who asked for reconsideration of their financial aid award. This article provides excellent insight into the thought process of what administrators look for when deciding if a

student can get some additional help. Here are some highlights from the article, beginning with a request from the parents of a student-athlete:

*Take the family of a baseball player and strong student who's been accepted by Occidental College here. After the family poured all of its money into trying to keep its construction business afloat, the business went under. The family is starting over, but its new business won't turn a profit in time to pay the baseball player's college bills. Certainly not this fall.*

*The family has already received its financial-aid award, which the college sends out with its admissions decisions. Occidental meets every student's full financial need—as determined by the college. But many families still feel unable or unwilling to pay the remaining portion of Occidental's \$58,000 cost. So they ask for more money.*

*Like colleges across the country, Occidental has seen an increase in the number of appeals since the recession. Last year, half of the 1,600 families who applied for aid appealed the decisions. Most of those requests are processed by the aid office, but a small fraction go to the college's financial-aid appeals committee. The baseball player's appeal falls into the set of those that are complex or sensitive enough to require the committee's attention. Now, the objective part of the process is over. The committee, a small group of senior admissions and financial-aid staff, will go over the family's request. Committee members will comb through the intimate details of the family's financial life and consider the qualities the son would bring to campus. Then they'll make a judgment call: Will they find a way to give the family more money, making it more likely that the baseball player will enroll, or leave the offer as it stands?*

*Throughout the spring, the appeals committee meets once a week in the office of Maureen McRae, director of financial aid. On this day, the group will spend several hours evaluating some two dozen cases, including the baseball player's.*

*The group knows some families have good reasons for sending in appeals. "What the formula tries to do is put everyone in square boxes, pin them to a grid, and say: This is how much money you need to go to college," Ms. McRae says. "So what the appeals process does is it allows the families to explain why they're not square." Of course, Occidental has only so much money to give. This year the college plans to spend about \$9-million on financial aid for its incoming class. The committee members keep an eye on how much money is freed up through standard adjustments made to families' awards as their tax returns come in. They also watch which students have already sent in deposits, as the college's student-aid spending will depend on the need of those who decide to enroll.*

*At Occidental, evaluating students' financial need is part of the admissions process, too. The first 70 percent or so of students are selected based on the strength of their applications, without regard for ability to pay. For that last 30*

*percent, financial need can also play a role. This year, that meant about 120 students weren't admitted, at least in part because they would require too much financial aid .*

*Occidental does support needy students: Officials point out that about 24 percent of the college's students receive federal Pell Grants and about 17 percent are first-generation college students. The admissions and aid staffs recognize that need-aware admissions is controversial, but they argue it's the fairest approach they can take within their financial constraints. "Maybe I'm a little more paternal about all of this," says Ms. McRae, "but I think what would be unfair would be to admit someone to your college and then say, 'But, we don't have enough money to send you here.'"*

*The baseball player's case is one of several the committee considers in which a family's finances have been hurt by the weak economy. "My comment is this family will struggle all four years they're here," and will likely take on a lot of debt, Ms. McRae says as she introduces the appeal. "And I'm really concerned about whether or not we're doing them a favor." The parents were well aware that their situation might prevent their son from being able to attend Occidental, and they've been in touch with the staff since the fall. The group wants to help this family, and Ms. McRae makes several suggestions of how they might. Another child who is in graduate school could be counted as being in college, she says, and Occidental could award the family based on the federal methodology instead of its institutional one. These adjustments should give the family an additional \$13,000 in grant aid. Now the ball is in the family's court.*

*While each appeal is treated as an individual case, it's clear that many of them fall into categories the group has dealt with before. The committee decides to cap the amount of home equity considered for an athlete from Hawaii, a state the college draws a good number of students from, because its property values are skewed.*

*The group quickly agrees with Ms. McRae's suggestion that they disregard the income of another student's stepfather. He and the student's mother split up shortly after the financial-aid paperwork was completed, he's not a biological parent, and they think it's unlikely he'll provide support while the divorce is pending.*

*Other appeals require more discussion, even if the committee members largely agree. They consider the case of a student who describes her parents' gambling problem in a well-written letter. Her family's adjusted gross income, the student writes, has been inflated by their gambling earnings—which are more than offset by their gambling losses. It's agreed that the family's tax return, which has not yet been turned in, must be carefully reviewed since it would document the family's gambling losses, to see if it confirms what the student wrote before offering more money. Ms. McRae says the college could make adjustments if her office looked at the return and got additional confirmation from another relative. That recalculation would make the student eligible for a federal Pell*

*Grant, a federal Supplemental Educational Opportunity Grant, and a state Cal Grant, Ms. McRae says. The group likes this student's honesty so if the numbers can be verified, she will get additional relief. The committee clearly sees the gambling as an addiction problem, not a choice. Because the student already received a large financial-aid package and would qualify for state and federal grants if the college reduced her reported income, Occidental would have to spend only another \$5,000 or \$6,000 of its own money to support her for the year.*

*The committee can also be swayed by its sense of whether making an adjustment will really affect a family's ability to afford Occidental. Ms. McRae recommends no changes be made for one student from a "tweener" family, one that is neither financially needy, nor really able to pay the college's cost. In this case, Ms. McRae says, "the only way we could get her any additional money would be to completely waive the home equity, but we think that they would still not be able to afford to come here, so it would be kind of wasting appeal money." On top of that, the committee is unimpressed that the family complains about the cost of trips the student would have to take between California and her home state, and sees in her application file that the student came off as a complainer in her interview. "They don't really have any appealable things; they just can't do it," Ms. McRae says. The committee decides not to adjust its offer. The lesson here may be, "It's often not what you ask for, but how you ask!"*

*Some families fail to gain any sympathy from the committee. Occidental determines its merit awards based on the admissions staff's assessment of the applicants' strength, and it's incredibly rare for the college to change its scholarship offers for any reason. That does not, however, stop some families from trying. One student who didn't receive any merit money from Occidental sent in his scholarship offers from several other colleges. His family is well off. "They're treating this like an investment," McRae says, "and they're negotiating."*

*"I'm such an old-school financial-aid person. This person should have been ashamed," says Ms. McRae. "I mean, there is such a difference between being able to barely pay for school and being able to stretch to pay for school, and being able to cancel a vacation and pay for school." Another staffer says she can see why the student would expect merit aid. "As a recruited athlete, there's also this sense, well, one part of your campus wants me, and all the other schools have put their money behind it," she says. Ms. McRae is unimpressed. "What this family paid in taxes last year would cover tuition all four years." The committee isn't even considering granting this appeal.*

*Another appeal is denied because the parents were "rude and demanding" in the opinion of the financial aid committee in their letter to the school in which they assume the school will give more weight to their daughter's GPA when test scores are more important in the administrator's minds. The lesson here is know your audience and know what's important!*

*While some families' appeals make the committee members roll their eyes, they occasionally reach out to families who haven't appealed at all to let them know they have that opportunity. One student who has not submitted an appeal is a merit-scholarship recipient from a "tweener" family, and her father is an alcoholic. The mother doesn't plan to ask for more money because she thinks Occidental has done all it can for her. Ms. McRae looks over the student's file and sees that there are changes she could make. She says she'll call the mother and let her know the college might be able to do more. Although this practice is comparatively rare, financial aid administrators are people too and if they are sufficiently moved, they often have a lot of discretion to make things happen.*

It is fascinating to see this process from the inside. Many families would be surprised to know that such conversations take place at many schools. Worse, many parents do not want to bother with the financial aid process because, "We make too much money" or "I don't want to bother with the forms", or "Our financials are none of their business"! Articles like this one could change that mind-set, and that is a very good thing!

### **A Bachelor's Degree for \$10 K?**

The Governor of Texas wants his state higher education officials to figure out a way to offer a four-year degree to students for \$10,000. That's \$10,000 total, not per year.

Gov. Rick Perry and the Texas Higher Education Coordinating Board has presented preliminary strategies for developing a "stripped-down" degree. Those strategies could involve statewide online courses, more opportunities for students to spend their first two years in community colleges, and accelerated and self-paced course formats.

The Commissioner of Higher Education in Texas says the idea is not far-fetched. The low-cost degrees would not be for everyone and would not replace existing degrees. Average tuition and fees at a public university in Texas last year was \$6,483, for a four-year total \$25,932, according to the coordinating board. That doesn't account for annual tuition and fee increases. With books, the total would probably top \$30,000, the board members noted.

Students who spend their first two years at a community college before transferring to a university can, in some cases, complete four-year degrees for under \$10,000, according to the board. Expanding those "2 plus 2" models could save money. Universities could also trim costs by teaming up to offer statewide online degree programs in fields that are in high demand.

Stronger student advising through social media and other methods would help students make more efficient use of their time, pass their courses, and graduate within four years, the board noted. Students would also graduate more quickly if universities created different course formats, including semester-long,

six-week accelerated, and self-paced courses that students could take throughout the year, said Van L. Davis, the program director for the coordinating board who presented the plan.

## **RECENT ADDITIONS TO CPOA Pennsylvania**

Matthew Maletta – Canon McMillan – Lacrosse

Darlene Rhea – Seneca Valley – Volleyball

Slater Simek – Franklin Regional - Football

Jared Domhoff – Seneca Valley – Ice Hockey

## **CPOA College Signings**

**The following CPOA athletes have signed letters of intent to continue their athletic & academic careers.**

Matt Walbert – South Park HS – Soccer – University of Pittsburgh

Drew Ohm – South Park HS – Track & Field – Monmouth University

Ryan Uhl – St. Marys HS – Baseball – Indiana University of PA

T.J. Matrascia – Thomas Jefferson HS – Football – Robert Morris University

Ian Ball – Valley Forge Military Academy – Football – Robert Morris University

Chris Kish – Fairmont HS – Football – Fairmont State University

Cory Broughton – Elkins HS – Football – Shepherd University

Devon Locher – Ambridge HS – Baseball – Keuka College

David Theishen – Bethel Park HS – Swimming – Lake Erie College

Garrett Miller – Leechburg HS – Football – Allegheny College

Steve Schmitt – Hempfield HS – Football – St. Francis University

Aryn Zimmerman – Franklin Regional HS – Swimming - Misericordia University

Anthony May – Connellsville HS – Football – St. Vincent College

Chad Zalewski – Baldwin HS – Football - Duquense University

Ross Montanti – Pine Richland HS – Golf – Westminster College

Ben Wilt – Hampton HS – Soccer - SUNY Brockport

Kayla Hoffay – Montour HS – Soccer - Florida Gulf Coast University

Brandi Krizan – Quaker Valley HS – Soccer – Clarion University

Ryan Luffey – South Park HS – Soccer – LaRoche College

Jake Reed – Saint Mary's HS – Soccer – Geneva College

Seth Jonczak – Greater Latrobe HS – Soccer – University of Pittsburgh @ Greensburg

Conor Fungaroli – Chestnut Ridge HS – Soccer Potomac State University

Angelo Bortoluzzi – Kiski Prep – Wrestling – Binghamton University

Anthony Williams – Knoch HS – Track & Field – Wittenburg University

Justine Damico – Burrell HS – Softball – Penn State Behrend

## **NCAA News**

- Women's D1 soccer scholarships are up from 12 per team to 14.
- There are currently 18 NCAA men's gymnastics varsity programs left at the college level. It could be 17 next year if Cal fails to raise the money they need to save their gymnastics program that is slated to be cut after this year!
- **Baseball Changes**

In 2008, the NCAA somehow decided that D1 baseball needed its own recruiting guidelines in the form of roster caps and athletic scholarship distribution. High level D1 baseball has always had challenges; one being that there is no transfer penalty like there is for football or basketball by having to sit out a year, and two, the June Major League baseball draft left coaches uncertain what players were coming to their college as freshman or coming back to their team after the draft.

The new NCAA rules state the following: D1 baseball rosters cannot exceed 35 players. No more than 27 players can receive athletic scholarship money each of whom must receive a minimum of a 25% scholarship. Players transferring from D1 to D1 must sit out a year (like football, basketball and hockey.) Furthermore, if a player is on the fall roster and receiving aid, and leaves the team for any reason, that spot cannot be replaced. Furthermore, coaches cannot bring in players for the spring season that were not eligible to play during the fall.

This is a problem for D1 baseball programs with only 2 or 3 scholarships per team. If a coach has 3 scholarships, he has to divide that money to no more than 12 players. (3 scholarships divided into 12 individual twenty five percent scholarships.)

In the past a college baseball coach could divide that money to any number of players at his choosing. In this new scenario, 23 players may receive NO AID at all for a team with only 3 scholarships to offer!

Now you might be thinking what D1 college baseball teams only have 2 or 3 scholarships? And the answer is probably many of them. There are many small D1 colleges that offer baseball that will not have 11.7 scholarships to offer as well as many State schools that simply don't have the budget that some private schools might have. Baseball is not a revenue generating sport, so for a school to offer athletic scholarships for all sports, they either need the money to do so, or need to justify the loss of money as a benefit for the school. Football and basketball at the big schools bring in money for not only football and basketball, but for all sports. That money also filters into other departments that don't necessarily include athletics. A school that makes millions of dollars through their football and basketball teams may/will/can/might provide athletic scholarships at the NCAA maximum for many/most/all sports.

With that being said, it is worth noting that there are only 119 Division 1A football programs throughout the country, but there are over 300 Division

1 baseball programs. So that is 180+ programs that don't have millions of dollars of "football money" coming in to fund their baseball program or any of the 20 other non-revenue generating sports at the college level not named football, basketball, or hockey. I won't even get into the expense of running a D1 football program right now, but for many schools, the money is probably covering their expenses. The schools that are dripping in money usually have their own TV deals or additional sponsorships. Think Ohio State or Texas!

This can pose a problem for college baseball programs with only a few scholarships to offer for their entire team. In the past if a coach had 3 baseball scholarships, he could divide that money how he saw fit. You might not think giving a certain player only a few thousand dollars in scholarship money isn't a big deal, but if that player is evaluating 3 or 4 schools with the same tuition price, getting \$3,000 in aid might seem like a lot of money to a parent that is writing the tuition checks.

Under the new scenario, let's use a school that has 3 scholarships and costs \$40,000 in tuition. Since scholarships are turned into money, you would have \$120,000 worth of scholarship money at your disposal. Under the previous rules, a coach could distribute that money any way he wanted to as many players as he wanted to.

Now, if you have 3 full scholarships and have to use a minimum of 25% for a player, each scholarship slice is now worth \$10,000 each. So under this scenario, the minimum you would receive is \$10,000 in scholarship money. The good news is that coaches can offer you any percentage they want over 25%, so you could get 50% or \$20,000. The bad news is it has eliminated the ability of the coach being able to attract players that might need a few thousand dollars in aid or even book money for that matter.

This challenge grows when you factor into the mix the fact that a college baseball team will have players on the roster currently under scholarship. So a college with 3 total baseball scholarships might have 2 scholarships being used by current team members. Come recruiting time, if the coach has only 1 scholarship to use, he in theory can only offer 4 recruits a piece of that scholarship money. That may make recruiting a player on the fence financially that may have been looking for a few thousand dollars in aid much more difficult to recruit, if you have nothing to offer.

It also makes choosing what players receive athletic aid more important. A coach might be able to make a mistake on a player by giving him \$3,000 in aid his first year and having that player not pan out athletically. But when you might have to give a kid \$10,000 a year, you can expect coaches will be more diligent with whom they recruit.

But there isn't just a problem with colleges that have only a few scholarships to offer. There is a problem with this scenario when a college has the maximum of 11.7 baseball scholarships to offer. If we take the roster maximum for scholarships at 27 players and times that by 25% or .25 which is the minimum scholarship a player must receive, we get a scholarship total of 6.75, a far cry from 11.7. What this means is that a coach might be forced (and I use the word forced carefully) to give a higher percentage of a scholarship to a player whom he might not deem worthy of such a large percentage of scholarship for the sole purpose of meeting his percentage obligations.

A more likely scenario is giving 27 players a 43% scholarship which would total roughly 11.7 scholarships. Now, being able to give more scholarship money to players isn't necessarily a problem. The real problem lies with the fact that a coach has to have 8 players on his team that will receive no athletic aid. If you have a talented baseball player whose family has invested a considerable amount of time and money into his athletic pursuits in high school, it may be harder to procure that player if you have no slices of your 25% scholarship left.

There are many pieces to the recruiting puzzle, some of which you cannot always plan for. And each sport will have its own set of unique challenges to that sport. Like we always advise, it is important to start the recruiting process early and have a good understanding of what is required of you and what factors you need to consider for your particular sport.

## Sports Sponsorships

The **University of California (Berkeley)** announces it is reinstating its baseball program just months after planning to disband it. According to Cal's athletics Website, more than \$9 million has been pledged and raised privately to keep the team on the field.

**Hillsdale College**, NCAA Division II in Hillsdale, Mich., adds women's tennis.

**University of Hawaii-Hilo**, NCAA Division II, is suspending its men's and women's cross country program for at least two years. Although the team will not compete and new runners will not be recruited, the school will honor scholarships for those who are now enrolled.

**Aurora University**, NCAA Division III in Aurora, Ill., adds women's lacrosse beginning this fall.

**Beloit College**, NCAA Division III in Beloit, Wisc., adds lacrosse for men and women to its athletic offerings.

**Husson College**, NCAA Division III in Bangor, Maine, adds women's indoor and outdoor track.

The **University of Massachusetts** announced it is moving its football program from D1AA to D1A. In order to satisfy the move to D1, the school will play its home games at Gillette Stadium, currently the home of the New England Patriots. In case you are wondering, Gillette stadium is about 90 miles away from the UMass campus. The Minuteman will play in the MAC which includes Miami (OH), Ohio, Temple, Kent State, Buffalo, Bowling Green and Akron in the East Division and Northern Illinois, Toledo, Western Michigan, Ball State, Central Michigan and Eastern Michigan in the West Division.

**Canisius** has announced the addition of women's rowing with the program scheduled to begin competition next academic year. In the last 15 years in particular, the number of female athletes choosing to row has increased. In the 1994-95 academic year, the NCAA had 44 teams in Division I with 1,804 women rowers. By 2008-09, the number of teams nearly doubled to 87 with 5,448 athletes participating in the sport at the Division I level.

**Delaware** will sponsor women's golf at the varsity level for the first time in school history next fall. Women's golf becomes Delaware's 23rd varsity sport and the first new sport since women's rowing was added for the 1998-99 season. Delaware and William and Mary are now tied with the most varsity sports programs among Colonial Athletic Association institutions. The Blue Hens sponsor 13 women's and 10 men's sports.

**Houghton College** will become a new member of the Empire 8 beginning in 2012-13. The NAIA institution is in the process of applying for NCAA Division III membership. If accepted, the school will be required to go through one year of exploratory membership followed by four years of provisional membership before becoming an active Division III member.

**Cal** saved their baseball team with a pretty aggressive fundraising effort.

**Pitt** opened up the \$29 million Petersen Sports Complex. The facility includes baseball, softball and soccer stadiums, locker rooms and training facilities.

**Texas Christian** is renovating their football stadium to the tune of 100 million dollars

**Auburn University started building a new wellness center which will include** weight training pools, a track, a climbing wall and a multipurpose gymnasium, the \$20 million facility will be made possible largely by student activity fees

**Penn State's** opening a new hockey facility in 2014 to help the university launch

Division I men's and women's hockey programs The Pegula Ice Arena honors alumnus Terrence M. Pegula and his wife, Kim, who donated \$88 million to the project.

**Glenville State College** plans to build a new health and wellness education center...

The **Utah State University** is trying to build a 28,000-square-foot, \$8 million indoor basketball practice facility and volleyball competition venue.

The new Student Fitness Center and McCormick Hall at **Illinois State University** - a 111,000-square-foot fitness and recreation center - includes a climbing wall, lap pool and a whirlpool, spaces for group exercise and dance classes, weight training and cardio fitness spaces, racquetball courts, a jogging track, a gymnasium and multi-activity courts. The 68,000-square-foot kinesiology wing includes multiple classroom and lab spaces to support disciplines such as biomechanics research, athletic training, clinical instruction, sports psychology and exercise physiology.

## **CONTACT SHEETS**

Remember to keep track of all questionnaires, calls, etc from college coaches with the contact sheets found in your **STUDENT PACKET**. Email me at [martin.rock@cpoapa.com](mailto:martin.rock@cpoapa.com) if you need additional copies!

## **INTERNET UPDATES**

If you have update information for your Internet profile, please forward to [martin.rock@cpoapa.com](mailto:martin.rock@cpoapa.com). Remember that you automatically receive (2) two free updates per year. If you've upgraded your program to receive unlimited updates you can send updates every day/week if you'd like. Updates take approximately 72 hours to be made online.

## **Season End Updates**

Attention all winter sport athletes, your season end update forms which were mailed to you are now due. There are hundreds of coaches out there

awaiting an update on your stats, awards and accomplishments from the past season. Please complete these and return to your CPOA representative immediately.

## **RECRUITING SEMINARS**

CPOA Pennsylvania is planning to conduct several recruiting training sessions over the next few months. These sessions will include the basics of the recruiting process, how to choose the right college, review of NCAA rules and regulations, and how to best navigate this important process of college selection. Please let us know if you have interest in hosting one of these sessions for your teammates (students/parents) or teams/booster clubs (coaches).