



Orchestrating Instant Decision Transfer Events: From the Community College to the University

Presenter: Steven Stolar, Ed.D. March 5, 2015

The logo for Delaware County Community College is visible in the top right corner. It features a circular emblem with a gear-like border and the text "Delaware County Community College" around the perimeter. The words "umberlan" and "county" are clearly visible in a large, light blue font.

Thank you to the PA Transfer and Admissions Advising Committee, particularly **Nora Manz** of Delaware County Community College.

Why are we here?

Because second to graduation, transfer is arguably the most important service a community college can offer its students.



The most important thing I need to tell you about myself is...

1. Self-proclaimed expert in navigating higher education.
2. First generation student (poor man's son) started at community college (AA), then a state college (BA), then a private Catholic liberal arts college (MS), then a land grant university (CAGS and Ed.D), then Ivy League University (post doctoral fellowship).
3. Put self through college on loans and personal savings, work. Graduated doctorate with all loan money paid at age 39. Never borrowed more than 10,000 dollars. Never got a Pell Grant.
4. Was a developmental student Freshman year before we created developmental studies.
5. Greatest retention tool of my generation was the draft and Vietnam, (choice: homework or an M-16).
6. Along the way I worked every job imaginable. Even proof-read phone books in grad school.
7. Both children graduated college in 4-years (TCNJ, Elizabethtown).
8. Like all of you, I get great satisfaction helping students succeed in college.

Time to Transfer

Ticking away the moments that make up a dull day. You fritter and waste the hours in an offhand way.

Kicking around on a piece of ground in your home town. Waiting for someone or something to show you the way.

Tired of lying in the sunshine staying home to watch the rain. You are young and life is long and there is time to kill today.

And then one day you find ten years have got behind you. No one told you when to run, you missed the starting gun.

So you run and you run to catch up with the sun but it's sinking. Racing around to come up behind you again.

The sun is the same in a relative way but you're older, Shorter of breath and one day closer to death.

Every year is getting shorter never seem to find the time. Plans that either come to naught or half a page of scribbled lines

Hanging on in quiet desperation is the English way. The time is gone, the song is over,

Thought I'd something more to say.

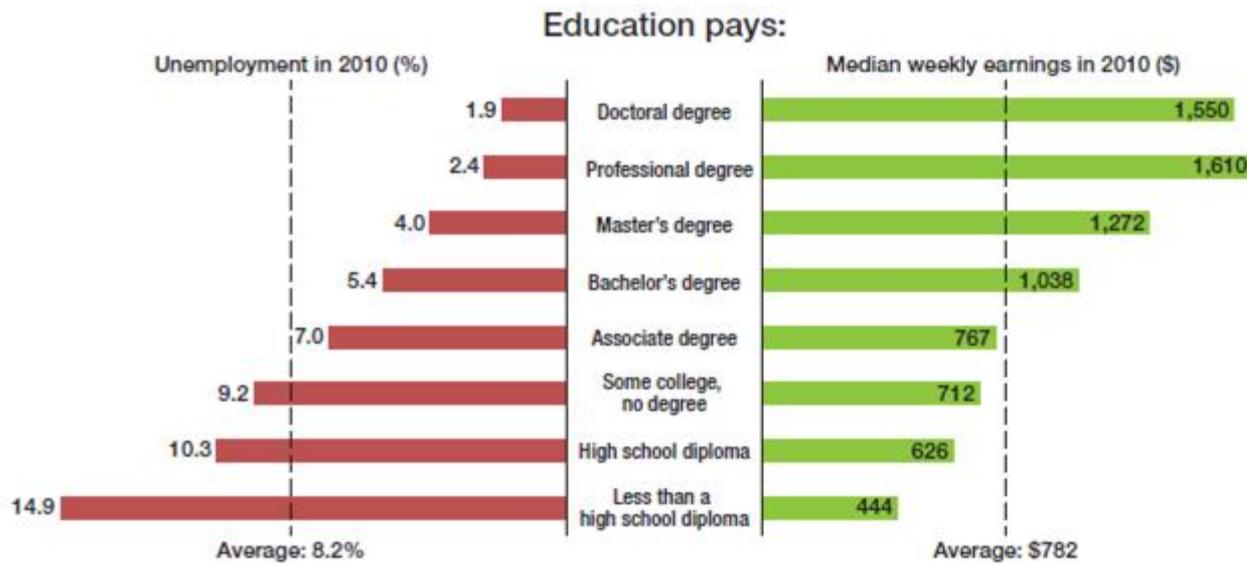
Key Points

1. Our roles in transfer are important for students, but more importantly for our communities.
2. How the economic/financial impact of our services affects our nation's gross domestic product.
3. Specifically, how to facilitate the movement of students from a 2-year to 4-year colleges. Step by step implementation of a Transfer Day program.
4. How to enhance the perceived importance of Associate Degree attainment.
5. Transfer planning with the information obtained from assessments.
6. Have some good discussion among colleagues.

Why go to Community College?

1. Finances and affordability, practicality, thriftiness,
2. Proximity to home
3. Families, spouses, children and mortgages
4. Established Jobs and careers
5. Immaturity, lack of sophistication or unworldliness, lack of direction (no major)
6. Athletics (i.e. Division III)
7. Student Life opportunities
8. Friends and support structures
9. Parental mandate!!!
10. Others???

2010 Median Weekly Wages Based on Education Level



More jobs available

College opens the door to more pleasant working conditions. College graduates can find new jobs more easily than nongraduates. And studies have shown that college graduates are healthier, live longer, are smarter consumers, have more varied interests, and have higher status than those who don't go to college.

Source: U.S. Bureau of Labor Statistics 2010. Data for full-time salary workers age 25 and over.

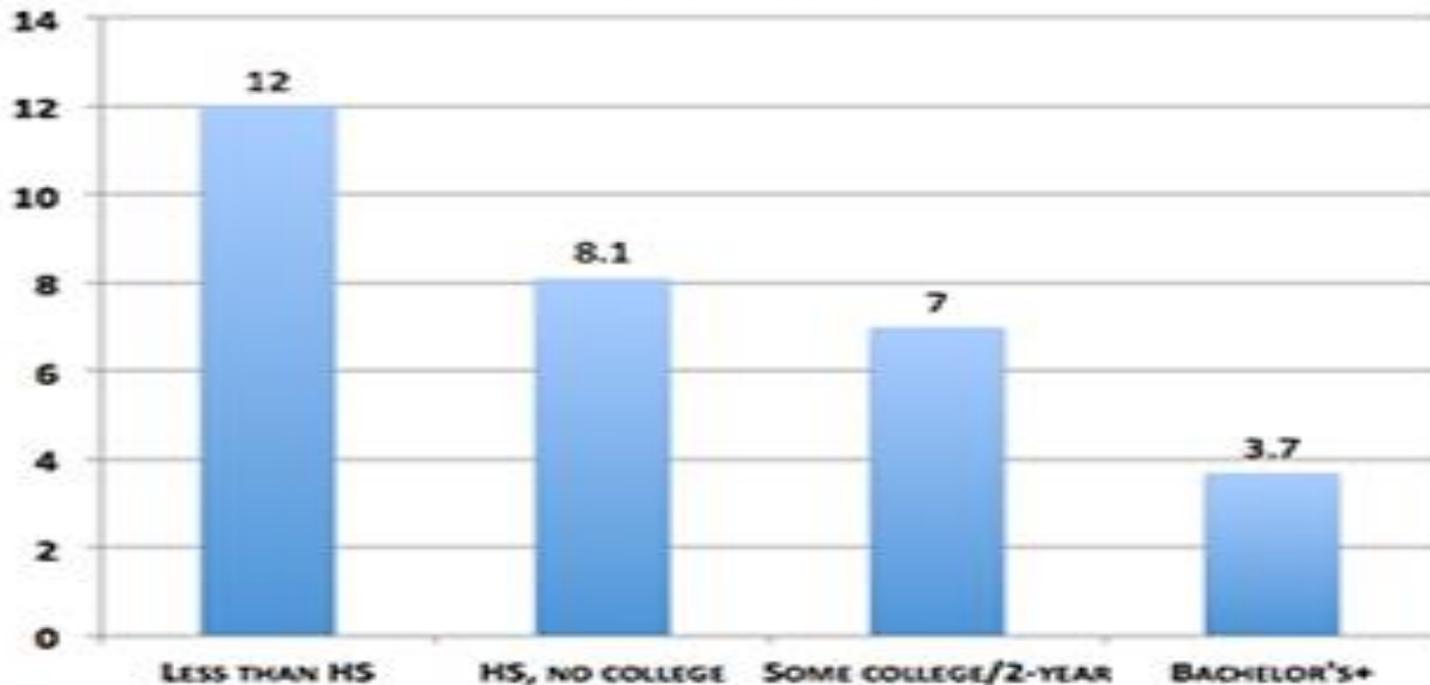
Economic Stimulus Created by Adding the B.A. to the A.A.

- | | |
|---|--------------------|
| 1. 2010 Average Weekly Earnings of BA/BS Holders..... | \$ 1,038 |
| 2. 2010 Average Weekly Earnings of AA/AS Holders..... | \$ <u>- 767</u> |
| 3. Difference - Bachelors Earns More Weekly..... | \$ 271 |
| 4. Times Weeks Per Year..... | <u>x 52</u> |
| 5. Product - Annual Wages Increased..... | \$ 14,092 |
| 6. Times a 40 year Career..... | <u>x 40</u> |
| 7. Difference In Earnings Over a Career..... | \$ 563,680 |
| 8. Plus The Cost of Earning the Bachelor's..... | \$ <u>+ 60,000</u> |
| 9. Total Economic Contribution of One Student Earning a BA: | |
| $\$623,680 \times 161 \text{ students} = \$100,412,480$ | |
| 10. When 161 Community College Students Transfer a 100 million dollars, | |
| Stimulus is created over a 40 year period. | |

Do this for 10 years and you create a one billion dollar economic contribution to our economy.

Bachelors Degrees are more resistant to Unemployment

**Unemployment Rate by Educational Attainment
January 2013**



Resources

An increasing amount of resources and developing technology are moving toward the business of transferring students.

Internet Resources:

- Academy One
- Cappex.com (good starting place)
- College Fish
- College Prowler
- College Source
- Transfer.net

Other Web site addresses:

- <http://njtransfer.org>
- www.PAcollegetransfer.com
- www.CollegeTransfer.net
- www.PACareerZone.org
- <http://www.usnews.com/education/blogs/professors-guide>
- <https://bigfuture.collegeboard.org/scholarship-search>

Preparations for Transfer Day

An Ad Hoc Committee Will Provide Guidance:

1. The next 6 slides will focus on the homework you will do.
2. The written communications and information that your Transfer Day (TD) invitations will include should be **comprehensive**.
3. Some of it might seem like overkill, but it is better to give too much that can be ignored rather than having hundreds of students asking the same questions over and over again.

Invitations for Transfer Day

Dear Student:

Transfer Day is a program established to serve graduating students in managing a successful transfer to area colleges and universities. Students in a position to graduate by August 2015 are encouraged to participate by appointment only and gain On-site Admissions! This program will be held on Wednesday, *February 18, 2015*, in the Luciano Conference Center, from 9:00 a.m. to 3:00 p.m.

Representatives will be available from the following colleges to evaluate your transcript and offer on-site admission to begin working toward your Bachelor's Degree.

- Fairleigh Dickinson University
- Richard Stockton College
- Rutgers University-Camden
- Rowan University
- Montclair University
- Wilmington University
- Temple University
- Widener University

Select one or more college (s) from above and follow the application procedures on the next two pages. Once you have applied online and printed the confirmation page

Invitations for Transfer Day (cont'd.)

Solicit campus support in your invitations, tell students who can help then get their applications prepared.

“Application requirements for all schools are printed on pages 2 and 3. Questions regarding Transfer Day can be referred to the college at 691-8600. You may contact:

Iris Torres, ATC, Administrative Specialist, ext. 1320

Steven Stolar, Advisor, ext. 1328, Direct Line: 856-200-4666

Alonna Brown, Director EOF, ext. 1257

Arthur Horn, EOF Counselor, ext. 1259

Linda Slomin, EOF Counselor, ext. 1256

James Cowles, Student Support Services Project Director, ext. 1250

Angelique Thomas, Counselor, ext. 1251

Barbara Ray, Counselor, ext. 1281”

Tell Students What Each College Wants In their Application:

ROWAN UNIVERSITY www.rowan.edu

1. Official college transcript from each college attended
2. a. Application to be completed on-line **on or before February 7th** and return acknowledgement form to the ATC office.
https://adminweb.rowan.edu/PROD/bwskalog.P_DisLoginNon
b. Application fee of \$65. If you are using an application fee waiver, you must use a paper application.
3. Prospective Business and Accounting students must have complete or in progress (spring or summer) Statistics and Calculus and a 2.5 GPA.
4. Students who wish to apply for the BSN program must have an RN license
5. Students who wish to apply for Music, Art, Theater, Dance or Engineering can NOT participate and must use the regular application process.
6. Appointment -- must be made in Advisement Office.

Provide Pertinent Information

IMPORTANT NUMBERS FOR TRANSFER STUDENTS

General Student Information: 1-800-4-FED-AID

PELL: 319-337-5665

State Office of Student Assistance: 1-800-792-8670

Veterans Benefit Program Info: 1-800-827-1000

Income Tax Summary: 1-800-829-1040

Code Numbers:

Cumberland County College CEEB Code: 2118

Financial Aid Title IV Codes:

Cumberland County College: 002601

... (list other colleges)

High School Codes:

Bridgeton High School: 310150

... (list all area high schools)

To obtain a Financial Aid Transcript when the college or technical school you attended has closed down, write to:

Federal Student Aid Information Center

Cross Venture Center

3 Commerce Drive

Cumberland, MD 21502

Tell them what they need to do and be specific

REQUESTING HIGH SCHOOL TRANSCRIPTS

This directory of area high schools may be used for requesting high school transcripts. These transcripts must be received by February 10th to guarantee their availability by February 12th. Please do this now. It is necessary that you request your high school(s) to mail the correct number of official transcript(s), according to the number of colleges to which you will be applying to:

Steven M. Stolar, Ed.D.
Advisement Office
Cumberland County College
P.O. Box 1500
Vineland, NJ 08362-1500

Bridgeton High School
Guidance Office
111 N. West Ave.
Bridgeton, NJ 08302
455-8030 Ext.1220 (Ms. Boswell)
Email: cboswell@Bridgeton.k12.NJ.US
Need name used is school, DOB, year of Graduation
Indicate where you want it mailed.
No charge

Transcripts



We use one form to release all transcripts:

I authorize the release of my Cumberland County College transcript to the following college(s) for the purpose of my participation in Transfer Day.

- Fairleigh Dickinson University _____
- Montclair University _____
- Richard Stockton College of NJ _____
- Rutgers University _____
- Rowan University _____
- Temple University _____
- Widener University _____
- Wilmington University _____

Student's Signature: _____ Date: _____

Transfer Day



On the day of your Transfer Day program keep an eye on things...



Set-ups & Preparation

Relax and have a good time. Your preparation has been done.



Almost everyone will be accepted

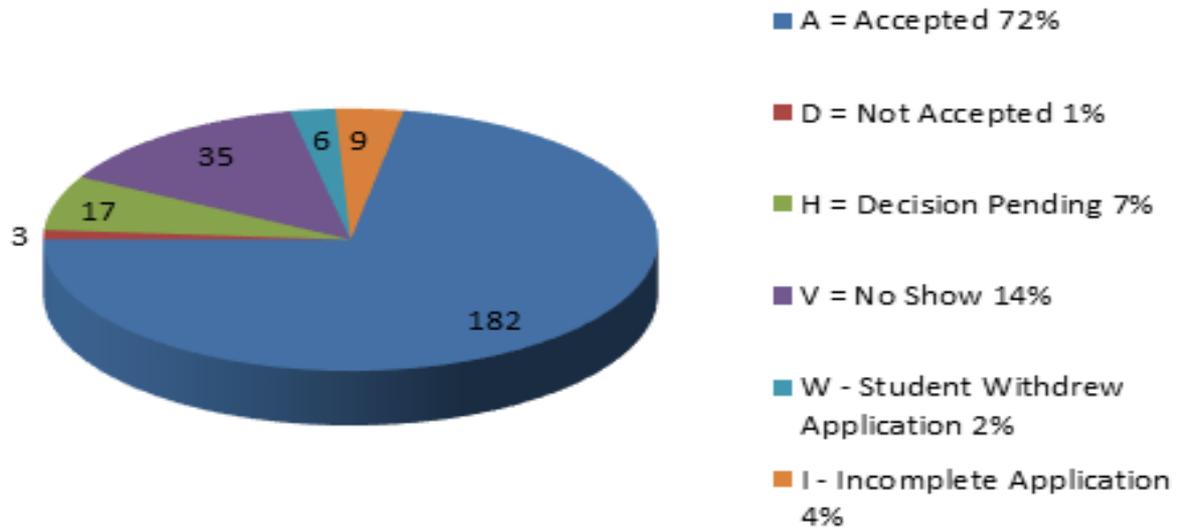


And they will leave the room knowing what they will do for the next 2 or 3 years of their life.



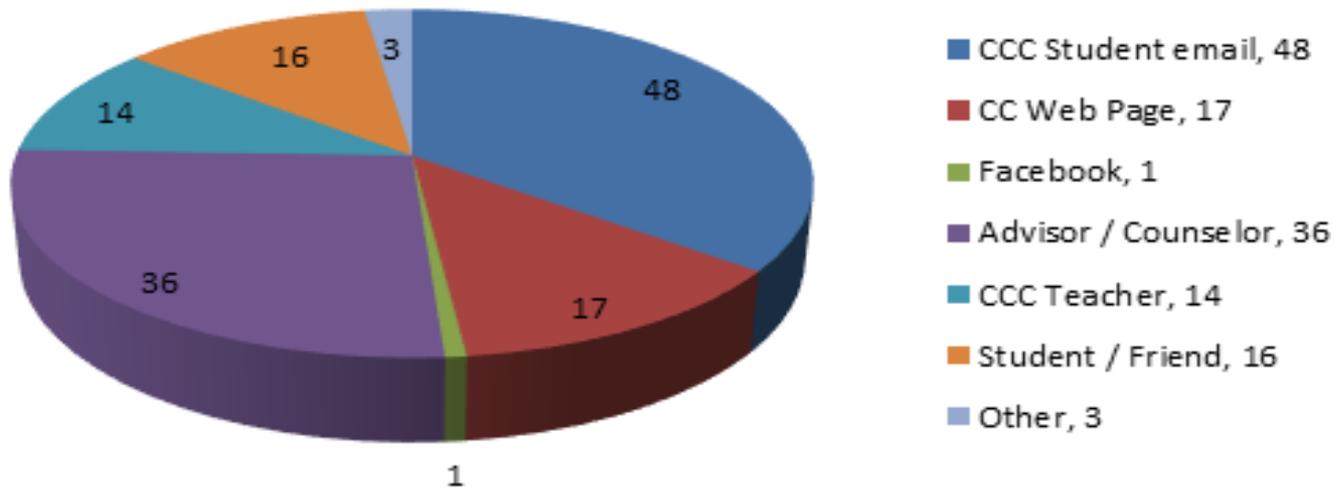
Assessment

Table B. Outcomes of all 252 Interviews - Duplicated Student Count



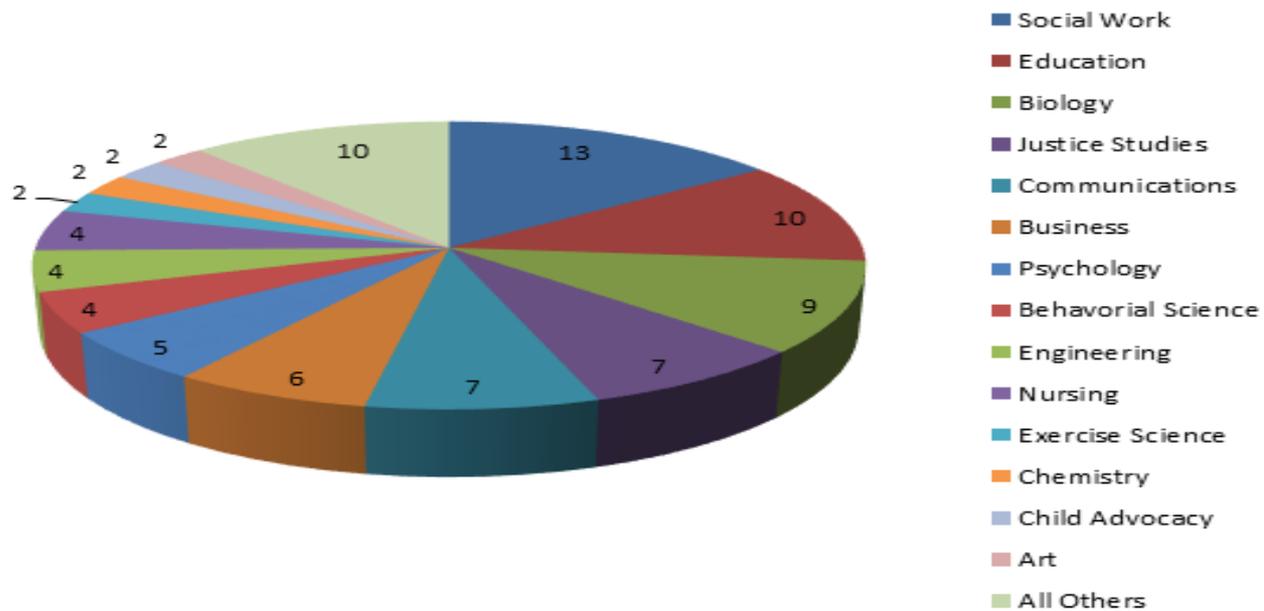
Assessment will give you valuable planning information

Table C. How students learned about Transfer Day - multiple responses tallied



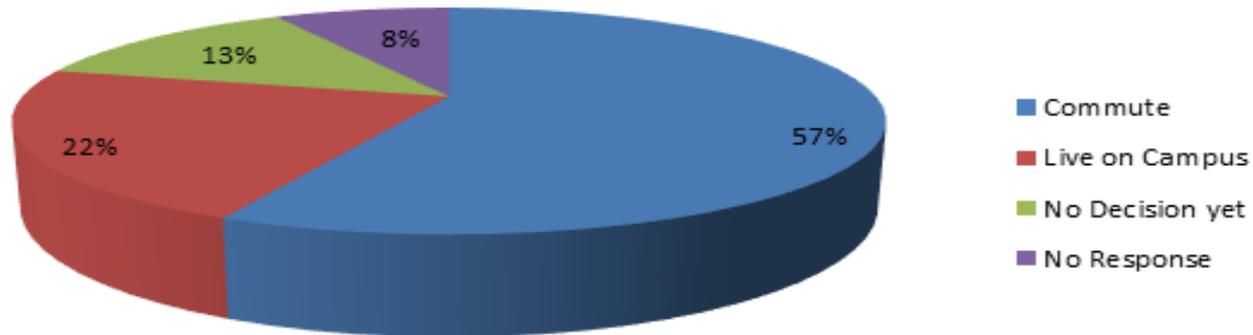
Assessment Gives Us Good Information

Table E. What will you major in for your Bachelors?



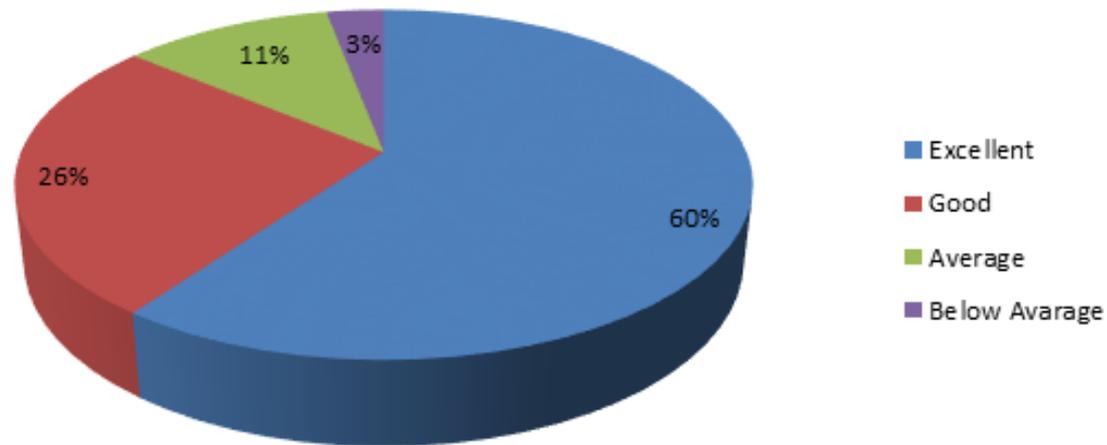
Assessments allow you to gather information no one else on campus is gathering. That makes you valuable!

Table D. Do you plan to commute or live on campus when you transfer?



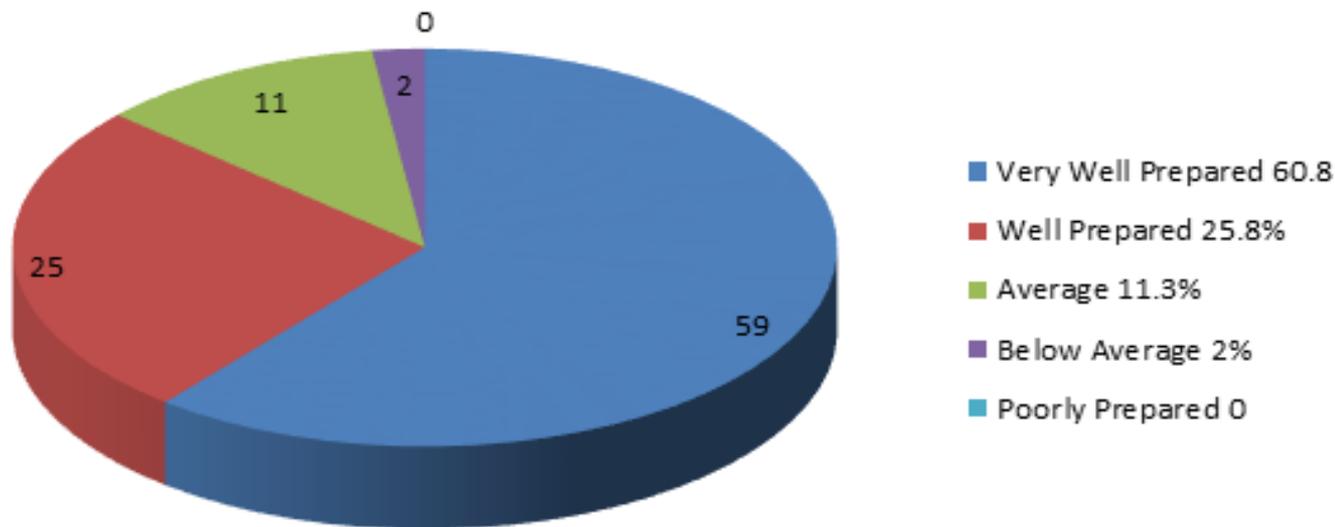
Assessment is critical even if you don't like what you read

Table F. How would you rate the organization and planning of the Transfer Day program?



And the more we know about our students the better we able to help them help them succeed

Table G. How academically prepared do you feel to transfer?





Do all you can to ensure Associates Degree attainment

1. Invite only those students who are able to graduate by the end of the summer.
2. Request all participating 4-year college representatives to remind students of the advantages of completing their Associates Degree prior to transfer.
3. Have a conversation with visiting military recruiters of the importance of not “pirating” your student body. Rather, have them review with students the advantages available to them of entering with as many credits as possible, OCS, ROTC transfer, reservists educational benefits.
4. Research shows that receiving an Associates is a positive predictor of obtaining the BA or BS
5. So is living on campus and working on campus.

Student Loan Debt

1. A good rule of thumb is one to two years starting salary in the field a students plans to enter is an acceptable loan obligation after college is completed.
2. Student Loan abuse is occurring from poor financial management, unrealistic college choices and subsidizing living standards with loans. We bare some of the responsibility for letting student loan abuse occur.
3. Tuition is something that should not be skimped on. A new car will cost a students the same as a year of college.
4. Yes, it is realistic for students to need to borrow money to complete their degrees.

Contact Information:

Questions or Comments to:

Dr. Steven M. Stolar
Cumberland County College
PO Box 1500
Vineland, NJ
08362
(856) 691-8600, x 1328
stolar@cccnj.edu