

25% Discount Options (eliminating options D,E which were not considered viable by the task force)				
Option	A	B	C	G
	New Rate of Tuition New level of tuition for OEC core courses. Would not be applied to courses such as GERs or BIOL, MATH, COMM, WRTG, etc.	25% Discount applied to only OEC core courses. Would not be applied to courses such as GERs or BIOL, MATH, COMM, WRTG, etc.	Scholarship	25% Discount for students formally admitted and taking required courses
Description	Similar to other codified rates of tuition (i.e. LD, UD, Graduate, etc.)	Discounted rate of tuition applied to each OEC core course; Tuition Rate vs. Discount: Tuition Rate is set in Banner; Discount will need to have a org/account where that discount is charged against.	Students admitted into an OEC or 1year cert and who apply for financial aid would receive a scholarship.	set up fee reversal (similar to WUE in SFARGFE which applies to admitted students and targeted classes
Formal admission into OEC?	No	No	Yes	Yes
Pros	Easy for students to understand; easy to market; automated after Banner set-up. (In Banner this rate would be coded similar to how we code other rates of tuition.)	Easy for students to understand; easy to market	Easy for students to understand; easy to market; if there is program and campus differential based on different campus' capacity, this would allow that level of flexibility.	Promotes credential attainment; automated; easy to understand; flexible (can be easily limited to specific OECs or specific courses; does not require board approval; easy to track amount of forgone revenue.
Cons	Would this need BOR approval? Rate is applied to course regardless if used for OEC/Certificate or AAS - could find considerably more students using the discount.	Considerable manual intervention - each OEC course would have to have either the discount rate applied or an account to where the discount would be charged against. As with option A, we could find more students using the discount.	Considerable manual intervention - this means every OEC course would have to have a new tuition rate (the 25% discounted rate); Will this incentivize enrollment? Will SAP apply? Tax implications? Unintended consequence: increasing program admissions without corresponding completions may exacerbate the perception that students don't complete programs at UA.	If GERs are included, students may still game the system by applying for OECs they have no intention of completing. Address in part by limiting to 100- and 200-level classes. Unintended consequence: increasing program admissions without corresponding completions may exacerbate the perception that students don't complete programs at UA
Need more resources to implement?	No	Yes, to identify and code classes, but perhaps not more than option A	Yes - at least one FTE for the system.	No
Limit availability of discount	No flexibility for campus' to adjust to variability in enrollment capacity.	Campuses can chose which courses or programs would qualify	Easy to adjust for differences in campus' capacities (by limiting what programs are eligible for the discount).	Yes, This approach can accommodate any policy discussion to limit the specific campuses, specific programs or specific classes.
Other?	<i>As noted above under CONS - it would be difficult to limit who would receive the discount. Does not promote completion, but could drive enrollment.</i>	<i>Provides the most access for students to explore programs. Does not promote completion, but could drive enrollment.</i>	<i>Financial Aid Officers need to review this option.</i>	<i>Does not provide discount to students not in programs, who might only want to "try college" before enrolling in a program.</i>

Other discussion items/recommendations:

- Implement Occupational Endorsement plan for AY18-19 and ramp up to Certificates in AY19-20.
- Develop a process that would coordinate which programs or classes are eligible across the system