

EXHIBIT "A"

GRANT AGREEMENT BETWEEN HELIOS EDUCATION FOUNDATION AND UNIVERSITY OF FLORIDA BOARD OF TRUSTEES DATED AS OF MARCH 1, 2017

GRANT DETAILS

1. **Purpose of the Grant.** The purpose of the Grant is to establish an expendable fund to support implementation of the Florida College Student Re-Enrollment Demonstration. This demonstration is designed to foster re-enrollment and improve degree completion within the Florida College System using a directed email campaign to invite former students who completed more than half of their degree credits to re-enroll and complete their degree. Elements of the Florida College Student Re-Enrollment Demonstration are included in detail in the Community Investment Proposal (the Proposal) submitted to the Foundation on December 02, 2016, incorporated herein as a component of this Agreement.
2. **Conditions of the Fund.** The total amount of the Foundation's Grant shall not exceed \$300,000.00 and shall be paid to Grantee in 2 installments over a 24 month period (the "Grant Term"), subject to the satisfactory completion of established deliverables, as set forth in Attachment "A," Deliverables and Timeline.

The initial installment of \$153,861.00 shall be paid upon receipt of a countersigned copy of this agreement. Subsequent payment shall occur according to the following schedule:

March 01, 2018 , \$146,139.00

The Foundation reserves the right to delay disbursements when Grantee has significant unexpended funds on hand.

3. **Program Budget.** Utilization of the funds shall occur over the Grant Term as determined by the program budget submitted to the Foundation in the Proposal. Material modifications to the budget of over 10% require pre-approval from the Foundation.
4. **Recognition.** Any use of the Foundation logo and or name, preparation and distribution of news releases, or promotional materials, development of a public relations strategy, including special events, news conferences or other public announcement regarding the Grant shall be coordinated with the Foundation's marketing and communications department.

Helios Education Foundation Community Investment Concept Paper
Florida College Student Re-Enrollment Demonstration -- University of Florida
Program Director: Braulio Colon
Phase: Implementation

You have been asked to provide a concept paper to assist Helios Education Foundation program staff with understanding the components of the program, project or initiative currently in discussion. Helios Education Foundation only considers funding requests that have been invited. Completing a concept paper form is not a formal invitation to apply for funding, but rather a process designed to generate clarity during the exploration phase.

Concept Paper

Project Description (250 words):

Provide a general description of the conceptualized project. Include the expected duration and whether this is a new or existing effort.

We propose a new project designed to foster re-enrollment and improve degree completion within the Florida College System (FCS). We will work directly with five high-enrollment FCS institutions to implement a directed email campaign to invite former students who earned at least 36 credit hours and a 2.0 GPA to re-enroll and complete their degree. In addition to the practical goal of improving educational attainment among non-completers, we also seek to evaluate the effectiveness of the low-cost, scalable intervention to be used in this study. To do so, former students who meet the previously identified criteria of at least 36 credit hours and a 2.0 GPA will be randomly assigned to one of three groups: 1) individuals who receive directed emails without a readmission fee waiver, 2) individuals who receive directed emails and a readmission fee waiver, and 3) individuals who receive neither directed emails nor a readmission fee waiver. Our expectation is that many non-completers will respond positively, re-enroll in postsecondary coursework, and eventually complete their degree. The expected duration of this project is approximately two years, but our ultimate aim is to continue this work beyond the associated timeline to employ this low-cost initiative throughout the state of Florida.

This project will be directed by Justin Ortagus, Isaac McFarlin, and Dennis Kramer, all of whom serve as faculty in the Higher Education Administration & Policy program within UF's College of Education.

Need for the Project (500 words):

Identify the community indicators that demonstrate the need for the project. Share how the need was determined.

Attending and completing college can be economically rewarding for individuals and society at large (Moretti, 2004). However, many students who enroll in college do not reap the full benefit of a college education because they drop out prior to completing a degree. This issue is particularly problematic at public community colleges, where merely 39% of entering students complete a degree within six years (Juszkiewicz, 2015). Disparities in completion rates across demographic groups are also worrisome, with Black and Hispanic students graduating at much lower rates than White students (Horn & Berger, 2004).

Although a majority of community college dropouts plan to return, most never re-enroll in college. Surprisingly, colleges typically know very little about non-completers once they leave campus, as they do not know whether dropouts complete their degree at another institution or whether they are no longer pursuing a college education. This is especially disconcerting for non-completers who have made significant