



*General Session*

# Vermont – One State Network That Has Made Access and Awareness a State-wide Priority

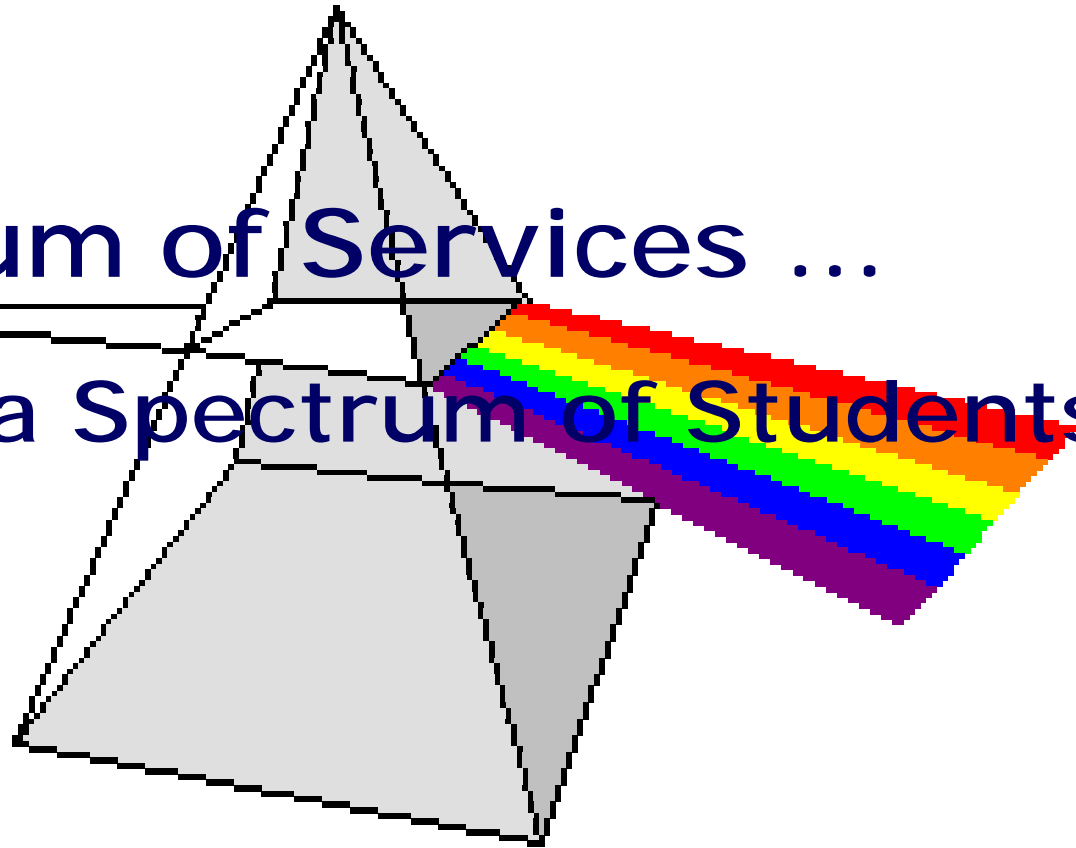
Presenter:

Don Vickers, President

Vermont Student Assistance Corp. (VSAC)

A Spectrum of Services ...

... for a Spectrum of Students



# What is VSAC All About?



To ensure that all Vermonters have the necessary financial and informational resources to pursue their educational goals beyond high school.

# Fundamental Principle



***“If you don’t know  
where you are going,  
any road will get you  
there!!!”***

***-- old Arabic  
saying***

# What We'll Look At

- 
- **Historical development of VSAC Model**
  - **How and why it works**
- 

# 1965 - Landmark Year



**HEA signed**



**Vermont  
creates VSAC**

## 1965 – Unifying Objectives

- 
- 
- A more concentrated focus
  - Emphasized access and choice
  - Guaranteed Student Loan program
  - Education Opportunity Grants

**HEA signed**

**Vermont  
creates VSAC**



# VSAC's Founding Principles



- Independent organization
- Representative, decision-making Board
- Mission-driven



# VSAC's Development

1969

Created our Outreach program by adding "Talent Search"

1970's

Deepened our commitment to need-based aid

# VSAC's Development

1970's

Expanded Outreach services to all H.S. levels & adults

1980's

VSAC began shift from solely a guarantor to lender.

# VSAC's Development

1990's

Networked  
With DET to  
help students  
with career,  
Ed & fin aid  
services

1995

Vermont's  
sole FFELP  
lender

# VSAC's Development

1999

Begin  
GEAR-UP  
services

2001

VSAC  
Resource  
Center  
opens

# Resource Center Symbolic



Self-help



Library



On-line



Counselors 13

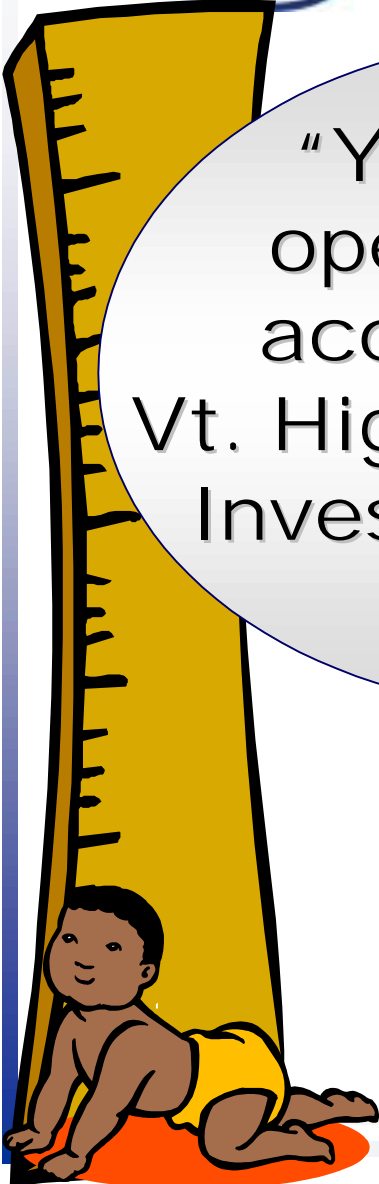


# A Continuum of Services

Serving People Appropriately at  
Different Stages of Their Lives

# A Continuum of Services

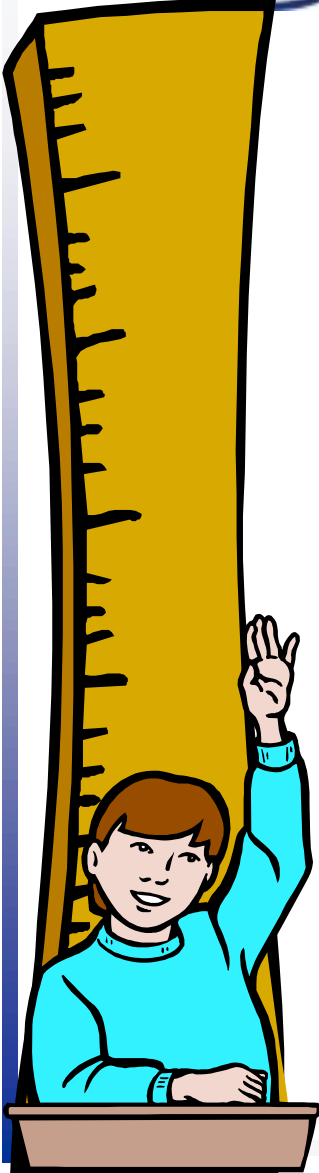
"You haven't opened up my account in the Vt. Higher Education Investment Plan!"



# A Continuum of Services

## Middle School

- Increasing parental involvement
- Problem solving; decision making
- Academic planning for H.S.
- Early exposure to career exploration, college environment, self-awareness





# A Continuum of Services

## High School

- Raising college aspirations
- Career awareness
- Financial aid planning & info
- Curriculum & professional development



# A Continuum of Services

## College

- Need-based grants
- Scholarships
- FFLEP & alternative loans



# A Continuum of Services

## Adults

- Parent loans
- Non-traditional grants
- Career awareness
- College selection & transition
- Financial aid planning





# Partnerships; Collaboration



- We don't operate in a vacuum
- Our services are designed to complement other programs and providers
- Our intent is catalytic: To make others more successful at what they do





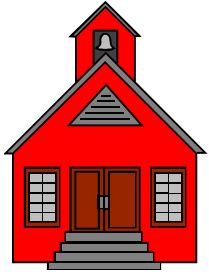
# Partnerships; Collaboration



Middle schools, high schools,  
tech schools



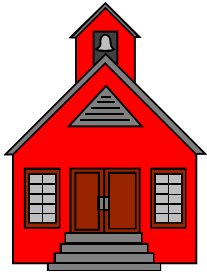
# Partnerships; Collaboration



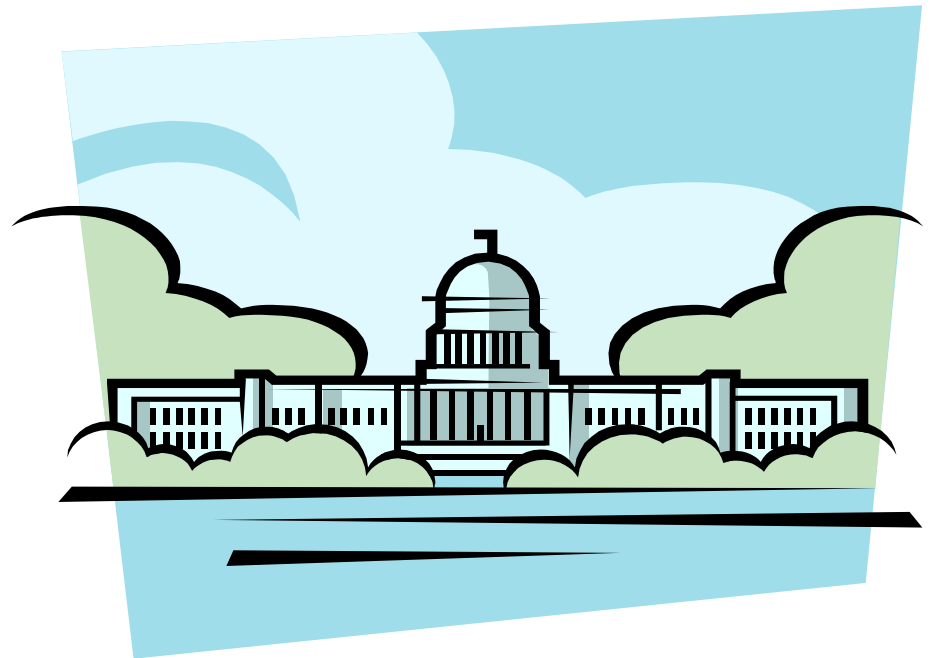
Post-secondary Education  
& Training



# Partnerships; Collaboration

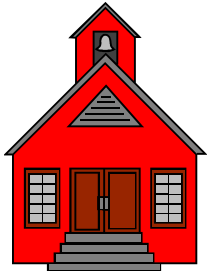


State &  
other agencies





# Partnerships; Collaboration

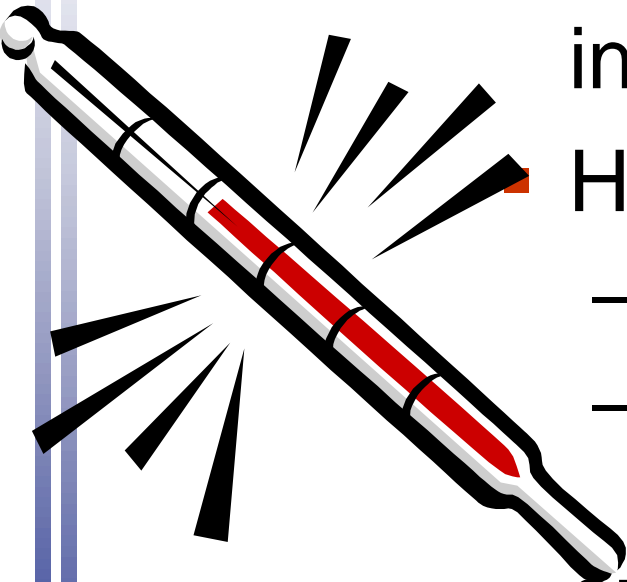


Businesses, state &  
regional boards



# Taking our Temperature

- Cooperation pays: 38% increase in HE funding
- H.S. class of 2001:
  - 65% of all graduates continued
  - 76% of Outreach students continued
- 97% of Vermont respondents aware of VSAC



# Some Conclusions

- ✓ The Vermont experience may be atypical; not all states have “bundled” agencies
- ✓ We have learned some lessons



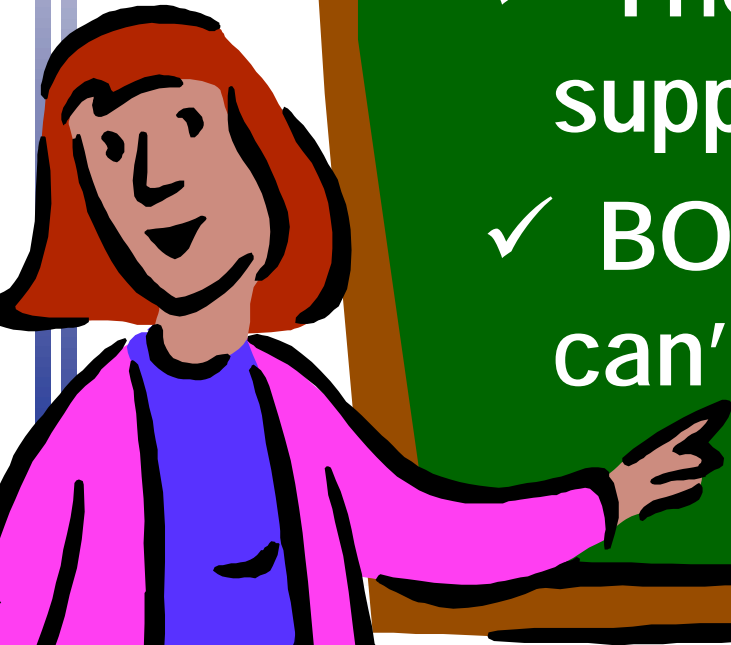
# Some Conclusions

- ✓ People are looking for ways to pull information together
- ✓ A cooperative venture among schools, agencies and guarantors holds promise



# Some Conclusions

- ✓ Reaching out to guidance counselors and teachers effective
- ✓ Their efforts must be supplemented
- ✓ **BOTTOM LINE:** you can't do it alone!





# Technical Assistance



For more information, contact Don Vickers at:

Phone: (802) 655-9602

Email: [vickers@vsac.org](mailto:vickers@vsac.org)

[www.vsac.org](http://www.vsac.org)