Student Housing Incentive/Revenue Programs
Student Housing
Incentive/Revenue Program Goals

• Increase the number of students in residence
• Increase semester credit hour production
• Reduce time to degree / Reduce student debt
• Increase the on-campus residency of upperclassmen
• Increase auxiliary revenue
Fall Residential Students

2015: 4520
2016: 4588
2017: 4537
2018: 4401
2019: 4174
Programs Reviewed

- Spring Transfer Housing Allowance
- Summer Student Housing Rebate
- Lumberjack Housing Loyalty Program
- 60/40 Rate Differential
Spring Transfer Housing Allowance
Spring Transfer Housing Allowance

Program: Offer prospective spring transfer students an allowance against on-campus housing equal to the housing rate of the lowest priced residence hall (currently $2,034 for Griffith, Kerr and Hall 10). This allowance would apply for the spring semester of their initial enrollment only. Students who wish to use this program for “free” housing should choose to live in Griffith, Kerr, or Hall 10. All other upperclassmen residences are available to them, but they would have to cover the cost differential.

Qualifying Criteria: To qualify for this allowance, a student must:

- Be transferring at least 45 hours,
- Have a 2.50 GPA, or better,
- Enroll for 15+ hours, and
- Live in on-campus student housing.

Goals: 1. Increase the number of transfer students entering SFA during the spring semester
2. Increase SCH production
3. Increase the number of transfer students living in on-campus student housing.
4. Reduce time to degree / Reduce debt.
Spring Transfer Housing Allowance

Program: Offer prospective spring transfer students an allowance against on-campus housing equal to the housing rate of the lowest priced residence hall (currently $2,034 for Griffith, Kerr and Hall 10). This allowance would apply for the spring semester of their initial enrollment only. Students who wish to use this program for “free” housing should choose to live in Griffith, Kerr, or Hall 10. All other upperclassmen residences are available to them, but they would have to cover the cost differential.

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Goals:
1. Increase the number of transfer students entering SFA during the spring semester
2. Increase SCH production
3. Increase the number of transfer students living in on-campus student housing.
4. Reduce time to degree / Reduce debt.

Potential Auxiliary Revenue Loss: $140,346
Spring Transfer Housing Allowance

Program: Offer prospective spring transfer students an allowance against on-campus housing equal to the housing rate of the lowest priced residence hall (currently $2,034 for Griffith, Kerr and Hall 10). This allowance would apply for the spring semester of their initial enrollment only. Students who wish to use this program for "free" housing should choose to live in Griffith, Kerr, or Hall 10. All other upperclassmen residences are available to them, but they would have to cover the cost difference.

Qualifying Criteria:

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- Have a 2.50 GPA, or better,
- Enroll for 15+ hours, and
- Live in on-campus student housing.

Goals:

1. Increase the number of transfer students entering SFA during the spring semester
2. Increase SCH production
3. Increase the number of transfer students living in on-campus student housing.
4. Reduce time to degree / Reduce debt.

Do It!
Spring Transfer Housing Allowance

Program: Offer prospective spring transfer students an allowance against on-campus housing equal to the housing rate of the lowest priced residence hall (currently $2,034 for Griffith, Kerr and Hall 10). This allowance would apply for the spring semester of their initial enrollment only. Students who wish to use this program for “free” housing should choose to live in Griffith, Kerr, or Hall 10. All other upperclassmen residences are available to them, but they would have to cover the cost difference.

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Goals:
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3. Increase the number of transfer students living in on-campus student housing.
4. Reduce time to degree / Reduce debt.

Twenty-two (22) Transfer Students
Spring Transfer Housing Allowance

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Qualifying Criteria:

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- Have a 2.50 GPA, or better,
- Enroll for 15+ hours, and
- Live in on-campus student housing.

Goals:

1. Increase the number of transfer students entering SFA during the spring semester
2. Increase SCH production
3. Increase the number of transfer students living in on-campus student housing.
4. Reduce time to degree / Reduce debt.

$44,748
Spring Transfer Housing Allowance

Program: Offer prospective spring transfer students an allowance against on-campus housing equal to the housing rate of the lowest priced residence hall (currently $2,034 for Griffith, Kerr and Hall 10). This allowance would apply for the spring semester of their initial enrollment only. Students who wish to use this program for "free" housing should choose to live in Griffith, Kerr, or Hall 10. All other upperclassmen residences are available to them, but they would have to cover the cost difference.

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- Live in on-campus student housing.

Goals:
1. Increase the number of transfer students entering SFA during the spring semester
2. Increase SCH production
3. Increase the number of transfer students living in on-campus student housing.
4. Reduce time to degree / Reduce debt.

+$23,348
Spring Transfer Housing Allowance

Goals:
1. Increase the number of transfer students entering SFA during the spring semester
2. Increase SCH production
3. Increase the number of transfer students living in on-campus student housing
4. Reduce time to degree / Reduce debt.

Program:
Offer prospective spring transfer students an allowance against on-campus housing equal to the housing rate of the lowest priced residence hall (currently $2,034 for Griffith, Kerr and Hall 10). Students who wish to use this program for "free" housing should choose to live in Griffith, Kerr, or Hall 10. All other upperclassmen residences are available to them, but they would have to cover the cost differential.

Qualifying Criteria:
To qualify for this allowance, a student must:

- Be transferring at least 45 hours,
- Have a 2.50 GPA, or better,
- Enroll for 15+ hours, and
- Live in on-campus student housing.

Final Cost
$21,400

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Summer Student Housing Rebate
Summer Student Housing Rebate

Program: Students who have resided on-campus during the spring semester and completes 9+ hours during a combination of any summer terms, including Maymester, and is living on-campus during the following fall semester will receive a rebate against their fall semester housing equal to the amount they paid for on-campus housing during the summer terms.

Qualifying Criteria: To qualify for this summer housing rebate, a student must:
- Have resided in a residence hall during the spring semester, and
- Live in on-campus housing during any summer term, and
- Complete 9+ hours during a combination of any summer terms, including Maymester, and
- Live on campus during the following fall semester.

Goals:
1. Increase semester credit hours produced during the summer.
2. Incentivize students to reside on-campus during the long-terms.
3. Reduce student debt by:
   - reducing housing costs during the summer months, and
   - reducing time-to-degree.
Summer Student Housing Rebate

Program: Students who have resided on-campus during the spring semester and completes 9+ hours during a combination of any summer terms, including Maymester, and is living on-campus during the following fall semester will receive a rebate against their fall semester housing equal to the amount they paid for on-campus housing during the summer terms.

Qualifying Criteria: To qualify for this summer housing rebate, a student must:

- Have resided in a residence hall during the spring semester,
- Live in on-campus housing during any summer term, including Maymester,
- Complete 9+ hours during a combination of any summer terms,
- Live on campus during the following fall semester.

Goals:

1. Increase semester credit hours produced during the summer.
2. Incentivize students to reside on-campus during the long-terms.
3. Reduce student debt by:
   - reducing housing costs during the summer months, and
   - reducing time-to-degree.

Potential Auxiliary Revenue Loss: $81,648
Summer Student Housing Rebate

Program: Students who have resided on-campus during the spring semester and completes 9+ hours during a combination of any summer terms, including Maymester, and is living on-campus during the following fall semester will receive a rebate against their fall semester housing equal to the amount they paid for on-campus housing during the summer terms.

Qualifying Criteria:
• Have resided in a residence hall during the spring semester, and
• Live in on-campus housing during any summer term, and
• Complete 9+ hours during a combination of any summer terms, including Maymester, and
• Live on campus during the following fall semester.

Goals:
1. Increase semester credit hours produced during the summer.
2. Incentivize students to reside on-campus during the long-terms.
3. Reduce student debt by:
   - reducing housing costs during the summer months, and
   - reducing time-to-degree.
Lumberjack Housing
Loyalty Program
Lumberjack Housing Loyalty Incentive Program

Program: Students who reside on-campus during six (6) consecutive long-semesters can receive a housing allowance equal to cost of the residence hall they lived in during their 5th and 6th semester against the cost of their 7th and 8th semester.

Qualifying Criteria: To qualify for the 7th and 8th semester allowance, the student must have resided in a residence hall for the preceding six (6) consecutive long semesters.

Goals:
1. Increase the retention of upperclassmen in student housing.
2. Incentivize students to reside on-campus during the long-terms.
3. Reduce student debt by offering an option that can reduce housing costs over the entire term of a student’s tenure.
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<th>Enrolled</th>
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<td>Junior</td>
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<td>5,458</td>
<td>782</td>
<td>4,676</td>
<td>14.3%</td>
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Lumberjack Housing Loyalty Incentive Program

Program: Students who reside on-campus during six (6) consecutive long-semesters can receive a housing allowance equal to the cost of the residence hall they lived in during their 5th and 6th semester against the cost of their 7th and 8th semester.

Qualifying Criteria: To qualify for the 7th and 8th semester allowance, the student must have resided in a residence hall for the preceding six (6) consecutive long semesters.

Goals:
1. Increase the retention of upperclassmen in student housing.
2. Incentivize students to reside on-campus during the long-terms.
3. Reduce student debt by offering an option that can reduce housing costs over the entire term of a student’s tenure.

Potential Auxiliary Revenue Loss:
-$2,692,338
Lumberjack Housing Loyalty Incentive Program

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Goals:
1. Increase the retention of upperclassmen in student housing.
2. Incentivize students to reside on-campus during the long terms.
3. Reduce student debt by offering an option that can reduce housing costs over the entire term of a student’s tenure.
60/40 Rate Differential
60/40 Rate Differential

Program: Currently the annual on-campus housing fees are charged to the student in two 50% segments – 50% in the fall and 50% in the spring.

Under this plan the annual fee will be charged 60% in the fall and 40% in the spring. The end result is projected to create

Rationale: A 60/40 differential rate will not increase housing costs for students who live on-campus for both fall and spring, but due to spring “melt” this plan will net a projected $396,136 in additional revenue.

Goal: Increase revenue while not increasing the annual cost to a student for on-campus housing
Program: Currently the annual on-campus housing fees are charged to the student in two 50% segments – 50% in the fall and 50% in the spring.

Under this plan the annual fee will be charged 60% in the fall and 40% in the spring. The end result is a projected $396,136 in additional revenue.

Rationale: A 60/40 differential rate will not increase housing costs for students who live on-campus for both fall and spring; but due to spring “melt,” this plan will net a projected $396,136 in additional revenue.

Goal: Increase revenue while not increasing the annual cost to a student for on-campus housing.

Timelines of aid distribution would not align with the changes this initiative would create.

75% of SFA students receive some type of financial aid.
60/40 Rate Differential

Program: Currently the annual on-campus housing fees are charged to the student in two 50% segments – 50% in the fall and 50% in the spring. Under this plan the annual fee will be charged 60% in the fall and 40% in the spring. The end result is projected to create additional revenue.

Rationale: A 60/40 differential rate will not increase housing costs for students who live on-campus for both fall and spring; but due to spring “melt” this plan will net a projected $396,136 in additional revenue.

Goal: Increase revenue while not increasing the annual cost to a student for on-campus housing.

41.5% of SFA students receive Pell Grants
60/40 Rate Differential

Program: Currently the annual on-campus housing fees are charged to the student in two 50% segments – 50% in the fall and 50% in the spring. Under this plan the annual fee will be charged 60% in the fall and 40% in the spring. The end result is projected to create additional revenue.

Rationale: A 60/40 differential rate will not increase housing costs for students who live on-campus for both fall and spring; but due to spring "melt" this plan will net a projected $396,136 in additional revenue.

Goal: Increase revenue while not increasing the annual cost to a student for on-campus housing.

Don’t Do It!
Student Housing
Incentive/Revenue Programs

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• Summer Student Housing Rebate
• Lumberjack Housing Loyalty Program
• 60/40 Rate Differential