

### Estimated increase in unmet financial need.

1. These estimates are based on data from the National Postsecondary Student Aid Study (NPSAS) sponsored by the National Center for Education Statistics (NCES).
2. Unmet need is the remainder after subtracting both total financial aid (grants, loans, and work) from all sources and the expected family contribution (EFC) from the cost of attendance.
3. Nearly 39% of students have a zero EFC. We have assumed their unmet need will not increase because their EFCs will not decrease further. However, we recognize that increased costs and/or reduced financial aid could increase their unmet need.
4. There are an estimated 12.9 million students with an EFC greater than zero.
5. Their average unmet need is \$4,635.
6. 12.9 million students multiplied by \$4,635 is nearly \$59.7 billion.
7. The dramatic increase in recent unemployment claims indicates a very significant reduction in families' ability to pay for postsecondary expenses, i.e. EFCs, in the near-term. Based on this and conversations with our member institutions, we estimate a 20% increase in unmet need.
8. A 20% increase in unmet need is approximately \$12 billion.

### Estimates for lost revenue.

1. These estimates are based on data from the Integrated Postsecondary Education Data System (IPEDS) sponsored by NCES.
2. Total tuition and fees revenue for public and private nonprofit institutions of higher education -- \$153.4 billion. These revenues support all 4,700 regionally accredited colleges and universities and their students and have a dramatic and positive impact on the American economy and employment.
3. Our college and university presidents are expecting unprecedented declines in enrollments with a corresponding reduction in tuition revenue. We estimate a 15% reduction, which includes a projected decline of 25% for international students.
4. A 15% reduction in tuition revenue amounts to \$23 billion.
5. Additionally, total revenues from auxiliary services—room and board, conferences, bookstores, parking and facility fees, and summer camps among others—is \$46.5 billion.

6. We conservatively estimate a 25% reduction in revenues from auxiliary services, resulting in losses of \$11.6 billion.
7. Estimated total revenue lost by institutions is \$34.6 billion.

The total estimate for increased unmet need plus lost revenue is \$46.6 billion.

Allocation of funds to institutions.

These funds are to be distributed to institutions of higher education according to the formula specified in the CARES Act with at least half of the money to be used as financial assistance to financially needy students and remainder to be used to address institutional needs.