



Past Due Payment Plans: Help Students Get Back on Track

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Tammy Betancourt, Danville Area Community College

Whitney Yoder, Danville Area Community College

Sandy Gjermstad, Nelnet Campus Commerce





Agenda

- Introductions
 - Danville Area Community College
 - Nelnet Campus Commerce
- Payment Plan Overview
- Danville's Experience
- Q and A



Danville Area Community College



- Danville, IL
- 2-year public institution
- ~ 2,000 students
- Colleague SIS



Nelnet Campus Commerce

\$2.9 billion publicly traded company (NNI)

30 years and 1300 Institutions

Comprehensive payment processing

Integrated technologies

Ellucian

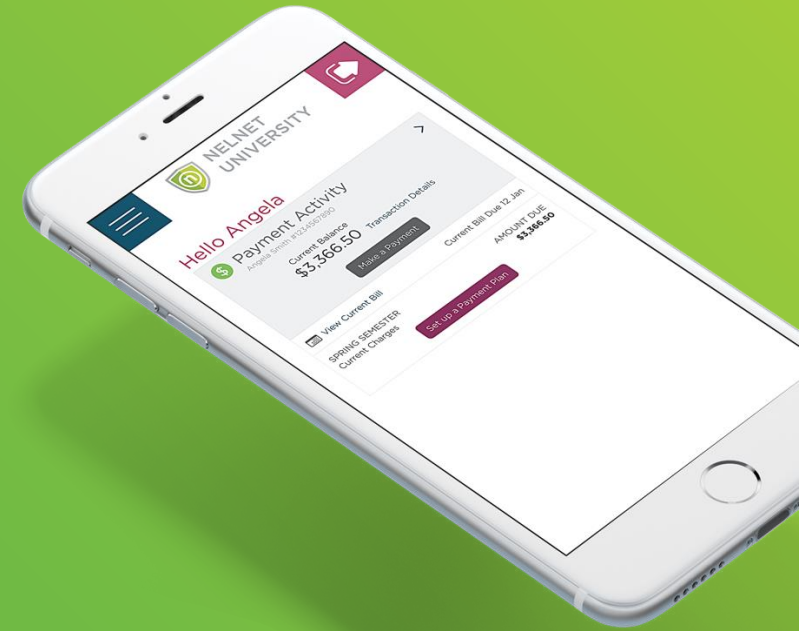
Workday

Oracle/PeopleSoft CS

Others

Security and Compliance

Outstanding Partnerships



Nelnet Payment Plans



Traditional term based plans

- Tuition, Housing and books
- 2-12 monthly or bi-monthly payments

International payment plans

- Offered specifically for International Students
- Payments through Convera

Past Due Payment Plans

- Pre-collections
- Balance repayment

Long Term Payment Plans

- Beyond 12 months of payments
- TILA and HEOA compliant

Benefits of traditional payment plans



Provides flexibility and affordability for students and families

Increased student retention

Reduces student debt accrual

Self-service and automation reduces overhead

Stabilizes business office cash flow

Past Due Payment Plans



Last ditch effort prior to sending student to Collections



Address outstanding debt while also providing for transcript requests



Down payments provide for student commitment and reduction of receivables



Allow students to re-enroll with commitment to pay past due balance



Automation and Integration are available



Danville's Business Need and Solutions

Historically...

Students with past due debt not allowed to register for current term

2015 – Second Chance Scholarship Program

2019 – Past Due Payment Plans offered through Nelnet



Second Chance Program – Application Requirements



- DACC past-due balance of at least two years
- Good student conduct standing with the college
- Not a previous Second-Chance Program participant
- Complete the FAFSA
- Meet with Financial Aid
- Submit personal statement

Second Chance Program – Ongoing Program Requirements



- Meet financial obligations of current semesters
- Maintain a 2.0 term GPA
- Complete 1 Career Counseling session prior to first semester registration
- Apply for TRiO Services if eligible
- Complete a degree or certificate within 4 years

DACC and Past Due Payment Plans



No cost to college for automated solution for collecting on past due balances

Helps to facilitate 2nd Chance Program for continued study/matriculation

Allows students to:

- Acknowledge their debt
- Provide a down payment
- Provide a legitimate bank account
- Register and complete course of study

For Danville Area Community College:

- Increases tuition revenue and credit hours
- Increase in state funding

How are Past Due Payment Plans Working at Danville?



- ✓ 3, 6, 9, 12 monthly scheduled payments
- ✓ Rolling schedules
- ✓ Enrollment fee \$35 - \$55
- ✓ Require 10% down payment
- ✓ ACH and credit card with service fee
- ✓ Real time updates to Colleague
- ✓ Original Amount Due: \$955K

Year	PDPP
2020	47
2021	154
2022	165
2023	222
2024 – As of 4/4/2024	63



Q & A



Thank You!

