

America's Proprietary Colleges & Universities

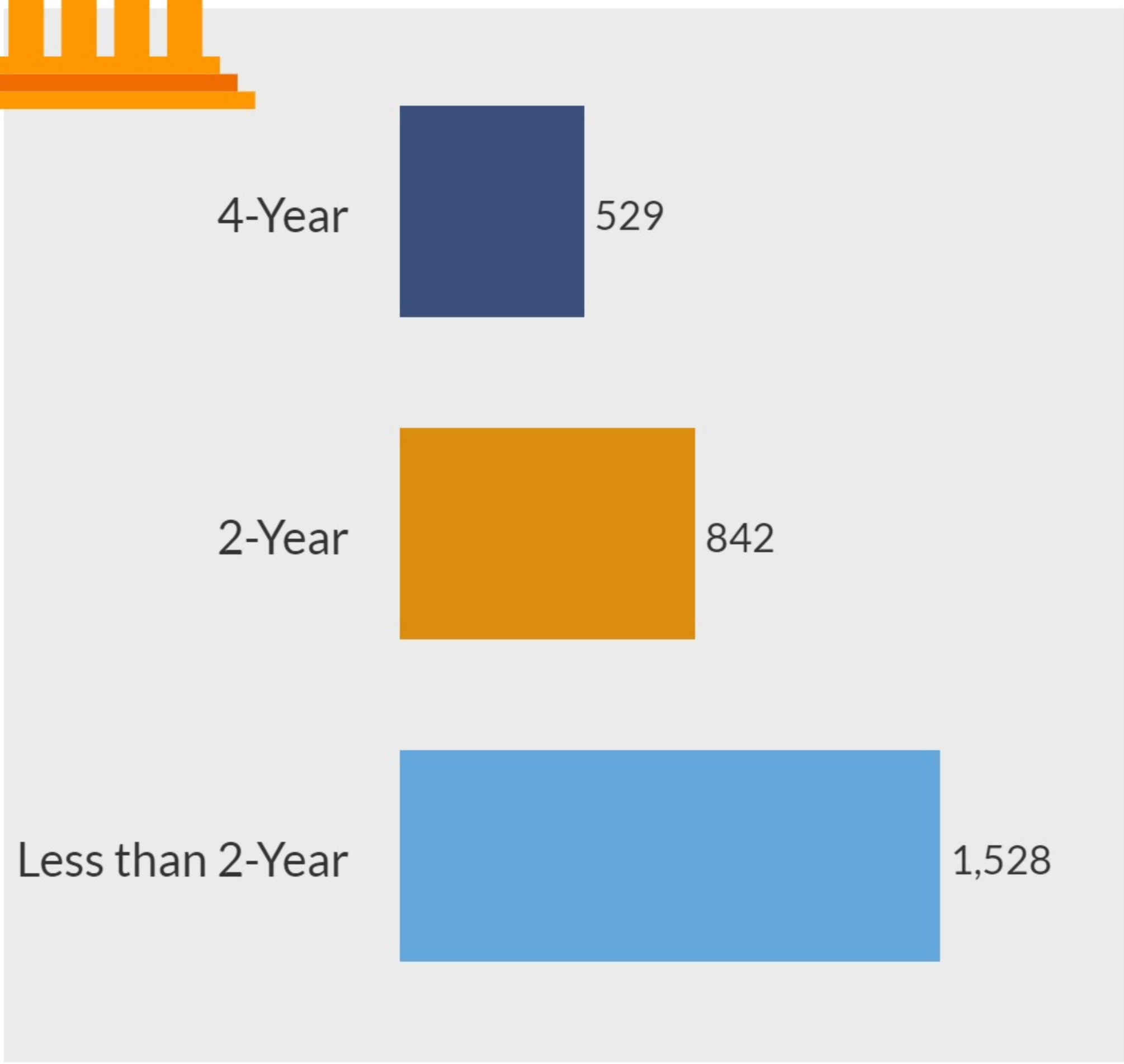
2018 SECTOR AT A GLANCE

In the early years of the decade, the nation's proprietary sector was defined by large publicly-traded schools offering online liberal arts education programs, often to part-time students. Today, most of those schools have either closed or dramatically reduced their reach. The sector today is again much like its history in America: a sector focused on **postsecondary career education** ranging from diplomas and certificates to associate and baccalaureate degrees, with even some post-graduate career education programs.



Institutions

2016-2017

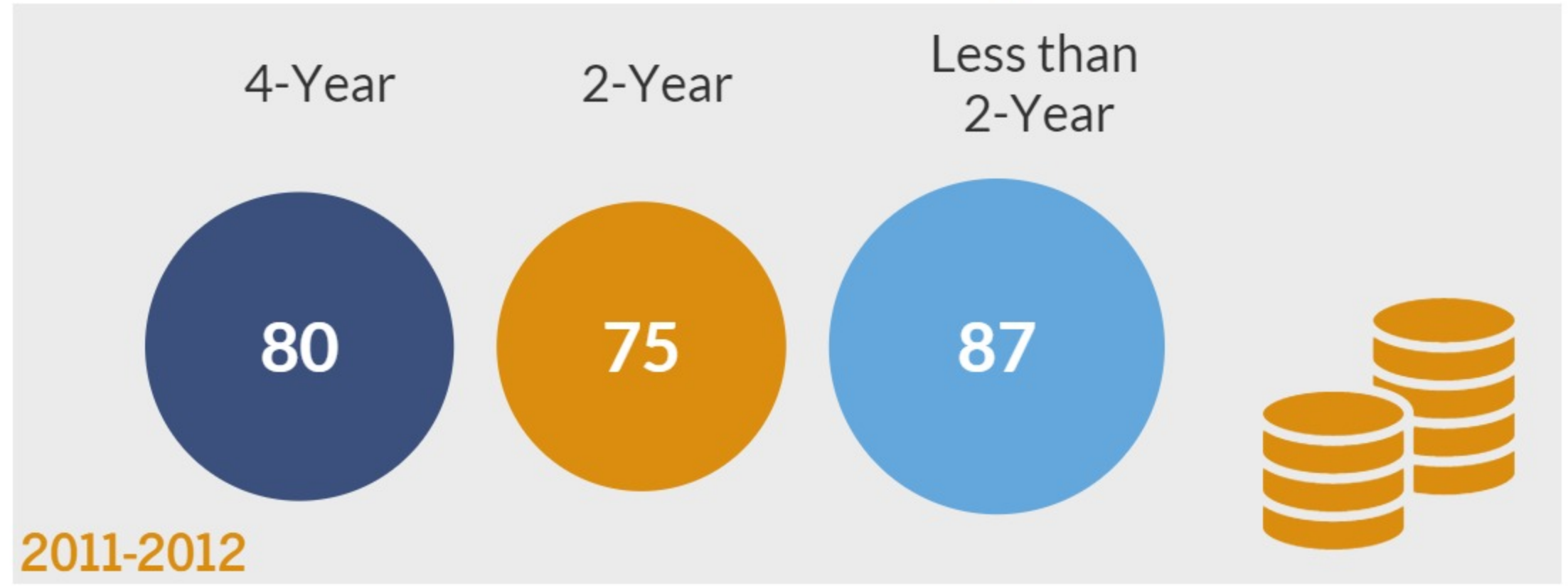


Enrollment

2015-2016



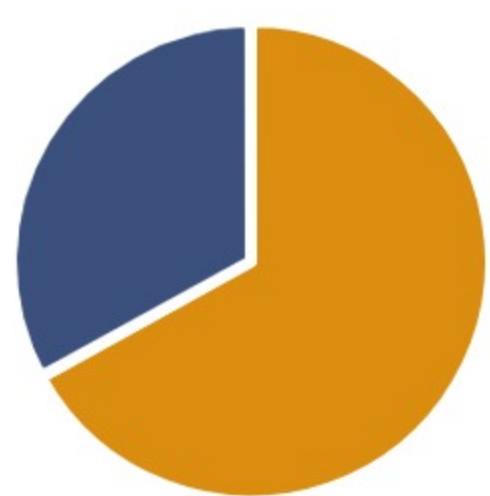
% of Students Receiving Financial Aid



Demographics of Graduates

4-Year

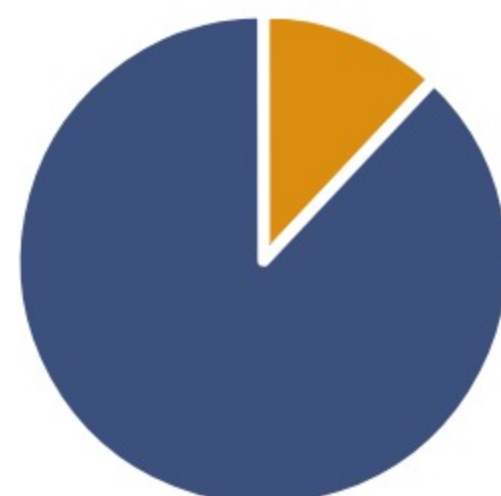
67% Women



22% Black or African American

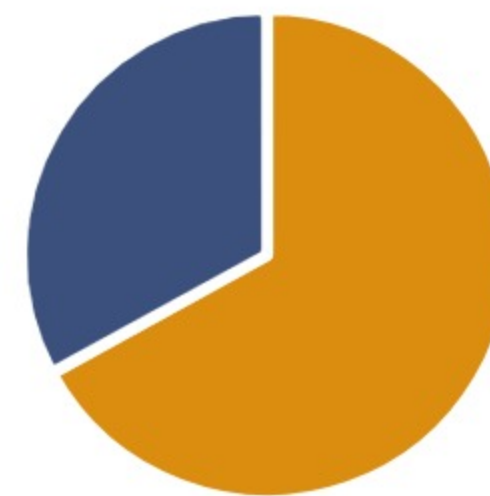


12% Hispanic

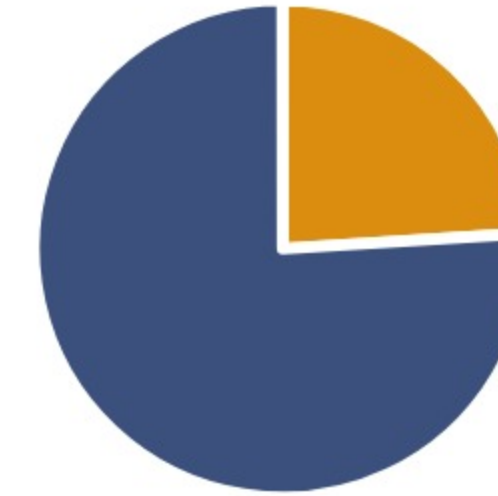


2015 - 2016

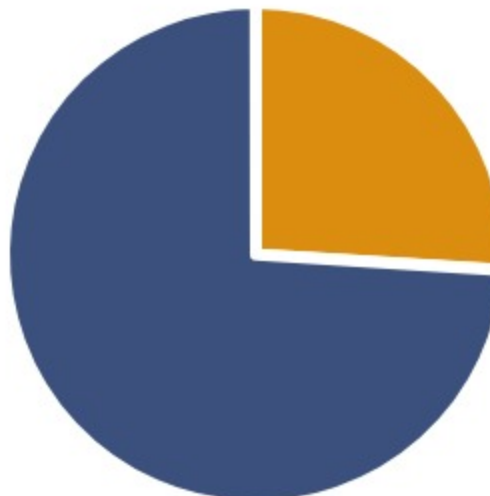
67% Women



24% Black or African American



26% Hispanic



69%

of those enrolled full-time are 25 and older

80%

of those enrolled part-time are 25 and older

53%

of those enrolled full-time are 25 and older

67%

of those enrolled part-time are 25 and older

\$ Revenue

2015



Outcomes



In 2016, proprietary career colleges and universities produced nearly **630,000 academic credentials**. Top 10 programs included:

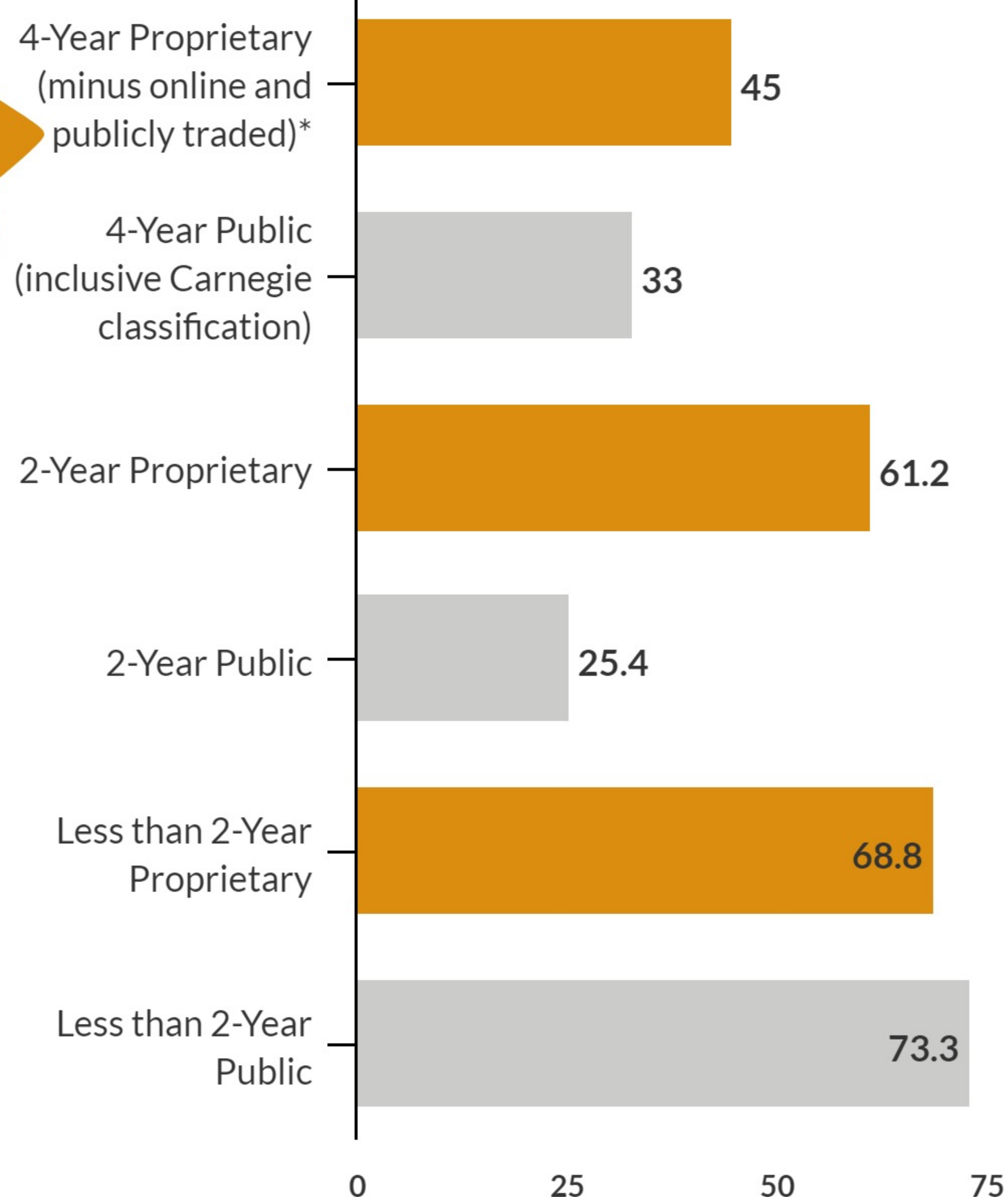
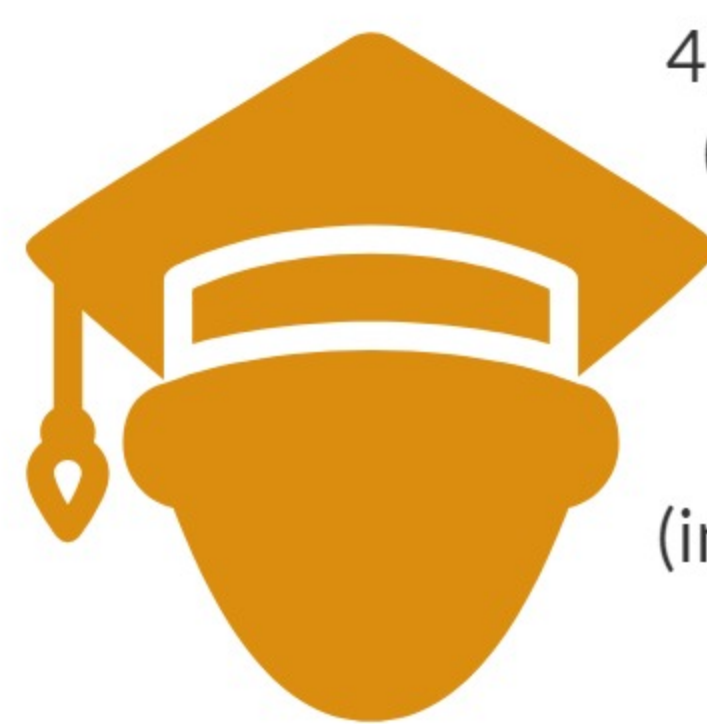
-  **Medical/Clinical Assistant**
57,719
-  **Cosmetology**
51,081
-  **Business Administration and Management**
49,482
-  **Registered Nursing**
36,180
-  **Massage Therapy**
15,190
-  **Aesthetician and Skin Care Specialist**
15,030
-  **Dental Assisting**
14,510
-  **Automotive Mechanics Technology**
11,223
-  **Licensed Practical/Vocational Nurse Training**
10,714
-  **Truck and Bus Driver/Commercial Vehicle Operator**
9,276

Workforce Demand

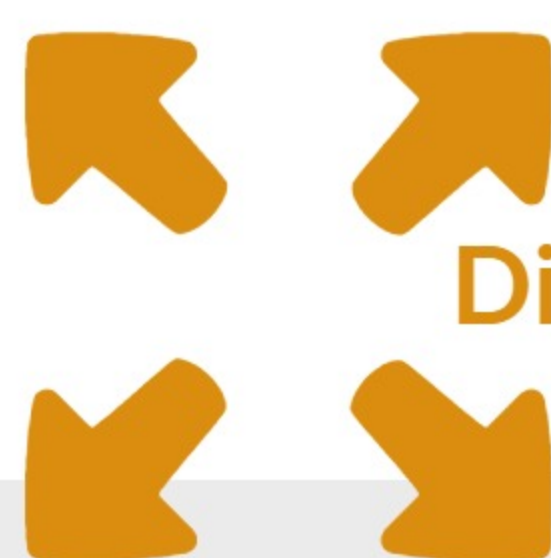
By 2024, we will need **46.5 million new workers**. Proprietary career colleges and universities are committed to producing over **5 million career professionals** by 2025 to help fill this crucial demand.

Today, the Higher Education Act is America's Workforce Investment Strategy. **65% of all replacement jobs and 85% of all new jobs require some level of postsecondary education**. The Higher Education Act provides access for low-income students to attend college and develop their professional career skills. Our task is to connect the Higher Education Act to jobs!

Graduation Rates: Proprietary vs. Public



Distribution of Federal Aid and Tax Benefits: Proprietary Schools



Total Federal Grants/Loans and Military Benefits:

\$23B (16%)

Federal Tax Credits for Higher Education:

\$2.1B (10%)*

**estimate only*

Source: NCES 2017 First Look Reports, Department of Education (graduation rates within 150% of time, cohort years 2010 and 2013; four-year graduation rates exclude Carnegie selective classifications in the undergraduate profile, and exclude publicly traded/online four-year for-profit universities except Lincoln Technical Institute due to the career-oriented mission of the institution); NPSAS:12; NCES, The Condition of Education: Characteristics of Postsecondary Students; CollegeBoard 2017 Trends in Student Aid; Bureau of Labor Statistics; Federal Student Aid Office; Pew Research 2016; IPEDS Database