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Donald E. Heller

Thomas F. Nelson Laird

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# Institutional Need-based and Non-need Grants: Trends and Differences Among College and University Sectors 

By Donald E. Heller and Thomas F. Nelson Laird

Donald E. Heller is Assistant Professor of Education, and Thomas F. Nelson Laird is a doctoral student, at the Center for the Study of Higher and Postsecondary Education in the University of Michigan School of Education.

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This study uses data from the National Postsecondary Student Aid Survey to analyze the use of need-based versus non-need financial aid awarded by colleges and universities in 1989 and 1995. Descriptive and trend analyses were used to examine differences in the use of these types of aid among varying institutional types, and to examine how financial aid awards have changed for full-time undergraduate students from different income backgrounds.

Financial assistance for college students has existed in this country almost as long as higher education itself. Wick (1997), McPherson and Schapiro (1998), and Holtschneider (1997) describe how a number of colleges established scholarships during the colonial era and in the early part of the 19th century. The earliest scholarships were often awarded based on the academic merit of individual students, with some consideration given to financial need (Hauptman, 1990).

This practice was carried on into the 20th century largely by the private elite colleges and universities, most of whom were located in the northeastern region of the United States. Recognizing the inequities of this system, and with no common method for determining financial need, 95 of these private institutions banded together in 1954 to establish the College Scholarship Service (CSS) as part of the College Entrance Examination Board. CSS developed a formula for institutions to share to help determine financial need. Armed with this and the recognition of the inequities of merit-based aid, most private institutions shifted their awarding of scholarships to a system based on financial need.

Historically, public institutions have relied upon general state appropriations to hold down tuition prices and ensure an affordable college education for all. Beginning in the 1980s, however, public tuition prices began to rise at rates far in excess of both inflation and growth in family incomes in the United States. Although public tuition prices at both 4 -year institutions and community colleges fell in real terms in the late 1970s, they rose at an annual rate of $4.3 \%$ and $3.2 \%$ respectively in real dollars in the 1980 s , a period when median family incomes grew at a rate of only $1 \%$ per year (Heller, 1997). The situation worsened in the first half of the 1990 s, when real tuition rates
at public institutions grew over $6 \%$ annually, and family incomes grew less than $0.5 \%$ per year (Heller, 1997). In response to these changes, many of these institutions increased their spending on financial aid awarded from their own funds. Table 1 shows the increase in expenditures in three categories at public and private colleges and universities in the United States. Between fiscal years 1989 and 1995, total expenditures per student increased less than $40 \%$ at both categories of institution. Spending on scholarships from all sources increased $67 \%$ at public institutions and $76 \%$ at private institutions, while spending on financial aid from institutional sources increased $114 \%$ and $104 \%$, respectively. ${ }^{1}$
table 1
Change in Spending per Student (Current Dollars) FY 1989 to FY 1995

| Institutional |  |  |  |
| :--- | :---: | :---: | :---: |
| Control | Total Expenditures <br> per Student | Total Scholarship <br> Expenditures per Student | Institutional Scholarship <br> Expenditures per Student |
| Public | $34.4 \%$ | $67.2 \%$ | $114.1 \%$ |
| Private (non-profit) | $38.7 \%$ | $76.4 \%$ | $103.7 \%$ |
| Total | $35.7 \%$ | $71.1 \%$ | $104.2 \%$ |

Source: Authors' calculations from National Center for Education Statistics (various years-a and various years-b).
This study uses data from the National Postsecondary Student Aid Study (NPSAS), conducted for the National Center for Education Statistics (NCES), to answer the following research questions:

- How did the awarding of need-based versus non-need grants change between 1989 and 1995?
- How have these changes affected the awarding of grants to students from different income groups?
- How has the use of these types of grants changed for different types of institutions?

The NPSAS surveys are a nationally representative sample of institutions and students enrolled in colleges and universities, and thus present a rich resource for examining national trends in the awarding of need-based and non-need financial aid.

## Related Research

There has been little recent empirical research on the use of non-need grants awarded from institutional funds. A decade ago

[^0]Baum and Schwartz (1988) examined the use of merit aid in the students sampled in the High School and Beyond Survey of 1980. They found that while the majority of financial aid was still being awarded based on financial need, "at the margin, however, the system allocates aid to meritorious students" (p. 132). Ehrenberg and Murphy (1993) examined the provision of financial aid by elite colleges and universities in light of the Justice Department's investigation and subsequent lawsuit against the Overlap Group of colleges that met annually to compare financial aid awards for admitted students (United States of America v. Brown University, et al., 1992). The authors concluded that "financial aid policies based solely on need at selective private colleges and universities in the United States are likely to be nearing their end" (p. 72). Wick (1997) reviewed research conducted since the 1970s that examined the distribution of institutional aid between need-based and non-need components, but only one of these studies used nationally-representative samples of institutions and students (and very limited information was provided from that study). McPherson and Schapiro (1994 and 1998) studied this trend, but their work examined the phenomenon at earlier time periods and with limited subsets of institutional types. Anecdotal stories about individual institutions (i.e., "Cornell Drifts Closer to Awarding Merit Scholarships," 1996; Gose, 1996; Shea, 1996) indicate that more institutions may be using merit aid as a way of recruiting certain types of students, or at the least, the practice is attracting more widespread media attention.

## Methodology

## Data Sources

The NPSAS surveys were conducted for NCES during four academic years (1986-87, 1989-90, 1992-93, and 1995-96). The 1989-90 and 1995-96 survey data were analyzed for this study to track the changes over time in the use of need-based versus non-need financial aid. ${ }^{2}$ The purpose of NPSAS is to provide information on how students across the United States pay for college, including data about financial aid awards. In each of the NPSAS years, data were collected for a stratified national sample of undergraduate and graduate students from over 800 institutions. There were approximately 47,000 and 41,000 undergraduate respondents for the two collection years, respectively, used in this study. To be eligible for inclusion in the NPSAS study, students needed to be enrolled in courses or programs leading to college credit, an award, or a degree.

In each of the NPSAS years, student financial aid and other information was collected from institutional records, as well as from surveys of students and their families. The over

[^1]800 colleges and universities were from nearly every institutional type: public, private non-profit, and proprietary; less-than-two-year, two-year, and four-year; and nearly every Carnegie classification. For more information about NPSAS see the methodology reports produced for each survey year (NCES, 1992; NCES, 1997).

In certain instances, relevant institutional information not contained in the NPSAS data sets were obtained from the Integrated Postsecondary Education Data System (IPEDS) surveys, also maintained by NCES.

## Measures

The NPSAS data sets contain numerous variables measuring need-based and non-need financial aid awards from a variety of sources (state government, federal government, private, and institutional). This study focuses on the variables contained in each data set that measure need-based and non-need grants awarded from institutional funds. In each data set, grants that are based solely on the determination of merit or other circumstances not related to financial need are categorized as institutional non-need grants. Such awards include grants and scholarships for academic, artistic, athletic, and other forms of merit. Institutional need-based grants are awards that are based on financial need, but that may include a non-need component.

The data sets also include important information about the institution at which a student is enrolled (e.g., tuition costs and institutional type) as well as information about students' financial status (e.g., dependency status and family income). These measures will be used to determine if the trends in awarding need-based versus non-need grants vary by institutional type and family income.

The sample of students used in the present study included students from public and private four-year institutions. Students from proprietary schools were excluded since the use of financial aid at these institutions is less prevalent and generally motivated by factors other than those found at more traditional institutions of higher education. A further limitation placed on the sample was that only students from the research, doctoral, comprehensive, and liberal arts Carnegie classifications were included, excluding students from specialty institutions such as: theological seminaries; schools of art, music, and design; and schools with programs exclusively in the health professions or technology and engineering. Only full-time dependent students were included in the samples, as these students represent the population of interest for this study.

The final limitation placed upon the sample was to exclude students who received an athletic scholarship, a form of non-need grant. Athletic scholarships differ from most other nonneed awards in that they tend to be larger and can drastically affect the other forms of financial aid received by a student. Generally, the use of athletic scholarships is limited to institu-

## Trends in <br> Awarding Need-based and Non-need Grants

tions who are members of Divisions I and II of the National Collegiate Athletic Association (NCAA) and is regulated by the NCAA and athletic conferences. Their inclusion in the analysis could mask changes in other forms of non-need aid. Consequently, it is desirable to eliminate these scholarships from an analysis of non-need awards.

The estimated means and populations presented in the next section (and standard errors in the Appendix) were calculated taking into account the sampling weights and stratification schema in each of the NPSAS surveys. For more information, see National Center for Education Statistics (1992, 1997).

## Trends Across All Four-Year Institutions

This section addresses the changes in the awarding of institutional need-based and non-need grants at four-year institutions from 1989 to 1995. In general, the number of awards and the average size of awards increased over these years. Increases varied substantially by award type, students' family income level, and institutional type.

For the purposes of this study, students were divided into low, middle, and high income categories. Low income students were from families whose incomes were in the lowest quartile of family incomes, middle income students were from the two middle quartiles, and high income students were from the top quartile. ${ }^{3}$

According to the NPSAS data, the total number of fulltime dependent students attending four-year institutions in the United States decreased 3\% between 1989 and 1995, from $4,003,992$ to $3,892,092$. In contrast, the number of students receiving any type of institutional grant (shown in panel 1 of Table 2) increased $29 \%$, from 846,583 to $1,089,770$, indicating that the proportion of all students who received an institutional grant increased during this period. Table 2 also presents the number of grants, and the average size of each, for all students and for students from each of three income groups who received: 1) any type of institutional grant; 2) a need-based grant; or 3) a non-need grant. ${ }^{4}$ The size of the average grant received increased
${ }^{3}$ Family incomes were from the year prior to the NPSAS survey. The income groups (in current dollars) were:

1988
$\begin{array}{lr}\text { Low income } & \text { Less than } \$ 21,832 \\ \text { Middle income } & \$ 21,832 \text { to } \$ 60,000\end{array}$ High income

Above $\$ 60,000$

1994
Less than $\$ 25,047$ $\$ 25,047$ to $\$ 72,462$

Above $\$ 72,462$
${ }^{4}$ Students who received a need-based grant may also have received a non-need grant, and vice-versa. The difference between the number of grants of any type, and the sum of the need-based and non-need grants, represents the overlap of students who received both a need-based and non-need grant. For the needbased and non-need panels, the mean amounts shown are for that type of grant only. For the panel of students receiving any grant, the means represent the sum of need-based and non-need grants.

## TABLE 2

Institutional Grant Awards at All Four-Year Institutions

| Students Recelving Any Grant | Number of Grants |  |  | Mean Grant Amount |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1989 | 1995 | Change | 1989 | 1995 | Change |
| Low income | 249,136 | 288,583 | 16\% | \$2,529 | \$4,191 | 66\% |
| Middle income | 477,519 | 606,374 | 27\% | 2,665 | 4,494 | 69\% |
| High income | 119,928 | 194,813 | 62\% | 2,833 | 4,108 | 45\% |
| All income groups | 846,583 | 1,089,770 | 29\% | 2,649 | 4,345 | 64\% |
| Students Receiving <br> Need-based Grants |  |  |  |  |  |  |
| Low income | 202,644 | 254,269 | 26\% | \$2,567 | \$3,930 | 53\% |
| Middle income | 353,348 | 516,378 | 46\% | 2,737 | 4,125 | 51\% |
| High income | 77,112 | 152,441 | 98\% | 2,956 | 3,657 | 24\% |
| All income groups | 633,104 | 923,088 | 46\% | 2,709 | 3,994 | 47\% |
| Students Receiving Non-need Grants |  |  |  |  |  |  |
| Low income | 69,104 | 55,910 | (19\%) | \$1,590 | \$3,760 | 136\% |
| Middle income | 178,176 | 157,285 | (12\%) | 1,715 | 3,781 | 121\% |
| High income | 51,261 | 59,661 | 16\% | 2,181 | 4,069 | 87\% |
| All income groups | 298,541 | 272,856 | (9\%) | 1,766 | 3,840 | 117\% |

Note: Standard errors for the mean grant amount estimates can be found in Appendix Table A-1.
$64 \%$, from $\$ 2,649$ to $\$ 4,345$, with the largest increase going to students from middle income families. ${ }^{5}$

The increase in the number of students receiving awards is attributable to a substantial increase in the number of needbased grants awarded, shown in panel 2 of Table 2. The total number of students receiving these grants increased $46 \%$ from 1989 to 1995. While the number of grants increased for all income groups, the increase in the number of high income students receiving these grants (98\%) was more than double that of middle income students ( $46 \%$ ), and almost four times that of low income students $(26 \%)$. The number of students receiving non-need grants decreased $9 \%$ overall. The number of awards to high income recipients increased $16 \%$ while the number of recipients decreased for low and middle income students ( $19 \%$ and $12 \%$, respectively).

The amount of the average need-based and non-need award increased within each income category from 1989 to 1995, and the mean non-need grant increased at a greater rate than the mean need-based grant for each income group. As a result,

[^2]"Beginning in the 1980s, public tuition prices began<br>to rise at rates far<br>in excess of both<br>inflation and<br>growth in family<br>incomes in the<br>United States."

while the mean non-need grant in 1989 across all income categories ( $\$ 1,766$ ) was only two-thirds the amount of the average need-based award (\$2,709), by 1995 the two had achieved near parity ( $\$ 3,840$ non-need and $\$ 3,994$ need-based). Within income categories, the largest increase in the average amount of needbased and non-need grants occurred for low income students ( $53 \%$ and $136 \%$, respectively) followed by middle income students ( $51 \%$ and $121 \%$ ) and then high income students ( $24 \%$ and $87 \%$ ). While high income students saw the largest increases in the number of institutional grants they received, low income students saw the largest increases in the amount of their mean need-based and non-need awards.

Increases in the numbers of award recipients and the average amount of the awards resulted in increased spending by institutions on these types of awards. Overall, spending at four-year institutions on need-based grants to dependent students increased $115 \%$ from approximately $\$ 1.72$ billion in 1989 to $\$ 3.69$ billion in 1995. Non-need grant spending increased $99 \%$ from $\$ 0.53$ billion in 1989 to $\$ 1.05$ billion in 1995.

The increases in spending were not spread evenly across income levels. In 1995, $145 \%$ more was spent on need-based grants for high income students than in 1989, as compared to increases of $120 \%$ and $92 \%$ for middle and low income students, respectively. Similarly, the total amount spent on non-need grants increased at a higher rate for high income students (117\%) and lower rates for middle income (95\%) and low income (91\%) students.

Figure 1 illustrates how the differences in the rates of increase for the totals spent on each type of award changed the distribution of the dollars granted to the different income groups. The first column of each panel shows the distribution of all students who received any institutional grant award. The second column shows the distribution of total need-based grant dollars, and the third column shows the distribution of non-need grant spending. Presented is the representation of students from each income group among all institutional grant recipients, along with each income group's share of the total grant dollars of each type awarded. High income students, who represented $14 \%$ of all grant recipients in 1989, received $21 \%$ of the non-need grant dollars awarded. Low income students saw a drop in their representation among all grant recipients from 1989 to 1995, as well as a decrease in their share of the total dollars received for both need-based and non-need grants.

## Trends in Different Types of Institutions

The trends described in the previous section vary when you examine particular types of institutions. Table 3 shows the number of need-based and non-need awards, and the average size of each, for each of the three income groups in public

FIGURE 1
Distribution of Grant Spending - All Institutions

institutions. ${ }^{6}$ While the number of need-based grants increased by at least $50 \%$ for each income group, the number of non-need awards decreased for each. Average grant amounts increased for every group, although the mean need-based award increased at a faster rate than the mean non-need award. The largest growth in the average grant amount (both need-based and nonneed) was among the lower income groups, although the largest average grants (need and non-need) went to students in the highest income group.

The period from 1989 to 1995 saw more of an emphasis on the use of non-need grants in private institutions (Table 4), as compared to the pattern in public institutions. Although the number of need-based grants awarded by private institutions grew for all income groups, the growth was not as rapid as at the public institutions. The number of non-need grants awarded grew for both the middle and high income groups (the number awarded to low income students declined $11 \%$ ), while public institutions saw a decrease in the number of non-need grants for students from all income groups. The growth rate in the number of awards at private institutions, both need-based and non-need, increased as the income brackets increased, with high income students seeing the fastest growth in the number of awards of both types.

[^3]TABLE 3
Institutional Grant Awards at Public Institutions

|  | Number of Grants |  |  | Mean Grant Amount |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1989 | 1995 | Change | 1989 | 1995 | Change |
| Students Receiving <br> Need-based Grants |  |  |  |  |  |  |
| Low income | 79,621 | 127,889 | 61\% | \$1,006 | \$2,148 | 114\% |
| Middle income | 116,298 | 192,896 | 66\% | 1,118 | 1,983 | 77\% |
| High income | 17,942 | 45,621 | 154\% | 1,223 | 2,182 | 78\% |
| All income groups | 213,861 | 366,406 | 71\% | 1,085 | 2,065 | 90\% |
| Students Receiving Non-need Grants |  |  |  |  |  |  |
| Low income | 29,059 | 19,966 | (31\%) | \$1,122 | \$2,250 | 101\% |
| Middle income | 77,967 | 44,316 | (43\%) | 1,225 | 2,026 | 65\% |
| High income | 16,168 | 16,032 | (1\%) | 1,637 | 2,315 | 41\% |
| All income groups | 123,194 | 80,314 | (35\%) | 1,255 | 2,139 | 71\% |

Note: Standard errors for the mean grant amount estimates can be found in Appendix Table A-1.

TABLE 4
Institutional Grant Awards at Private Institutions

|  | Number of Grants |  |  | Mean Grant Amount |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1989 | 1995 | Change | 1989 | 1995 | Change |
| Students Receiving <br> Need-based Grants |  |  |  |  |  |  |
| Low income | 123,023 | 126,380 | 3\% | \$3,577 | \$5,733 | 60\% |
| Middle income | 237,051 | 323,482 | 37\% | 3,531 | 5,403 | 53\% |
| High income | 59,170 | 106,820 | 81\% | 3,482 | 4,288 | 23\% |
| All income groups | 419,244 | 556,682 | 33\% | 3,538 | 5,264 | 49\% |
| Students Receiving Non-need Grants |  |  |  |  |  |  |
| Low income | 40,045 | 35,944 | (10\%) | \$1,930 | \$4,599 | 138\% |
| Middle income | 100,209 | 112,969 | 13\% | 2,097 | 4,470 | 113\% |
| High income | 35,093 | 43,629 | 24\% | 2,432 | 4,713 | 94\% |
| All income groups | 175,347 | 192,542 | 10\% | 2,126 | 4,549 | 114\% |

Note: Standard errors for the mean grant amount estimates can be found in Appendix Table A-1.

For each income group in private institutions, the amount of the average non-need grant grew faster than did the average need-based grant amount. While the size of the average need-based grant grew faster in public institutions, the size of the average non-need grant grew faster in private institutions. Although high income students were awarded the smallest needbased grants on average, they received the largest non-need awards.

Figure 2 shows the distribution of institutional grant spending among the three income groups at public institutions in 1989 and 1995. Low income students received a slightly disproportionate share of all need-based grant dollars awarded in both years, with their share of the total increasing from $34 \%$ in 1989 to $36 \%$ in 1995. The non-need dollars, however, flowed disproportionately to high income students in both years. Both high income and low income students increased their share of non-need dollars in 1995 at the expense of middle income students (who saw their share of non-need dollars decrease from $62 \%$ to $52 \%$ ).

FIGURE 2 Distribution of Grant Spending - Public Institutions


The pattern in private institutions (shown in Figure 3) is similar, with low income students receiving a disproportionate share of the need-based grant dollars, and upper income students receiving a disproportionate share of non-need grant dollars.

Table 5 shows the number of grants and average size by Carnegie classification and control. ${ }^{7}$ The number of need-based

[^4]FIGURE 3
Distribution of Grant Spending - Private Institutions

awards increased in every institutional type except private doctoral institutions, and the largest growth was among public research ( $87 \%$ ) and doctoral ( $83 \%$ ) universities. Public research and doctoral institutions also saw the largest growth in the size of the average need-based award. In contrast to the increase in the number of need-based awards, the number of non-need grants decreased in four of the eight types of institutions. For all but one of the classifications with an increase in the number of non-need awards, that increase was less than the growth in the number of need-based awards. The size of the average nonneed award increased in every category, with the largest increases among the liberal arts and comprehensive institutions.

Figure 4 shows the total dollars spent on need-based and non-need awards in each year. The institutions included in these Carnegie classifications spent a total of $\$ 2.24$ billion on institutional grants of both types in 1989 and $\$ 4.73$ billion in 1995, an increase of $111 \%$. Need-based grants increased from $\$ 1.72$ billion to $\$ 3.69$ billion ( $115 \%$ ), while non-need grant spending increased from $\$ 0.53$ billion to $\$ 1.05$ billion ( $99 \%$ ). The largest percentage increase in overall spending was in public doctoral institutions, whose spending increased $287 \%$. The smallest increase was in private doctoral institutions, where spending increased $5 \%$. Total grant spending in every other type of institution increased by at least $70 \%$ during this period. When comparing total spending across different categories, it is im-

TABLE 5
Institutional Grant Awards by Carnegie Classification

| Carnegie Classification and Control | Number of Grants |  |  | Mean Grant Amount |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1989 | 1995 | Change | 1989 | 1995 | Change |
| Need Grants |  |  |  |  |  |  |
| Public research | 105,838 | 198,215 | 87\% | \$1,279 | \$2,393 | 87\% |
| Private research | 60,155 | 86,458 | 44\% | 6,359 | 8,516 | 34\% |
| Public doctoral | 28,605 | 52,399 | 83\% | 956 | 2,456 | 157\% |
| Private doctoral | 55,625 | 44,679 | (20\%) | 4,325 | 5,512 | 27\% |
| Public comprehensive | 65,732 | 101,730 | 55\% | 931 | 1,373 | 47\% |
| Private comprehensive | 113,717 | 145,639 | 28\% | 2,429 | 4,316 | 78\% |
| Liberal arts I | 91,700 | 127,289 | 39\% | 4,499 | 6,667 | 48\% |
| Liberal arts II | 111,713 | 166,679 | 49\% | 1,608 | 2,907 | 81\% |
| Non-need Grants |  |  |  |  |  |  |
| Public research | 58,814 | 32,994 | (44\%) | \$1,411 | \$ 2,263 | 60\% |
| Privatc research | 17,550 | 22,728 | 30\% | 4,551 | 6,658 | 46\% |
| Public doctoral | 13,187 | 15,482 | 17\% | 1,051 | 1,988 | 89\% |
| Private doctoral | 18,263 | 12,970 | (29\%) | 2,380 | 3,973 | 67\% |
| Public comprehensive | 45,556 | 22,335 | (51\%) | 1,158 | 2,435 | 110\% |
| Private comprehensive | 52,610 | 52,171 | (1\%) | 1,959 | 3,969 | 103\% |
| Liberal arts I | 27,611 | 42,357 | 53\% | 2,392 | 5,150 | 115\% |
| Liberal arts II | 64,650 | 71,819 | 11\% | 1,311 | 3,618 | 176\% |

Note: Standard errors for the mean grant amount estimates can be found in Appendix Table A-2.
portant to note that there are large differences in the number of institutions (and enrolled students) across categories.

Another pattern evident in Figure 4 is that the proportion of grant spending dedicated to non-need awards increased from 1989 to 1995 in private doctoral, liberal arts I, and liberal arts II institutions. The other categories saw decreases in this proportion, with the largest decreases in public colleges and universities, driven primarily by the large increases both in the number and average amount of need-based awards in these institutions in 1995 (detailed in Table 5).

Another measure of how institutions use their institutional grant dollars is to compare the mean need-based and non-need grants. Figure 5 shows the mean non-need grant as a percentage of the average need-based grant award. Two patterns are evident: 1) public institutions tend to award larger non-need grants relative to needbased grants than do most types of private institutions; and 2) in most types of institutions, the mean non-need grant grew relative to the average need-based grant between 1989 and 1995.

FIGURE 4
Total Dollars Spent on Need-based and Non-need Grants


## Discussion and Conclusions

The period from 1989 to 1995 saw important changes in how institutions award need-based and non-need grants, and these changes varied at different types of institutions and for students from different income categories. In all four-year institutions, the number of need-based grant awards grew faster than the number of non-need awards, while the average amount of the nonneed grant awards grew faster. Institutions have more flexibility in deciding who will receive a non-need grant, in contrast to needbased grants, most of which adhere to the federal need analysis methodology or a close approximation of it. This trend may indicate that institutions in 1995 were using their non-need grants more strategically for enrollment management purposes (e.g., while they were awarding fewer non-need grants, they were awarding larger ones to try to influence the enrollment of desirable students). This pattern was particularly evident at private institutions, as shown in Table 4, where for every income group, the increase in the average non-need award was more than twice the rate of need-based awards. In addition, these institutions increased the number of non-need grants they awarded to all income groups other than low income students.

Another interesting trend is that the growth in the

FIGURE 5
Average Non-need Grant as a Percentage of Average Need-based Grant

number of need-based awards was largest among high income students, for whom the number of these awards grew at a rate three times that of low income students. This indicates that institutions were beginning to shift their need-based awards up the income ladder, awarding more grants proportionally to high income students in 1995 than in 1989. The largest growth in the number of need-based grant awards was at public institutions, confirming the trend described in the introduction as these institutions began to award financial aid to students from their own funds to compensate for the large tuition increases in the early 1990s.

Seven of the eight types of institutions among the Carnegie classifications included in this study increased both the number and average size of need-based grants between 1989 and 1995; there were large differences in the rate of change. The amount of the average non-need grant grew fastest at the liberal arts and comprehensive institutions (both categories of which are comprised overwhelmingly of private institutions) while the number of these awards grew more slowly than the number of need-based awards (or decreased). This indicates that
these institutions may be more prominently using non-need grants for the enrollment management purposes described in the news accounts cited earlier.

In public institutions, the percentage of total grant spending distributed to non-need awards decreased from 1989 to 1995. The decreases among public institutions were driven by the aforementioned increases in both the number and mean amount of need-based grants. These changes may indicate a policy shift by these institutions to use their own resources to supplement other need-based financial aid, such as Federal Pell Grants and state scholarship awards, to compensate students for the large tuition increases during this period. Private institutions, which had slower rates of tuition growth in the 1990s, saw smaller changes in the distribution of grant spending between needbased and non-need.

Although overall spending shifted proportionally towards need-based grants, the mean non-need award grew relative to need-based awards in six of the eight Carnegie types. This trend again indicates that institutions may be using non-need grants more strategically to support the enrollment management goals of attracting particular types of students.

This study is only the first attempt to compare the use of need-based and non-need grants by colleges and universities in the United States. Further research by the authors will include an examination of the racial patterns in the awarding institutional aid, as well as multivariate analyses of the NPSAS data sets to examine the relationship between different types of financial aid packages and type of institution attended.

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## APPENDIX TABLE A-1

Standard Errors for Tables 2, 3, and 4

Standard Error of Mean Grant Amount



|  | Standard Error of Mean Grant Amount |  |
| :---: | :---: | :---: |
|  | 1989 | 1995 |
| Students Receiving Need-based Grants 1995 |  |  |
| Public research | \$109 | \$168 |
| Private research | 409 | 547 |
| Public doctoral | 93 | 335 |
| Private doctoral | 890 | 558 |
| Public comprehensive | 91 | 94 |
| Private comprehensive | 155 | 358 |
| Liberal arts I | 387 | 1,041 |
| Liberal arts II | 132 | 252 |
| Students Receiving Non-need Grants |  |  |
| Public research | \$187 | \$277 |
| Private research | 690 | 1;041 |
| Public doctoral | 186 | 327 |
| Private doctoral | 281 | 589 |
| Public comprehensive | 241 | 355 |
| Private comprehensive | 234 | 256 |
| Liberal arts I | 251 | 305 |
| Liberal arts II | 129 | 464 |


[^0]:    ${ }^{1}$ The IPEDS surveys do not collect data separately for undergraduate and graduate financial aid expenditures. However, there was little public or institutional policy change regarding the provision of financial aid for graduate education during this time period to account for such a large increase in spending (relative to overall expenditure increases). Thus, it seems fair to conclude that a major portion of the increase was due to increases in the provision of institutional financial aid for undergraduates.

[^1]:    2 The 1986-87 survey did not have reliable measures for the awarding of needbased versus non-need aid. For clarity of presentation, " 1989 " will be used to represent the 1989-90 survey, and "1995" to represent the 1995-96 survey.

[^2]:    ${ }^{5}$ Between the 1989-90 and 1995-96 academic years, the Consumer Price Index increased $21.7 \%$ and the Higher Education Price Index increased $23.1 \%$ (NCES, 1999, Table 38).

[^3]:    ${ }^{6}$ Data on the number of and mean amount for grants of any type for Tables $3-$ 5 are available from the authors.

[^4]:    ${ }^{7}$ There are very few public liberal arts institutions, so for this classification we combined public and private into one group, but created separate categories for liberal arts I and liberal arts II institutions. Liberal arts I institutions award $40 \%$ or more of their baccalaureate degrees in liberal arts disciplines and are more restrictive in their admissions criteria. Liberal arts II institutions award fewer than $40 \%$ of their degrees in liberal arts disciplines and are less restrictive in admissions. For more information, see Carnegie Foundation for the Advancement of Teaching (1999). Tests of significance of the differences in the mean awards among institutional types are available from the authors.

