

## Exhibits: Inequitable Student Aid

*Note: Table 1 is excluded because it concerns products offered by a company other than Stride Funding.*

**Table 2: Comparing Stride Funding's price quotes for a \$10,000 ISA for an undergraduate computer science major graduating in June 2022 with funding disbursed in June 2021 using Stride Funding's estimated starting incomes<sup>1</sup>**

Stride Funding's own data reveals that a student at an HBCU can expect to pay more for a Stride Funding ISA than an otherwise-identical peer who does not attend an HBCU. For example, Stride Funding's own data indicates that a borrower at Tuskegee, an HBCU, can expect to pay as much as \$2,800 more for the same Stride Funding ISA than he or she would if he or she attended Auburn, a nearby non-HBCU.

HBCU	STRIDE'S QUOTED COST FOR THE ISA	NEARBY COMPARISON SCHOOL	STRIDE'S QUOTED COST FOR THE ISA	ADDED COST FOR THE HBCU ATTENDEE	DIFFERENCE IN COST OF CREDIT FOR THE HBCU ATTENDEE
Tuskegee	\$20,000	Auburn	\$17,198	+\$2,802	+39%
Morehouse	\$18,424	Emory	\$17,057	+\$1,367	+19%
Howard	\$17,952	Georgetown	\$16,702	+\$1,250	+19%
Hampton	\$18,122	William & Mary	\$16,889	+\$1,233	+18%
Florida A&M University	\$18,122	Florida State University	\$16,922	+\$1,200	+17%
Xavier University of Louisiana	\$18,122	Tulane	\$17,304	+\$818	+11%
North Carolina A&T	\$18,596	UNC Greensboro	\$18,036	+\$560	+7%
Spelman	\$17,404	Emory	\$17,057	+\$347	+5%

<sup>1</sup> Stride Funding, *Funding Terms*, [<https://perma.cc/S9DK-B5HX>] (Computer Science, Tuskegee University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/DP7E-F42U>] (Computer Science, Auburn University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/UPR3-WCAS>] (Computer Science, Morehouse College) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/RWL6-K9CM>] (Computer Science, Emory University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/FKH8-4XRU>] (Computer Science, Howard University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/87NH-DA23>] (Computer Science, Georgetown University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/7B2L-DVKR>] (Computer Science, Hampton University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/ES3F-HAM3>] (Computer Science, College of William and Mary) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/H2KJ-8XKW>] (Computer Science, Florida Agricultural and Mechanical University) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/9FPT-E746>] (Computer Science, Florida State University) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/PCZ5-78GM>] (Computer Science, Xavier University of Louisiana) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/SM7A-DABB>] (Computer Science, Tulane University of Louisiana) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/B3SZ-EJ24>] (Computer Science, North Carolina A & T State University) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/ZBY2-8YAY>] (Computer Science, University of North Carolina at Greensboro) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/3LJL-5K7W>] (Computer Science, Spelman College) (accessed Jan. 12, 2021).

**Table 3: Comparing the estimated price of a \$10,000 Stride Funding ISA for an undergraduate economics major graduating in June 2022 with funding disbursed in June 2021 using the same starting income across schools<sup>2</sup>**

In many cases, HBCU alumni can expect to pay substantially more than identical non-HBCU alumni working in the same job if both took on equal-sized loans through Stride Funding. For example, assuming the same starting income, Stride Funding's pricing patterns would lead a borrower at Morehouse College, an all-male HBCU, to pay over \$1,600 more for the same Stride Funding ISA than he would if he attended Emory University, a nearby non-HBCU.



- \$10,000 ISA
- June 2021 funding date
- June 2022 graduation
- Bachelor's degree, Economics

#### Borrower A

Job: Financial Analyst  
Location: Atlanta, GA  
Income: \$59,774  
College:



Morehouse College  
95% Black  
HBCU

#### Borrower B

Job: Financial Analyst  
Location: Atlanta, GA  
Income: \$59,774  
College:



EMORY

Emory University  
9% Black  
Not an HBCU

Stride's income share: **6.15%**  
ISA cost: **\$19,911**

Stride's income share: **5.65%**  
ISA cost: **\$18,292**

**Stride's penalty for attending an HBCU: \$1,619**

<sup>2</sup> Stride Funding, *Funding Terms*, [<https://perma.cc/EW35-6ALF>] (Economics, Morehouse College) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/SG5B-2HBK>] (Economics, Emory University) (accessed Jan. 12, 2021); *Morehouse Demographics: How Diverse Is It?*, College Factual, [<https://www.collegefactual.com/colleges/morehouse-college/student-life/diversity/>] (last accessed Feb. 26, 2021); *Emory Student Population Stats*, College Factual, [<https://www.collegefactual.com/colleges/emory-university/student-life/diversity/>] (last accessed Feb. 26, 2021); SBPC calculation. Assumes constant income growth at 4 percent per year. See Appendix A of report.

**Table 4: Comparing Stride Funding’s price quotes for a \$10,000 ISA for an undergraduate computer science major graduating in June 2022 with funding disbursed in June 2021 using Stride Funding’s estimated starting incomes<sup>3</sup>**

**Stride Funding’s apparent pricing disparities for HBCUs extend to other types of MSIs. For example, a student attending the University of Houston, a Hispanic-serving institution (HSI), can expect to pay over \$900 more for the same Stride Funding ISA than he or she would if he or she attended Rice University, a nearby non-HSI.**

HSI	STRIDE’S QUOTED COST FOR THE ISA	NEARBY COMPARISON SCHOOL	STRIDE’S QUOTED COST FOR THE ISA	ADDED COST FOR THE HSI ATTENDEE	DIFFERENCE IN COST OF CREDIT FOR THE HSI ATTENDEE
University of Houston	\$17,602	Rice University	\$16,689	<b>+\$913</b>	<b>+14%</b>
University of Central Florida	\$17,318	Rollins College	\$17,065	<b>+\$253</b>	<b>+4%</b>
California State—Long Beach	\$17,253	Occidental College	\$17,018	<b>+\$235</b>	<b>+3%</b>
UC Santa Barbara	\$17,270	Westmont College	\$17,066	<b>+\$204</b>	<b>+3%</b>
Florida International	\$17,367	University of Miami	\$17,247	<b>+\$120</b>	<b>+2%</b>

<sup>3</sup> Stride Funding, *Funding Terms*, [<https://perma.cc/CG8K-GHTG>] (Computer Science, University of Houston) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/6NP7-7E7A>] (Computer Science, Rice University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/5L32-HLSQ>] (Computer Science, University of Central Florida) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/F59L-UTJE>] (Computer Science, Rollins College) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/SH33-6TFV>] (Computer Science, California State University-Long Beach) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/6YAL-4BXG>] (Computer Science, Occidental College) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/UN9B-SF2J>] (Computer Science, University of California-Santa Barbara) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/3SY5-VEMV>] (Computer Science, Westmont College) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/23GR-EC58>] (Computer Science, Florida International University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/LS7L-NSWK>] (Computer Science, University of Miami) (accessed Jan. 11, 2021).

**Table 5: Comparing Stride Funding's price quotes for a \$10,000 ISA for an undergraduate computer science major graduating in June 2022 with funding disbursed in June 2021 using Stride Funding's estimated starting incomes<sup>4</sup>**

Stride Funding appears to offer students at MSIs more expensive ISAs even when the MSI they attend is higher ranked than a given non-MSIs, undercutting the company's likely argument that cost differences for students at different schools reflect differences in those schools' quality. In one example, a student at Spelman, an HBCU, could expect to pay a 5 percent higher finance charge than a student at Westmont College, a non-HBCU that Spelman is ranked 59 places above but which is almost 60 percent white.

SCHOOL	STRIDE'S QUOTED COST FOR THE ISA	U.S. NEWS AND WORLD REPORT RANKING	PERCENT OF SCHOOL THAT IS BLACK	PERCENT OF SCHOOL THAT IS WHITE
Howard (HBCU)	\$17,952	80 (National Universities)	88%	2%
Auburn (non-HBCU)	\$17,198	97 (National Universities)	5%	79%
HBCU penalty: <b>+\$754</b>				
Difference in cost of credit: <b>+10%</b>				
The HBCU is ranked <b>17 places</b> above the non-HBCU				
SCHOOL	STRIDE'S QUOTED COST FOR THE ISA	U.S. NEWS AND WORLD REPORT RANKING	PERCENT OF SCHOOL THAT IS BLACK	PERCENT OF SCHOOL THAT IS WHITE
Spelman (HBCU)	\$17,404	54 (Liberal Arts Colleges)	97%	<1%
Westmont (non-HBCU)	\$17,066	113 (Liberal Arts Colleges)	2%	58%
HBCU penalty: <b>+\$338</b>				
Difference in cost of credit: <b>+5%</b>				
The HBCU is ranked <b>59 places</b> above the non-HBCU				
SCHOOL	STRIDE'S QUOTED COST FOR THE ISA	U.S. NEWS AND WORLD REPORT RANKING	PERCENT OF SCHOOL THAT IS HISPANIC/LATINO	PERCENT OF SCHOOL THAT IS WHITE
UCSB (HSI)	\$17,270	30 (National Universities)	26%	31%
William & Mary (non-HSI)	\$16,889	39 (National Universities)	9%	59%
HSI penalty: <b>+\$381</b>				
Difference in cost of credit: <b>+6%</b>				
The HSI is ranked <b>9 places</b> above the non-HSI				

<sup>4</sup> Howard University Undergraduate Ethnic Diversity Breakdown, College Factual, <https://www.collegefactual.com/colleges/howard-university/student-life/diversity/chart-ethnic-diversity.html> (last accessed Feb. 26, 2021); Auburn University Undergraduate Ethnic Diversity Breakdown, College Factual, <https://www.collegefactual.com/colleges/auburn-university/student-life/diversity/chart-ethnic-diversity.html> (last accessed Feb. 26, 2021); Spelman College Undergraduate Ethnic Diversity Breakdown, College Factual, <https://www.collegefactual.com/colleges/spelman-college/student-life/diversity/chart-ethnic-diversity.html> (last accessed Feb. 26, 2021); Westmont Diversity & Demographics, College Factual, <https://www.collegefactual.com/colleges/westmont-college/student-life/diversity/> (last accessed Feb. 26, 2021); University of California - Santa Barbara Undergraduate Ethnic Diversity Breakdown, College Factual, <https://www.collegefactual.com/colleges/university-of-california-santa-barbara/student-life/diversity/chart-ethnic-diversity.html> (last accessed Feb. 26, 2021); College of William and Mary Undergraduate Ethnic Diversity Breakdown, College Factual, <https://www.collegefactual.com/colleges/college-of-william-and-mary/student-life/diversity/chart-ethnic-diversity.html> (last accessed Feb. 26, 2021); Howard University, U.S. News and World Rep., <https://www.usnews.com/best-colleges/howard-university-1448> (last accessed Feb. 26, 2021); Auburn University, U.S. News and World Rep., <https://www.usnews.com/best-colleges/auburn-university-1009> (last accessed Feb. 26, 2021); Spelman College, U.S. News and World Rep., <https://www.usnews.com/best-colleges/spelman-college-1594> (last accessed Feb. 26, 2021); Westmont College, U.S. News and World Rep., <https://www.usnews.com/best-colleges/westmont-college-1341> (last accessed Feb. 26, 2021); University of California—Santa Barbara, U.S. News and World Rep., <https://www.usnews.com/best-colleges/university-of-california-santa-barbara-1320> (last accessed Feb. 26, 2021); William & Mary, U.S. News and World Rep., <https://www.usnews.com/best-colleges/william-and-mary-3705> (last accessed Feb. 26, 2021); see Tables 2 and 4.



**Table 6: Comparing Stride Funding's price quotes for a \$10,000 ISA for an undergraduate graduating in June 2022 with funding disbursed in June 2021 using Stride Funding's estimated starting incomes<sup>5</sup>**

**Additional examples showing disparities in price quotes that Stride Funding provides for students at HBCUs relative to students at nearby non-HBCUs.**

MAJOR	HBCU	STRIDE'S QUOTED COST FOR THE ISA	NEARBY COMPARISON SCHOOL	STRIDE'S QUOTED COST FOR THE ISA	ADDED COST FOR THE HBCU ATTENDEE	DIFFERENCE IN COST OF CREDIT FOR THE HBCU ATTENDEE
Nursing	Tuskegee	\$19,549	Auburn	\$17,109	<b>+\$2,440</b>	<b>+34%</b>
Nursing	Howard	\$17,848	Georgetown	\$16,540	<b>+\$1,308</b>	<b>+20%</b>
Nursing	Florida A&M University	\$17,597	Florida State University	\$16,580	<b>+\$1,017</b>	<b>+15%</b>
Nursing	North Carolina A&T	\$18,027	UNC Greensboro	\$17,442	<b>+\$585</b>	<b>+8%</b>
Economics	Morehouse	\$18,915	Emory	\$17,438	<b>+\$1,477</b>	<b>+20%</b>
Economics	Spelman	Rejected	Emory	\$17,438	<b>N/A</b>	<b>N/A</b>
Economics	Howard	Rejected	Georgetown	\$16,711	<b>N/A</b>	<b>N/A</b>

<sup>5</sup> Stride Funding, *Funding Terms*, [<https://perma.cc/C4TL-4L5G>] (Nursing, Tuskegee University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/G66X-4CG3>] (Nursing, Auburn University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/MPH9-JWXK>] (Nursing, Howard University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/Z9L3-RPY4>] (Nursing, Georgetown University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/88KF-8N8U>] (Nursing, Florida Agricultural and Mechanical University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/YM5C-Y6DP>] (Nursing, Florida State University) (accessed Jan. 11, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/2KBW-N8GW>] (Nursing, North Carolina A & T University) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/AK8P-UYE4>] (Nursing, University of North Carolina at Greensboro) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/EW35-6ALF>] (Economics, Morehouse College) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/SG5B-2HBK>] (Economics, Emory University) (accessed Jan. 12, 2021); Stride Funding, *Our Partners Are Here To Help!*, [<https://perma.cc/92MN-C3PB>] (In testing Stride Funding's model, we applied for a \$10,000 Stride Funding ISA for a student studying economics at Spelman graduating in June 2022 with a funding date in June 2021. We were directed to this page declining to offer us a loan.) (accessed Jan. 12, 2021); Stride Funding, *Our Partners Are Here To Help!*, [<https://perma.cc/7YAT-WYCG>] (In testing Stride Funding's model, we applied for a \$10,000 Stride Funding ISA for a student studying economics at Howard graduating in June 2022 with a funding date in June 2021. We were directed to this page declining to offer us a loan.) (accessed Jan. 12, 2021); Stride Funding, *Funding Terms*, [<https://perma.cc/LV48-AUE2>] (Economics, Georgetown University) (accessed Jan. 12, 2021).

**Table 7: Comparing the expected cost of a \$10,000 Stride Funding ISA for an undergraduate graduating in June 2022 with funding disbursed in June 2021 using a \$59,774 starting income<sup>6</sup>**

**Additional examples showing disparities in the expected cost of a Stride Funding ISA across graduates earning the same salary but where only one attended an HBCU.**

MAJOR	HBCU	COST FOR THE ISA	NEARBY COMPARISON SCHOOL	COST FOR THE ISA	ADDED COST FOR THE HBCU ATTENDEE	DIFFERENCE IN COST OF CREDIT FOR THE HBCU ATTENDEE
Nursing	Tuskegee	\$20,000	Auburn	\$11,170	<b>+\$8,830</b>	<b>+755%</b>
Nursing	North Carolina A&T	\$18,616	UNC Greensboro	\$18,292	<b>+\$324</b>	<b>+4%</b>
Computer science	Morehouse	\$19,749	Emory	\$12,626	<b>+\$7,123</b>	<b>+271%</b>
Computer science	Howard	\$16,026	Georgetown	\$11,979	<b>+\$4,047</b>	<b>+205%</b>
Computer science	Xavier (Louisiana)	\$19,425	Tulane	\$13,436	<b>+\$5,989</b>	<b>+174%</b>
Computer science	Hampton	\$19,425	William & Mary	\$14,083	<b>+\$5,342</b>	<b>+131%</b>
Computer science	Spelman	\$15,540	Emory	\$12,626	<b>+\$2,914</b>	<b>+111%</b>
Computer science	Tuskegee	\$20,000	Auburn	\$16,512	<b>+\$3,488</b>	<b>+54%</b>
Computer science	North Carolina A&T	\$17,807	UNC Greensboro	\$16,188	<b>+\$1,619</b>	<b>+26%</b>

<sup>6</sup> SBPC calculations. For detail on the ISA terms that Stride Funding offers graduates of each program, see Tables 2 and 6.