

Institution Name: Universal Technical Institute Motorcycle/Marine Mechanics Institute; Automotive Division (Orlando, FL Campus)
Mandated Massachusetts Disclosures in Compliance with 940 CMR 31.000 (Effective 07/01/17)

Column	A	B	C	D	E	F	G	H	I	
Program Number	010	030	172	179	255	279	290	915	917	
Program	Automotive Technology II + 1 Industry Emphasis (Nissan NATT)	Automotive & Diesel Technology II + 1 Industry Emphasis (Nissan NATT)	Automotive Technology II + 1 Industry Emphasis (Ford FACT)	Automotive Technology II	Automotive & Diesel Technology II + 1 Industry Emphasis (Ford FACT)	Automotive & Diesel Technology II	Diesel Technology II	Automotive Technology II + 1 Industry Emphasis (BMW Fast Track)	Automotive & Diesel Technology II + 1 Industry Emphasis (BMW Fast Track)	Cumulative Orlando, FL Campus Data (All Programs)
Average Student Population (2015 & 2016) ¹	101	12	106	225	36	128	126	29	3	766
Tuition Costs which include textbooks/workbooks, registration fee, lab fee and equipment/meter fee	\$40,815	\$50,965	\$44,315	\$35,565	\$54,465	\$45,715	\$32,565	\$42,615	\$52,765	
Estimated off-campus room and board costs ²	\$9,736	\$13,630	\$10,709	\$8,275	\$14,604	\$12,170	\$7,302	\$10,222	\$14,117	
Estimated transportation costs ²	\$3,306	\$4,629	\$3,637	\$2,810	\$4,960	\$4,133	\$2,480	\$3,472	\$4,794	
TOTAL PROGRAM COSTS	\$53,857	\$69,224	\$58,661	\$46,651	\$74,028	\$62,018	\$42,347	\$56,309	\$71,676	
GRADUATION RATE 2015 ^{3,6}	27%	117%	14%	12%	11%	16%	16%	22%	33%	16%
GRADUATION RATE 2016 ^{3,6}	51%	111%	79%	73%	52%	44%	64%	162%	0%	67%
COMBINED GRADUATION RATE (2015 & 2016) ^{3,6}	39%	113%	42%	41%	26%	30%	41%	89%	17%	41%
GRADUATION TIME 2015 & 2016 (Median Completion Time in Months)	14	20	16	12	20	18	11	16	20	

LOAN NONPAYMENT STATISTICS⁴	<i>For 2012 and 2013, the Federal Cohort Default Rates for the institution, of which the Orlando, Florida students are reported, were 19% (2012) and 19% (2013). For 2012 and 2013, the Massachusetts defined Loan Nonpayment Percentages for the institution, of which the Orlando, Florida students are reported, were: 51% (2012) and 48% (2013). The State of Massachusetts defines "Loan Nonpayment Percentage" as the percentage of students in the federal cohort period that either: (1) default on a federal student loan (2) postpone payments on a federal student loan using a deferment or forbearance, or (3) default on an institutional loan.</i>
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GRADUATE PLACEMENT RATE 2015 ⁶	41%	29%	50%	41%	60%	48%	33%	71%	0%	43%
GRADUATE PLACEMENT RATE 2016 ⁶	72%	110%	82%	47%	54%	67%	61%	62%	0%	62%
COMBINED GRADUATE PLACEMENT RATE (2015 & 2016) ⁶	62%	77%	76%	46%	56%	62%	56%	63%	100%	58%
TOTAL PLACEMENT RATE 2015 ⁶	11%	33%	7%	5%	7%	8%	5%	16%	0%	7%
TOTAL PLACEMENT RATE 2016 ⁶	37%	122%	65%	34%	28%	30%	39%	100%	33%	42%
COMBINED TOTAL PLACEMENT RATE (2015 & 2016) ⁶	24%	87%	32%	19%	15%	18%	23%	56%	17%	24%

EMPLOYMENT STATISTICS *Employment statistics substantiating these placement rates are available for inspection on request.*

DISCLOSURES and DEFINITIONS IN COMPLIANCE WITH MA 940 CMR 31.00

It is an unfair or deceptive act or practice for a school to conceal or fail to disclose to a prospective student any fact relating to the school or program, disclosure of which is likely to influence the prospective student not to enter into the transaction with the school.

It is an unfair or deceptive act or practice to fail to make the following disclosure to consumers and prospective students, clearly and conspicuously, at least 72 hours prior to entering into an enrollment agreement with a consumer or prospective student: *Program Cost, Graduation Rate, and Graduation Time (Median Completion Time).*

***Program Cost:** Defined by MA 940 CMR 31.03: The tuition and fees charged for completing a program, including the typical costs for books & supplies (unless those costs are included as part of tuition and fees) the cost of room & board (whether on or off campus) and transportation.*

***Graduation Rate:** Defined by MA 940 CMR 31.03: The number of students who received certificates, diplomas, or degrees in the program during the latest two calendar years, divided by the number of students who enrolled in the program during the latest two calendar years. The graduation rate shall be determined within 180 days from the end of each calendar year.³*

***Graduation Time (Median Completion Time):** Defined by MA 940 CMR 31.03: The median duration of attendance in months, rounded to the nearest month, of all students who obtained a certificate, diploma, or degree from a program during the latest two calendar years.*

For any school that accepts federal title iv funds, or that provides institutional loans, it is an unfair or deceptive act or practice for a school to fail to make the following disclosure to consumers & prospective students, clearly & conspicuously, at least 72 hours prior to entering into an enrollment agreement with such consumer or prospective student: **Loan Debt and Loan Nonpayment Statistics.**

Loan Debt: You must repay money that you borrow as student loans to pay for this program, including interest. You must repay any portion of the money you borrow to pay for this program, even if you fail to complete or drop out of the program. Failure to repay student loans is likely to have a serious negative effect on your credit, future earnings, and your ability to obtain future student loans.

Loan Nonpayment Statistics: Defined by MA 940 CMR 31.03: The sum of: (a) the most recent federal cohort default rate (as calculated pursuant to 34 CFR Part 668, Subparts M and N); & (b) the percentage of student borrowers in said cohort, other than those borrowers in 940 CMR 31.03: Loan Nonpayment Percentage(a), whose Stafford loans, at the time the most recent cohort default rate was calculated, were in deferment or forbearance; & (c) the percentage of student borrowers in said cohort, other than those borrowers in categories 940 CMR 31.03: Loan Nonpayment Percentage(a) & (b), who defaulted under the terms of institutional loans during the cohort default period.

For any occupational program that: (a) accepts state or federal financing of student enrollment, either directly or indirectly, in the form of student loans, grants, or funding, & is required to maintain employment statistics as a condition of receiving or continuing to receive said state or federal financing; or (b) refers in advertising, recruiting, or promotional materials or statements to employment prospects or job placement, it is an unfair or deceptive act or practice for a school to fail to make the following disclosure to consumers and prospective students, clearly and conspicuously, at least 72 hours prior to entering into an enrollment agreement with such consumer or prospective student: **Placement Rates and Employment Statistics.**

Graduate Placement Rate: Defined by MA 940 CMR 31.03: The number of students obtaining full time (at least 32 hours per week) and non-temporary employment in the field of study during the latest two calendar years for which the school has obtained verification, divided by the number of all students graduating from the program during the latest two calendar years. The graduate placement rate shall be determined within 180 days from the end of each calendar year.

Total Placement Rate: Defined by MA 940 CMR 31.03: The product of the graduate placement rate and the graduation rate. The total placement rate shall be determined within 180 days from the end of each calendar year.

Employment Statistics: Referenced in MA 940 CMR 31.04 as: Accurate employment data substantiating graduate & total placement rates. Data may be de-identified as necessary for compliance with state or federal law.

It is an unfair or deceptive act or practice for a school to obtain personal consumer information, including names, home or electronic addresses, telephone numbers, or other contact information from lead generators or website operators that do not clearly and conspicuously disclose to consumers that their personal information will be provided to schools.

If a school offers or requires students to take an examination, certification examination, or similar test of the students' competence to enter, continue with, or graduate from a program, or to be certified in a particular occupational field, and the examination or test is available directly from an outside vendor, it is an unfair or deceptive act or practice for a school to fail to disclose the actual cost of such examination or test prior to the time of enrollment.

It is an unfair or deceptive act or practice for a school to represent to a student or prospective student or to any other person that its credits are or may be transferable to another educational institution without: (a) identifying the school(s) with which it has written agreements or other documentation verifying that credits can be transferred to said school(s); and (b) indicating it is aware of no other schools that accept the transfer of its credits.⁵

¹ This represents the average number of students in these programs during the 2015 and 2016 calendar years.

² UTI does not provide on-campus room and board at any of its campuses. The room and board, and transportation costs shown here are estimates derived from the College Board, an independent non-profit, third party entity providing research and student advocacy programs. (See <http://professionals.collegeboard.com/higher-ed/financial-aid/living-expense>)

³ Graduation Rate: The graduation rate calculation mandated by the Massachusetts regulation requires the comparison of one group of students who started in the program to a largely unrelated group of students who completed in the same year. Therefore, this rate may result in some confusing results which would occur if for instance the number of people starting the program declined or expanded dramatically from year to year. For instance, if 50 students started in a program in 2016 and 100 students, who started in earlier years, graduated in this program in 2016, the required calculation would result in a 200% graduation rate.

⁴ The Orlando, FL campus is one of two branches of the Phoenix, AZ institution (OPEID 021005) and cohort default rate data is reported on a consolidated basis for these locations in accordance with 34 CFR Part 668, Subparts M and N. Pursuant to 940 CMR 31.03 (Loan Nonpayment Percentage Part (a)) consolidated cohort default rates and related student populations are incorporated into the Massachusetts defined Loan Nonpayment Percentages.

⁵ Transferability of Credits as noted in the UTI Course Catalog: With the exception of the Avondale, Rancho Cucamonga and Sacramento campuses, UTI's campuses are considered vocational institutions and do not offer degree programs or academic programs at the college level. Students receive diplomas upon successful completion of the training programs at all other campuses. However, the credits earned do not automatically transfer to another school unless that school is willing to accept them from a transferring student. UTI does not ensure transferability of any credits to any other institutions. In most cases, the credits earned at UTI will not transfer to another postsecondary institution. An institution's accreditation does not guarantee credits earned at that institution would be accepted for transfer by any other institution. Students must contact the registrar of the receiving institution to determine what, if any, credits that institution will accept. UTI has developed articulation agreements with several schools around the country that make it possible for graduates to transfer some of the credits earned at UTI. Please consult the UTI Course Catalog's "Articulation Opportunities" section for further information. UTI currently holds articulation agreements with City University, DeVry University, Ferris State University, University of Phoenix, Wayland Baptist University, Western International University, and Argosy University. UTI is not aware of other schools that accept the transfer of its credits.

⁶ Programs with low student counts may generate scenarios with all enrollments occurring in one calendar year, and all graduates in a subsequent year. These instances mathematically produce a graduation rate of "infinity", represented by "0" in our data.

⁷ **Entry Level Salary Information for the Commonwealth of Massachusetts:** The **average entry level** salary for persons employed as Automotive Service Technicians and Mechanics in the Commonwealth of Massachusetts is \$29,120 (Massachusetts Labor and Workforce Development Website as of May 30, 2017 - http://lmi2.delma.org/lmi/lmi_oes_a.asp?AT=01&A=000025&OC=493023#3). The **average entry level** salary for persons employed as Bus and Truck Mechanics and Diesel Engine Specialists in the Commonwealth of Massachusetts is \$38,930 (Massachusetts Labor and Workforce Development Website as of May 30, 2017 - http://lmi2.delma.org/lmi/lmi_oes_a.asp?AT=01&A=000025&OC=493031#3). The **average entry level** salary for persons employed as Parts Salespersons in the Commonwealth of Massachusetts is \$24,690 (Massachusetts Labor and Workforce Development Website as of May 30, 2017 - http://lmi2.delma.org/lmi/lmi_oes_a.asp?AT=01&A=000025&OC=412022#3). UTI cannot guarantee that graduates of its programs will obtain a job or earn the entry level salary disclosed herein.

I have read and understand all pages of the Massachusetts Disclosure Table (mandated by MA 940 CMR 31.00). The Massachusetts Disclosure Table was reviewed by me prior to signing an enrollment agreement.

Student Name - Print _____

Student Email Address _____

Student Signature _____ DATE _____ TIME _____

Student Phone Number _____

Parent/Guardian - Print (if student is under the age of 18) _____

Parent/Guardian Signature (if student is under the age of 18) _____ DATE _____ TIME _____