

Institution Name: Universal Technical Institute of Northern California, Inc. (Sacramento, CA Campus)
Mandated Massachusetts Disclosures in Compliance with 940 CMR 31.00 (Effective 07/01/17)

Column	A	B	C	D	E	F	G	H	I	J
Program Number	011	012	014	020	022	026	031	032	033	036
Program	Automotive Technology II + Industry Emphasis (SMOG)	Automotive Technology II + Industry Emphasis (TPAT)	Automotive Technology II w/ Welding	Automotive Technology II + 2 Industry Emphases (Ford FACT & SMOG)	Automotive Technology II + 2 Industry Emphases (SMOG & TPAT)	Automotive Technology II w/ FACT & Welding	Automotive & Diesel Technology II + Industry Emphasis (SMOG)	Automotive & Diesel Technology II + Industry Emphasis (TPAT)	Automotive & Diesel Technology II + 2 Industry Emphases (SMOG & TPAT)	Automotive & Diesel Technology II w/ Welding
Average Student Population (2015 & 2016) ¹	24	63	5	17	8	2	9	13	5	9
Tuition Costs which include textbooks/workbooks, registration fee, lab fee and equipment/meter fee	\$40,665	\$42,365	\$37,165	\$49,415	\$47,715	\$45,915	\$50,715	\$52,415	\$57,765	\$47,215
Estimated off-campus room and board costs ²	\$9,736	\$10,222	\$8,762	\$12,170	\$11,683	\$11,196	\$13,630	\$14,117	\$15,577	\$12,656
Estimated transportation costs ²	\$3,306	\$3,472	\$2,976	\$4,133	\$3,968	\$3,802	\$4,629	\$4,794	\$5,290	\$4,298
TOTAL PROGRAM COSTS	\$53,707	\$56,059	\$48,903	\$65,718	\$63,366	\$60,913	\$68,974	\$71,326	\$78,632	\$64,170
GRADUATION RATE 2015 ^{3,6}	39%	71%	33%	63%	75%	50%	67%	82%	100%	60%
GRADUATION RATE 2016 ^{3,6}	69%	104%	16%	47%	600%	43%	100%	350%	75%	33%
COMBINED GRADUATION RATE (2015 & 2016) ^{3,6}	54%	85%	20%	55%	180%	46%	82%	153%	83%	43%
GRADUATION TIME 2015 & 2016 (Median Completion Time in Months)	14	15	13	18	17	17	20	21	23	19
LOAN NONPAYMENT STATISTICS⁴	<i>For 2012 and 2013, the Federal Cohort Default Rates for the institution, of which the Sacramento, California 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 Sacramento, California 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>									
GRADUATE PLACEMENT RATE 2015 ⁶	27%	56%	0%	60%	83%	0%	25%	67%	100%	33%
GRADUATE PLACEMENT RATE 2016 ⁶	67%	72%	67%	50%	92%	100%	60%	64%	0%	150%
COMBINED GRADUATE PLACEMENT RATE (2015 & 2016) ⁶	52%	65%	40%	56%	89%	60%	44%	65%	40%	92%
TOTAL PLACEMENT RATE 2015 ⁶	11%	40%	0%	38%	63%	0%	17%	55%	100%	20%
TOTAL PLACEMENT RATE 2016 ⁶	46%	75%	11%	24%	550%	43%	60%	225%	0%	50%
COMBINED TOTAL PLACEMENT RATE (2015 & 2016) ⁶	28%	55%	8%	30%	160%	27%	36%	100%	33%	39%
EMPLOYMENT STATISTICS	<i>Employment statistics substantiating these placement rates are available for inspection on request.</i>									

Column	K	L	M	N	O	P	Q	R	S	T
Program Number	037	040	051	172	179	255	279	290	745	748
Program	Automotive & Diesel Technology II w/ FACT & Welding	Automotive & Diesel Technology II + 2 Industry Emphases (FACT & SMOG)	Diesel Technology II w/ Welding	Automotive Technology II + Industry Emphasis (Ford FACT)	Automotive Technology II	Automotive & Diesel Technology II + Industry Emphasis (Ford FACT)	Automotive & Diesel Technology II	Diesel Technology II	Core Collision Repair & Refinish Technology	Core Collision Repair & Refinish Technology with Estimating
Average Student Population (2015 & 2016) ¹	4	20	15	98	203	63	252	124	3	4
Tuition Costs which include textbooks/workbooks, registration fee, lab fee and equipment/meter fee	\$55,965	\$59,465	\$35,215	\$44,065	\$35,315	\$54,115	\$45,365	\$33,365	\$31,845	\$33,945
Estimated off-campus room and board costs ²	\$15,090	\$16,064	\$7,789	\$10,709	\$8,275	\$14,604	\$12,170	\$7,302	\$7,302	\$7,789
Estimated transportation costs ²	\$5,125	\$5,456	\$2,645	\$3,637	\$2,810	\$4,960	\$4,133	\$2,480	\$2,480	\$2,645
TOTAL PROGRAM COSTS	\$76,180	\$80,985	\$45,649	\$58,411	\$46,401	\$73,678	\$61,668	\$43,147	\$41,627	\$44,379
GRADUATION RATE 2015 ^{3,6}	75%	50%	27%	50%	55%	72%	47%	94%	325%	400%
GRADUATION RATE 2016 ^{3,6}	67%	150%	37%	114%	64%	211%	81%	117%	111%	25%
COMBINED GRADUATION RATE (2015 & 2016) ^{3,6}	70%	86%	34%	75%	60%	112%	61%	102%	177%	100%
GRADUATION TIME 2015 & 2016 (Median Completion Time in Months)	22	24	12	16	13	22	18	11	11	11
LOAN NONPAYMENT STATISTICS⁴	<i>For 2012 and 2013, the Federal Cohort Default Rates for the institution, of which the Sacramento, California 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 Sacramento, California 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>									
GRADUATE PLACEMENT RATE 2015 ⁶	33%	57%	33%	60%	42%	71%	58%	55%	54%	50%
GRADUATE PLACEMENT RATE 2016 ⁶	75%	50%	61%	69%	61%	83%	78%	75%	60%	100%
COMBINED GRADUATE PLACEMENT RATE (2015 & 2016) ⁶	57%	53%	54%	66%	52%	77%	68%	63%	57%	60%
TOTAL PLACEMENT RATE 2015 ⁶	25%	29%	9%	30%	23%	51%	27%	52%	175%	200%
TOTAL PLACEMENT RATE 2016 ⁶	50%	75%	22%	79%	39%	174%	63%	88%	67%	25%
COMBINED TOTAL PLACEMENT RATE (2015 & 2016) ⁶	40%	46%	18%	49%	31%	86%	42%	65%	100%	60%
EMPLOYMENT STATISTICS	<i>Employment statistics substantiating these placement rates are available for inspection on request.</i>									

Column	U	V	W	X	Y	Z	AA	BB	CC	DD
Program Number	751	754	5000	5100	5101	5102	5103	5200	5201	5202
Program	Collision Repair & Refinish Technology	Collision Repair & Refinish Technology with Estimating	Automotive Technology II	Automotive Technology II + Industry Emphasis (Ford FACT)	Automotive Technology II + Industry Emphasis (SMOG)	Automotive Technology II + Industry Emphasis (TPAT)	Automotive Technology II + Industry Emphasis (Welding)	Automotive Technology II + 2 Industry Emphases (Ford FACT and Smog)	Automotive Technology II + 2 Industry Emphases (SMOG and TPAT)	Automotive Technology II + 2 Industry Emphases (Ford FACT & Welding)
Average Student Population (2015 & 2016) ¹	53	35	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Tuition Costs which include textbooks/workbooks, registration fee, lab fee and equipment/meter fee	\$36,095	\$38,195	\$35,315	\$44,065	\$40,665	\$42,365	\$37,165	\$49,415	\$47,715	\$45,915
Estimated off-campus room and board costs ²	\$8,275	\$8,762	\$8,275	\$10,709	\$9,736	\$10,222	\$8,762	\$12,170	\$11,683	\$11,196
Estimated transportation costs ²	\$2,810	\$2,976	\$2,810	\$3,637	\$3,306	\$3,472	\$2,976	\$4,133	\$3,968	\$3,802
TOTAL PROGRAM COSTS	\$47,181	\$49,933	\$46,401	\$58,411	\$53,707	\$56,059	\$48,903	\$65,718	\$63,366	\$60,913
GRADUATION RATE 2015 ^{3,6}	104%	14%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
GRADUATION RATE 2016 ^{3,6}	233%	41%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COMBINED GRADUATION RATE (2015 & 2016) ^{3,6}	135%	30%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
GRADUATION TIME 2015 & 2016 (Median Completion Time in Months)	12	13	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
LOAN NONPAYMENT STATISTICS⁴	<i>For 2012 and 2013, the Federal Cohort Default Rates for the institution, of which the Sacramento, California 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 Sacramento, California 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>									
GRADUATE PLACEMENT RATE 2015 ⁶	56%	50%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
GRADUATE PLACEMENT RATE 2016 ⁶	76%	42%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COMBINED GRADUATE PLACEMENT RATE (2015 & 2016) ⁶	64%	43%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
TOTAL PLACEMENT RATE 2015 ⁶	58%	7%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
TOTAL PLACEMENT RATE 2016 ⁶	177%	17%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
COMBINED TOTAL PLACEMENT RATE (2015 & 2016) ⁶	86%	13%	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
EMPLOYMENT STATISTICS	<i>Employment statistics substantiating these placement rates are available for inspection on request.</i>									

Column	EE	FF	GG	HH	II	JJ	KK	LL		
Program Number	5500	5600	5601	5602	5603	5700	5701	5702		
Program	Automotive & Diesel Technology II	Automotive & Diesel Technology II + Industry Emphasis (Ford FACT)	Automotive & Diesel Technology II + Industry Emphasis (SMOG)	Automotive & Diesel Technology II + Industry Emphasis (TPAT)	Automotive & Diesel Technology II + Industry Emphasis (Welding)	Automotive & Diesel Technology II + 2 Industry Emphases (Ford FACT & SMOG)	Automotive & Diesel Technology II + 2 Industry Emphases (SMOG & TPAT)	Automotive & Diesel Technology II + 2 Industry Emphases (Ford FACT & Welding)	Cumulative Sacramento, CA Campus Data (All Programs)	
Average Student Population (2015 & 2016) ¹	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	948	
Tuition Costs which include textbooks/workbooks, registration fee, lab fee and equipment/meter fee	\$45,365	\$54,115	\$50,715	\$52,415	\$47,215	\$59,465	\$57,765	\$55,965		
Estimated off-campus room and board costs ²	\$12,170	\$14,604	\$13,630	\$14,117	\$12,656	\$16,064	\$15,577	\$15,090		
Estimated transportation costs ²	\$4,133	\$4,960	\$4,629	\$4,794	\$4,298	\$5,456	\$5,290	\$5,125		
TOTAL PROGRAM COSTS	\$61,668	\$73,678	\$68,974	\$71,326	\$64,170	\$80,985	\$78,632	\$76,180		
GRADUATION RATE 2015 ^{3,6}	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	65%	
GRADUATION RATE 2016 ^{3,6}	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	88%	
COMBINED GRADUATION RATE (2015 & 2016) ^{3,6}	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	75%	
GRADUATION TIME 2015 & 2016 (Median Completion Time in Months)	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A		

LOAN NONPAYMENT STATISTICS⁴ For 2012 and 2013, the Federal Cohort Default Rates for the institution, of which the Sacramento, California 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 Sacramento, California 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.

GRADUATE PLACEMENT RATE 2015 ⁶	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	54%	
GRADUATE PLACEMENT RATE 2016 ⁶	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	71%	
COMBINED GRADUATE PLACEMENT RATE (2015 & 2016) ⁶	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	62%	
TOTAL PLACEMENT RATE 2015 ⁶	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	35%	
TOTAL PLACEMENT RATE 2016 ⁶	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	62%	
COMBINED TOTAL PLACEMENT RATE (2015 & 2016) ⁶	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	47%	

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

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

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.

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

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 Sacramento, CA 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