NCER-NPSAS Grant Study

Financial Aid Nudges 2017: A National Experiment to Increase Retention of Financial Aid and College Persistence

Appendix A Intervention Communication Materials

OMB # 1850-New v.1

Submitted by: National Center for Education Statistics U.S. Department of Education

October 2016 revised November 2016

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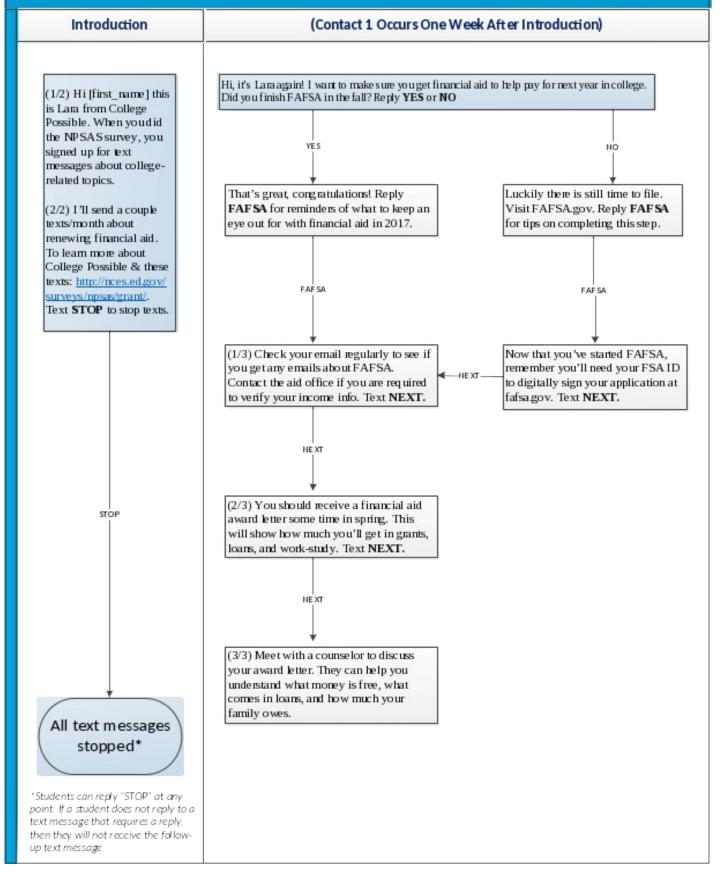
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Summary of Groups Receiving Text Messages

- **Group 1 Information and nudges only.** Students will receive automated and predetermined texts. Automated replies will be sent in response to key words included in texted responses from students. Group 1 includes three variations.
 - **Group 1A** Provides a basic presentation of the information.
 - **Group 1B** Leverages positive social norms/pressure to encourage students to complete important tasks.
 - **Group 1C** Provides students with concrete planning prompts to encourage them to schedule specific days and times to complete important tasks.
- **Group 2 Information, nudges, and assistance.** Students will receive initial text content similar to that received by students in Group 1. A financial aid advisor will respond to any replies and provide the student the opportunity to engage in a dialogue on financial aid topics.

GROUP 1A: BASIC - Introduction & Contact 1

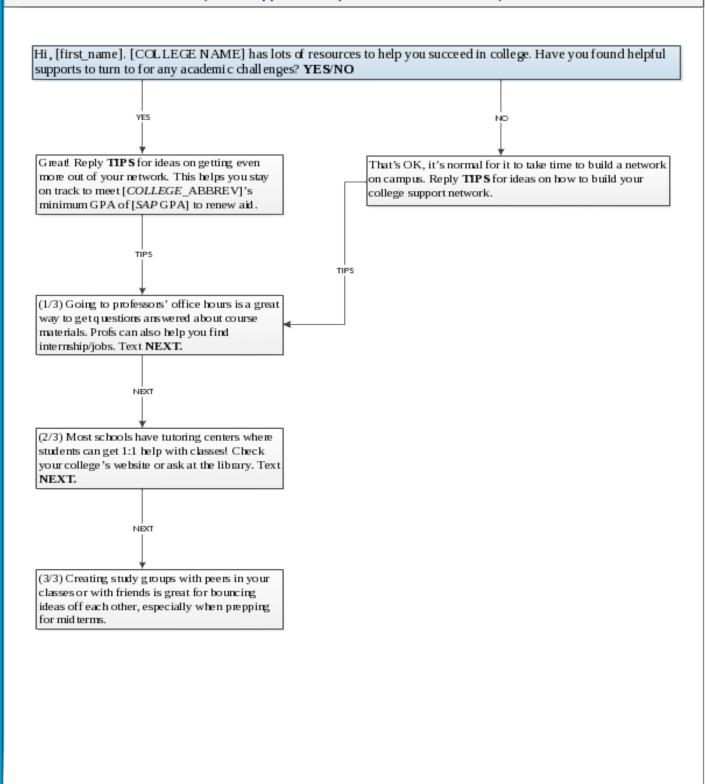
Information and Nucles Only Group (Responses Delivered by Texting Application)



GROUP 1A: BASIC - Contact 2

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Occurs Approximately 2 Weeks After Contact 1)



GROUP 1A: BASIC - Contact 3

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Occurs Approximately 3 Weeks After Contact Or 1 Week After Contact 2)

If hadn't filed or didn't respond to first FAFSA message: We know FAFSA can be a challenge. But just like you've handled academic challenges, you can handle this! Have you started FAFSA yet? Reply YES or NO NO YE 5 Non-Responder Way to go! You just Doing FAFSA early can In case you haven't started the FAFSA yet, we wanted to took a major step to earn you more money. share with you a few steps you can take to get started. maximizing how much Check out this graphic for a list of free FAFSA help financial aid you'll receive for your next online/where you live: year incollege! [GIF: (1/4) Remember you'll need your FSA ID to digitally http://giphy.com/gifs/ sign your application at fafsa.gov. Text NEXT US Department of Education has Y8QPqeawH0NFu] live that support and a phone hothird NEXT RESULTATION FRANCE (2/4) Check your email regularly to see if you get any Or, find FAFSA help near your bblio FAFSAcverii emails about FAFSA. Contact the aid office if you are Plus, your linear all aid office may be able to help you your a RAGAN required to verify your income info. Text NEXT. NEXT (3/4) You should receive a financial aid award letter some time in spring. This will show how much you'll get in grants, loans, and work-study. Text NEXT. NEXT (4/4) Meet with a counselor to discuss your award letter. They can help you understand what money is

If had filed:

free, what comes in loans, and how much your family

Hi it's Lara. Di dyou receive email confirming you filed your FAFSA? You should receive your Student Aid Report (SAR) from Federal Student Aid

Way to go. Be sure to keep an eye on email in case there are additional steps you need to take to finalize your aid application.

OK check for that email to be sure FAFSA has been accepted. If you don't have it, check in with your financial aid office.

GROUP 1A: BASIC - Contact 4-7

Information and Nucles Only Group (Responses Delivered by Texting Application)

(Each Contact Occurs Approximately 2 Weeks Apart)

Contact 4

For students who attend institutions with supplemental forms to complete.

- (1/2) Hi! In addition to FAFSA, [College abbrev] requires additional financial aid forms: [ADDITIONAL FORMS]. Get these in too to maximize your aid.
- (2/2) Contact your financial aid office if you have questions about what to submit to successfully renew your aid: [contact info]

Contact 5

- (1/2) Hi! To be eligible for federal financial aid you need to make Satisfactory Academic Progress (SAP). At [College abbrev] this means earning a XX GPA and other requirements.
- (2/2) Contact your financial aid office if you have questions about SAP: [contact info]

Contact 6

This should only go to students who are over 25 years of age and have incomes that put them below the EITC phaseouts lists in this table: We should estimate the amount for the person using their NPSAS info. These should be sent the first week of April, around tax time.

Filing Status	Qualifying Children Claimed			
	Zero	One	Two	Three or more
Single, Head of Household or Surviving Spouse	\$14,820	\$39,131	\$44,454	\$47,747
Married Filing Jointly	\$20,330	\$44,651	\$49,974	\$53,267

- 1/2) Hi! Based on in fo you shared in NPSAS you may qualify for the Earned Income Tax Credit of up to _____. If eligible you would receive this as part of a Federal Tax Refund when you file.
- (2/2) See https://www.irs.gov/credits-deductions/individuals/earned-income-tax-credit/do-i-qualify-for-earned-income-tax-credit/do-i-qualify-for-earned-income-tax-credit-eitc

- (1/2) Hi! Have you ever had to skip meals or cut the size of meals because there wasn't enough money for food? You may be eligible for monthly SNAP (food assistance) benefits from the federal government, particularly if you work, are on work study or have a dependent child. See http://www.fns.usda.gov/snap/students
- (2/2) To learn more or to apply go to [state SNAP webpage]

GROUP 1A: BASIC - Contact 8 and 9

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Each Contact Occurs Approximately 2 Weeks Apart)

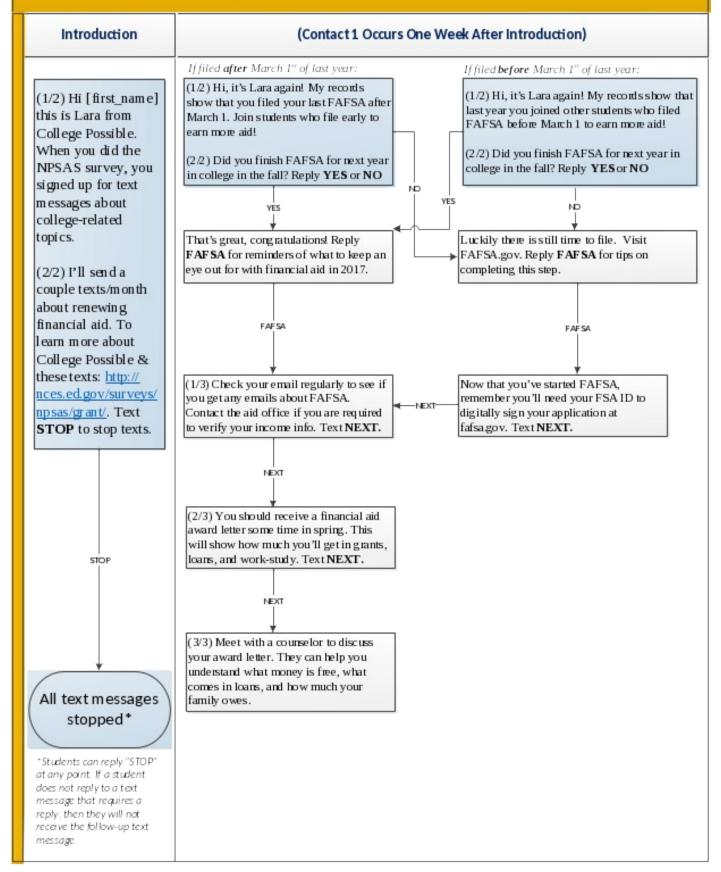
Contact 8

- (1/2) Hey, Lara here. A couple tips to help you do your best on your finals: Study in a quiet place when you are well rested.
- (2/2) Test yourself by going through practice questions or exams. For more tips: [ONLINE RESOURCE AROUND EFFECTIVE STUDY HABITS]

- (1/2) Hi, it's Lara. Now's a good time to think about summer internships that can help you earn money and learn more about possible careers.
- (2/2) Contact [SCHOOL ABBREVIATION]'s career center for help finding internships. [PROVIDE URL]

GROUP 1B: SOCIAL PRESSURE - Introduction & Contact 1

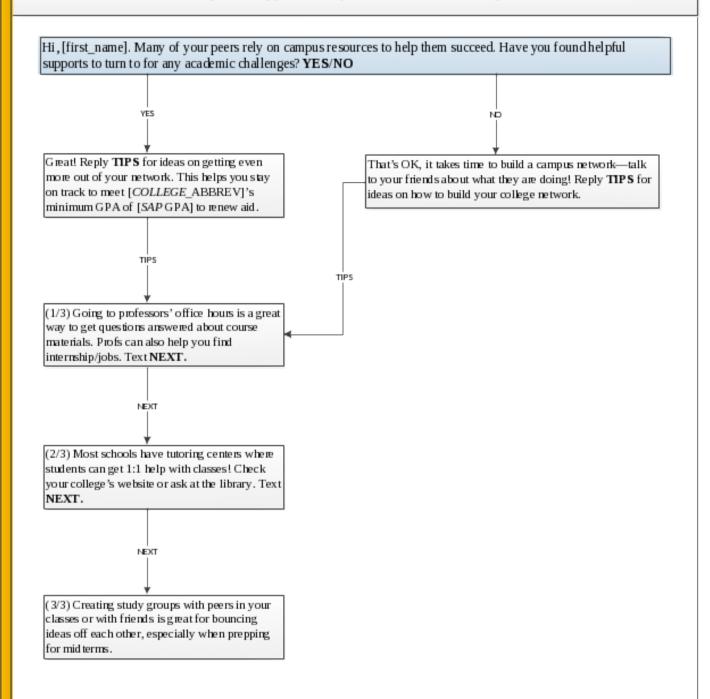
Information and Nudges Only Group (Responses Delivered by Texting Application)



GROUP 1B: SOCIAL PRESSURE - Contact 2

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Occurs Approximately 2 Weeks After Contact 1)



GROUP 1B: Social Pressure - Contact 3

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Occurs Approximately 3 Weeks After Contact Or 1 Week After Contact 2)

If hadn't filed or didn't respond to first FAFSA message:

(1/2) Hi, it's Lara. Just checking in about FAFSA. About 70 percent of college students have completed their FAFSA by this time of year.

(2/2) Have you finished FAFSA yet? Reply YES or NO

Way to go! You just took a major step to maximizing how much financial aid you'll receive for your next year incollege! [GIF: http://giphy.com/gifs/Y8QPqeawH0NFu]

YE 5



Doing FAFSA early can earn you more money. Check out this graphic for a list of free FAFSA help online/where you live:

NO



In case you haven't started the FAFSA yet, we wanted to share with you a few steps you can take to get started.

Non-Responder

(1/4) Remember you'll need your FSA ID to digitally sign your application at fafsa.gov. Text **NEXT**

(2/4) Check your email regularly to see if you get any emails about FAFSA. Contact the aid office if you are required to verify your income info. Text NEXT.

NEXT

NEXT

(3/4) You should receive a financial aid award letter some time in spring. This will show how much you'll get in grants, loans, and work-study. Text NEXT.

(4/4) Meet with a counselor to discuss your award letter. They can help you understand what money is free, what comes in loans, and how much your family owes.

If had filed:

Hi it's Lara. Didyou receive email confirming you filed your FAFSA? You should receive your Student Aid Report (SAR) from Federal Student Aid. Reply **YES** or **NO**

Way to go. Be sure to keep an eye on email in case there are additional steps you need to take to finalize your aid application.

YE 5

OK check for that email to be sure FAFSA has been accepted. If you don't have it, check in with your financial aid office.

NO

GROUP 1B: SOCIAL PRESSURE - Contact 4-7

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Each Contact Occurs Approximately 2 Weeks Apart)

Contact 4

For students who attend institutions with supplemental forms to complete.

- (1/2) Hi! In addition to FAFSA, [College abbrev] requires additional financial aid forms: [ADDITIONAL FORMS]. Join other [College abbrev] students who are getting these forms in early to maximize their aid.
- (2/2) Contact your financial aid office if you have questions about what to submit to successfully renew your aid: [contact info]

Contact 5

- (1/2) Hi! To be eligible for financial aid you need to make Satisfactory Academic Progress (SAP). At [College abbrev] this means earning a GPA of XX and other requirements.
- (2/2) Contact your financial aid office if you have questions about SAP: [contact info] Encourage a friend to do so too if they have questions.

Contact 6

This should only go to students who are over 25 years of age and have incomes that put them below the EITC phaseouts lists in this table: We should estimate the amount for the person using their NPSAS info. These should be sent the first week of April, around tax time.

Filing Status	Qualifying Children Claimed			
	Zero	One	Two	Three or more
Single, Head of Household or Surviving Spouse	\$14,820	\$39,131	\$44,454	\$47,747
Married Filing Jointly	\$20,330	\$44,651	\$49,974	\$53,267

- (1/2) Hi! Based on info you shared in NPSAS you may qualify for the Earned Income Tax Credit. Most people like you who qualify claim the credit.
- (2/2) _____. If eligible you would receive this as part of a Federal Tax Refund when you file. See https://www.irs.gov/credits-deductions/individuals/earned-income-tax-credit/do-i-qualify-for-earned-income-tax-credit-eitc

- (1/2) Hi! Have you ever had to skip meals or cut the size of meals because there wasn't enough money for food? Like millions of Americans, you may be eligible for monthly SNAP (food assistance) benefits from the federal government, particularly if you work, are on work study or have a dependent child. See http://www.fns.usda.gov/snap/students
- (2/2) To learn more or to apply go to [state SNAP webpage]

GROUP 1B: SOCIAL PRESSURE - Contact 8 and 9

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Each Contact Occurs Approximately 2 Weeks Apart)

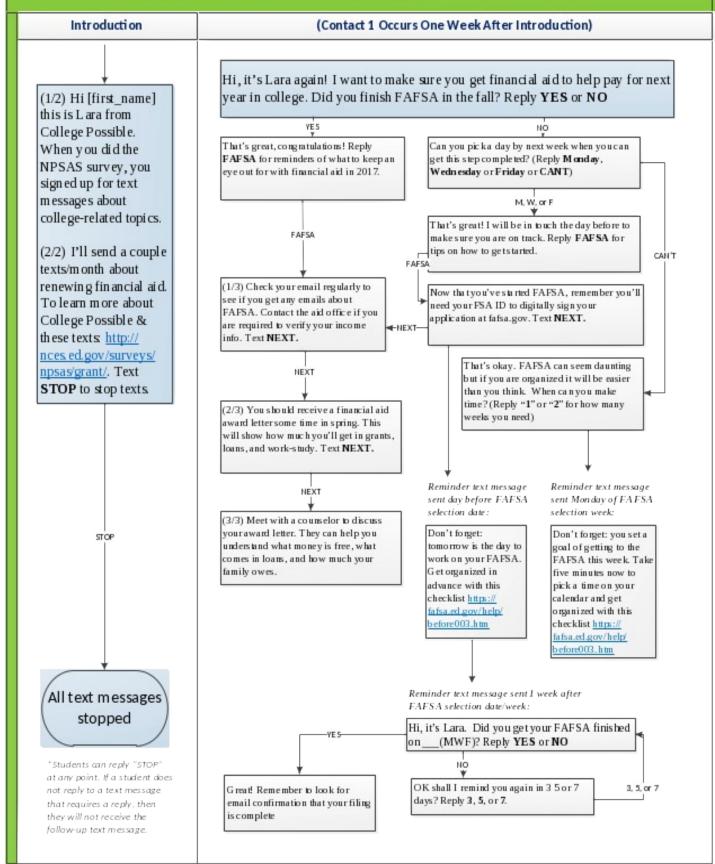
Contact 8

- (1/2) Hey, Lara here. We hear a lot from successful students that good study habits were key to their success. Here's what they suggest:
- (2/2) Study in a quiet place when you are well rested. Test yourself by going through practice questions or exams. For more tips: [ONLINE RESOURCE AROUND EFFECTIVE STUDY HABITS]

- (1/2) Hi, it's Lara. Many students your age are starting to look for summer jobs and internships. Internships can pay and can help you learn about possible careers.
- (2/2) Contact [SCHOOL ABBREVIATION]'s career center for help finding internships. [PROVIDE URL]

GROUP 1C: COMMITMENT DEVICE - Introduction & Contact 1

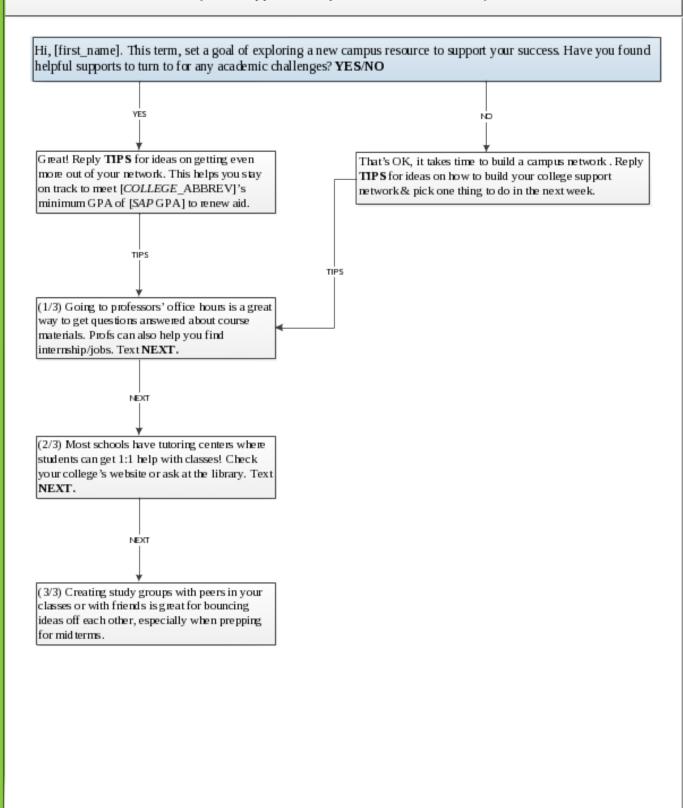
Information and Nudges Only Group (Responses Delivered by Texting Application)



GROUP 1C: COMMITMENT DEVICE - Contact 2

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Occurs Approximately 2 Weeks After Contact 1)



GROUP 1C: Commitment Device - Contact 3

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Occurs Approximately 3 Weeks After Contact Or 1 Week After Contact 2)

If hadn't filed or didn't respond to first FAFSA message:

We know FAFSA can be a challenge. But just like you've handled academic challenges, you can handle this! Have you started FAFSA yet? Reply **YES** or **NO**

Way to go! You just took a major step to maximizing how much financial aid you'll receive for your next year incollege! [GIF: http://giphy.com/gifs/Y8QPqeawH0NFu]

YE 5



How about finishing FAFSA this week? Check out this graphic for a list of free FAFSA help online/ where you live and text us which day you'll do FAFSA:

NO



In case you haven't started the FAFSA yet, we wanted to share with you afew steps you can take to get started.

(1/4) Remember you'll need your FSA ID to digitally sign your application at fafsa.gov. Text **NEXT**

NEXT

Non-Responder

(2/4) Check your email regularly to see if you get any emails about FAFSA. Contact the aid office if you are required to verify your income info. Text NEXT.

NEXT

(3/4) You should receive a financial aid award letter some time in spring. This will show how much you'll get in grants, loans, and work-study. Text NEXT.

NEXT

(4/4) Meet with a course lor to discuss your award letter. They can help you understand what money is free, what comes in loans, and how much your family owes.

If had filed:

Hi it's Lara. Di dyou receive email confirming you filed your FAFSA? You should receive your Student Aid Report (SAR) from Federal Student Aid Reply **YES** or **NO**

YES

Way to go. Be sure to keep an eye on email in case there are additional steps you need to take to finalize your aid application. OK check for that email to be sure FAFSA has been accepted. If you don't have it, check in with your financial aid office.

NO

GROUP 1C: COMMITMENT DEVICE - Contacts 4-7

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Each Contact Occurs Approximately 2 Weeks Apart)

Contact 4

For students who attend institutions with supplemental forms to complete.

(1/2) Hi! In addition to FAFSA, [College abbrev] requires additional financial aid forms: [ADDITIONAL FORMS]. Get these in too to maximize your aid.

(2/2) Pick a time between classes to contact your financial aid office if you have questions about what to submit to successfully renew your aid: [contact info]

Contact 5

(1/2) Hi! To be eligible for federal financial aid you need to make Satisfactory Academic Progress (SAP). At [College abbrev] this means earning a GPA of XX and other requirements.

(2/2) Questions on SAP? Schedule an appointment today with your financial aid office [contact info]

Contact 6

This should only go to students who are over 25 years of age and have incomes that put them below the EITC phaseouts lists in this table: We should estimate the amount for the person using their NPSAS info. These should be sent the first week of April, around tax time.

Filing Status	Qualifying Children Claimed			
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Married Filing Jointly	\$20,330	\$44,651	\$49,974	\$53,267

(1/2) Hi! Based on in fo you shared in NPSAS you may qualify for the Earned Income Tax Credit of up to
_____. If eligible you would receive this as part of a Federal Tax Refund when you file.

(2/2) Go to https://www.irs.gov/credits-deductions/individuals/earned-income-tax-credit/do-i-qualify-for-earned-income-tax-credit-eitc To see if you qualify and make a plan to file today!

Contact 7

(1/2) Hi! Have you ever had to skip meals or cut the size of meals because there wasn't enough money for food? You may be eligible for monthly SNAP (food assistance) benefits from the federal government, particularly if you work, are on work study or have a dependent child. Explore this option today by visiting http://www.fns.usda.gov/snap/students

(2/2) To learn more or to apply go to [state SNAP webpage]

GROUP 1C: COMMITMENT DEVICE - Contacts 8 and 9

Information and Nudges Only Group (Responses Delivered by Texting Application)

(Each Contact Occurs Approximately 2 Weeks Apart)

Contact 8

- (1/2) Hey, Lara here. A couple tips to help you do your best on your finals: Study in a quiet place when you are well rested. Test yourself on practice questions.
- (2/2) Take time today to organize your study schedule. Study at least 2 3 hours / day to do your best.

- (1/2) Hi, it's Lara! Now is a good time to think about summer internships that can help you earn money and learn more about possible careers.
- (2/2) If you need help or ideas, you should make an appointment today with [SCHOOL ABBREVIATION]'s career center. [PROVIDE URL]

GROUP 2 - Introduction and Contacts 1-2

Information, Nudges, and Assistance Group (Responses Sent By Financial Aid Advisor)

(Each Contact Occurs Approximately 2 Weeks Apart)

Introduction

- (1/2) Hi [first_name] this is [advisor name] from College Possible. When you did the NPSAS survey, you signed up for text messages about college-related topics.
- (2/2) I'll send a couple texts/month about renewing financial aid. You can text back with any questions. Learn more: http://nces.ed.gov/surveys/npsas/grant/. Text **STOP** to stop texts.

Contact 1

One week after the introduction text:

Hi, it's [advisor name] again! I want to make sure you get financial aid to help pay for next year in college. Did you finish FAFSA in the fall?



Contact 2

Hi, [first_name]. I wanted to check on how the semester is going academically. Do you feel on track with your courses so far?

Student Advisor Response Response

All text messages stopped*

STOP

"Students can reply "STOP" at any point. If a student does not reply to a text message that requires a reply, then they will not receive the followup text message.

GROUP 2 - Contact 3

Information, Nucleos, and Assistance Group (Responses Sent By Financial Aid Advisor)

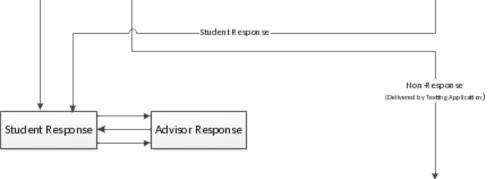
(Contact Occurs Approximately 2 Weeks Apart)

Contact 3

If hadn't filed or didn't respond to FAFSA Message:

Hey, It's [advisor]. I know FAFSA can be a challenge, but getting it done unlocks financial aid for next year. Have you started FAFSA yet? If had filed:

Hey, It's [advisor]. Just checking—did you receive an email from Federal Student Aid confirming your FAFSA is all set?



In case you haven't started the FAFSA yet, we wanted to share with you a few steps you can take to get started.

(1/4) Remember you'll need your FSA ID to digitally sign your application at fafsa gov. Text **NEXT**

NEXT

(2/4) Check your email regularly to see if you get any emails about FAFSA. Contact the aid office if you are required to verify your income info. Text NEXT.

NE XT

(3/4) You should receive a financial aid award letter some time in spring. This will show how much you'll get in grants, loans, and work-study. Text **NEXT**.

NE XT

(4/4) Meet with a counselor to discuss your award letter. They can help you understand what money is free, what comes in loans, and how much your family owes.

GROUP 2 - Contacts 4 and 5

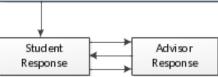
Information, Nudges, and Assistance Group (Responses Sent By Financial Aid Advisor)

(Contact Occurs Approximately 2 Weeks Apart)

Contact 4

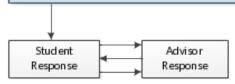
For students who attend institutions with supplemental forms to complete.

Hi, it's [advisor]! [College abbrev] requires additional financial aid forms: [ADDITIONAL FORMS]. Want to work together on finalizing your aid renewal?



Contact 5

Hi, it's [advisor]! Just checking on how courses are going. Do you feel on track to meet [COLLEGE ABBREV'S] academic progress requirements (including_____GPA)?



GROUP 2 - Contacts 6-9

Information, Nucles, and Assistance Group (Responses Sent By Financial Aid Advisor)

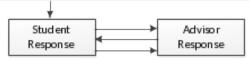
(Each Contact Occurs Approximately 2 Weeks Apart)

Contact 6

This should only go to students who are over 25 years of age and have incomes that put them below the EITC phaseouts lists in this table: We should estimate the amount for the person using their NPSAS info. These should be sent the first week of April, around tax time.

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Single, Head of Household or Surviving Spouse	\$14,820	\$39,131	\$44,454	\$47,747
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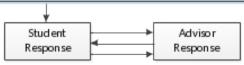
Hey, it's [advisor]. Based on the info you provided to NPSAS, it looks like you might qualify for a tax break from the federal government. Want to discuss?



Contact 7

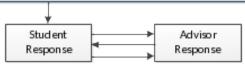
(1/1) Hey, it's [advisor]. Have you ever had to skip meals or cut the size of meals because there wasn't enough money for food? You may be eligible for monthly SNAP (food assistance) benefits from the federal government if you work, are on work study, or have a dependent child. See http://www.fns.usda.gov/snap/students

2/2 Want to discuss? Contact me or go to [state SNAP webpage]



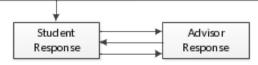
Contact 8

Hey, [advisor] here. I imagine you have finals coming up pretty soon. How are you feeling going into your exams and final papers?



Contact 9

Hi there! Now is a good time to think about summer internships that can help you earn money and learn more about possible careers. Want to explore these together?



NCER-NPSAS Grant Studies Website

http://nces.ed.gov/surveys/npsas/grant/

NCER-NPSAS Grant Study: Financial Aid Nudges 2017: A National Experiment to Increase Retention of Financial Aid and College Persistence

Purpose

This NCER- NPSAS Grant Study – *Financial Aid Nudges 2017: A National Experiment to Increase Retention of Financial Aid and College Persistence* investigates whether an intervention that provides financial aid information, reminders, and advising to college students increases completion of the Free Application for Federal Student Aid (FAFSA) and compliance with the Satisfactory Academic Progress (SAP) requirements of the Pell grant program. This research is being conducted under a grant awarded through the NCER- NPSAS grant opportunity described above. The primary grantee is Sara Goldrick-Rab, Temple University (Grant Award #R305A160400), and the co-principal investigators are: Benjamin Castleman, University of Virginia; Lindsay Page, University of Pittsburgh; and Bruce Sacerdote, Dartmouth College. Data collection will be led by the contractor, RTI International (RTI), with College Possible and Signal Vine subcontracted for this study. A project description is available at: https://ies.ed.gov/funding/grantsearch/details.asp?ID=1848.

NCER-NPSAS Grant Opportunity

In 2010, the National Center for Education Research (NCER) and the National Center for Education Statistics (NCES), both within the U.S. Department of Education's Institute of Education Sciences (IES), began collaborating on an education grant opportunity related to the cross-sectional National Postsecondary Student Aid Study (NPSAS). Under the NCER-NPSAS grant opportunity, researchers could submit applications to the Postsecondary and Adult Education topic within the Education Research Grants program (CFDA 84.305A), under either the Exploration or Efficacy and Replication research goal. Consistent with these two goals, NCER supports research projects using NPSAS to: 1) explore relationships between malleable factors (e.g. information on benefits of financial aid and FAFSA renewal) and postsecondary persistence and completion, as well as the mediators and moderators of those relationships; and 2) evaluate the efficacy of interventions aimed at improving persistence and completion of postsecondary education (e.g. financial aid and FAFSA renewal advice delivered via mail and email). Researchers approved for funding through this program can obtain indirect access to a subsample of the national NPSAS sample (after the study's student interviews are completed) in order to conduct unique research projects that adhere to the guidelines set forth in the Request for Applications (RFA) for the Education Research Grants Program, as well as guidelines set forth by NCES and the NPSAS program.

On July 1, 2016, two grants were awarded using a subsample of 2015-16 NPSAS sample members:

• Financial Aid Nudges: A National Experiment to Increase Retention of Financial Aid and College Persistence. A project description is posted here: http://ies.ed.gov/funding/grantsearch/details.asp?ID=1848), and Could Connecting Students with Financial Aid Lead to Better College Outcomes? A Proposal to Test the Effectiveness of FAFSA Interventions Using the NPSAS Sample (referred to as "Connecting Students with Financial Aid (CSFA) 2017"). A project description is posted here: http://ies.ed.gov/funding/grantsearch/details.asp?ID=1853).

Authority

The National Center for Education Statistics (NCES) is authorized to conduct the NCER-NPSAS grant studies by the Education Sciences Reform Act of 2002 (ESRA 2002, 20 U.S.C., § 9543), and to collect students' education records from educational agencies or institutions for the purposes of evaluating Federally supported education programs under the Family Educational Rights and Privacy Act (FERPA, 34 CFR §§ 99.31(a)(3) and 99.35). Data collected from or about individual students are used only for statistical or research purposes and may not be disclosed or used, in identifiable form, for any other purpose except as required by law (ESRA 2002, 20 U.S.C., § 9573). These data are being collected for NCES by RTI International, a nonprofit research organization based in North Carolina.

Confidentiality

Since these NCER-NPSAS grant studies are conducted using a subset of NPSAS:16 sample members, all data collection must be done through NCES and the NPSAS:16 data collection contractor, RTI International. This ensures that the confidentiality of the study participants is protected. Specifically, the grantee will have no access to personally identifiable information and may not have direct contact with sample members. RTI International follows strict procedures to protect the privacy and confidentiality of study participants. All project staff members have signed confidentiality agreements and affidavits of nondisclosure. Any data released to the public will be in aggregate form (e.g., statistical tables, graphs). Information obtained may be used only for statistical or research purposes and may not be disclosed, or used, in identifiable form for any other purpose, except as required by law (ESRA 2002, 20 U.S.C. §

Paperwork Reduction Act

According to the Paperwork Reduction Act of 1995, no persons are required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this voluntary information collection is 1850-XXXX. The time required to read and respond to text message prompts in the *Financial Aid Nudges 2017* study is approximately 7 minutes per contact. If you have any comments concerning the accuracy of the time estimate, suggestions for improving this survey, or any comments or concerns regarding the status of your individual submission of this survey, please write directly to: The *Financial Aid Nudges 2017* Study, National Center for Education Statistics (NCES), Potomac Center Plaza, 550 12th St., SW, PCP-4007, Washington, DC 20202.

OMB Clearance No: 1850-New Expiration Date: ##/##/2020