



Supporting the next generation of STEM & health care leaders

BOARD MEETING | APRIL 12, 2016

Agenda

- I. Meeting Called to Order
- II. Approval of 12/15/15 Board Meeting Minutes
- III. Presentation, Discussion & Selection of Cohort 5
- IV. Program Report
- V. Finance Update
- VI. Presentation from College Success Foundation
- VII. Closing & Adjourn

PRESENTATION, DISCUSSION & SELECTION OF COHORT 5

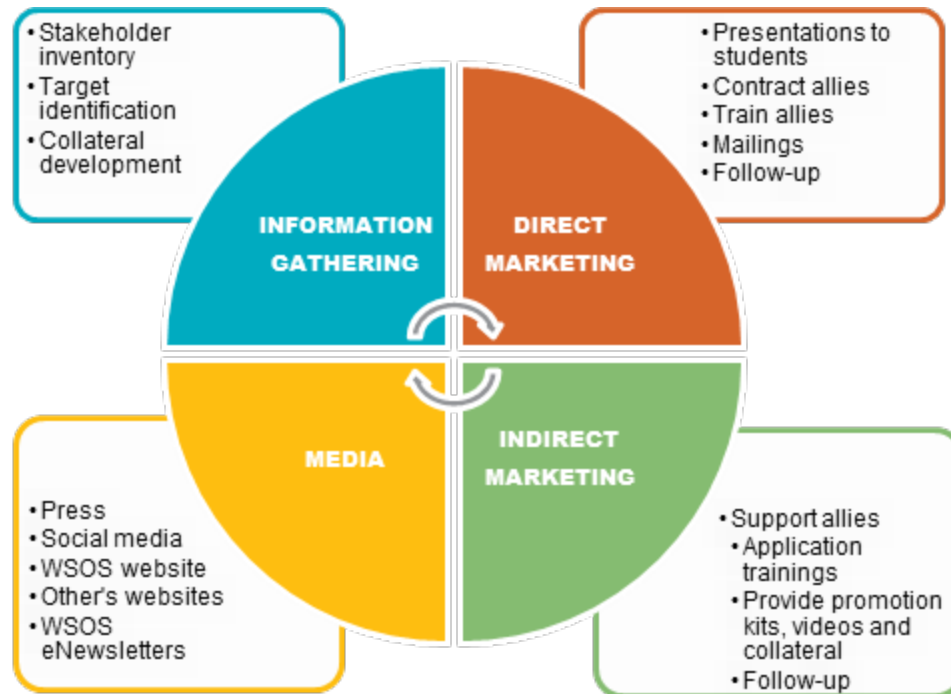
3 PROPOSED METHODS

Prepared by Kimber Connors
Research & Evaluation Officer

April 12, 2016



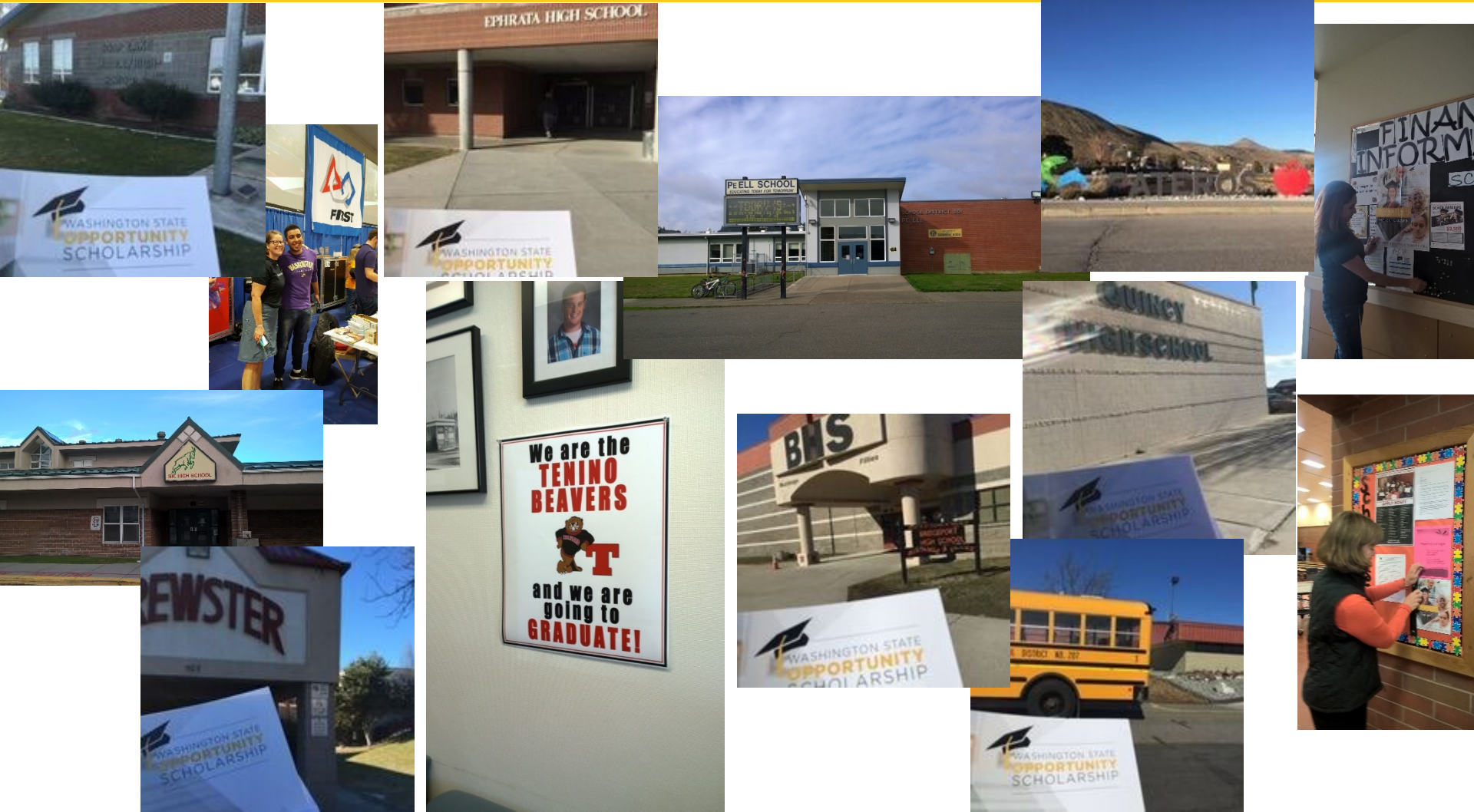
Scholarship Promotion



Scholarship Promotion: 132 Schools & Community Groups reached by WSOS!



Supporting the next generation of STEM & health care leaders



Cohort 5 Selection: The Need

Cohort 4

- 2,134 submitted applications
- 1,242 eligible
 - 58% of submitted applications
- 1,057 selected
 - Less than 200 not selected

Cohort 5

- 3,779 submitted applications
 - 77% increase from C4
- 2,317 preliminarily eligible
 - 61% of submitted applications
- 1,450 will be selected
 - Nearly 900 will not be selected



HB 2088

*“HB 2088 intends to accomplish this through the creation of the opportunity scholarship ... to increase the number of baccalaureate degrees in **high employer demand** and other programs, and invest in programs and students to **meet market demands** for a knowledge-based economy while filling middle-income jobs with a sufficient supply of skilled workers.”*



Factors for Consideration

Cohort 4 Model

- GPA
- First generation status

Suggested Cohort 5 Model

- Major category of study
- GPA
- Family income
- First generation status
- Essay (tie-breaker only)



Two-Part Formula

Category

- *Points assigned*
 - **Major:** # Job openings
 - **GPA:** Increments of 0.25
 - **Family Income:** Quartiles
 - **First Generation:** Yes/No
 - **Essay:** Scoring

Importance Rank

- *Used as a multiplier*
- Order of importance:
 1. Major
 2. GPA
 3. Family income
 4. First generation status
 5. Essay (tie-breaker only)



Major Ranking

EMPLOYMENT FIELD	MAJOR CATEGORIES INCLUDED	ANTICIPATED GAP BETWEEN CURRENT COMPLETIONS & ANTICIPATED NEED (2016-2021)*	MAJOR LAST: Proposed % of Cohort 5	EMBED MAJOR: Proposed Weight for Category Majors
COMPUTER SCIENCE	COMPUTER & INFORMATION SCIENCES AND SUPPORT SERVICES	6,802	40%	0.40
ENGINEERING	ENGINEERING; ENGINEERING TECHNOLOGIES & ENGINEERING-RELATED FIELDS	3,541	21%	0.21
RESEARCH, SCIENCE, TECHNICAL	BIOLOGICAL & BIOMEDICAL SCIENCES; PHYSICAL SCIENCES	1,640	10%	0.10
HEALTH PROFESSIONS	HEALTH PROFESSIONS & RELATED PROGRAMS	2,381	14%	0.14
ALL OTHER ELIGIBLE, HIGH-DEMAND MAJORS	AGRICULTURE, AGRICULTURE OPERATIONS, AND RELATED SCIENCES; NATURAL RESOURCES & CONSERVATION; EDUCATION; MATHEMATICS & STATISTICS; MULTI/INTERDISCIPLINARY STUDIES	N/A	15%	0.05



WASHINGTON STATE
OPPORTUNITY
SCHOLARSHIP

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The proposed proportion of selects is based on the proportion of the estimated gap between current bachelor's degree completions and projected sector job openings in Washington State 2016-2020 in the WSAC, SBCTC, and WTECB 2013 report found here: <http://www.wsac.wa.gov/sites/default/files/2013.11.16.Skills.Report.pdf>. Fifteen percent of available slots were reserved for other fields not in the top four sector areas described in the report but eligible under WSOS's list of high demand majors.

Proposed Selection Methods

- **Method 1: Stay the Same**
 - Use the same method used for Cohort 4
- **Process**
 - Add “1” to GPA if a student is first generation for “new GPA”
 - Order applicants by “new GPA”
 - Select top candidates within each application grade



Proposed Selection Methods

- **Method 2: Majors Last**
 - Use formula then weight majors as a proportion of Cohort 5
- **Process**
 - Apply formula with all proposed factors excluding major
 - Order applicants by points earned
 - Select top applicants within each application grade, within each major with the goal of selecting a specific proportion of Scholars within each major category

Method 2 Formula

CRITERION	RUBENS' FRESHMEN	ALL OTHER APPLICANTS
GPA	First priority	First priority
INCOME	*Only include applicants with family income equal to or less than median income (adjusted for family size)	Second priority
FIRST GENERATION	Third priority	Third Priority
ESSAY	Last priority: used only as tie-breaker	Last priority: used only as tie-breaker

EMPLOYMENT FIELD	MAJOR CATEGORIES INCLUDED	MAJOR LAST: Proposed % of Cohort 5
COMPUTER SCIENCE	COMPUTER & INFORMATION SCIENCES AND SUPPORT SERVICES	40%
ENGINEERING	ENGINEERING; ENGINEERING TECHNOLOGIES & ENGINEERING-RELATED FIELDS	21%
RESEARCH, SCIENCE, TECHNICAL	BIOLOGICAL & BIOMEDICAL SCIENCES; PHYSICAL SCIENCES	10%
HEALTH PROFESSIONS	HEALTH PROFESSIONS & RELATED PROGRAMS	14%
ALL OTHER ELIGIBLE, HIGH-DEMAND MAJORS	AGRICULTURE, AGRICULTURE OPERATIONS, AND RELATED SCIENCES; NATURAL RESOURCES & CONSERVATION; EDUCATION; MATHEMATICS & STATISTICS; MULTI/INTERDISCIPLINARY STUDIES	15%



Proposed Selection Methods

- **Method 3: Embed Majors**
 - Weight majors within the formula
- **Process**
 - Apply formula with all proposed factors including major to determine total points
 - Order applicants by points earned
 - Select top applicants within each application grade

Method 3 Formula

CRITERION	RUBENS' FRESHMEN	ALL OTHER APPLICANTS
MAJOR	First priority	First priority
GPA	Second priority	Second priority
INCOME	*Only include applicants with family income equal to or less than median income (adjusted for family size)	Third Priority
FIRST GENERATION	Third priority	Fourth Priority
ESSAY	Last priority: used only as tie-breaker	Last priority: used only as tie-breaker

EMPLOYMENT FIELD	MAJOR CATEGORIES INCLUDED	EMBED MAJOR: Proposed Weight for Category Majors
COMPUTER SCIENCE	COMPUTER & INFORMATION SCIENCES AND SUPPORT SERVICES	0.40
ENGINEERING	ENGINEERING; ENGINEERING TECHNOLOGIES & ENGINEERING-RELATED FIELDS	0.21
RESEARCH, SCIENCE, TECHNICAL	BIOLOGICAL & BIOMEDICAL SCIENCES; PHYSICAL SCIENCES	0.10
HEALTH PROFESSIONS	HEALTH PROFESSIONS & RELATED PROGRAMS	0.14
ALL OTHER ELIGIBLE, HIGH-DEMAND MAJORS	AGRICULTURE, AGRICULTURE OPERATIONS, AND RELATED SCIENCES; NATURAL RESOURCES & CONSERVATION; EDUCATION; MATHEMATICS & STATISTICS; MULTI/INTERDISCIPLINARY STUDIES	0.05



Preliminary Outcomes Comparison on Major Categories

Major Categories		Method 1	Method 2	Method 3
1	Agriculture, Agriculture Operations, And Related Sciences	0.97%	2%	0.21%
3	Natural Resources And Conservation	2%	2%	0.69%
11	Computer And Information Sciences And Support Services	11%	18%	17%
13	Education	2%	3%	1%
14	Engineering	19%	30%	25%
15	Engineering Technologies And Engineering-Related Fields	2%	4%	3%
26	Biological And Biomedical Sciences	19%	17%	14%
27	Mathematics And Statistics	2%	3%	1%
30	Multi/Interdisciplinary Studies	3%	4%	1%
40	Physical Sciences	3%	2%	2%
51	Health Professions And Related Programs	37%	15%	35%
52	Business, Management, Marketing, And Related Support Services	0.21%	0%	0.28%



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Method 1: Stay the Same
Method 2: Majors Last
Method 3: Embed Majors

Preliminary Outcomes Comparison

		Method 1	Method 2	Method 3	All-Time Funded Scholars
Key Demographics					
	% First Generation	81%	59%	68%	59%
	% Female	64%	52%	58%	57%
	% Students of Color	66%	61%	64%	46%
	% Under-represented Minorities in STEM	43%	35%	38%	24%
	% of Selects with a 3.50 or higher GPA	66%	75%	74%	
	Mean GPA	3.63	3.66	3.66	3.64
	Median Family Income	\$ 40,000	\$ 40,126	\$ 34,113	-



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Method 1: Stay the Same
Method 2: Majors Last
Method 3: Embed Majors

Recommendation

- **Recommend Method 3**
 - Method 1 does not fulfill statute by prioritizing majors in highest demand fields
 - Method 3 preferred over Method 2:
 - Improved representation in first generation, female, students of color, under-represented minorities
 - Similar GPA compositions between Methods 2 and 3
 - Stronger representation from low income families

THANK YOU

Method 1: Stay the Same

Method 2: Majors Last

Method 3: Embed Majors



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Appendix A:

Category Increments (Excludes Major)

GPA	FAMILY INCOME	FIRST GENERATION	ESSAY
3.75-4.00	BOTTOM QUARTILE	YES	EXCEPTIONAL
3.50-3.74	SECOND QUARTILE	NO	GOOD
3.25-3.49	THIRD QUARTILE		AVERAGE
3.00-3.24	TOP QUARTILE		BELOW AVERAGE
2.75-2.99			



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Quartiles account for differences in family size.

Appendix B:

Preliminary Outcomes Comparison on Race/Ethnicity

Race/Ethnicity		Method 1	Method 2	Method 3
	American Indian or Alaska Native	0.76%	0.48%	0.62%
	Asian	23%	26%	26%
	Black or African American	8%	7%	7%
	Hispanic/Latino	27%	21%	24%
	Native Hawaiian or Other Pacific Islander	0.62%	0.48%	0.62%
	Two or more races	7%	7%	7%
	White	33%	38%	35%
	Not reported	1%	1%	1.17%



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Method 1: Stay the Same
Method 2: Majors Last
Method 3: Embed Majors

PROGRAM REPORT



April 12, 2016

Program Update



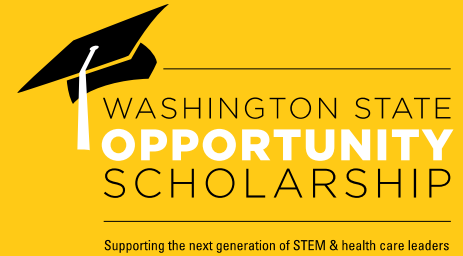
- Boeing Mentorship Pilot
- EmpowerHer
- Industry Explorations
- Office Hours
- Expansion Funds

Resource Development

- Eat, Drink & Talk Opportunity BioTech & Health Care
- Eat, Drink & Talk STEM Spokane
- Geeks Give Back
- OpportunityTalks GRIT | October 2016



Media



Coverage Summary:

- *You did it! Geeks Give Back campaign surpasses \$500k goal for STEM education*
GeekWire | Dec. 17, 2015
- *Opportunity Scholarship Opens Doors for Students*
University of Washington Bothell | Dec. 18, 2015
- *An Opportunity of a Lifetime*
The Daily Herald | Feb. 12, 2016
- *Washington State Computer Science Students Urge Applications for Unique STEM Scholarship by Feb. 29*
Microsoft Blog | Feb. 24, 2016
- *Deadline for Science Scholarship is Feb. 29*
The Columbian | Feb. 25, 2016
- *Washington State Opportunity Scholarship Program Helping Thousands of College Students*
Q13 FOX | Mar. 1, 2016
- *Opportunity Scholarship Keeps Her Dream Alive*
The Daily Herald | Mar. 2, 2016
- *STEM Offers World of Possibilities — and Fun*
The Daily Herald | Mar. 13, 2016

Social Media

Key social media growth and impressions
Dec. 15, 2015 - Apr. 4, 2016:

Facebook

- » 1,731 followers Dec. 7, 2015
- » 2,313 followers Apr. 4, 2016 (+34%)
- » Total impressions (paid & organic): **168,177**

Twitter

- » 1,114 followers Dec. 7, 2015
- » 1,235 followers Apr. 4, 2016 (+11%)
- » Total impressions (paid & organic): **58,100**



WA State @OppScholarship is removing barriers to #STEM degrees. Apply by Feb. 29 bit.ly/1Oy2ScU #YouthSpark



RETWEETS 6 LIKES 6



FINANCE UPDATE



April 12, 2016

WSOS Balance Sheet



Supporting the next generation of STEM & health care leaders

**Washington State Opportunity Scholarship
Comparative Balance Sheets
Period Ending January 31, 2016**

	Comparison to FYE			Notes	Comparison to Same Period LFY		
	6/30/15	% Change	01/31/2016		01/31/2015	% Change	01/31/2016
<u>Assets</u>							
Cash	2,904,702	217%	9,222,066	1	2,480,670	272%	9,222,066
Investments	53,193,782	6%	56,481,381		49,566,879	14%	56,481,381
Pledges and Grants Receivable	24,589,382	94%	47,716,088	2	11,012,759	333%	47,716,088
Prepaid Expenses	6,784	-100%	-		5,663	0%	-
Total Assets	80,694,650	41%	113,419,535		63,065,971	80%	113,419,535
<u>Liabilities and Net Assets</u>							
Accounts Payable	138,872	0%	138,593		107,913	28%	138,593
Payroll Related Liabilities	104,715	-1%	103,811		48,459	114%	103,811
Scholarship Commitments	30,643,979	-24%	23,382,056		19,832,686	18%	23,382,056
Total Liabilities	30,887,565	-24%	23,624,460	3	19,989,058	18%	23,624,460
<u>Net Assets</u>							
Temporarily Restricted Net Assets	28,702,659	131%	66,314,263		22,538,987	194%	66,314,263
Permanently Restricted Net Assets	21,104,425	11%	23,480,812		20,537,926	14%	23,480,812
Total Net Assets	49,807,085	80%	89,795,075	4	43,076,913	108%	89,795,075
Total Liabilities and Net Assets	80,694,650	41%	113,419,535		63,065,971	80%	113,419,535

WSOS Balance Sheet



Notes to the Financials

1. Operating Cash Account includes a \$5M pledge payment from the Boeing Company in Nov. 2015.
2. Receivables include \$20.3M invoiced to the State for matching funds.
3. Scholarship Commitments reflect \$7.6M of scholarships paid in the current year.
4. Net Assets includes \$41M in Scholarship Contribution Revenue in fiscal 2016.

WSOS Income Statement



Supporting the next generation of STEM & health care leaders

Washington State Opportunity Scholarship

Income Statements

Income Statement for the Four (7) Months Ending January 31, 2016

	Seven Months Ended January 31, 2016			Notes	FYE June 30, 2016
	Actual	Budget	Variance Fav (Unfav)		Annual Budget
Revenue					
Private	21,403,704	10,000,000	11,403,704	1	10,000,000
Public	20,354,000	17,000,000	3,354,000	2	17,000,000
Scholarship Transfer Revenue	7,261,923	9,247,007	(1,985,085)	3	11,105,800
Investment Income	(898,840)	-	(898,840)		-
Total Revenue	48,120,786	36,247,007	12,772,620		38,105,800
Expense					
Scholarship	7,261,923	9,247,007	1,985,085	3	11,105,800
Salaries and Benefits	402,957	429,027	26,070		746,714
Program Other Direct	294,595	280,924	(13,671)		424,880
Allocated Indirect Overhead	109,491	106,493	(2,998)		175,737
Professional Fees - CSF Admin Support	263,638	257,592	(6,045)		451,950
Professional Fees - Contractors	32,468	-	(32,468)	4	-
Total Expense	8,365,071	10,321,044	1,955,973		12,905,081
Net Income (Loss)	39,755,715	25,925,963	14,728,592		25,200,719

WSOS Income Statement



Notes to the Financials

1. Ballmer Foundation gift of \$11M.
2. The State match invoice includes \$3.5M of Ballmer gift.
3. Scholarship budget includes \$2M of scholarship payments due for Spring Qtr. Spring payments disbursed in March. (timing difference)
4. Professional fees were not budgeted for services other than CSF Program Administrator fees.

WSOS Cash Flow



Supporting the next generation of STEM & health care leaders

WSOS

Cash Flow Summary

Inception-To-Date

January 31, 2016

	Inception - January 31, 2016		
	<u>Scholarship</u>	<u>Endowment</u>	<u>Total</u>
<u>CASH FLOW</u>			
Cash Inflow:			
Boeing	15,000,000	10,000,000	25,000,000
Microsoft	25,000,000	-	25,000,000
Other Private	19,226,934	(3,014,236)	16,212,698
State	24,000,000	6,000,000	30,000,000
Investment Income	(24,349)	(34,230)	(58,579)
Total Cash Inflows	83,202,585	12,951,534	96,154,119
Cash Outflow:			
Scholarships	(24,644,561)	-	(24,644,561)
Program Expenses	(5,797,636)	(13,446)	(5,811,082)
Total Cash Outflows	(30,442,197)	(13,446)	(30,455,643)
Net Cash Flow Inception-To-Date & Balance of Cash & Investments January 31, 2016	52,760,388	12,938,088	65,698,476



PRESENTATION BY BOB MOSER, COLLEGE SUCCESS FOUNDATION

April 12, 2016



Breaking the Cycle of Poverty

March 26, 2016

**COLLEGE
SUCCESS**
FOUNDATION



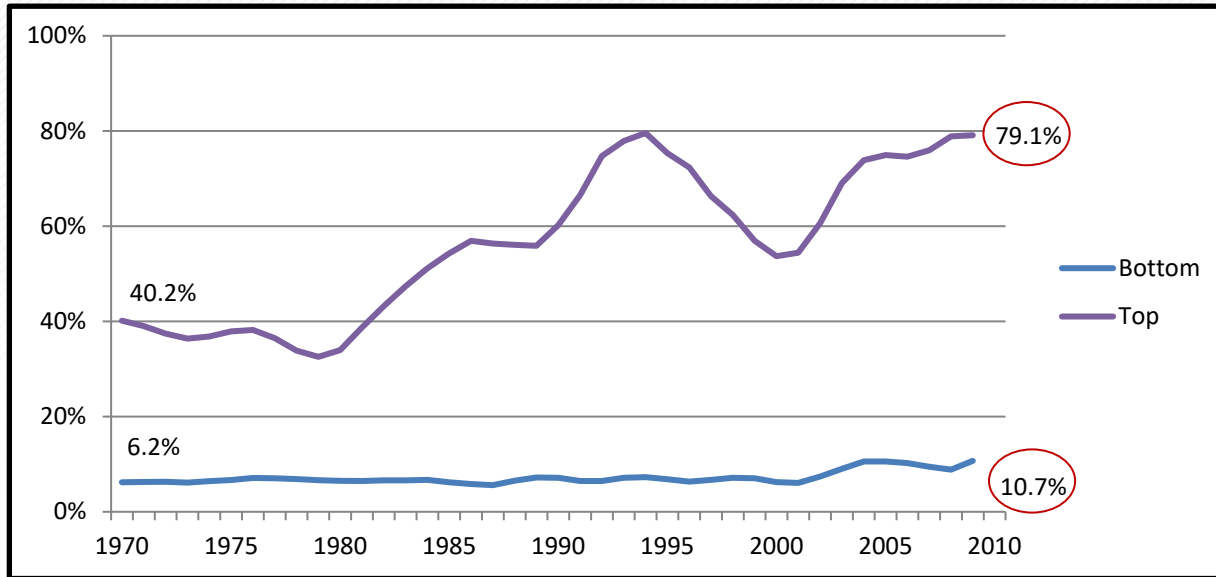


AGENDA

- The challenge for low-income students to break the cycle of intergenerational poverty
- Our approach
- Our results
- Insights from our Alumni Legacy survey
- Looking ahead

THE CHALLENGE:

LOW-INCOME STUDENTS GRADUATE FROM HIGH SCHOOL AND COLLEGE AT LOWER RATES THAN THEIR PEERS



HIGH-INCOME
STUDENTS EARNING
BACHELOR'S DEGREES

79%

LOW-INCOME
STUDENTS EARNING
BACHELOR'S DEGREES

11%

Nearly ½ of public school students in Washington state are from low-income families – growing from 30% in 2000 to 46% in 2015.

CSF's APPROACH:

SERVING THE UNDERSERVED WITH SCHOLARSHIPS & SUPPORT

Our Students:

We serve the underserved – those who might not otherwise get to college. Our scholars include young people from low-income families, students of color, foster youth and first-generation college students.

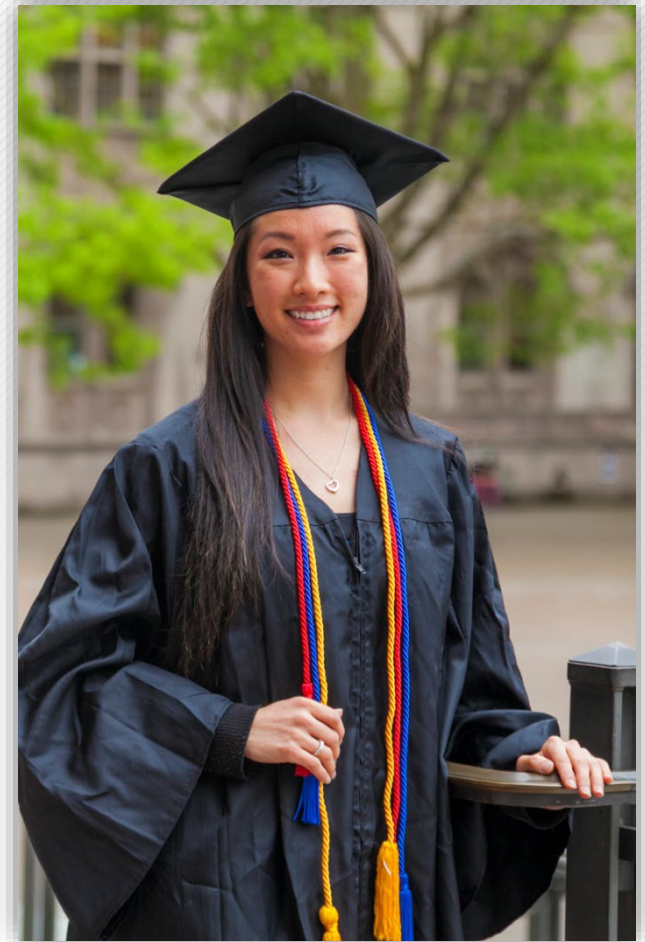
- **78%** are the first in their family to pursue higher education
- **71%** are students of color

Our Strategy:

We provide comprehensive services and supports to our scholars in four key areas:

Socially, Academically, Financially, and Emotionally

We do everything in our power to help our students succeed!





CSF's TRACK RECORD OF SUCCESS

- 15+** Number of years that CSF has served Washington state
- 9+** Number of years that CSF has served the District of Columbia
- 15,000+** Number of scholarships CSF has managed, over **\$225M** in support
- 50** Number of states where our students have attended college
- 12,000** Number of CSF scholars served annually in middle school, high school, and college – from Washington state to the District of Columbia
- 6,900+** Number of CSF scholars who have graduated from college

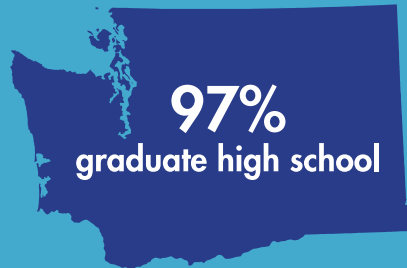
CSF RESULTS: WASHINGTON STATE

DRIVING UP HIGH SCHOOL AND COLLEGE GRADUATION RATES

LOW-INCOME STUDENTS HAVE FEWER OPPORTUNITIES



WE SUPPORT OUR STUDENTS TO ACHIEVE GREATER OUTCOMES



CSF RESULTS: DISTRICT OF COLUMBIA

DRIVING UP HIGH SCHOOL AND COLLEGE GRADUATION RATES

LOW-INCOME STUDENTS HAVE FEWER OPPORTUNITIES



WE SUPPORT OUR STUDENTS TO ACHIEVE GREATER OUTCOMES



ALUMNI LEGACY SURVEY

DISRUPTING THE CYCLE OF INTERGENERATIONAL POVERTY

Key findings from our first-ever comprehensive, longitudinal survey of our alumni:

- CSF Alumni are successful
- The investment has paid off for our community
- CSF Alumni are actively engaged
- CSF program benefits families



Proven Impact of our programs – we are **DISRUPTING THE CYCLE OF INTERGENERATIONAL POVERTY**



CSF ALUMNI ARE SUCCESSFUL!



*Dr. Nida Nawaz, Chief Medical Resident
Podiatric Medicine, Seattle Veterans Hospital
College Success Foundation Achiever, Cohort I*

They are **breaking the cycle** of poverty

73%
earn 40k+

36%
earn 60k+

30%

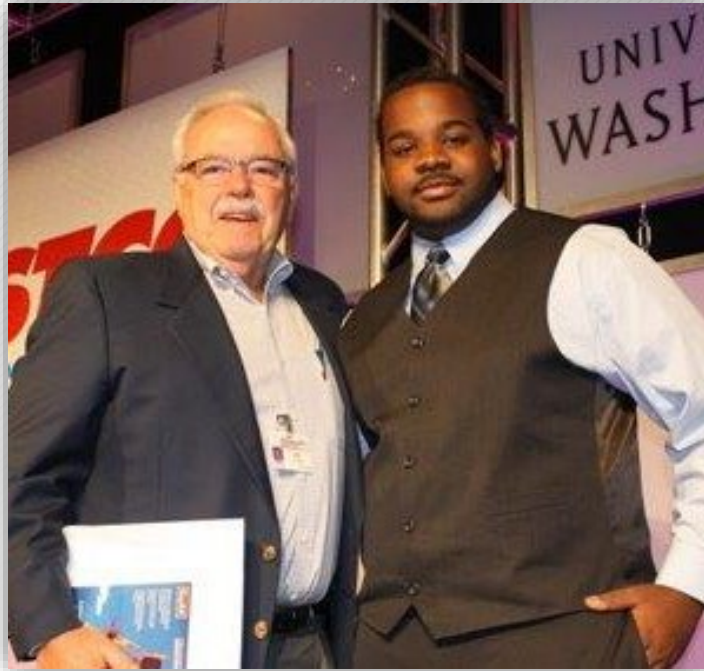
have earned, or are in the process
of earning, **advanced degrees**

73%

own their **own homes** or are
saving for a down payment



THE INVESTMENT HAS PAID OFF FOR OUR COMMUNITY



Jim Sinegal with Costco Scholar, David Coven

88%

live or work in **Washington state**

47%

live or work in **the county from which they graduated** high school

1%

report being **unemployed** and looking for work



CSF ALUMNI ARE ACTIVELY ENGAGED



*Dajir Jigre and Jose Francisco,
Eastern Washington University Alumni*

92%

are **registered to vote**

2 out of **3**

volunteered in the past year

30%

have already **given back to CSF**



CSF ALUMNI FAMILIES ALSO BENEFIT FROM THE FOCUS ON EDUCATION



Cody Farias, Governors' Award Recipient and Governors' Scholar, with his daughter

86%

believe it's "very likely" their children will go to college

46%

are already **saving for their children's college** education

8 out of **10**

are **contributing to retirement** accounts

6 out of **10**

of **first generation** graduates' siblings are **continuing education**



LOOKING AHEAD – 2016 - 2017

Creating and piloting proprietary College and Career Readiness E-learning program to leverage CSF expertise increasing ability and proficiency of school-based counselors

This academic year, CSF-DC will **launch a new Saturday academic program** to enhance academic supports and results

Expansion of CSF student supports

- This fall, CSF will expand direct student supports into five high schools in Kent and Auburn
- Additionally, CSF will extend westward to the peninsula by adding programs into the Bremerton and Port Angeles school districts

Questions?



Zuri Cambron, College Success Foundation Achiever, "I see college as the key to unlocking the American Dream."

Bob Moser

Board Chair, College Success Foundation
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CLOSING & ADJOURN

April 12, 2016