



WASHINGTON STATE
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Supporting the next generation of STEM & health care leaders

June 25, 2014



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BOARD MEETING
JUNE 25, 2014
1:30-3:30 P.M
AGENDA

CALL TO ORDER		BRAD SMITH
WELCOME AND APPROVE MINUTES	(TAB 1)	BRAD SMITH
PROGRAM UPDATE	(TAB 2)	YOLANDA WATSON SPIVA/VICKIE REKOW
➤ RESEARCH		
➤ OUTREACH/ENGAGEMENT		
➤ PROJECTED GRADUATES		
➤ COHORT 3 SELECTION		
EXECUTIVE DIRECTOR RECRUITMENT UPDATE	(TAB 3)	YOLANDA WATSON SPIVA
FUNDRAISING	(TAB 4)	JOAN CAINE/JOHN HOYT
FINANCE	(TAB 5)	MACK HOGANS
POLICY/ADVOCACY	(TAB 6)	YOLANDA WATSON SPIVA
➤ POTENTIAL BOARD MEMBERS		
REVIEW PROPOSAL	(TAB 7)	BRAD SMITH/YOLANDA WATSON SPIVA
EXECUTIVE SESSION		
ADJOURNMENT		



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TAB 8	MEDIA

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The College Success Foundation (CSF) is the program administrator for the Washington State Opportunity Scholarship.



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WASHINGTON STATE OPPORTUNITY SCHOLARSHIP BOARD MEETING
APRIL 15, 2014
MINUTES

The Board of Directors of the Washington State Opportunity Scholarship (WSOS) met on April 15, 2014, at Microsoft headquarters in Redmond, Washington.

Board members present: Brad Smith, Terry Gillespie, Jerry Grinstein, Mack Hogans, Jim Sinegal and Kimberly Harris via telephone. This constituted a quorum.

Additional attendees: Jane Broom, Joan Caine, Anne Fennessy, Joe Gaffney, John Hoyt, Lisa Kagan, John McDowell, Vickie Rekow, Yolanda Watson Spiva, Rebecca Swartz, Dave Stolier, Larry Wright

Meeting Called to Order

Brad Smith welcomed everyone to the full board meeting at 1:06pm, and introductions were made.

Jerry Grinstein moved the minutes of the December 19, 2013 meeting be approved. Mack Hogans seconded the motion. The motion carried unanimously.

Progress Reports and Updates

Yolanda Watson Spiva reviewed the post-graduation employment findings from the survey conducted by College Success Foundation (CSF). The survey shows that 89 percent of graduates are employed in Washington State. The study also indicated that nearly two-thirds of graduates seeking employment have found work in their field of study. The majority of employed graduates are working full-time.

The financial reports were reviewed by the board. Brad Smith asked Dave Stolier if Microsoft and Boeing can, constitutionally, move money from the endowment account into the scholarship account. Stolier is still looking into that and will report back to Brad and CSF.

Anne Fennessy reviewed the legislative update. WSOS received \$25M of public contribution in the 2014 supplemental operating budget. Additionally, WSOS is tentatively anticipating a \$20M state contribution in the projected 2015-2017 operating budget, subject to appropriations. The Senate WSOS bill SHB 2612 was signed and will be effective June 12, 2014.

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Going Forward

Smith reviewed his board memo on plans for FY2015 and beyond. Board members discussed the proposed new scholarship model which increases scholarship value to; 1st & 2nd year \$2,500, 3rd year \$5,000, 4th year \$7,500 and 5th year \$5,000 total of \$22,500. Mack Hogans moved the new scholarship model be approved as presented. Jim Sinegal seconded the motion. The motion carried unanimously.

A WSOS Executive Director position description was reviewed. Grinstein moved the job description be approved as presented and approved CSF hire Waldron HR be hired to conduct the search. Hogans seconded the motion. The motion carried unanimously.

Joan Caine shared a PowerPoint that showcased WSOS scholars and why/how the scholarship matters to them. She then presented the statewide employer outreach plan. Grinstein requested a report to the board following phase one of the plan. Caine will conduct an evaluation to show what has been accomplished and will present that to the board at a subsequent meeting.

Board Governance and Expansion

Smith led the board in a discussion about what the new board composition should be. The board agreed that it would be helpful to have board members from the east side of the state, and perhaps members with expertise in Aerospace or health care. Over the next few months, CSF will work with the board to assemble a list of names to submit to the Governor.

The board entered executive session 2:25pm.

Respectfully submitted,
Rebecca Swartz



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IN THEIR WORDS: THANKFUL FOR THE SCHOLARSHIP

Thank you so much for the support and assistance your program has provided. Not only did the scholarship help with my expenses, but I also gained invaluable insight through the opportunities that the College Success Foundation sponsored, such as the industry tour in Seattle, and the Career Institute in Redmond.

As a student athlete at the University of Washington spare time was hard to come by. With the help of the Washington Opportunity Scholarship I was able to pursue my dream of an engineering degree without having to stress all the time about how I was going to be able to pay for rent or buy food for the month. The scholarship provided tremendous financial assistance and without it I would have most certainly had to try to work part time or drop further into debt with loans. I am incredibly grateful for the assistance of the scholarship.

As the first in my family to attend university this scholarship helped make the difference in my success. I was able through scholarships and grants to pay for the entirety of my college education. This allowed me to focus on my studies and directly influenced my success. I was able to secure work in my field as an engineer with the Department of the Navy almost six months before graduation; I attribute this to the financial aid I received as without it I do not know that college would have been a viable option for me financially.

I am a first generation college graduate and I was able to fulfill my dreams of becoming a nurse to serve the community I grew up in. Without this scholarship, my family would have been unable to provide for my tuition or living expense. I am extremely grateful for those who believed in WSOS, because I was able to accomplish my goals. Thank you so much!!

I will now graduate Summa Cum Laude next week, and after four years my dream hasn't changed at all - I will apply to graduate school in two months to obtain a Ph.D in biochemistry. However, tenacity isn't enough to realize a dream - The Washington State Opportunity Scholarship helped me along the way, especially through my senior year when finances have been especially tight. I appreciate this investment in my potential so very much, and in return I will use my dream to help drive science forward.

This scholarship has had a tremendous impact on relieving stress in my life and allowing me to focus on school instead of working. This better allowed me to become a professional in my field of study. I am extremely grateful to the donors, they helped me want to give back to the community since I now see how important it is to give back and give others opportunities to succeed. Also, I was able to graduate debt free and scholarships played a large role in that. Thank you.



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RESEARCH

1. How does the percentage of WSOS students landing jobs in their field of study compare to the percentage of all 4-year graduates in WA State landing jobs in their field?

At the April board meeting, a question was asked in regards to the employment status data for WSOS graduates (p.1 chart 2) versus other 4 year graduates. According to our WSOS Post Graduation Employment survey 65 percent of graduates (88 out of 136) seeking employment have found work in their field of study. Chi Square analysis detects a statistically significant difference in proportion of grads working in their field by their field of study. Findings show that proportionally, computer and information sciences and support services (86%), engineering (77%), health professions (76%) and engineering technologies (71%) were the most likely to report finding work in their field amongst grads entering the workforce.

To date, we have not identified WA State specific data to use as a comparison, but our numbers look favorable when compared to current national trends:

- Nationally, a 2013 study from CareerBuilder reports that nearly half (47 percent) of college-educated workers said their first job after college was not related to their college major.
- The picture for new STEM graduates nationally continues to be better compared to other areas of study; however, the trend has worsened for many since 2001 according to a study from the U.S. Department of Education, National Center for Education Statistics (Published March 2014). The study reports that a higher proportion of new graduates reported employment unrelated to their undergraduate major in 2009 than in 2001 for six of the 10 major fields of study: computer and information sciences (17 percent vs. 7 percent), engineering (13 percent vs. 7 percent), social sciences (40 percent vs. 33 percent), humanities (55 percent vs. 44 percent), business (20 percent vs. 15 percent), and other applied fields (32 percent vs. 21 percent).
- The same study reports that one year after graduation, unemployment rates increased between 2001 and 2009 for bachelor's degree recipients who majored in social sciences, humanities, health care, business, education, and other applied fields. In contrast, the 1-year unemployment rates of 2007–08 graduates who majored in computer and information sciences, engineering, and other science, technology, engineering, and mathematics (STEM) fields were not statistically different from 1999–2000 graduates who majored in the same fields.

2. Which WSOS majors are going on to grad school?

Proportionally, fields of study most likely to attend grad school instead of entering job market are: Physical Sciences (42%), Mathematics and Statistics (33%) and Biological and Biomedical Sciences (29%). Overall, there are no statically significant trends related to the decision to enter workforce or not based on field of study. (Please see table on next page.)

Enrolled in Graduate School by Field of Study

Field of Study	# Attending Grad School	%
BIOLOGICAL AND BIOMEDICAL SCIENCES.	15	37.5
COMPUTER AND INFORMATION SCIENCES AND SUPPORT SERVICES.	3	7.5
ENGINEERING TECHNOLOGIES AND ENGINEERING-RELATED FIELDS.	1	2.5
ENGINEERING.	9	22.5
MATHEMATICS AND STATISTICS.	4	10.0
NATURAL RESOURCES AND CONSERVATION.	1	2.5
PHYSICAL SCIENCES.	5	12.5
SCIENCE TECHNOLOGIES/TECHNICIANS.	1	2.5
PSYCHOLOGY.	1	2.5
Total	40	100.0

3. Of the WSOS graduates that are in jobs, what were the colleges and what were the fields of study?

Graduated Institution	Biological & Biomedical Sciences	Computer & Information Sciences & Support Services	Engineering Technologies & Engineering-Related Fields	Engineering	Health Professions & Related Programs	Mathematics & Statistics	Natural Resources & Conservation	Physical Sciences	Science Technologies / Technicians	SAMPLE TOTAL	ALL GRADS
Bastyr University					2					2 (2%)	1%
Eastern Washington University					2					2 (2%)	3%
Gonzaga University	2				2					4 (5%)	2%
Pacific Lutheran University					2					2 (2%)	2%
Seattle Pacific University	1									1 (1%)	2%
Seattle University				1	2					3 (4%)	3%
The Evergreen State College							1			1 (1%)	2%
University of Washington-Bothell				2	1					3 (4%)	1%*
University of Washington-Seattle	14	7	3	13	1		1	1	1	41 (51%)	60%*
University of Washington-Tacoma		2	1		2					5 (6%)	0%*
Walla Walla University					1					1 (1%)	0.5%
Washington State University	1			3						4 (5%)	14%*
Washington State University-Spokane					4					4 (5%)	0%*
Washington State University-Vancouver		1		1			1			3 (4%)	0%*
Western Washington University	1					2		1		4 (5%)	4%
Whatcom Community College				1						1 (1%)	0%
SAMPLE TOTAL	19 (23%)	10 (12%)	4 (5%)	21 (26%)	19 (23%)	2 (2%)	3 (4%)	2 (2%)	1 (1%)	81 (100%)	95%
ALL GRADS	18%	9%	1%	19%	15%	7%	3%	6%	0.5%	78.5%	

Employed in Field – By Race or Ethnicity and Gender

Race or Ethnicity	Gender		Subtotal by Race or Ethnicity	Total by Race or Ethnicity
	Male	Female		
American Indian or Alaska Native	2 (100%)	0 (0%)	2 (100%)	2 (2%)
Asian	12 (52%)	11 (48%)	23 (100%)	23 (27%)
Black or African American	0 (0%)	2 (100%)	2 (100%)	2 (2%)
White	23 (45%)	28 (55%)	51 (100%)	51 (61%)
Two or more races	4 (67%)	2 (33%)	6 (100%)	6 (7%)
Total by Gender	41 (49%)	43 (51%)	84 (100%)	84 (100%)

4. Incorporate method that will evaluate whether or not a bump in the 4th year award to \$7.5K actually results in students finishing faster.

We have added questions to the needs assessment section of the annual WSOS renewal survey that will document:

- Enrollment status (full time or part time)
- Time spent working
- Perceptions regarding their financial ability to cover school-related expenses

This will provide us with data that can then be correlated with WSAC Unit Record data (i.e.- scholarship dollars received and unmet need). The thought is that we can discern if increase in funds received drives down unmet need in meaningful enough way that it will correlate with less time spent working, more courses taken, less perceived difficulties making ends meet, etc. We can also track if those cohorts receiving new max amount are completing more often and/or more quickly.



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OUTREACH/ENGAGEMENT



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WSOS STUDENT SUPPORT UPDATE APRIL - JUNE 2014

Through the creation of the Washington State Opportunity Scholarship (WSOS) and supports, the legislature seeks to mitigate the impact of tuition increases on low- and middle-income students, increase the number of baccalaureate degrees in high employer demand 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 skills workers from across the state. The WSOS, in partnership with College Success Foundation (CSF), is advised by a state-approved board and operates in consultation with stakeholders including labor, higher education, K-12 leaders and economic development partners. Together, we are building an effective statewide integrated system of supports that are cost efficient, scalable, sustainable and data-driven. This document provides a high level overview of progress made between April and June 2014.

PIPELINE SUPPORTS IN MIDDLE AND HIGH SCHOOL

WSOS collaborated with CSF Directors and STEM partners to position science, technology, engineering mathematics (STEM) and healthcare careers as exciting opportunities for Washington state middle and high school students through a variety of communication initiatives and STEM experiential learning activities.

STEM AWARENESS & EXPERIENTIAL LEARNING

As part of the WSOS Precollege STEM Supports strategy, WSOS team members partook in six signature STEM events statewide. Serving as both STEM professionals and Scholarship providers allowed us to promote exciting STEM career opportunities and discuss the applications with ~3,000 *students, teachers, parents and stakeholders* during this period. Events included:

- » UW Discover Engineering Days (4/26), Seattle, WA
- » TEALS Puget Sound Field Trip (4/29), Redmond, WA
- » Washington State Mathematics, Engineering, Science Achievement (MESA) Day (5/17), Redmond, WA
- » Spokane Project Lead the Way (PLTW) teacher training and convening with Spokane STEM Leadership (5/22), Spokane, WA
- » Puget Sound App Day at Rainier Beach (5/23), Seattle, WA
- » WSU Imagine Tomorrow (5/31), Pullman, WA
- » Technology Alliance Youth App Challenge (6/5), Seattle, WA

WSOS staff promoted the opportunity by sharing WSOS collateral, serving as judges, sponsoring events, appearing in event materials and leading STEM experiential learning activities. Impact data from event hosts is pending, but 72% of attendees to the TEALS Puget Sound Field Trip 2014 stated that because of the event, they better understand what it's like to study computer science in college. Attendee, *"I really learned about future opportunities and choices I have for a CS career. It opened my mind to many CS related major and schools."* Additionally, WSOS staff served as STEM advisors to programs such as the Road Map P5 Technical Group (4/15), the Office of the Superintendent of Public Instruction (OSPI, 4/21), the Washington Science Student Association (WSSA, 5/17) and Spokane STEM (5/21).

The 2014-15 STEM Supports calendar will include many of these events as they offer us the opportunity to promote the WSOS brand as well as the opportunity to competitive precollege applicants from across the state. Additionally, our presence at these events raises the visibility of the brand and opportunity to prospective WSOS industry investors who share our STEM interests.

COLLEGE AND CAREER SUPPORTS

In partnership with CSF Directors and higher education partners, WSOS sponsored (see supporting collateral) and engaged in a variety of signature STEM events and CSF scholar activities where we could deliver wrap around services and promote the scholarship opportunity. This spring, WSOS and CSF staff provided college and career supports to *1,400 undergraduates* through direct interaction, emails and social media campaigns.

EVENT	ACTIVITY
HB2612 Bill Signing (4/3)	Four scholars attended Bill signing and received direct mentorship support on summer internship searches.
CSF Career Institute (4/5) and LinkedIn campaign follow up	59 WSOS Scholars attended the CI and received training in job and internship procurement. Long term impact of CI is summarized below.
CSF Scholar Media Tour (April-May 2014)	During the spring media tour, WSOS staff provided direct mentorship on courses and job/internship procurement with the 18 participating WSOS scholars studying at CWU, PLU, WSU, Gonzaga, Whitworth, UW Tacoma and UW Seattle.
Seattle University event with Father Steve & Jim Sinegal (5/7)	The eight attending SU WSOS scholars received direct mentorship related to course and job/internship procurement from WSOS staff. Two students were referred to UW faculty for graduate school inquiries.
UW Undergraduate Research Symposium (5/16)	Over 40 WSOS Scholars participate in the 2014 UW URSP, including four students whose research was supported by WSOS through the NASA Space Scholars program. ~20 Scholars received mentorship on courses and future career and graduate school plans.
Seattle Times Youth Forum (5/20)	Three WSOS scholars were featured in the STYF. In preparation for the forum, scholars met with WSOS staff where they received mentorship regarding future career and graduate school plans.

98% of CSF Career Institute (CI) participants indicated that they found the Career Institute very or somewhat useful. Three out of twenty-six WSOS scholars who responded to the thirty-day follow-up survey were accepted into graduate school (i.e., Seattle Pacific University, University of Washington School of Pharmacy and unspecified); three were given professional referrals (i.e., two to Boeing and one to HealthPoint); one had two informational interviews (i.e., Expedia and Globsys); three secured internships (i.e., Highline Public Schools, Phillips 66 Ferndale Refinery; and University of Washington Medical Center); one secured a mentor (i.e., Aviation High School); two interviewed for jobs (i.e., one at the Doyon Group and Walsh Group and one at Northwest Hospital); and one secured a job at A Chocolate Store. WSOS Scholars who attend the CI received follow up coaching on their LinkedIn Accounts and access to the professional photos taken that day.

WSOS staff have been able to directly mentor nearly 50 WSOS Scholars this spring at their campuses. Noteworthy student supports this spring included connecting a Scholar to housing in Cambridge for Harvard studies, introducing Scholars to professionals in pharmacy, bioengineering, public health and education and reviewing Linked In profiles. Through these intimate mentoring activities, WSOS has built a community of WSOS "Ambassadors" whose participation and stories are advancing media and development campaigns.

SCALING SUPPORT SERVICES

Previous WSOS evaluation efforts have been hampered by the limited Scholar response. This year, the C1 & C2 scholarship renewal process enables Scholars to renew their fiscal support, provide valuable feedback on the program (via the annual Scholar survey) and access tips for improving and enhancing LinkedIn profiles to optimize their job and internship seeking efforts. After only 15 days of outreach, we are enjoying a higher than usual response to the survey from graduating and renewing Scholars alike. As thousands of renewing Scholars are reading this communication, this bundled outreach is advancing both our scholarship services and mentoring goals. The WSOS team considers this our most important email of the year and will continue to anchor key strategies to this Scholarly communique.

EMPLOYER NETWORKING

WSOS staff met with STEM campus partners and potential industry employers such as the UW Society for the Advancement of Chicanos and Native Americans (5/12), Seattle Girl Geek Dinners (5/15) and the Washington Biotech and Biomedical Association (5/22).

To raise the visibility of the WSOS graduates as strong candidates for high demand positions, WSOS staff are meeting with STEM professionals, companies and professional associations to answer questions about Scholars (e.g., WBBA, Seattle Girl Geek Dinners). The 2014-15 STEM Supports calendar will include more of these events as they offer us the opportunity to promote our Scholars to employers and highlight the program as a key investment for prospective private parties.

UPCOMING EVENTS

EVENT: The Science of Clean Water	TIME: June 19, 9 AM – 11 AM	LOCATION: Cleveland High School, Seattle, WA
PURPOSE: Position STEM as an exciting future career for ~120 Cleveland High School students and promote the WSOS scholarship to future applicants		
EVENT: CSF Ace Institute	TIME: June 26, 9 AM – 11 AM	LOCATION: Pacific Lutheran University, Tacoma, WA
PURPOSE: Position STEM as an exciting future career for ~600 high school students and promote the WSOS scholarship to future applicants		

This summer WSOS Staff will be enhancing 2014-15 strategies in response to evaluation data, meeting Scholars in their workplaces and summer internships (collecting stories and images), enhancing campus partnerships, congratulating confirmed WSOS graduates and organizing Fall Scholar welcomes (at key campuses).

STEM COLLABORATION — WA STEM/THRIVEBY5WA/WSOS

The leading STEM organizations who serve students statewide from ages preschool to college — Thrive by Five Washington, Washington STEM and Washington State Opportunity Scholarship — will be developing a cohesive framework for collaboration. Through this STEM Alliance, we believe by synergizing our efforts, mindful of state and federal STEM strategies, our stakeholders of education, policy, media, community and students that we can minimize redundancies and increase outcomes for our students and the state's economic vitality.



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PROJECTED GRADUATES



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WSOS PROJECTED GRADUATES 2014

In order to project the number of WSOS graduates in 2014, we analyze 2013-14 enrollment by WSOS 2013 graduation rates by class standing.

Please note that Cohort 1 self-identified their college class standing, while college class standing for Cohorts 2 and 3 was calculated based on college credits earned. Therefore, the 2013 graduation rates by class standing may overestimate or underestimate due to errors in class standing self-identification. To adjust for these errors, we include a +/-10 percent range of expected graduates. We expect that graduation projections by class standing will improve in accuracy next year.

CLASS STANDING	2013-13 ENROLLMENT	2013 GRADUATES	2013 GRADUATION RATE	2013-14 ENROLLMENT	2014 PROJECTED GRADUATES
THIRD YEAR	824	61	7%	633	44
FOURTH YEAR	472	251	53%	602	319
FIFTH YEAR	132	93	70%	133	93
SIXTH YEAR OR ABOVE	0	0	100%	5	5
PROJECTED TOTAL PROJECTED RANGE (+/- 10%)					461 415 to 507

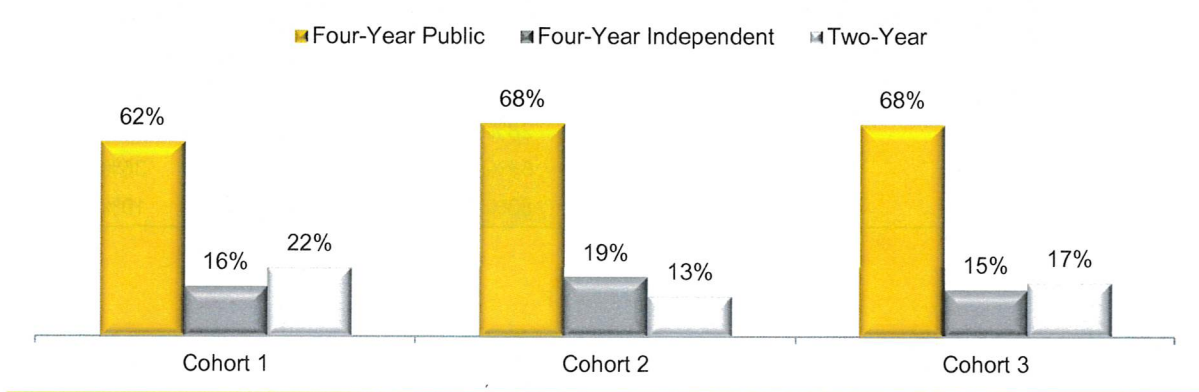


COHORT 3 SELECTION

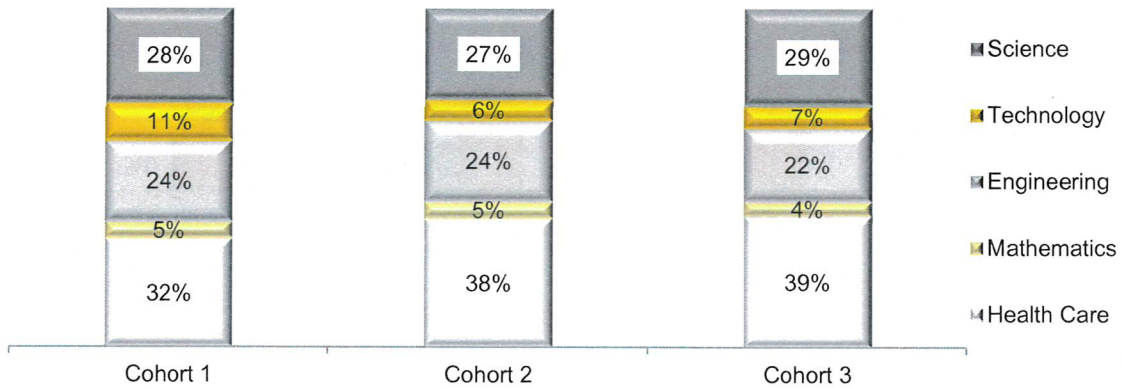
WSOS Cohort 3 Selects in Comparison

In total, 3,045 scholars were selected for Cohort 1; 778 scholars were selected for Cohort 2; and 782 scholars were selected for Cohort 3 of the Washington State Opportunity Scholarship (WSOS).

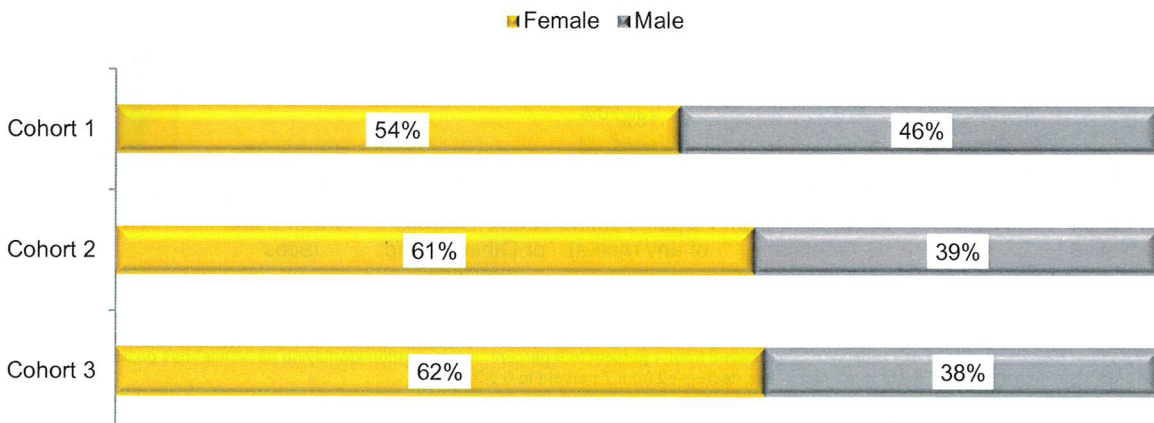
College Type



Field of Study



Gender

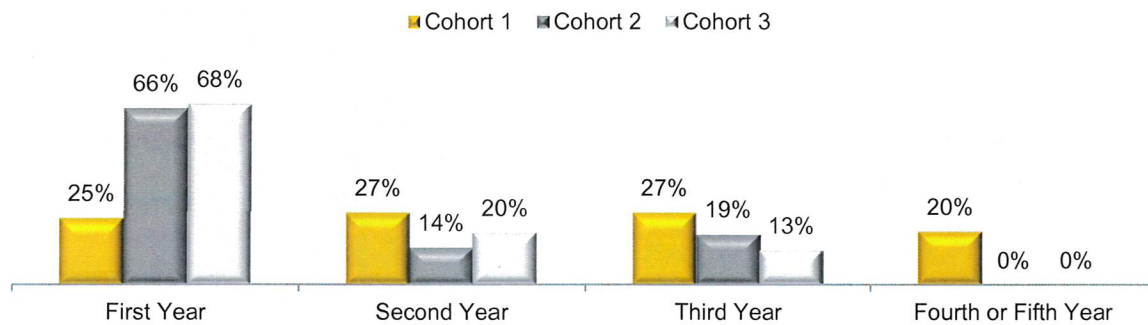


WSOS Cohort 3 Selects in Comparison

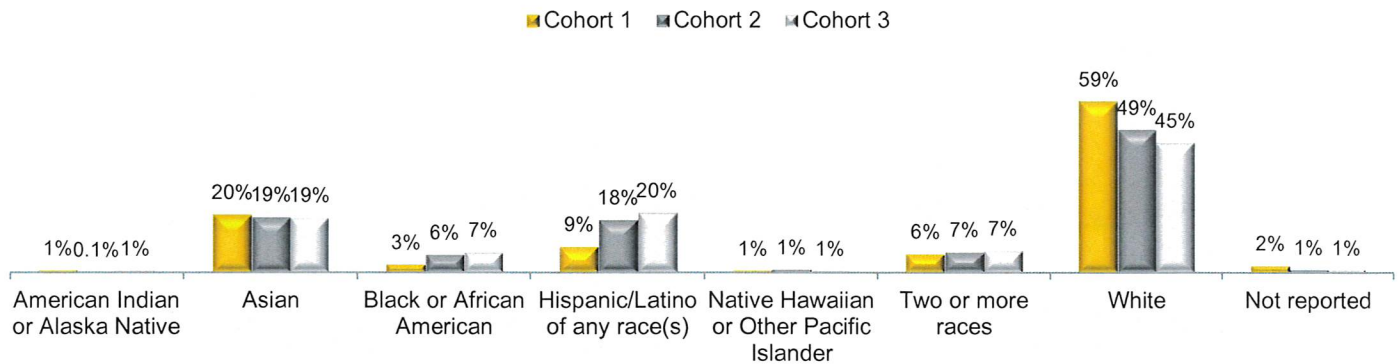
Field of Study by Gender

Field of Study	Cohort 1		Cohort 2		Cohort 3	
	Female	Male	Female	Male	Female	Male
Science	63%	37%	69%	31%	69%	31%
Technology	26%	74%	21%	79%	22%	78%
Engineering	23%	77%	28%	72%	31%	69%
Mathematics	53%	47%	54%	46%	65%	35%
Health Care	78%	22%	83%	17%	81%	19%

Fall College Class Standing



Race or Ethnicity



Note: Race/ethnicity for Cohort 1 has been re-coded since the 2012 Legislative Report to be consistent with state and federal guidelines. As a result, the proportion of Cohort 1 scholars identifying as "Hispanic/Latino of any race(s)" has increased from 4 percent to 9 percent; the proportion identifying as "White" has decreased from 63 percent to 59 percent; and the proportion identifying as "Two or more races" has decreased from 7 percent to 6 percent.



WSOS Cohort 3 Selects by Current County & Graduated High School

Top Counties

Nearly two-thirds of WSOS Cohort 3 scholars (497 out of 782) currently live in five WA counties: King, Pierce, Snohomish, Yakima, Spokane and Clark. This pattern is consistent with Cohorts 1 and 2. sit

Current County	#	%
King	203	26%
Pierce	84	11%
Snohomish	56	7%
Yakima	56	7%
Spokane	53	7%
Clark	45	6%
Subtotal	497	64%

Note: Current County is coded based on scholars' application mailing address.

Top 25 High Schools

The largest proportions of WSOS Cohort 3 scholars graduated from the following twenty-five WA high schools:

List	Graduated High School	# WSOS C3 Selects
1	Davis High School	21
2	Garfield High School	12
3	Mt Tahoma	12
4	Cleveland High School	11
5	Highline High School	10
6	Ingraham High School	9
7	Hazen Senior High School	8
8	Rogers High School	8
9	Walla Walla High School	8
10	Bremerton High School	7
11	Chief Sealth International High School	7
12	Curtis High School	7
13	Eastmont Senior High	7
14	Eisenhower High School	7
15	Foster Senior High School	7
16	Global Connections High School	7
17	Granite Falls High School	7
18	Health Sciences & Human Services	7
19	Central Valley High School	6
20	Foss High School	6
21	Kentwood High School	6
22	Lindbergh Senior High School	6
23	Othello High School	6
24	Roosevelt High School	6
25	Union High School	6



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EXECUTIVE DIRECTOR RECRUITMENT UPDATE

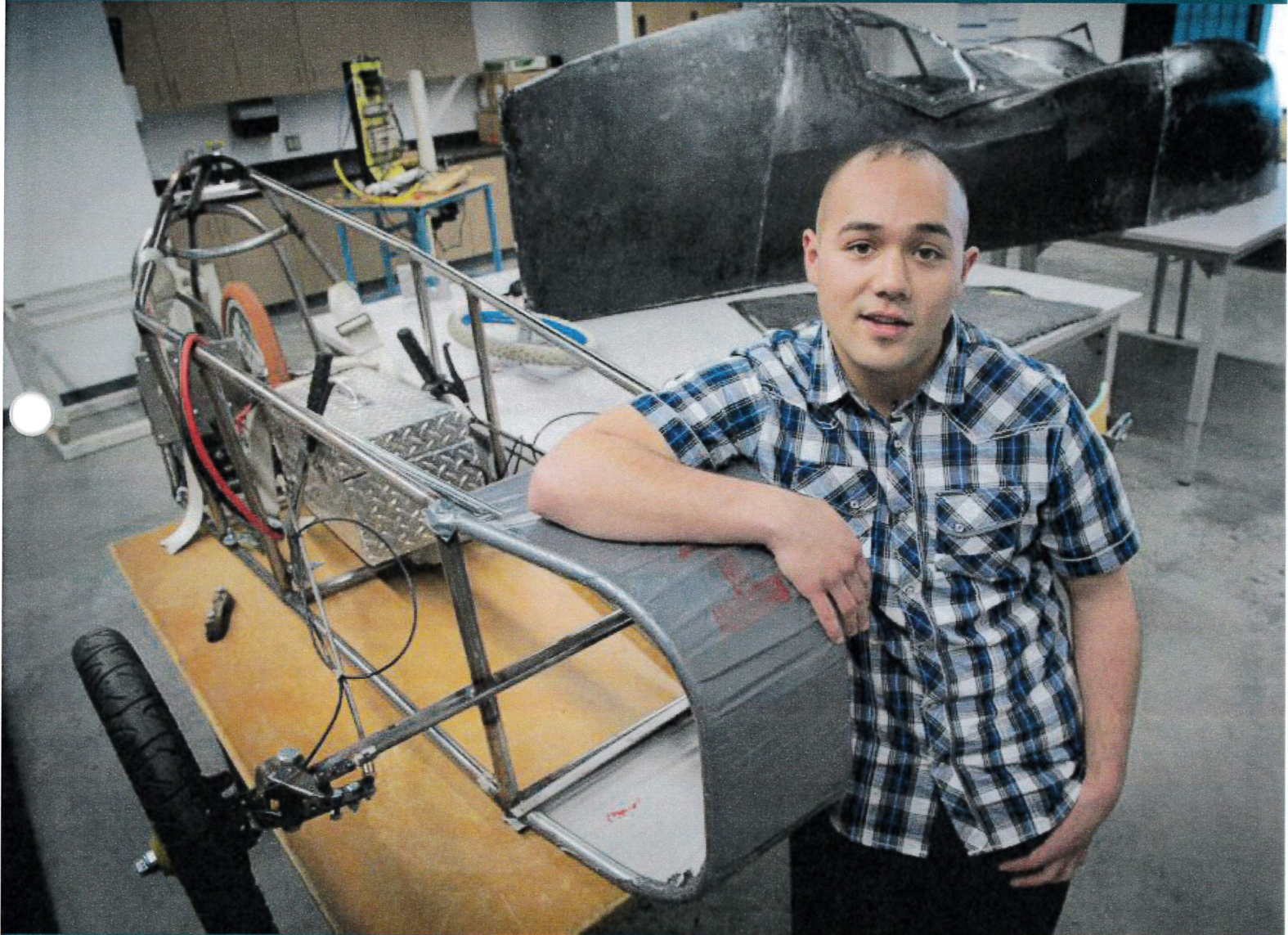
Following the April 15th board meeting, Waldron HR was hired to begin the search for an Executive Director for WSOS. Below is a brief summary of the recruitment process to date.

- » Kick Off meeting: May 5th
- » Recruiting, outreach and networking began: May 26th
- » Current Status:
 - Total outreach: 300+
 - Total candidates: 38
 - High potential candidates: 2 from tech sector, 2 from foundations, 1 from higher education, 1 from a public private partnership
 - Additional 4 under strong consideration; continuing to evaluate additional candidates
- » Target date for all resumes June 30th
- » Candidate Presentation July 3rd
- » Semifinal panel interviews week of July 7th
- » Final Interviews projected for the week of July 14th

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● Washington State Opportunity Scholarship



● Executive Director
Position Profile

Search conducted by:





WASHINGTON STATE OPPORTUNITY SCHOLARSHIP

ABOUT THE ORGANIZATION:

The [Washington State Opportunity Scholarship](#) (WSOS) is an innovative public-private partnership that supports our state's students in achieving a bachelor's degree and moving into high-demand fields like science, technology, engineering, math, and health care.

In order to address rising tuitions at Washington colleges and universities, businesses and the Washington State Legislature joined forces in 2011 to create WSOS. Funds provided by both Washington State and major Washington companies, including Boeing and Microsoft, allow WSOS to give students scholarships as well as build a financial aid endowment to serve future generations.

WSOS expands financial aid to a larger group of young people, making it possible for more low- and middle-income students who gained a high school diploma in Washington State to then attain a science, tech, engineering, math (STEM) or health care related bachelor's degree from a college or university in Washington. WSOS not only helps students start their degrees, it also helps them finish their degrees. Since the first group of scholarships was awarded in 2012, the WSOS Board has continued to increase the annual amounts offered. Once students are admitted into an approved STEM or health care major, freshman and sophomore scholarship recipients receive \$2,500, juniors receive \$5,000, seniors receive \$7,500 and fifth-year seniors receive \$5,000.

Currently WSOS supports 3,000 students annually, and it is adding a new cohort for 2014. Thus far:

- Sixty-eight percent will attend a four-year public university, 19 percent will attend a private institution, and 13 percent attend a community or technical college.
- Twenty-seven percent will pursue a major in science, 6% in technology, 24 percent in engineering, five percent in mathematics and 38 percent in health care.
- Sixty-one percent of the recipients are female, 39 percent are male.

The [WSOS Board of Directors](#) provides the long-term vision and governance, while the [College Success Foundation](#) (CSF) administers the scholarship. CSF has more than a decade of proven experience in successfully awarding scholarships and providing support to low-income students, helping them finish high school and successfully graduate college. CSF's respected track record of scholarship and mentorship coordination make it an ideal partner to deliver administrative leadership to the program.

With the Board's leadership and CSF's administration, the scholarship program is poised to make a real difference in the futures of thousands of talented, low- and middle-income students across the state.

The WSOS Executive Director and team will be housed at CSF's headquarters in Issaquah, WA, where shared services (including scholarship selection, processing, program administration, wrap-around services) are located. This position reports to the WSOS Chair and Board with additional oversight provided by the CSF President & CEO.

To learn more about the organization, please visit www.waopportunitiescholarship.org



EXECUTIVE DIRECTOR

The Executive Director (ED) will be the driving force behind the growth and management of this public/private scholarship. This is an entrepreneurial position at the nexus of education, policy, and equal opportunity. The role offers great scope for scaling an early stage program with the potential to change the economic development equation in Washington State.

Working closely with the WSOS Board and the College Success Foundation CEO, the Executive Director will generate support, raise awareness, and guide implementation of the vision for the program. The ED will play a critical part in establishing strong relationships with corporations, government, major donors, private grant makers, and partner organizations. The ED's success in building support for WSOS ensures the success of thousands of aspiring low- and middle-income college students.

Key Priorities include:

Strategic Leadership:

- Design a long-term strategic plan for the organization in collaboration with the WSOS Board of Directors
- Select, manage, and direct the staff -- including goal setting and accountability for effective advocacy, fundraising, communications, and program delivery
- Provide sound fiscal and administrative oversight

Development:

- Lead the development team efforts and fundraising strategy
- Guide, support, and collaborate with the WSOS Board of Directors to raise funds
- Define the value proposition for new and existing donors
- Cultivate relationships with corporations, individuals, and foundations
- Engage with the Board in direct solicitation of major donors

Advocacy:

- Serve as chief spokesperson and evangelist for the importance of this partnership
- Represent WSOS with policymakers, press, funders, educators, and community groups
- Support the work of the WSOS Board of Directors in securing public funds as outlined in the State legislation

Communications:

- Design and execution of systems to develop, motivate, and retain top talent
- Oversee recruitment, hiring, compensation, benefits administration, and performance management
- Create a more unified team across departments and offices

Program Delivery:

- Ensure effective program design and implementation
- Create and manage service level agreements with CSF shared services, including scholarship recruiting, disbursement, and wrap-around services
- Ensure application goals are met
- Evaluate program efficacy with the goal of increasing the diverse pool of qualified and talented Washington State students obtaining STEM and health care degrees





THE IDEAL CANDIDATE

Let's start with the mission. We are looking for candidates with a ***commitment to education and equal opportunity***. Candidates must appreciate the important role higher education plays in providing economic opportunities for young adults, equipping them with the skills that employers seek.

The ideal candidate must be confident and effective in a nuanced and multi-faceted ***leadership*** position. A talented ***connector*** and ***collaborator***, the successful candidate is at ease interacting with multiple stakeholders and partners. High ***emotional intelligence*** and cultural competence is important. A high level of organizational and political sophistication is required, particularly as it relates to supporting a nonprofit Board of Directors, working with legislators, generating new resources, and building collaborative, strategic relationships.

With the strong external focus of the role, excellent communications skills are essential for success. The ability to quickly synthesize key messages is critical. Prior experience managing a public-private partnership and/or building relationships with corporations, elected officials, public agencies, and institutions is an asset.

We are looking for a ***strategic, systems thinker*** who can envision how this scholarship affects communities, education, economic opportunity, and policy. A key skill is the ability to translate the high level vision into a strategy with tangible, measurable action plans for program implementation, fundraising, marketing, advocacy, and communications.

Fundraising is a core competency for this role, and is defined by the ability to create and orchestrate a development plan, including corporate and foundation giving, major gifts, annual gifts, and planned giving. Experience raising funds for a start-up, on a fundraising board, or in a fund development role is strongly preferred.

Team and operational management strengths are essential. We seek candidates with a proven ability to engage and motivate direct reports as well as outside partners, and who are able to create milestones and metrics to define progress and success. We seek a track record of ***fiscal responsibility***. A ***solution builder***, the ideal candidate can demonstrate the ability to analyze complex problems and interpret operational needs.





THE IDEAL CANDIDATE (CONTINUED)

Strong organizational skills and grace under pressure will allow the successful candidate to handle a variety of tasks, projects, and relationships simultaneously. S/he must further be an excellent **project manager** who can prioritize effectively and demonstrate how deliverables will be consistently met and measured.

Defining personal characteristics include exceptional interpersonal skills, professional presence, a self-directed nature, and high energy level.

We are looking for a minimum of ten years of relevant experience in leadership, fundraising, partnership and program management. Experience in the philanthropic sector, education, STEM fields, college access and/or youth development is a plus. Possible current roles may include private sector entrepreneur with nonprofit board experience, nonprofit Executive Director, Chief Strategy Officer, Chief Development Officer, or Chief of Staff.

A bachelor's degree from an accredited college or university is required.

TO BE CONSIDERED

Please submit your resume and cover letter, expressing your passion for the mission and fit for the role to Melissa Merritt at candidates.waldronhr.com.

Equal employment opportunity and a diverse staff are fundamental principles at WSOS and the College Success Foundation.



Waldron is honored to partner with Washington State Opportunity Scholarship in the search for an Executive Director. We believe in and support the work of WSOS and we are doing our best to recruit a talented leader who will accelerate this mission. As the consulting partner strategic leaders choose to help attract, engage, and inspire effective leaders, Waldron provides a unique combination of executive search, leadership development and career transition services across sectors and industries. Our passion is helping people and organizations realize their full potential and increase their impact.



waldron

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www.waldronhr.com



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FUNDRAISING UPDATE

CORNERSTONE DONORS: INTERVIEWS AND OUTREACH

Purpose: Gather feedback on the revised case for support and program model, cultivate interest in WSOS, and gather networking ideas for individual donors and employers.

ACTION

- » Interviews and outreach underway

NEXT STEPS

- » Continue outreach
- » Develop cornerstone donor strategies

EMPLOYER OUTREACH

Purpose: Statewide outreach to employers in all STEM and health care fields to introduce WSOS and seek a fit with employees through philanthropy and employee volunteerism.

ACTION

- » List of 100 companies identified
- » Letter and packet designed
- » Draft campaign plan in place

NEXT STEPS

- » Employer packet developed and distributed (October)
- » Meeting scheduled with technology executives (September-October)

ACADEMIC OUTREACH

Purpose: Seek alignment with colleges, universities, and community and technical colleges to promote WSOS to students and explore fundraising partnerships.

ACTION

- » Met with Washington State Board of Community and Technical Colleges
- » Met with Independent Colleges of Washington

NEXT STEPS

- » Scheduling and conducting confidential interviews with 20 community college presidents and foundation and advancement leaders at four-year public and private institutions
- » Compile and deliver findings

EVENTS

Purpose: Provide opportunities for board members, legislators, and prospective donors to hear from scholars firsthand.

ACTION

- » Events held at Seattle University and the University of Washington, drawing WSOS scholars (20) and board members, legislators, prospective donors, and the press

NEXT STEPS

- » Schedule employer and donor events for fall 2014

CONVERSATION WITH WASHINGTON STEM AND THRIVE BY FIVE

Purpose: Explore a range of collaborative opportunities ranging from aligned messaging and promotion to a joint fundraising campaign.

ACTION

- » Conducted meetings on June 6th and June 17th with key staff from WSOS, Washington STEM, and Thrive by Five establishing multiple points of possible collaboration
- » Began development of a framework for shared fundraising, research, and outreach

NEXT STEPS

- » Develop proposal by end of June to put in front of potential funders

BOARD GIFTS

ACTION

- » Finalizing board gifts

NEXT STEPS

- » Continue one-on-one conversations with Board members

POLICY NUMBER:**EFFECTIVE DATE:** TBD**TITLE:** Washington State Opportunity Scholarship Fund **SUPERSEDES:** New**BOARD ADOPTION:** TBD**APPROVED:**

PURPOSE

This document establishes the investment policy and guidelines for the Washington State Opportunity Scholarship (WSOS) fund created by the Washington State Legislature in 2011 to encourage student participation in high employer-demand programs of study. The investment responsibility for the WSOS fund is granted to the Washington State Investment Board (WSIB) in accordance with RCW 28B.145.

The WSOS funds are comprised of two distinct pools of assets each comprised of private funds and State matching funds. The two pools are the scholarship and endowment accounts as created in RCW 28B.145.xx. The primary distinction between the two accounts is that scholarships may be paid out of both principal and earnings of the scholarship account, while scholarships out of the endowment account must be paid out of investment earnings. Endowment accounts are generally considered to have long time horizons and can therefore tolerate a higher level of volatility.

These guidelines allow for sufficient flexibility in the management process to capture investment opportunities, while providing parameters that ensure prudence and care in the execution of the investment program.

POLICY**Standard of Care**

Under RCW 43.33A.030, trusteeship of these trusts is vested within the voting members of the Washington State Investment Board so long as they are the selected investment manager. The Legislature has established a standard of care for investment of these funds in RCW 43.33A.140. Additionally, the Board and its staff must comply with other state laws, such as the Ethics In Public Service Act, Chapter 42.52 RCW, as it makes its investment decisions and seeks to meet the investment objectives listed below.

Investment Objectives

In accordance with RCW 43.33A.110, the portfolio is managed to achieve a maximum return at a prudent level of risk. The key determinant is identifying the prudent level of risk relative to the needs of the WSOS Board. Based on this requirement, the order of the objectives shall be:

1. Maintain the financial stability of the program;

2. Ensure sufficient assets are available to fund the scholarship goals of the program over a ten-year time horizon;
3. Subject to one and two above, manage the assets to achieve a maximum return at a prudent level of risk; and
4. Invest in a manner that will not compromise confidence in the program.

Performance Objectives

Performance of the investment portfolio shall be judged relative to the investment objectives, the risk constraint standards, and the investment approach. The performance objectives are intended to provide the WSIB and the WSOS Board with benchmarks to measure the investment policy and the guidelines.

The fund has a relative performance objective for the long term investment horizon:

Relative to asset allocation targets, generate a return equal to, or in excess of, the passive benchmark portfolio. The WSIB will establish a passive benchmark that reflects WSOS's unique asset allocation policy.

Risk Constraint Standards

1. All assets under management by the WSIB are to be invested to maximize return at a prudent level of risk in accordance with the requirements of RCW 43.33A.110 and RCW 43.33A.140 subject to the unique risk tolerances of the WSOS program;
2. No corporate fixed income issue's cost shall exceed 3 percent of the fund's market value at the time of purchase, nor shall its market value exceed 6 percent of the fund's market value at any time (Chapter 43.33A.140 RCW); and
3. Diversify the assets at a prudent level to moderate fluctuations in the market value of the program.

Asset Allocation

The asset allocation mix will be reviewed every four years, or sooner if there are significant changes in markets, program size or liabilities. The WSIB staff will meet at least annually with the WSOS Board or Investment & Finance Committee to review the investment portfolio and the financial status and goals of the program. The WSIB has delegated to the executive director the authority to rebalance the asset allocation within the procedures established at the WSIB.

Assets will be rebalanced across asset classes when market values of the assets fall outside the policy ranges. The timing of the rebalancing will be based upon market opportunities and the consideration of transaction costs and, therefore, need not occur immediately.

Scholarship Account

State Match Funds

The state provides matching funds to WSOS to fund scholarships in partnership with private corporations. Investment eligibility of State funds is determined by the state constitution and the revised code of Washington. If state match funds become eligible for investment in corporate

fixed income and equity securities, state funds will be invested with the asset allocation identified in the “Private Funds” section of this policy.

Permissible investments:

1. Government agencies and U.S. Treasuries.
2. Short-term Investment Funds (STIF) that invest strictly in U.S. government or government agency instruments, including repurchase agreements for U.S. government and agency instruments.
3. Cash collateral for security lending and collateral for repurchase agreements is restricted to U.S. government and government agency securities.

ASSET ALLOCATION	Target	Range
Cash	100%	100%

Private Funds

Private funds held in the scholarship account are comprised of donations from corporations and individuals, are not state funds, and are not subject to state constitution investment eligibility guidelines.

ASSET ALLOCATION	Target	Range*
Cash	0%	0% - 5%
Public Equity	60%	55% - 65%
Fixed Income	40%	35% - 45%

*The above policy ranges are long term and may deviate in the short term as a result of interim market movements.

Asset Class Structure

The WSIB establishes asset class investment policy with wide guidelines for staff to move investment priorities within an asset class in order to achieve the fund’s overall objectives.

Public Equity

The public equity component will be invested passively to track the return of a broad global equity benchmark. The benchmark for the public equity component is the MSCI All Country World Investable Market Index (MSCI ACWI IMI).

Fixed Income

The fixed income portion of the account will be invested in the WSIB Bond Market Fund. The investment policy and guidelines are defined in WSIB policy 2.14.200. The benchmark for the Bond Market Fund is the Barclays U.S. Intermediate Credit Index.

Endowment Account

State Match Funds

The state provides matching funds to WSOS to fund scholarships in partnership with private corporations. Investment eligibility of State funds is determined by the state constitution and the revised code of Washington. If state match funds become eligible for investment in corporate fixed income and equity securities, state funds will be invested with the asset allocation identified in the “Private Funds” section of this policy.

Permissible investments:

1. Government agencies and U.S. Treasuries.
2. Short-term Investment Funds (STIF) that invest strictly in U.S. government or government agency instruments, including repurchase agreements for U.S. government and agency instruments.
3. Cash collateral for security lending and collateral for repurchase agreements is restricted to U.S. government and government agency securities.

ASSET ALLOCATION	Target	Range
Cash	100%	100%

Private Funds

Private funds held in the endowment account are comprised of donations from corporations and individuals, are not state funds, and are not subject to state constitution investment eligibility guidelines.

ASSET ALLOCATION	Target	Range*
Cash	0%	0% - 5%
Public Equity	80%	75% - 85%
Fixed Income	20%	15% - 25%

*The above policy ranges are long term and may deviate in the short term as a result of interim market movements.

Asset Class Structure

The WSIB establishes asset class investment policy with wide guidelines for staff to move investment priorities within an asset class in order to achieve the fund’s overall objectives.

Public Equity

The public equity component will be invested passively to track the return of a broad global equity benchmark. The benchmark for the public equity component is the MSCI All Country World Investable Market Index (MSCI ACWI IMI).

Fixed Income

The fixed income portion of the account will be invested in the WSIB Bond Market Fund. The investment policy and guidelines are defined in WSIB policy 2.14.200. The benchmark for the Bond Market Fund is the Barclays U.S. Intermediate Credit Index.

PERFORMANCE REVIEW GUIDELINES AND REPORTING

Performance will be measured by the custodian bank and reported in writing quarterly by the WSIB staff to the Board.

RESPONSIBILITIES

Washington State Investment Board

The WSIB is responsible for approving the investment policy and setting the investment objectives, risk standards, and asset allocation.

Public Markets Committee

The Committee is responsible for reviewing the structure, strategy, and performance of the funds.

WSIB Staff

Staff are responsible for recommending enhancements and changes to the investment policy to the Public Markets Committee as well as implementing policy, managing the assets, rebalancing the asset allocation, and reporting performance and policy compliance to the Public Markets Committee, the Board, and the WSOS Investment and Finance Committee.

POLICY REVIEW

The Board shall review this policy at least once every three (3) years to ensure that it remains relevant and appropriate.

Finance Committee will be reviewing this more often than 3 years.



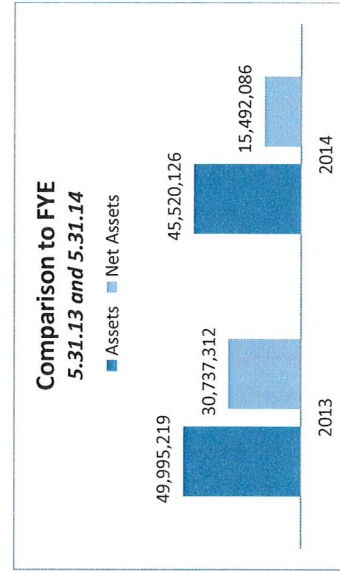
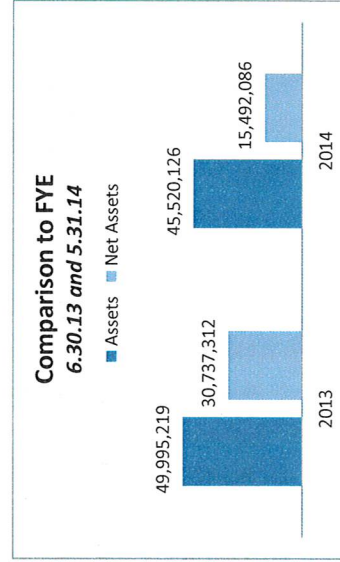
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Financials



Washington State Opportunity Scholarship
 Comparative Balance Sheets
 Period Ending May 31, 2014

	Comparison to FYE		Comparison to same period LFY	
	6/30/13	% Change	5/31/13	% Change
Assets				
Cash	3,408,717	-63%	1,248,180	-67%
Investments	22,164,520	4%	23,158,274	35%
Pledges Receivable	24,421,982	-14%	21,113,672	-27%
Total Assets	49,995,219		45,520,126	
Liabilities and Net Assets				
Accounts Payable	210,105	210%	651,184	175%
Scholarship Commitments	19,047,802	54%	29,376,857	49%
Total Liabilities	19,257,907	56%	30,028,041	51%
Total Net Assets	30,737,312	-50%	15,492,086	-49%
Total Liabilities and Net Assets	49,995,219	-9%	45,520,126	-9%





Washington State Opportunity Scholarship
 Income Statement for the Eleven (11) Months Ending May 31, 2014

Actual vs Budget / Prepared on Accrual Basis

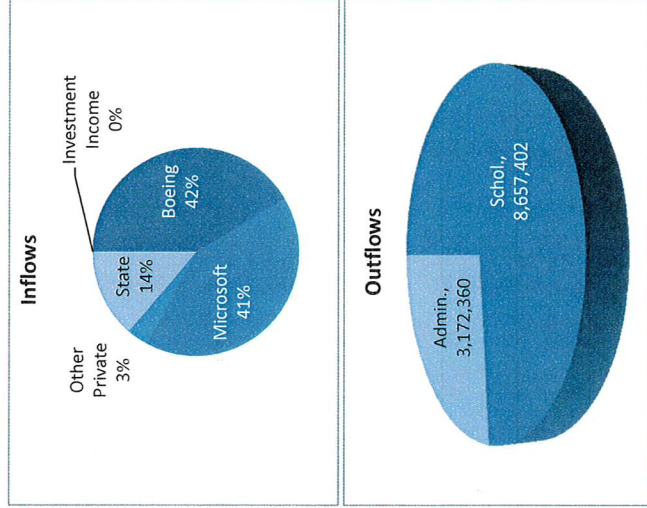
	Eleven Months ended May 31, 2014		FYE June 30, 2014
	Actual	Budget	Annual Budget
			Variance Fav (Unfav)
Revenue			
Private	\$ 2,252,962	\$ 20,000,000	\$ (17,747,038)
Public	-	-	-
Investment Income	(4,580)	247,155	(251,735)
Total Revenue	2,248,382	20,247,155	(17,998,773)
Expense			
Scholarship	16,062,284	10,017,589	(6,044,695)
Professional Fees [CSF, Pyramid & CoFen)	1,431,324	1,696,111	264,787
Total Expense	17,493,608	11,713,700	(5,779,908)
Net Income (Loss)	\$ (15,245,226)	\$ 8,533,455	\$ (23,778,681)
			\$ 20,000,000
			288,816
			20,288,816
			11,977,889
			1,850,303
			13,828,192
			\$ 6,460,624



Cash Flow and Reconciliation to Net Assets
Inception-To-Date
Through May 31, 2014

Inception -- May 31, 2014

	Scholarship	Endowment	Total
Cash Inflows:			
Boeing	7,500,000	7,500,000	15,000,000
Microsoft	7,500,000	7,500,000	15,000,000
Other Private	729,640	494,393	1,224,034
State	5,000,000	-	5,000,000
Investment Income	6,405	5,779	12,184
Total Cash Inflows	20,736,045	15,500,172	36,236,217
Cash Outflows:			
Scholarships	(8,657,402)	-	(8,657,402)
Program Administrator and Marketin	(3,172,360)	-	(3,172,360)
Total Cash Outflows	(11,829,763)	-	(11,829,763)
	8,906,282	15,500,172	24,406,455
Net Cash Flow Inception-To-Date & Balance of Cash & Investments May 31, 2014	8,906,282	15,500,172	24,406,455



WSOS Cash Flow Projection Summary

2011 - 2013 Actual / 2014 Budget / 2015 - 2026 Projected

As of June 23, 2014

	2011-2013 Actual	2014 Budgeted	Balance at October 2014	2015P	2016P	2017P	2018P	2019P	2020-2026P	2011-2026 Total
Endowment Account										
Revenue										
Cash Contributions			\$ 5,000,000							\$ 5,000,000
Private										
State Match										
Pledge Payments										
Private	2,500,000	2,500,000	5,000,000	2,500,000						7,500,000
State Match (2014 Appropriated; 2015 on, projected)		7,500,000	7,500,000	2,500,000	2,500,000					12,500,000
Total Endowment Fund Receipts	7,500,000	10,000,000	17,500,000	5,000,000	2,500,000	-	-	-	-	25,000,000
Expense										
Endowment Account Expenses	-	-	-	-	-	-	-	-	-	-
Annual Net Cash Flow (Endowment)	7,500,000	10,000,000	17,500,000	5,000,000	2,500,000	-	-	-	-	25,000,000
Scholarship Account Account										
Revenue										
Cash Contributions										
Private	15,359,568		15,359,568	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	10,000,000	65,359,568
State Match	5,000,000		5,000,000							5,000,000
Pledge Payments										
Private	7,500,000	7,500,000	15,000,000	7,500,000						22,500,000
State Match (2014 Appropriated; 2015 on, projected)		17,500,000	17,500,000	7,500,000	17,500,000	10,000,000	10,000,000	10,000,000	10,000,000	82,500,000
Total Scholarship Fund Receipts	27,859,568	25,000,000	52,859,568	25,000,000	27,500,000	20,000,000	20,000,000	20,000,000	10,000,000	175,359,568
Expense										
Scholarships	2,893,813	5,694,917	8,588,730	11,637,525	11,358,374	10,546,451	10,296,258	10,104,201	70,351,547	132,883,085
Program Operations (WSOS and CSF, Marketing)	1,921,122	2,000,000	3,921,122	1,850,000	1,850,000	1,850,000	1,850,000	1,850,000	9,450,000	22,621,122
TOTAL EXPENSE	4,814,935	7,694,917	12,509,852	13,487,525	13,208,374	12,396,451	12,146,258	11,954,201	79,801,547	155,504,207
Annual Net Cash Flow (Scholarship)	23,044,633	17,305,083	40,349,716	11,512,475	14,291,627	7,603,549	7,853,742	8,045,799	(69,801,547)	19,855,361

WSOS Cash Flow Projection Summary

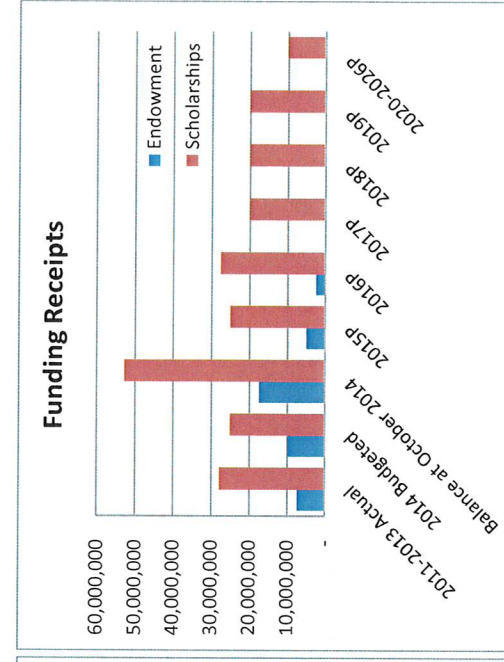
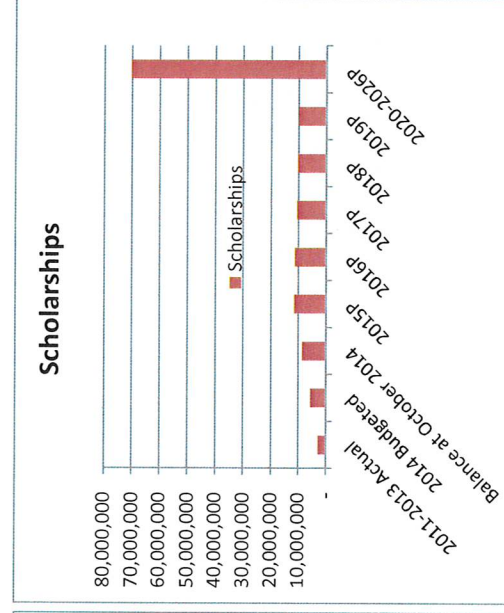
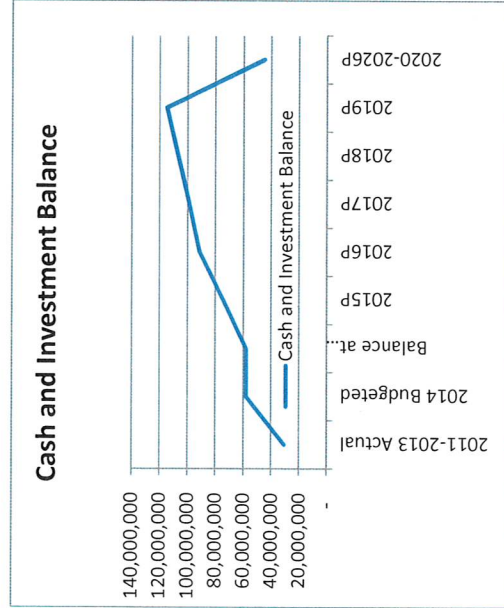
2011 - 2013 Actual / 2014 Budget / 2015 - 2026 Projected

As of June 23, 2014

	2011-2013 Actual	2014 Budgeted	Balance at October 2014	2015P	2016P	2017P	2018P	2019P	2020-2026P	2011-2026 Total
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Consolidated

Annual Net Cash Flow (Combined)	30,544,633	27,305,083	57,849,716	16,512,475	16,791,627	7,603,549	7,853,742	8,045,799	(69,801,547)	44,855,361
Cash and Investment Balance	30,544,633	57,849,716	57,849,716	74,362,191	91,153,818	98,757,366	106,611,109	114,656,908	44,855,361	



Notes/Assumptions

- Contributions and pledge payments shown on a cash basis (WSOS books maintained on accrual basis).
- All Scholarship and Program Operations expenses are paid from the Scholarship Fund.
- Investment earnings (not shown) depend on portfolio assumptions.
- Scholarships cash flow is a combination of disbursements made; awards committed; and unawarded projections.
- Endowment earnings can be released for scholarship use, but only according to strict criteria set by the WSOS legislation.



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LEGISLATIVE UPDATE

GOVERNMENT AFFAIRS AND ADVOCACY STRATEGY

With the completion of the Cocker Fennessy contract, Juliette Schindler Kelly, Director of Government Relations and Advocacy for the College Success Foundation, has transitioned into the legislative director role for WSOS. Juliette has been working closely with the WSOS principals, contractors and subcontractors, and CSF staff on all aspects of the programs including legislative awareness of involvement in the above-mentioned events, as well as working with the Governor's Office and the Washington State Achievement Council (WSAC) on the implementation of changes effected by the passage of HB 2612.

Specifically, with the inclusion of \$25 million in the legislative supplemental budget for WSOS, Juliette has been working with WSAC staff to update the technical language in the tri-party contract and put into place the procedure for triggering the disbursement of the state dollars. CSF will send the invoice for dollars to match existing private contributions after the June board meeting. Additionally, Juliette is coordinating with Governor's Inslee's staff on the process and timeline for nominating new board members, as well as working to fill the vacant board seat formerly filled by a Boeing representative.

Juliette will continue to lead government relations work for WSOS in the next fiscal year. She will implement the advocacy work during the interim, including defining outreach priorities, planning and attending events and meetings with legislative supporters, and guiding the development of collateral materials and talking points with focused messaging for government outreach. Board members will be kept apprised of, and invited to participate in, important meetings and events. The overarching advocacy goals remain legislative and gubernatorial support of the WSOS program and the public-private partnership that underfunds the program, including the additional \$20 million currently slotted for the state's contribution to WSOS in the upcoming biennial budget.



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LEGISLATIVE ATTENDANCE AT WSOS EVENTS

- Seattle University - May 7
 - Senator David Frockt (D-Seattle)
 - Rep. David Walkinshaw (D-Seattle)

Senator David Frockt (D-Seattle) and Rep. David Walkinshaw (D-Seattle) were active participants in the question and answer period with the SU Scholars. Their remarks were supportive of the scholarship and indicated interest in learning more about how to link the students to career opportunities in their fields of study

- University of Washington – June 9
 - Speaker Frank Chopp (D-Seattle)
 - Senator Andy Hill (R-Woodinville)
 - Rep. Ross Hunter (D-Bellevue)
 - Rep. Gail Tarleton (D-Seattle)
 - Rep. Gerry Pollet (D-Seattle)

Speaker Chopp spoke about his role in 2011 in the creation of the program, based on his belief in “opportunity for all”, and his strong belief in the importance of wrap-around services. Senator Hill called himself a “big believer” in public-private partnership models and is pleased with the arrangement which protects the WSOS public funds. As a “STEM import” himself, he expressed his desire to see Washington students in our state’s STEM jobs. The other three legislators expressed support of the program and asked the scholars thoughtful questions. Altogether, the goals of acknowledging key legislative support and giving them a chance to learn more first-hand about the program were fulfilled.

OPPORTUNITY EXPANSION PROGRAM

At the prior meeting, a Board memorandum on plans for FY2015 and beyond proposed that the Board develop and consider options for the proposed disbursement of existing funds in the Opportunity Expansion Account in FY15. Following is an update on the Opportunity Expansion Program and its associated account (Account 18H). Staff for the WSOS Board recommends that given the small amount of money and uncertainty that more dollars will be added due to the revenue source ending, the discussion of disbursement take place this fall.



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The statute (RCW 82.32.800) directs the Department of Revenue to certify the amount of tax credits contributed in the prior calendar year by May 1st, and directs the Treasurer to transfer that amount to the Opportunity Expansion Account on July 1st. No additional amounts will be certified or transferred before December 31, 2014. The Account currently has a balance of approximately \$2 million with \$2 million more expected from 2013 calendar year tax credits. Thus, by July 1, 2014 the account balance will be slightly more than \$4 million dollars. Lacking a Department of Revenue forecast of tax credits that may be contributed in the 2014 calendar year, it is reasonable to estimate an additional \$2 million based on the experience of previous two years.

SB 2612 defines that the Opportunity Scholarship Board "shall select institutions of higher education to receive opportunity expansion awards. In so doing, the opportunity scholarship board must...solicit, receive, and evaluate proposals from institutions of higher education that are designed to directly increase the number of baccalaureate degrees produced in high employer demand and other programs of study, and that include annual numerical targets for the number of such degrees, with a strong emphasis on serving students who received their high school diploma or high school equivalency certificate as provided in RCW 28B.50.536 in Washington or are adult Washington residents who are returning to school to gain a baccalaureate degree."

Thus, if the Opportunity Scholarship Board invites grant applications from higher education institutions and makes grant awards this year, there would be slightly more than \$4 million dollars to award. If the Board defers making any grant awards until July 2015, that amount could be approximately \$6 million. Without legislative change of the high technology research and development tax credit, there would be no further funds incoming, as the tax credit expires January 1, 2015.



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POTENTIAL BOARD MEMBERS

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Governor Christine Gregoire

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EASTERN WA

Mike Wilson, former CEO, Providence Health Care (Sacred Heart & Holy Family)

Stacey Cowles, Publisher, Spokesman Review

Scott Morris, CEO, Avista



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MEDIA SUMMARY

SPRING 2014 MEDIA COVERAGE

The Western Front | April 4, 2014

STEM Scholarship Opportunities Grow

A \$25 million increase in funding for the Washington State Opportunity Scholarship program was infused into this year's state budget to assist Washington students within health care and STEM (science, technology, engineering and math) fields.

The Seattle Times | June 9, 2014

Big boost in awards for state's STEM college scholarships

Opportunity Scholarship, a state program that helps college students who are studying in tech and science fields, will boost its maximum award amount by 32 percent.

King5 News | June 9, 2014

State not producing enough graduates in high-tech fields

The legislature has kicked another \$25 million into the Opportunity Scholarship because we're not graduating enough people to meet our own demand.

Q13 FOX News This Morning | June 9, 2014

Washington State Opportunity Scholarship

Interview with WSOS Scholar Janelle Van Hoffwegen

Microsoft Corporate Citizenship Blog | June 9, 2014

The Washington State Opportunity Scholarship: making a difference for young people and our economy

HeraldNet | June 10, 2014

In Our View/State and Federal Remedies: Alleviating student-loan debt

HeraldNet | June 13, 2014

Opportunity scholarships benefit more than just students

1605 NW SAMMAMISH ROAD, SUITE 200, ISSAQUAH, WA 98027-5388

1.877.899.5002 | WWW.WAOPPORTUNITYSCHOLARSHIP.ORG

The College Success Foundation (CSF) is the program administrator for the Washington State Opportunity Scholarship.

The Western Front

STEM scholarship opportunities grow

Published: Friday, April 4, 2014 9:03 am

A \$25 million increase in funding for the Washington State Opportunity Scholarship program was infused into this year's state budget to assist Washington students within health care and STEM (science, technology, engineering and math) fields.

There are 139 Western students receiving the Opportunity Scholarship for the 2013-2014 school year, Dina Murphy, financial aid manager for Western's Scholarship Center, said in an email interview.

"Any additional support for STEM scholarships is a win for our students," Murphy said. "This program meets a significant need for our low-to-middle income students pursuing high-demand majors and will help provide a much needed financial benefit for these students."

The scholarship program, a public-private endeavor administered by the College Success Foundation, provides financial assistance to Washington state residents earning their bachelor's degree in STEM and health care fields and encompasses 367 different majors, as stated in the program's 2013 legislative report.

"[These scholarships] will encourage more low-income and middle-income students to pursue STEM and health care professions," David Sharp, a spokesman for the College Success Foundation, said in an email interview.

The scholarship program supports over 2,500 students in Washington state schools this year, with approximately 700 new students to be included in the program this coming May, Sharp said.

Western junior Ruth Peredo, a pre-med student and kinesiology major, said having a scholarship encouraged her to stay on-track in pursuing her education.

"I definitely think [there should be more scholarship options for STEM majors]," Peredo said. "Especially for female STEM majors."

Peredo was unfamiliar with the Washington State Opportunity Scholarship, yet noted her interest in applying for it.

"Any scholarship helps and any money you can get is nice," she said.

State Sen. Andy Hill helped write the state budget that included funding for the program and is a big supporter of STEM scholarships, he said.

"Students are getting heavily burdened with debt," Hill said. "The tuition has more than doubled in the last 10 years at our state universities. Hopefully [these scholarships] will make STEM degrees more available to those students who want to get into them."

STEM and health care professions are in high-demand with Washington ranking as the second largest importer of degrees among states with tech-based industries, according to the National Center for Higher Education Management Systems.

In other words, employers in STEM fields hire more out-of-state graduates of these programs as not enough Washington students pursue jobs in STEM fields to meet the demand.

“We are a net importer of STEM degrees in the state for our job market,” said Hill. “These STEM scholarships are all about preparing Washington students for good Washington jobs.”

The Washington State Opportunity Scholarship program lists that Boeing and Microsoft each provided \$25 million to get the program off the ground, according to a June 2011 joint press release from the companies.

“It is vitally important to Boeing and to the aerospace industry in Washington state to ensure that a strong pipeline of talent is ready for future opportunities,” Mary Hanson, a spokeswoman for Boeing, said in an email interview.

Boeing was pleased to see the recent legislation pass that provides additional funding for the program, Hanson said.

Microsoft applauds the Legislature’s contribution to STEM scholarships, Microsoft spokeswoman Jane Broom Davidson said in an email interview.

“By having a pipeline of local graduates, Washington state businesses can find employees in their own backyard to fill high-demand positions,” she said.

The Washington State Opportunity Scholarship application for the 2015-2016 school year will be available in January 2015, Murphy said.

Big boost in awards for state's STEM college scholarships

Opportunity Scholarship, a state program that helps college students who are studying in tech and science fields, will boost its maximum award amount by 32 percent.

Originally published June 9, 2014 at 6:18 PM

A state-sponsored scholarship program that encourages low- and moderate-income Washington students to major in tech and science fields is increasing its awards to a maximum of \$22,500, a 32 percent increase.

The public-private partnership, which received an additional \$25 million from the Legislature earlier this year, so far has given money to 4,300 students, some of whom are graduating this year. Another 800 scholars have been chosen for the next academic year.

The scholarship is designed to encourage low- and moderate-income students to major in science, technology, engineering, math and health-care fields.

Of the funds, Microsoft and Boeing have each contributed \$25 million, and the public-private funding model "literally exists nowhere else in this country," said Brad Smith, executive vice president of Microsoft and chairman of the Washington State Opportunity Scholarship's board of directors.

On Monday, several state legislators and top University of Washington administrators met with some of the students who have used Opportunity Scholarship money to pay their way through school. The discussion, on the third floor of Parrington Hall at the UW, offered a glimpse into the ways students who show bright promise in high-demand fields, but who don't have a lot of financial help from home, navigate the education system.

Almost all of the students said they worked during school, but many also had to take out loans ranging from \$25,000 to \$35,000.

For some, the scholarship money helped them reduce or eliminate the need to take out more loans, or allowed them to work on unpaid research instead of taking a dead-end job to pay bills.

Getting the money freed senior Nadia Arang, of Arlington, from having to work as a lab tech, doing menial tasks like washing bottles. "It was exhausting," she said.

After she got the scholarship, she quit the lab-tech job and went looking for something she really wanted to do. Her search led her to Seattle Biomedical Research Institute, where she's working on malaria research. She'll continue that work after she graduates this spring.

Melissa Gile, a junior who grew up in Maple Valley, was able to use the money to participate in a NASA Space Grant research program. She did research in chemical engineering at the UW over one summer, which was paid for in part by her lab at the UW and in part by the scholarship money.

Samantha Motley, who transferred from Seattle Central College and is also graduating this year, was able to pay for her last year at the UW without taking out additional student loans.

In order to qualify for the scholarship program, students must be residents of Washington, have a Washington state high-school diploma or GED, and intend to complete a bachelor's degree from an eligible Washington college or university. Community-college students who plan to transfer to a four-year program are also eligible. The application period runs from December through February.

This year, a student from a family of four with an annual income of up to \$104,000 was eligible.

Smith, of Microsoft, said the program is designed to ease enough of the financial burden that students can spend more time studying.

Some of the STEM-degree fields are so demanding that students need a fifth year to finish; under the new award schedule, scholarship winners will receive \$2,500 in both their freshman and sophomore years, \$5,000 their junior year, \$7,500 their senior year and \$5,000 their fifth year if they need an additional year. Before the increase, the maximum award amount was \$17,000.

Smith said Monday that the scholarship award may be bumped up even more in later years.

Smith has been involved in higher-education policy for a number of years, including serving on a panel on higher education created by former Gov. Chris Gregoire. And in speaking to the group Monday, he referred to a long-standing problem in Washington — the state's most successful businesses can't find enough college grads in this state, and must do a lot of hiring out of state.

"We're an unusual state — we've done a better job of creating jobs than educating people with the skills needed to fill them," he said.

Smith said the scholarship board aims to raise \$200 million over the next decade, largely from the private sector, to beef up scholarship awards. He announced a \$1 million contribution from the Aven Foundation and said he and his wife are also giving \$500,000.

"There's definitely more coming," Smith said.



The Washington State Opportunity Scholarship: making a difference for young people and our economy

Published: Monday, June 9, 2014

Today was a great day, as nearly 800 Washington state students learned that not only have they received the Washington State Opportunity Scholarship (WSOS) for the upcoming academic year, but the award has increased to a total possible award of \$22,500 per student over five years (up from \$17,000 in previous years).

This program provides a financial incentive for middle-and low-income students who have earned Washington state high school diplomas or GEDS to pursue science, technology, engineering, math (STEM) and health care degrees at state universities and colleges.

In 2011, Microsoft and Boeing each committed \$25 million to WSOS. And this year, thanks to a \$25 million investment in our young people by the Washington State Legislature, the state's contribution has grown to a total of \$30 million. It adds up to a total of \$80 million in funding to make it easier for young people to pursue their dreams -- students like high school senior Maria Ines Maravilla.

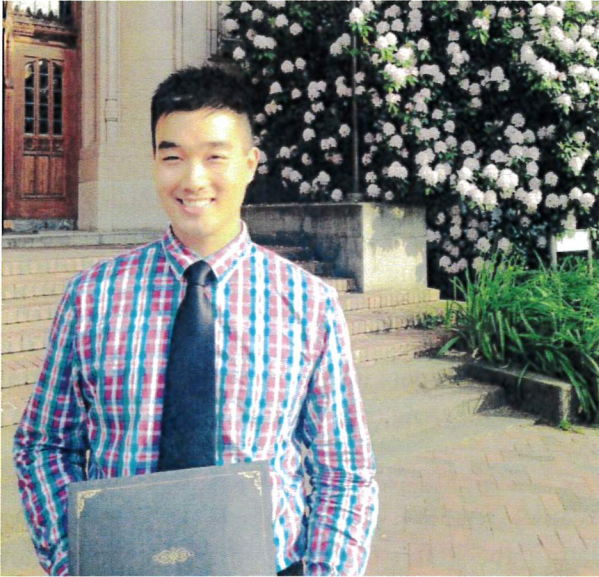
“Euphoria was my first reaction when I learned that I received the Washington State Opportunity Scholarship,” explains Maria. “This scholarship means a lot to me, not just financially, but also personally because this is my chance to start my first year of college on the right foot, with dreams and a smile on my face to know that I have taken a step closer to fulfilling my goals.”



Maria Ines Maravilla

The young woman from Yakima, the first in her family to go to college, hopes to study bio-engineering, become a scientist and work on life-saving vaccines. “I want to work in my own laboratory, surrounded by microscopes, pipettes, test tubes, gowns, gloves and of course, microorganisms. I want to be a scientist and working toward cures that save lives.”

Another student who has benefitted from the WSOS program is Tae Denwongkun. Tae, who comes from a family in which neither parents were able to attend college, graduated from Shorecrest High School. A University of Washington senior, Tae is about to complete his degree in information technology with a concentration in human-computer interactions. He hopes to land a job as a technical project manager or an information architect. “This scholarship means a lot to me,” he says. “I was glad that I didn't have to find part-time jobs urgently. Instead, I was able to focus on my school work and look for a job related to my studies. It was the most joyful moment during the summer of my junior year when I learned that I had received a scholarship.”



Tae Denwongkun

Then there's University of Washington senior Janelle Van Hofwegen. Even though her tuition was covered by the Husky Promise program, she still had to hold down a job in order to pay for her living expenses, including her dorm room. During her first years of college, she worked at a sub sandwich shop, berry processing plants and later as a teaching assistant. Janelle took her first computer science class as a sophomore and was hooked right away, declaring a double major of computer science and human-centered design and engineering. “Computer science is a good blend of being challenging and creative at the same time,” she says. “One of the reasons it's creative is that you learn that there is more than one way to solve a problem.”

Working up to 20 hours a week while attempting a degree as challenging as computer science is tough. However, when she was awarded the WSOS scholarship, Janelle says, “I was able to focus on school and less on getting so many hours, which was a huge relief.” Janelle graduates this month and has landed a job as a software developer at the video-streaming company Hulu.com.

Janelle is a great example – and one of many – of young people who are getting jobs in high-demand fields. Our support for WSOS is an extension of our global effort to connect young people with opportunities for education, employment and entrepreneurship through our YouthSpark initiative. This is especially important as we work to fill 25,000 STEM job openings in our state -- a number that is expected to double in the next five years. Closing the gap between job openings and qualified candidates would generate, according to a Boston Consulting Group/Washington Roundtable study, a total of \$720 million in annual state tax revenues and \$80 million in local tax revenues by 2017.



Janelle Van Hofwegen

We encourage businesses of all sizes help make a difference in the lives of young people – and to help close that job skills gap – by contributing to the Washington State Opportunity Scholarship at www.waopportunitiescholarship.org.

In Our View/State and Federal Remedies Alleviating student-loan debt

Published: Tuesday, June 10, 2014, 12:01 a.m.

Debt-driven angst caps the generalized anxiety of finals week. Oh, and marathon cramming.

Thankfully, a confluence of events may relieve a bit of student-loan stress, a burden that clamps on like an ankle monitor and doesn't unhitch until you're a wizened soul in life's twilight (something to stew over during a computer science exam.)

On Monday, President Barack Obama signed an executive order that will expand a program tamping down student-loan payments to 10 percent of a borrower's monthly income.

"We believe that in America, no hardworking young person should be priced out of a higher education," the president said.

A few hours later and 3,000 miles west of D.C., a group of students, faculty and community leaders gathered at the University of Washington to mark the success of the Washington Opportunity Scholarship, an antidote to the pricing-out conundrum. Thanks to the leadership of Democratic House Speaker Frank Chopp, Republican State Sen. Andy Hill and many others, the scholarship amount has been boosted to \$22,500 over five years.

The WSOS benefits low- and middle-income students pursuing high-demand STEM degrees. According to Microsoft General Counsel Brad Smith, it exists nowhere else in the country, private money with a public match (Boeing and Microsoft were the lead gifters in 2011, pledging \$50 million total). Hill and Rep. Ross Hunter, who also attended, illustrate the import-the-talent dynamic. A generation ago, both were recruited from out of state to work at Microsoft.

WSOS board member Jerry Grinstein said that the scholarship addresses two issues in play today — income inequality and student debt. It's a sentiment echoed by Provost Ana Mari Cauce and other UW honchos. The WSOS has an impact.

Last week, Sen. Patty Murray convened a budget committee hearing to examine how student loans affect borrowers and the broader economy.

"More young people than ever before are dealing with more student debt than ever before," Murray said in her opening statement. "And that can have lasting consequences."

Murray also joined with colleagues to underline the ways student-loan debt disproportionately hurts women, driven by the gender-wage gap.

Murray and Sen. Maria Cantwell, who hosted a group of UW students Sunday, are co-sponsors of Sen. Elizabeth Warren's student-debt bill, S.2432, which allows borrowers to refinance their loans for as low as 3.86 percent without a refinancing fee.

This week's vote on the Warren bill will signal how serious Congress is in making whole the promise of higher ed for all Americans.

Opportunity scholarships benefit more than just students



College Success Foundation - Ross Jones, a Lake Stevens High School graduate, will graduate Saturday from the University of Washington with a degree in bioengineering. He is a recipient of the Washington State Opportunity Scholarship, a public-private scholarship program supporting students in STEM and health care fields.

Published: Friday, June 13, 2014, 12:01 a.m.

[Julie Muhlstein](#), Herald Columnist

By every measure, Ross Jones has been successful in college. On Saturday, the 22-year-old from Lake Stevens will join some 5,000 other [University of Washington](#) graduates for [commencement](#) in Husky Stadium. With a degree in bioengineering, he'll soon be off to graduate school at the [Massachusetts Institute of Technology](#).

By one measure, he is like millions of people across this country. He is leaving UW with student-loan debt.

"I have at least \$35,000 in debt, mostly from the first two years," said Jones, who graduated from [Lake Stevens High School](#) in 2010 and now lives in Seattle.

Even with that debt burden, he is more fortunate than many. In his last two years at UW, Jones received a [Washington State Opportunity Scholarship](#). It's a boost that has helped more than 2,500 college students in our state.

Launched in 2011 through a public-private partnership, the scholarship helps support students studying in STEM fields — science, technology, engineering and math — or health care at universities and colleges in Washington.

“The first time I got it, it was \$1,000. Then it was bumped up this year — \$5,000 for people in their major. That’s pretty significant when tuition is \$13,000 a year,” Jones said.

Administered by the [College Success Foundation](#), the scholarship was created by an investment of \$50 million from the [Boeing Co.](#) and [Microsoft](#), along with an initial \$5 million from the state. [House Bill 2612](#), approved by the Legislature this year, included a commitment to match private dollars up to \$25 million, according to Theresa Britschgi, director of Washington State Opportunity Scholarship STEM support services.

At the UW on Monday, Jones and 13 other Washington State Opportunity Scholarship recipients were celebrated at an event that also recognized lawmakers and contributors. Scholars shared their experiences in juggling tough courses, jobs needed to pay for college, and work in labs or internships related to their fields — often unpaid.

Britschgi said 2,562 students have received the scholarships at 68 schools in Washington. For the upcoming academic year, almost 800 students recently learned they will get Washington State Opportunity Scholarships with an opportunity to renew for up to \$22,500 over five years. Rather than \$1,000, which Jones first received, the initial amount will be \$2,500. Seniors will get \$7,500 rather than \$5,000, Britschgi said.

For Washington, it means more homegrown graduates will qualify for top jobs, and become high-earning taxpayers. For Boeing and Microsoft, it’s creating qualified workers. For students like Jones, it’s a chance to focus on college.

“This is investing in the economic vitality of the future of our state,” Britschgi said. “While we don’t dislike English majors, we can’t dedicate state dollars to that work.”

Jones will earn a stipend at MIT, and will likely work as a teaching assistant. He expects his Ph.D. program in bioengineering to take five years. He will study systems and synthetic biology — “it’s engineering life,” he said. Applications can range from cancer research to entrepreneurship.

While at the UW, Jones had an internship with [Amgen](#), a biotechnology company, but also worked at a sorority, a Nike outlet store, and for his father, Steve Jones, who sells pressure-washing equipment. His mother, Becky Wallace, also helped with college expenses.

To get into competitive majors, Jones said, students push hard for top grades in their first two years of college. Once in their majors, it’s important to find work related to careers. “Sometimes you need the experience, but can’t afford to take unpaid work,” he said.

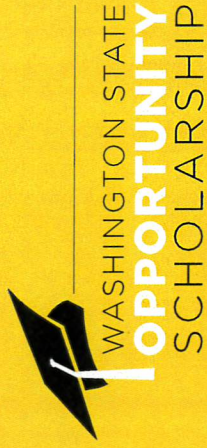
When I started at UW in 1972 — a taxpaying English major here — undergraduate tuition was \$144 per quarter. According to [Bloomberg News](#) and a recent article at [Salon.com](#), the cost of a university education grew by 1,120 percent between 1978 and 2012. On Wednesday, a [vote in the U.S. Senate](#) fell short of advancing a bill that would have let borrowers refinance older student-loan debt to a current lower rate.

As many as 40 million Americans have [student loan debt](#), according to the federal Department of Education. The average borrower owes almost \$30,000.

Jones is glad he got in on the opportunity scholarship. He sees it as a win-win for companies that contribute.

“They’re really investing in their future employees,” he said.

Julie Muhlstein: 425-339-3460; jmuhlstein@heraldnet.com.



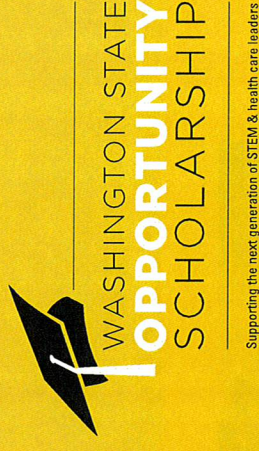
Supporting the next generation of STEM & health care leaders

WSOS BOARD MEETING



June 25, 2014

Today's Agenda



- Welcome/Approve Minutes
- Program Update
- Update on Executive Director Search
- Fundraising
- Finance
- Discuss Potential Board Members
- Review CSF Proposal



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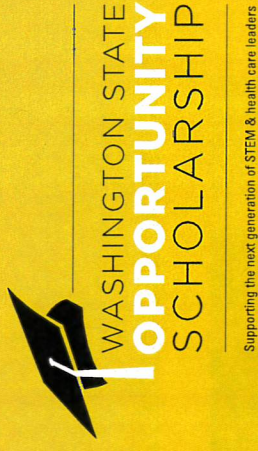
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PROGRAM UPDATE



June 25, 2014

Scholar News Interview



Q13 Morning News | June 9, 2014
Interview with Janelle Van Hofwegen
Computer Science, University of Washington

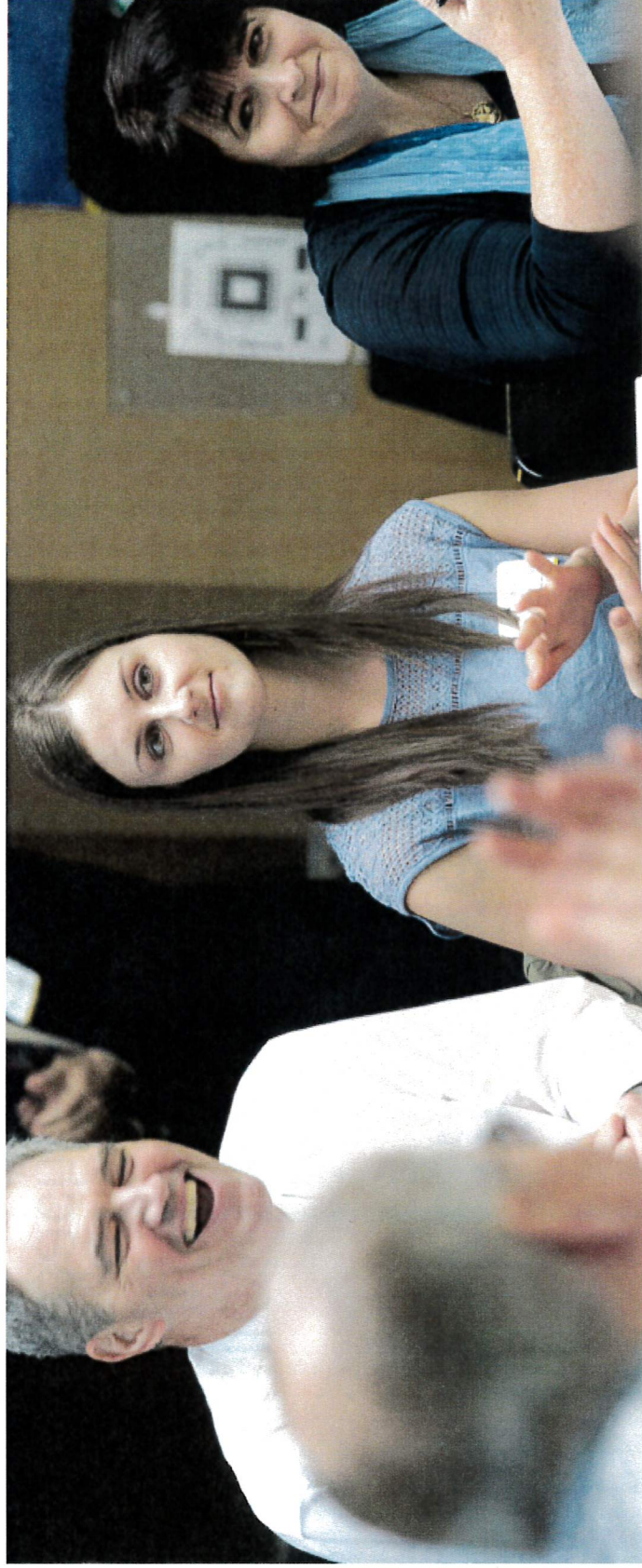
Student spotlight



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“Once I got this scholarship, I was able to focus less time and energy on making ends meet, and more time on what I’m really passionate about—computer science.” **Janelle Van Hofwegen, University of Washington**



What we'll cover



WASHINGTON STATE
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Supporting the next generation of STEM & health care leaders

- Follow up on research questions from last meeting
- Outreach and Engagement
- Projected Graduates
- Cohort 3 Selection

Follow up on Research Questions



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“How does the percentage of WSOS students landing jobs in their field of study compare to the percentage of all 4 year grads in WA State, landing jobs in their field?”

- 65% of WSOS graduates found work in their field of study right out of college, compared with 47% of graduates nationally.
- Computer and information sciences and support services (86%)
- Engineering (77%)
- Health professions (76%)
- engineering technologies (71%)

Follow Up on Research Questions



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“Which majors are going on to graduate school?”

- Physical Sciences (42%)
- Mathematics and Statistics (33%)
- Biological and Biomedical Sciences (29%)

Promoting WSOS



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WSOS Scholar Rutha Nuguse offers engineering and scholarship options at Microsoft's 2014 Technology Education And Literacy in Schools (TEALS) Field Trip.

The TEALS presentation was just one of many events where WSOS staff and Scholars reached out to more than 4,000 students across the state to raise awareness about STEM.

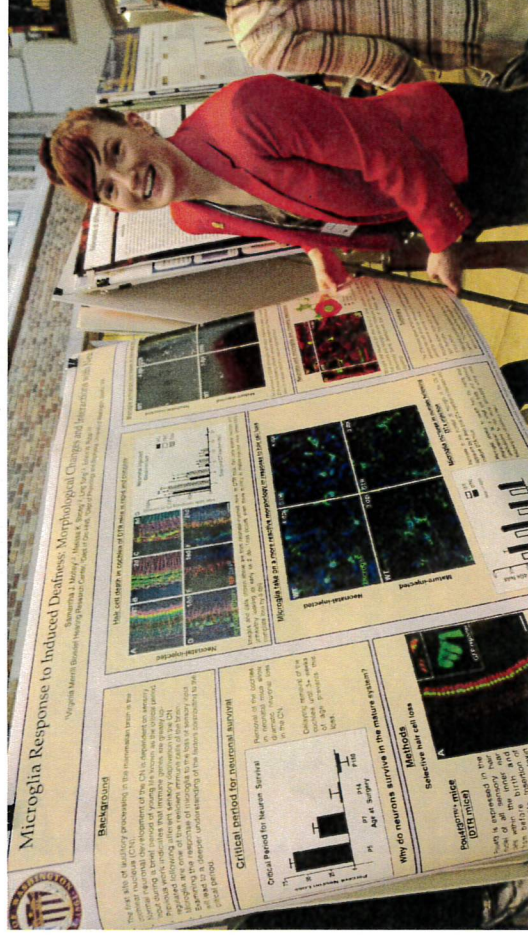
- UW Discover Engineering Days (4/26), Seattle
- TEALS Puget Sound Field Trip (4/29), Redmond
- Washington State Mathematics, Engineering, Science Achievement (MESA) Day (5/17), Redmond
- Spokane Project Lead the Way (PLTW) teacher training and convening with Spokane STEM Leadership (5/22), Spokane
- Puget Sound App Day at Rainier Beach (5/23), Seattle
- WSU Imagine Tomorrow (5/31), Pullman
- Technology Alliance Youth App Challenge (6/5), Seattle

Engaging WSOS Scholars



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Samantha (WSOS Scholar, 2014 UW Biology graduate) presents her findings at the 2014 UW Undergraduate research symposium.

Engaging with Scholars and promoting the Scholarship with 1,400+ undergraduates across the state!

- HB2612 Bill Signing (4/3)
- CSF Career Institute (4/5) and LinkedIn campaign follow up
- Career Fair and CSF Photo Tour:
 - CWU (4/10), PLU (4/15), WSU, Gonzaga, Whitworth (4/15),
- CSF Photo Tour:
 - UW Tacoma (4/24), UW (5/8)
- Seattle University event with Father Steve & Jim Sinegal (5/7)
- UW Undergraduate Research Symposium (5/16)
- Seattle Times Youth Forum (5/20)
- UW Event with Brad Smith and Jerry Grinstein (6/9)
- Additionally, CSF has responded to more 400 phone calls from scholars and prospective scholars this year.

Upcoming Events



WASHINGTON STATE
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- The Science of Clean Water, June 19, Cleveland High School.
 - Anticipate 120 high school students participating
- College Success Foundation's ACE Summer Enrichment Program, June 26, PLU Campus.
 - Present STEM and WSOS to 600 high school students



WSOS Cohort Three Highlights



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- Selected 782 eligible applicants to enroll 750
- 62% are female, 38% are male
- 4% increase in students of color
- 67% are high school seniors, 20% first-year college students and 13% college sophomores

WSOS Cohort Three Highlights



WASHINGTON STATE
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Supporting the next generation of STEM & health care leaders

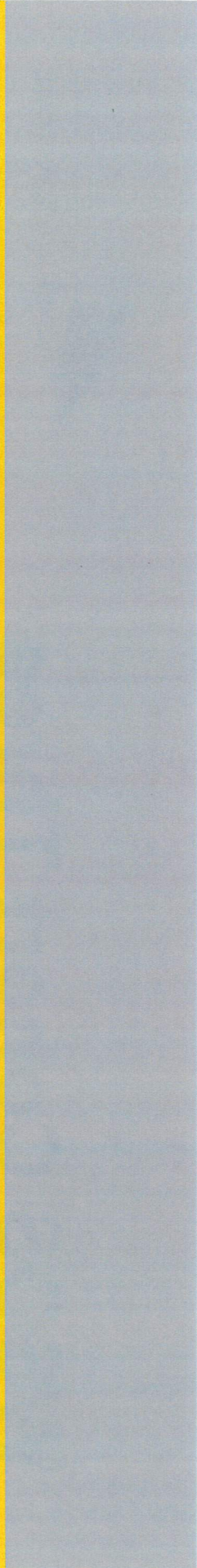
- 29% will pursue a major in science, 7% in technology, 22% in engineering, 4% in math and 39% in health care
- 68% will attend a four-year public university, 15% will attend a private institution and 17% will attend a community or technical college



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EXECUTIVE DIRECTOR RECRUITMENT



Process Update



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- Hired Waldron HR after the April Board meeting
- Kick Off meeting: May 5th
- Recruiting, outreach and networking began: May 26th
- Current Status:
 - Total outreach: 300+
 - Total candidates: 38
 - High potential candidates: 2 from tech sector, 2 from foundations, 1 from higher education, 1 from a public private partnership
 - Additional 4 under strong consideration; continuing to evaluate additional candidates
- Target date for all resumes June 30th
- Candidate Presentation July 3rd
- Semifinal panel interviews week of July 7th
- Final Interviews projected for the week of July 14th



WASHINGTON STATE
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Supporting the next generation of STEM & health care leaders

FUNDRAISING & COMMUNICATIONS UPDATE



WSOS BOARD MEETING

06.25.2014

What we'll cover



WASHINGTON STATE
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Supporting the next generation of STEM & health care leaders

- Event highlights
- Fundraising research and cultivation
- Statewide employer outreach
- Academic outreach
- STEM partnerships
- Next steps

Seattle University event highlights



WASHINGTON STATE
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Supporting the next generation of STEM & health care leaders



University of Washington event highlights

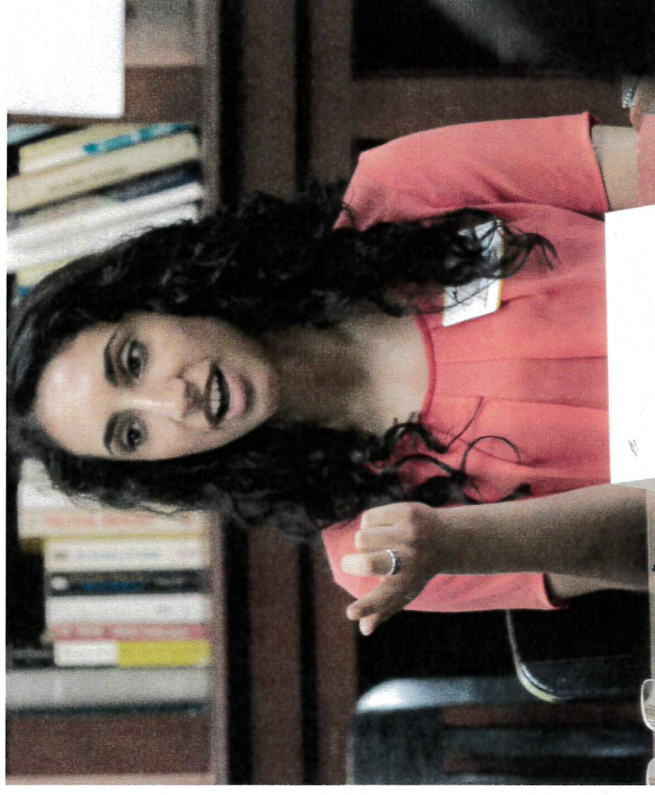


WASHINGTON STATE
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“[Employers] are investing in their own future employees by investing in this scholarship. This program is what is allowing students to translate their education into the workforce, and its increasing the amount of skill available to those employers to hire from.”

Nadia Arang | Microbiology, University of Washington



UW event coverage



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Supporting the next generation of STEM & health care leaders



Fundraising pillars



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1. MAJOR GIFT SUPPORT STRATEGY

Activities:

- Joan Caine and Pyramid to develop strategy and rationale for major gifts
- Research targets, giving timeline, and tools needed
- Conversations with board members about involvement in making "asks"

Result/Benefit:

- Targeted plan with recommendations on major gift strategy and timeline
- Actionable plan that leads to funds raised in 2013 and beyond
- Recommended internal structure for implementing fundraising

2. EMPLOYER DRIVEN FUNDRAISING

Activities:

- Explore engaging STEM & health care employers statewide in giving campaign
- Develop employer/employee giving model following research on what other effective national models exist
- Determine if effort could be based on some form of United Way, Microsoft 1-2-4, or GiveBig models
- Research if first wave of engagement could be around mentorship and internships

Result/Benefit:

- Recommendation on feasibility of employee/employer campaign model
- Possible test with one or two companies in the fall
- Company engagement, sending important message to legislature and students

3. COLLABORATION WITH WA STEM

Activities:

- Continue to explore areas of collaboration with WA STEM (including fundraising, communications and marketing, research, and corporate engagement) through meetings and research
- Explore telling seamless story of continuum of STEM needs and opportunities

Result/Benefit:

- Targeted plan with recommendations on aligned funding strategies and timeline
- Coordinated plan that keeps organizations from stepping on each others' toes
- Added strength through actionable plan that benefits STEM in Washington state

4. STATEWIDE STEM AWARENESS CAMPAIGN

Activities:

- Explore possible ROI on statewide awareness campaign
- Research other effective models conducted around country
- Develop possible campaign framework to put out to bid with companies
- Determine potential costs of campaign

Result/Benefit:

- Awareness campaign recommendations including next steps
- Opportunity to position Washington state as national leader in STEM
- Reframes STEM as cutting-edge and desirable
- Company engagement, sending important message to legislature and students

Fundraising research and cultivation



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ACTION

- Gather feedback on the revised case for support and program model
- Cultivate interest in WSOS
- Gather networking ideas for individual donors (including cornerstone families)

Fundraising research and cultivation



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NEXT STEPS

- Continue outreach (10-15 interviews)
- Develop cornerstone donor strategies
- Schedule two to four cornerstone donor meetings

Feedback and cultivation interviews



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- **Ian Corbridge**, WA State Hospital Association
- **Alan Frazier**, Healthcare executive
- **Bill Lewis**, Lease Crutcher Lewis
- **Jaime Martin**, Snoqualmie Tribe
- **Ruth Massinga**, former Casey Family Programs CEO
- **Scott Redman**, Sellen Construction
- **Paula Reynolds**, Philanthropist
- **Molly Stearns**, Overlake Hospital Foundation
- **Maggie Walker**, Philanthropist
- **John Warner**, former Boeing executive
- **Korynne Wright**, UW Foundation Board

Key findings to date

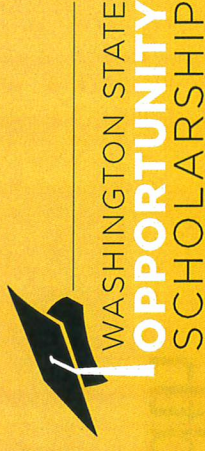


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- Program needs to be connected to larger effort
- Named scholarships will resonate with funders
- Taking overhead out of equation is attractive to some
- Employers have limited bandwidth

Statewide employer outreach



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ACTION

- 100 companies identified
- Introduction letter and packet mailed end
of June
- Draft outreach plan in place

Statewide employer outreach



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NEXT STEPS

- Continue to meet with employers
- Employer packet developed and distributed statewide (October)
- Meetings scheduled with technology and health care executives (September-October)

Academic outreach



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ACTION

- Seek alignment with two- and four- year colleges and universities and explore fundraising partnerships
- Met with Washington State Board of Community and Technical Colleges
- Met with Independent Colleges of Washington
- Work closely with AG's office to confirm donor options for giving

Academic outreach



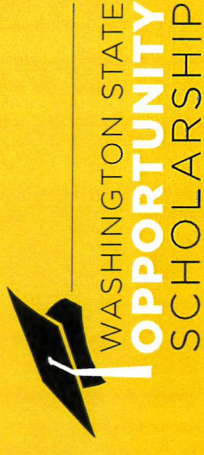
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NEXT STEPS

- Schedule and conduct confidential interviews with community college presidents and advancement leaders at four-year public and private institutions by end of July (20 interviews)
- Compile and deliver findings

Exploring STEM partnerships



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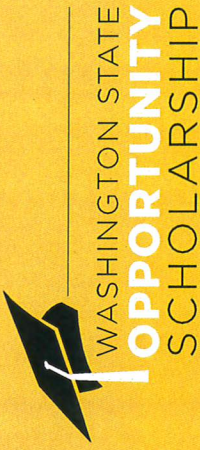
ACTION

- Explore a range of collaborative opportunities with Thrive by Five and Washington STEM

- Programs
- Messaging and marketing
- Fundraising
- Research



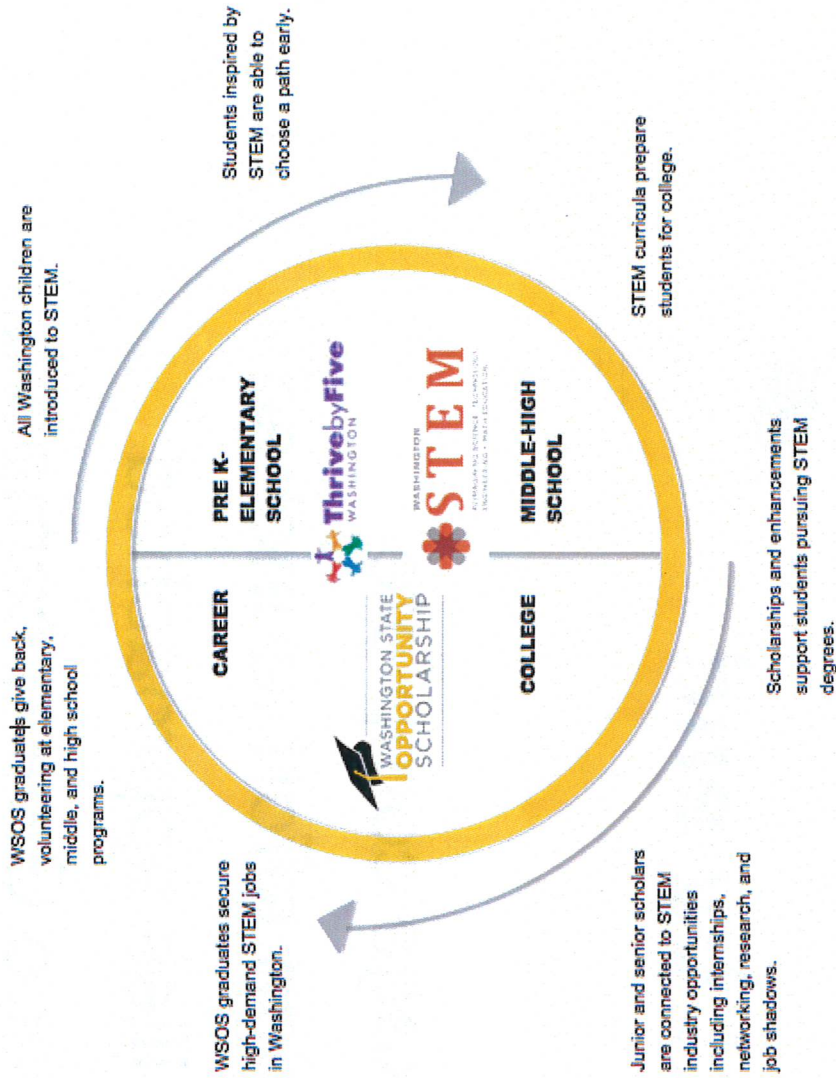
Exploring STEM partnerships



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NEXT STEPS

- Develop proposal to put in front of potential funders by end of June



What to expect by end of 2014



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- Scholarship package complete
- Employer campaign effort launched
- Cornerstone families approached
- Microsoft Workplace Giving campaign
in place
- STEM trio plan in place and shopped
around

Questions?



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FINANCE

June 25, 2014

WSOS Balance Sheet

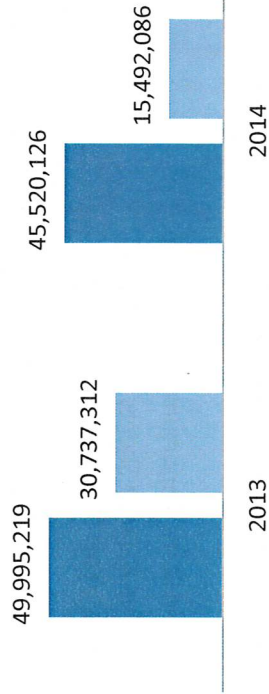


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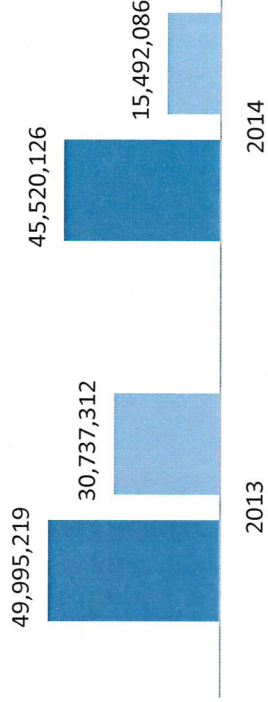
**Comparison to FYE
6.30.13 and 5.31.14**

■ Assets ■ Net Assets



**Comparison to FYE
5.31.13 and 5.31.14**

■ Assets ■ Net Assets



WSOS Income Statement



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Washington State Opportunity Scholarship Income Statement for the Eleven (11) Months Ending May 31, 2014 Actual vs Budget | Prepared on Accrual Basis

	Eleven Months ended May 31, 2014			FYE June 30, 2014
	Actual	Budget	Variance Fav (Unfav)	Annual Budget
<u>Revenue</u>				
Private	\$ 2,252,962	\$ 20,000,000	\$ (17,747,038)	\$ 20,000,000
Public	-	-	-	-
Investment Income	(4,580)	247,155	(251,735)	288,816
Total Revenue	2,248,382	20,247,155	(17,998,773)	20,288,816
<u>Expense</u>				
Scholarship	16,062,284	10,017,589	(6,044,695)	11,977,889
Professional Fees (CSF, Pyramid & Cofen)	1,431,324	1,696,111	264,787	1,850,303
Total Expense	17,493,608	11,713,700	(5,779,908)	13,828,192
Net Income (Loss)	\$ (15,245,226)	\$ 8,533,455	\$ (23,778,681)	\$ 6,460,624

WSOS Cash Flow



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Cash Flow and Reconciliation to Net Assets Inception-To-Date Through May 31, 2014

Inception -- May 31, 2014

	Scholarship	Endowment	Total
CASH FLOW			
Cash Inflows:			
Boeing	7,500,000	7,500,000	15,000,000
Microsoft	7,500,000	7,500,000	15,000,000
Other Private	729,640	494,393	1,224,034
State	5,000,000	-	5,000,000
Investment Income	6,405	5,779	12,184
Total Cash Inflows	20,736,045	15,500,172	36,236,217
Cash Outflows:			
Scholarships	(8,657,402)	-	(8,657,402)
Program Administrator and Marketing	(3,172,360)	-	(3,172,360)
Total Cash Outflows	(11,829,763)	-	(11,829,763)
	8,906,282	15,500,172	24,406,455
Net Cash Flow Inception-To-Date & Balance of Cash & Investments May 31, 2014	8,906,282	15,500,172	24,406,455



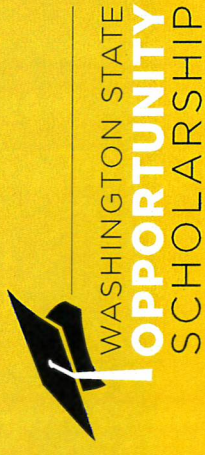
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POLICY & ADVOCACY UPDATE

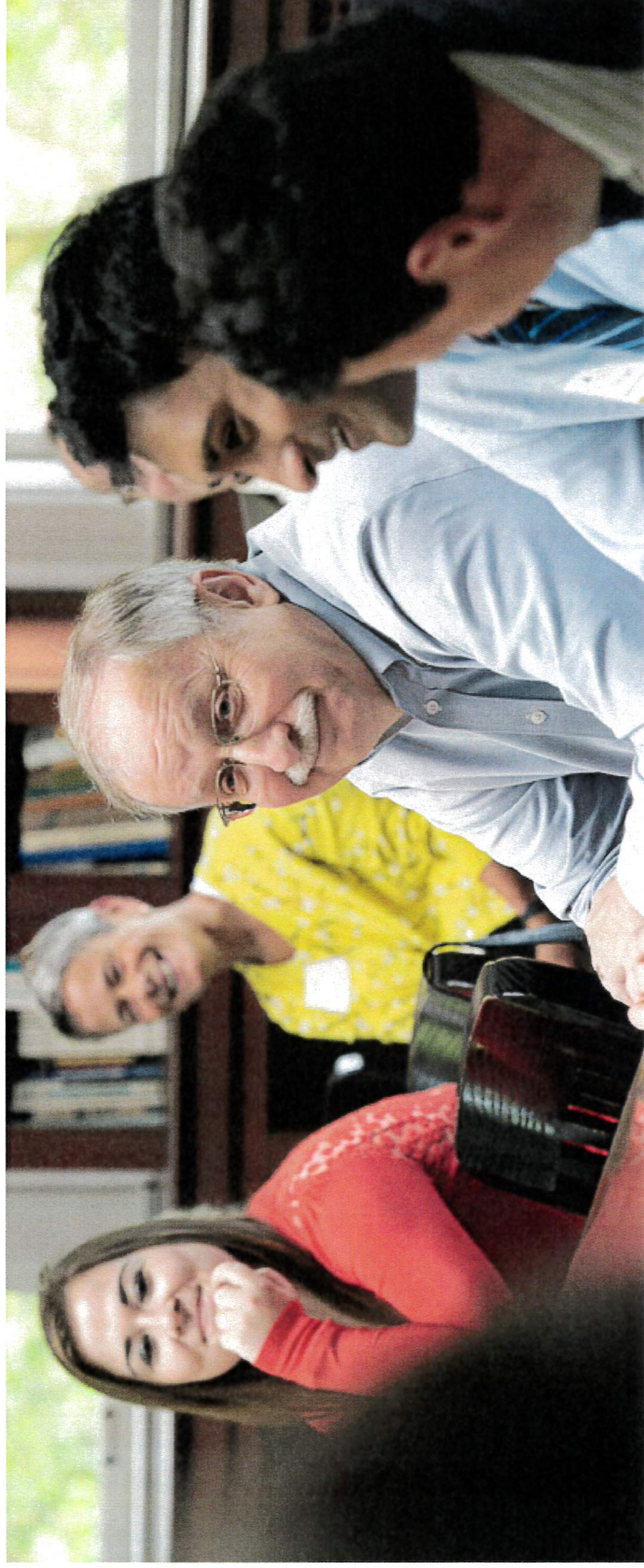
June 25, 2014

Legislative support



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- “From my point of view, WSOS is a win win win. By helping students, employers, and the state—this is really a match made in heaven.” **Frank Chopp, Speaker of the House**



Updates

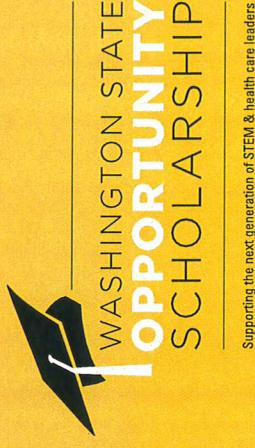


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- CoFen contract expiration
- Juliette Schindler Kelly
- Expansion Fund
- Board Expansion

Board Expansion



- The WSOS board may recommend four new board members and a new member from Boeing.
- All of the board appointments will be made by Governor Inslee.
- The four new terms start September 1, 2014 and the governor's office is asking for the list of nominees to be submitted by August 1 at the latest.
- The nomination process involves a number of different groups. As the board, we can submit a list of candidates to each of those making nominations, though we do not officially nominate candidates.
- Goal is to recommend five new members plus a candidate from Boeing in early July.

Prospective Board Members



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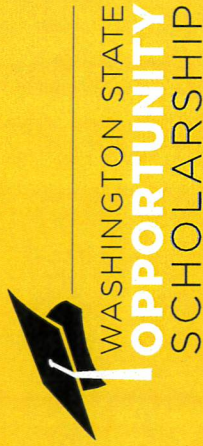
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WESTERN WA

- Governor Christine Gregoire
- Governor Gary Locke
- R. Miller Adams, President & CEO, GR Nano Materials
- Colin Moseley, CEO, Green Diamond
- Brent Schaefer, President, Phillips Medical Systems
- Ted Baseler, CEO Chateau Ste Michelle
- Mark Horak, CEO, Outerwall
- Spencer Rascoff, CEO, Zillow
- Jeremy Jaech, VC
- Phyllis Campbell, JP Morgan
- Melanie Dressel, CEO, Columbia Bank
- Wes Pringle, CEO, Fluke
- Rich Barton, Founder, Zillow
- Dara Khosrowshahi, CEO, Expedia
- Mark Vadon, Founder, Zulily and Blue Nile
- Jon Roberts, Founder, Ignition Partners
- Lee Hood, President, Systems Biology
- Steve Davis, CEO, PATH

EASTERN WA

- Mike Wilson, former CEO, Providence Health Care (Sacred Heart & Holy Family)
- Stacey Cowles, Publisher, Spokesman Review
- Scott Morris, CEO Avista



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CSF PROPOSAL



June 25, 2014

The Proposal's Four Elements



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WSOS will increase STEM career aspirations statewide, attracting qualified applicants to the WSOS scholarship and, ultimately, to STEM and healthcare majors at colleges statewide, by partnering with other community-based organizations.

Based upon the premise that real world relevance positively influences persistence in college fields, WSOS Scholars currently enrolled in college will be connected with opportunities to access authentic practice/practitioners through WSOS signature events such as an Innovation Summit, experiential learning, STEM professional mentors and STEM networking events in their local area.

Scholarship and wrap-around supports will enable scholars to successfully transition from college to high demand fields with the contributions of WSOS STEM support services staff, key CSF administrative team members, technology platforms, campus partners, industry leaders and mentors.

WSOS will be sustained through the foundation's fundraising efforts and effectively managed to help close the skills gap in Washington State.

STEM Pipeline

Scholar Retention

Scholar Transition

Administration

Anticipated Outcomes



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- WSOS achieves a defined and influential role in the comprehensive preK-20 pipeline to increase demand for STEM education.
- 750 new scholarships are awarded annually.
- At least 65 percent of WSOS Scholars persist in post-secondary STEM and Healthcare-related courses and majors at Washington State 2- and 4-year colleges and universities annually.
- At least 75 percent of WSOS graduates report obtaining employment in Washington State within one year of graduation.
- At least 50 percent of WSOS graduates report obtaining employment in high demand fields within 18 months of graduation.

Projected Expenses



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WSOS Projected Expenses

Core Services	2014-2015	2015-2016
Scholarships	\$11,637,525	\$11,358,375
Pipeline Expansion	\$105,138	\$107,241
Scholar Retention	\$431,366	\$439,993
Scholar Placement	\$279,141	\$284,724
Sub-TOTAL	\$12,453,170	\$12,190,333
Support Services		
General Administration	\$658,410	\$671,578
Fundraising	\$481,988	\$445,728
Sub-TOTAL	\$1,140,398	\$1,117,306
TOTAL EXPENSE	\$13,593,568	\$13,307,639



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EXECUTIVE SESSION

June 25, 2014