

WASHINGTON STATE  
**OPPORTUNITY**  
SCHOLARSHIP

**BOARD MEETING**  
**JUNE 19, 2019**

# AGENDA

- Welcome
- Approval of Minutes from April 1, 2019 Board Meeting
- Program Expansion Update
- 2019-20 Career & Technical Scholarship
- WSOS Leadership Transition
- Finance and Program Administrator Update
- WSOS Program Update and Reflection
- Closing

# PROGRAM EXPANSION

Year 1 Update

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# BOARD DIRECTIVE

In spring 2017, the Board of Directors instructed the WSOS team to recommend the best use of available funds to grow the Baccalaureate Scholarship program. The options considered were to: 1) increase the scholarship amount per student; 2) increase the number of Scholars funded; or 3) grow program supports. In December 2017, the Board voted to use the funds for **program expansion** with specific focus on building a near-peer mentoring model.

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# KEY ELEMENTS OF PROGRAM EXPANSION

- Launch near-peer mentoring model with 2018-19 inaugural year of the **Scholar Lead** program.
- Expand industry mentoring model through 100% third-year participation in **Skills that Shine**.



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# SIGNATURE PROGRAM: Scholar Lead Near-Peer Mentoring

The **goal** of the Scholar Lead program is to **leverage near-peer mentoring to improve persistence outcomes**, ensuring academic and social success for first- and second-year Scholars.



**SCHOLAR LEAD**

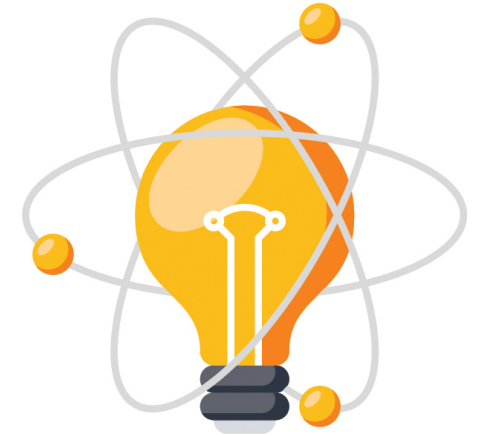
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# SCHOLAR LEAD PROGRAM ELEMENTS

- Recruited **152** Scholar Leads; **145** retained in 2018-19
- Trained Scholar Leads at training events across the state (**Puget Sound, Pasco, Spokane, online**)
- Provided ongoing support to all Leads
  - **~35** Leads per Advisor
- Leads provided ongoing support to all mentees
  - **~15** mentees per Lead
  - **>16,000** contacts made with mentees!
- Leads received total stipend of **\$1,800**

# SIGNATURE PROGRAM: Skills that Shine Industry Mentoring

The **goal** of the Skills that Shine program is to **leverage industry mentoring to enhance Scholars' career readiness skills and network**, ensuring a smoother transition from college to career.



**SKILLS THAT SHINE**

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# SKILLS THAT SHINE PROGRAM ELEMENTS

- Designed a proprietary matching platform
- Converted & updated prior StS curriculum to online platform
- Recruited **167** mentors from **63** companies
- **208** third-year Scholars received mentorship
- Provided ongoing support to all mentors & mentees
- Culminating networking celebrations in Spokane & Seattle

- **Panelists:**

- **Skills that Shine Mentor**

- DOUGLAS BARRANCOTTO, Chief of Staff, Azure Dedicated, Microsoft

- **Skills that Shine Mentee**

- TIN VO, Electrical Engineering, University of Washington

- **Scholar Lead**

- WENDY NI, Biochemistry, University of Washington

- **Moderators:**

- HANNAH OLSON, WSOS Talent Resource Manager

- PATRICK KANG, WSOS Scholar Success Advisor

# OUTCOMES: KPIs & GOALS

- Renewal Survey Open **Until June 30**
- **COMING SOON!** September BOD Meeting
  - Satisfaction questions on Scholar Lead program
  - Satisfaction questions on StS program
  - First look at persistence impacts (Y1 to Y2, Y2 to Y3)

# CAREER AND TECHNICAL SCHOLARSHIP

Application & Selection

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# GOAL

Vote on the 2019-20 Career and Technical Scholarship selection criteria

1. Overview
2. Profile of CTS applicants
3. Selection model recommendation

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# CAREER AND TECHNICAL SCHOLARSHIP



\$1,500 per quarter, plus support services



Associate degrees, certificates and apprenticeships



High-demand STEM, health care and trade jobs

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# ELIGIBLE PROGRAMS

- Eligible programs determined per college
- Must be:
  - High-demand based on statewide or regional data
  - STEM, health care or trade
  - A credential appropriate for the field
- Affirmed by colleges and workforce development councils statewide

# APPLICATION

- Selecting 550 scholars for the 2019-20 academic year
- Application open three times per year
  - Fall: 275 selects
  - Winter: 165 selects
  - Spring: 110 selects
- Fall 2019 application opened May 20, closes July 12

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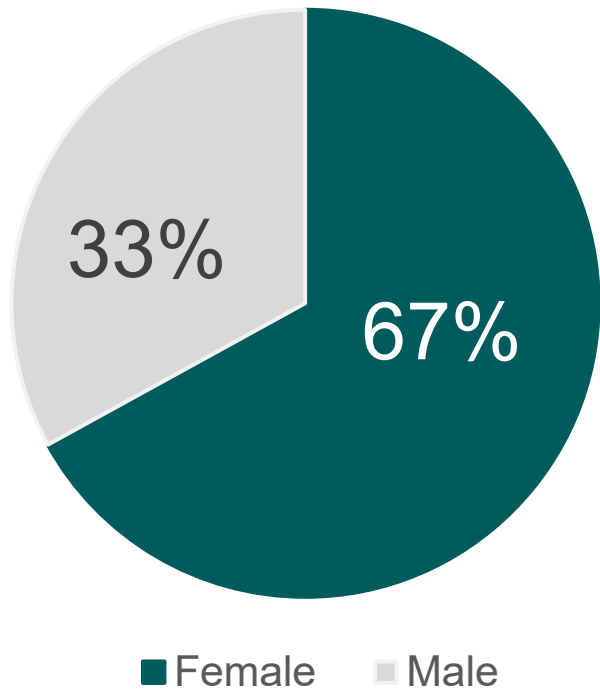


# CTS APPLICANT PROFILE (PREVIEW)

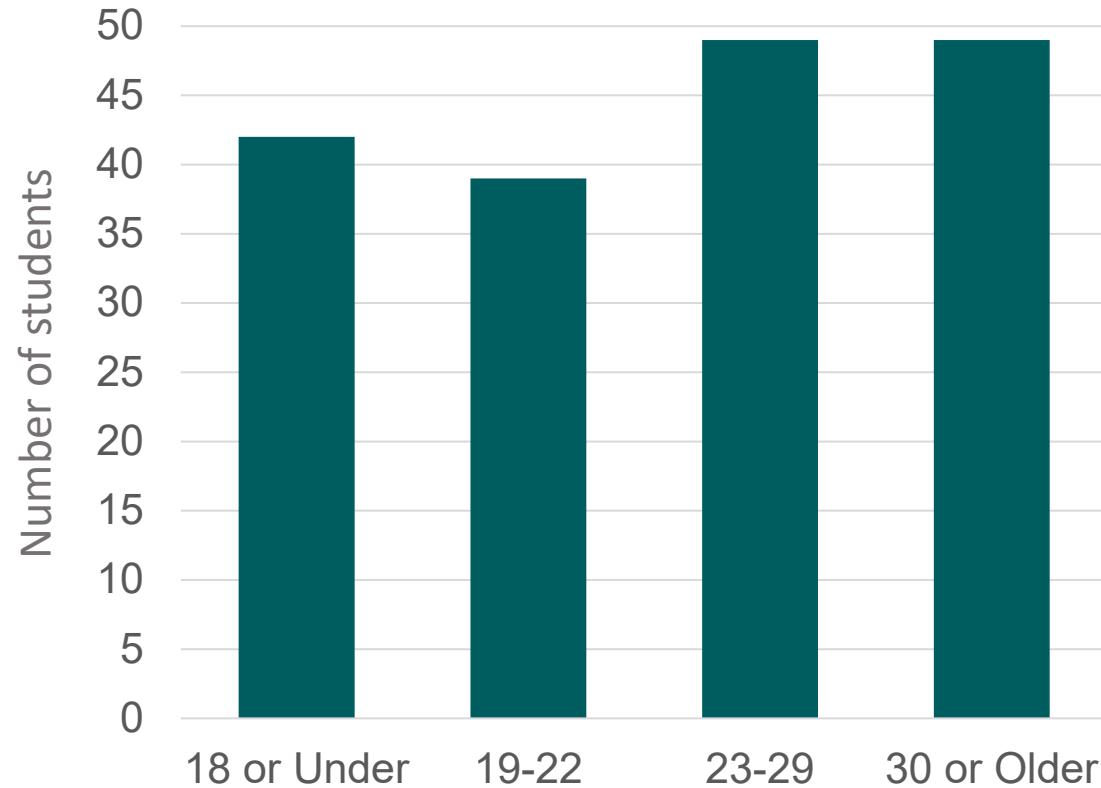
Intended Program	Percent of Applicants
Nursing	24%
Medical Assistant / Technician	18%
Information Technology	15%
Medical Support Services	13%
Manufacturing & Engineering	10%
Automotive / Heavy Engine	6%
Welding	4%
Construction & Architecture	4%
Other	6%

# CTS APPLICANT PROFILE (PREVIEW)

Gender



Age

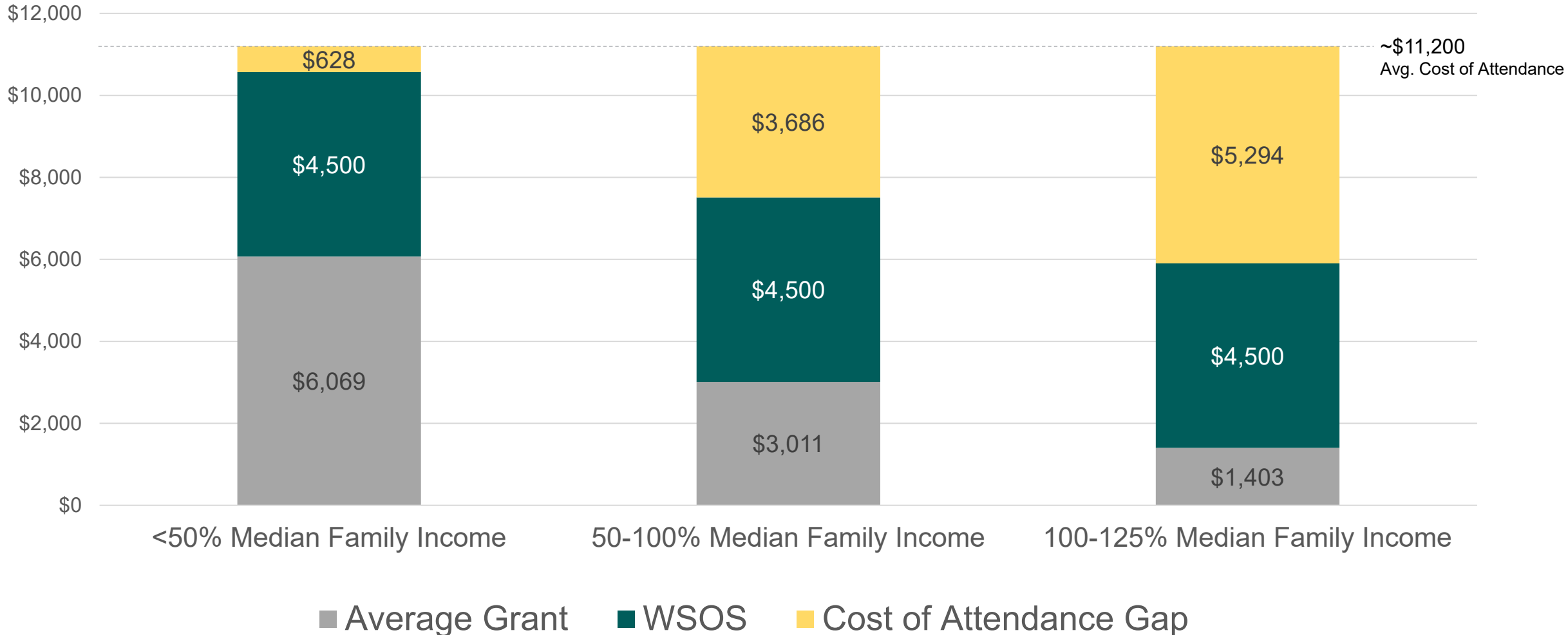


Median Income

\$22,363

# FINANCIAL CONTEXT

## Impact of CTS on Average Awardee

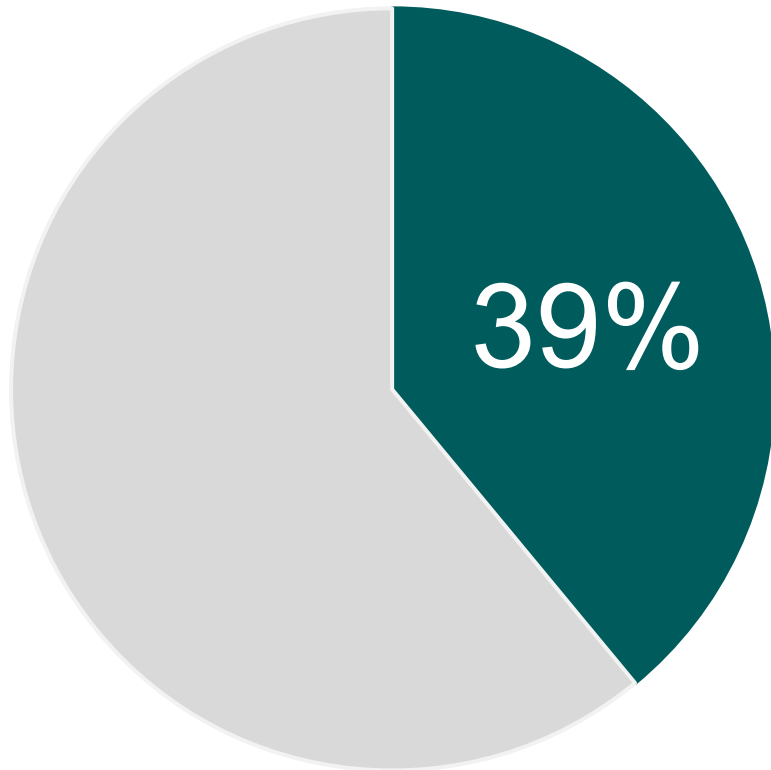


# GEOGRAPHIC CONTEXT

- Community college graduates more likely to live and work in the same community both during and after school
- Many rural communities are 1-4 hours from the nearest community or technical college\*
  - \* Particularly those with the highest rates of unemployment



# ACADEMIC CONTEXT



**39% of CTC students earn any credential within 6 years**

## What predicts CTC completion?

- Every 1 point increase in HS GPA translates to a 22% greater likelihood of completing
- Students who receive a Pell Grant are 7.5% more likely to complete
- Enrolling in a program in the first year leads to a 66% greater likelihood of earning a credential or transferring to a 4-year institution within 3 years

# SELECTION GOALS

- Prioritize impact statewide in **specific, high-demand fields**
- Select Scholars **highly likely to complete** their program
- Promote **equity of access** to higher education

# CTS SELECTION MODEL

Criteria	Baseline (Baccalaureate C8)	Option A	Option B
GPA	20%	20%	25%
Essay(s) (Resilience)	20%	15%	15%
Intended Program	20%	20%	15%
Family Income	20%	20%	20%
First Generation	12%	10%	10%
Community Opportunity	8%	15%	15%

Additional Recommendation: Select a minimum of 2 applicants per CTC for Fall 2019

# LEADERSHIP TRANSITION

Update

Acting Executive Director Policy

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# FINANCE & PROGRAM ADMINISTRATOR UPDATE

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# WSOS Balance Sheet

Comparative Balance Sheets  
April 30, 2019

	Comparison to Last Reported Period			Notes	Comparison to Same Period LFY		
	12/31/18	% Change	4/30/19		4/30/18	% Change	4/30/19
<b>Assets</b>							
Cash	1,856,309	79%	3,331,747	1	16,906,938	-80%	3,331,747
Investments	106,376,459	3%	109,838,783	2	98,590,398	11%	109,838,783
Accounts Receivable	46,188	-10%	41,674		30,097	38%	41,674
Pledges and Grants Receivable, net	9,543,424	-27%	7,008,222	3	12,438,262	-44%	7,008,222
State match receivable, net	2,960,105	72%	5,081,260	4	4,652,610		5,081,260
Prepaid Expenses	29,412	220%	94,054		139,618	-33%	94,054
Property and equipment, net	40,071	-2%	39,165		41,725	-6%	39,165
<b>Total Assets</b>	<b>120,851,968</b>	<b>4%</b>	<b>125,434,905</b>		<b>132,799,648</b>		<b>125,434,905</b>
<b>Liabilities and Net Assets</b>							
Accounts Payable	115,868	-25%	87,135		111,385	-22%	87,135
Payroll Related Liabilities	128,314	-42%	74,949		68,891	9%	74,949
Scholarship Commitments, net	31,203,035	-13%	27,269,050	5	23,479,533	16%	27,269,050
<b>Total Liabilities</b>	<b>31,447,217</b>	<b>-13%</b>	<b>27,431,134</b>		<b>23,659,809</b>	<b>16%</b>	<b>27,431,134</b>
<b>Net Assets</b>							
Temporarily Restricted Net Assets	64,404,751	13%	73,003,771		84,139,839	-13%	73,003,771
Permanently Restricted Net Assets	25,000,000	0%	25,000,000		25,000,000	0%	25,000,000
<b>Total Net Assets</b>	<b>89,404,751</b>	<b>10%</b>	<b>98,003,771</b>		<b>109,139,839</b>	<b>-10%</b>	<b>98,003,771</b>
<b>Total Liabilities and Net Assets</b>	<b>120,851,968</b>	<b>4%</b>	<b>125,434,905</b>		<b>132,799,648</b>	<b>-6%</b>	<b>125,434,905</b>

# WSOS Balance Sheet

## Notes:

1. Increase in cash December-April largely due to receipt of MSFT pledge payment of \$2.5M at the end of April. April excess private receipts invested in WSIB in May. Maturing fixed income securities covered scholarship disbursements net of refunds of \$3.7M.
2. Investments balance as of 4/30/19 includes WSIB Scholarship \$70.3M, WSIB Endowment \$30.2M and KeyBank Capital \$9.3M. Total investments higher due to strong investment gains after reduction for spring scholarship disbursements.
3. Balance includes Rubens Family Foundation: \$7.0M and other individuals: \$8K.
4. WSAC matched \$521K between January and April. The state match accrual of April private receipts of \$2.56M was recorded in April. Remaining amount includes this and resubmission. WSOS did receive \$1.67M of \$2.8M resubmission in May. Still working to get remaining balance.
5. The decrease from December to April is a result of scholarship disbursements totaling \$3.94M.

# WSOS Income Statement

## Actual vs. Budget

Four Months Ending April 30, 2019

	Four Months Ended April 30, 2019			Notes	December 31, 2019
	Actual	Budget	Variance Fav (Unfav)		Annual Budget
<b><u>Revenue</u></b>					
Private	99,475	1,550,000	(1,450,525)	1	6,200,000
Public	2,641,832	1,550,000	1,091,832	2	15,700,000
Investment Income	6,552,275	972,400	5,579,875	3	2,917,200
<b>Total Revenue</b>	<b>9,293,582</b>	<b>4,072,400</b>	<b>5,221,182</b>		<b>24,817,200</b>
<b><u>Program Expense</u></b>					
Salaries and Benefits	557,478	542,390	(15,088)	4	1,898,633
Professional Fees - Program Admin fees	171,180	171,180	-		513,540
Professional Fees - Contractors & Lobbying	98,470	50,250	(48,220)	5	523,500
Conferences, Conventions & Meetings	32,376	39,471	7,094		233,045
Operating Expenses	88,184	77,260	(10,924)	6	239,800
	<b>947,689</b>	<b>880,550</b>	<b>(67,138)</b>		<b>3,408,518</b>
<b>Income (Loss) before Scholarship Exp</b>	<b>8,345,893</b>	<b>3,191,850</b>	<b>5,154,043</b>		<b>21,408,682</b>
<b><u>Scholarship Expense</u></b>	<b>(253,127)</b>	<b>(228,000)</b>	<b>25,127</b>	7	<b>24,338,506</b>
<b>Net Income (Loss)</b>	<b>8,599,020</b>	<b>3,419,850</b>	<b>5,179,170</b>		<b>(2,929,824)</b>

# WSOS Income Statement

## Notes:

1. Revenue Private: The 2019 Budget includes \$1.2M for 4-year scholarship and \$5M for CTS, divided evenly by quarter throughout the year. Actual new revenues includes CWU/Hanson: \$50K and Battelle Foundation: \$25K.
2. Revenue Public: State match revenues accrued based on \$2.64M of private contributions received between January and April, including \$2.5M MSFT pledge payment. MSFT budget amount in May.
3. Investment income: Actual YTD includes unrealized/realized gains of \$6.37M, interest & dividend income of \$202K and investment expense of <\$20K>. Budget does not include Unrealized G/L.
4. Salaries and benefits: Slightly over as bonus payouts in 2019 for 2018 was higher than 2018 accrual. Also, salary increases went into effect.
5. Professional Fees – Actual expense over budget in part due to I.T., Temp Support, Communications and Recruitment efforts.
6. Operating Expenses – Actual expense over budget due in large part to printing costs.
7. Represents scholarship refunds to date. Scholarship expense for CY 2019 has not been recorded yet. All payouts so far are applied to the liability established in prior years. Will adjust liability once Cohort 8 has been selected and accepted.

# WSOS Cash Flow

## Cash Flow Summary

Inception-To-Date

April 30, 2019

### CASH FLOW

#### Cash Inflow:

Boeing	12,610,000	12,500,000		25,110,000
Microsoft	35,000,000	-	1	35,000,000
Other Private	30,836,702	-	2	30,836,702
State	73,157,294	12,500,000	3	85,657,294
Investment Income*	10,680,490	5,204,420	4	15,884,910
<b>Total Cash Inflows</b>	<b>162,284,486</b>	<b>30,204,420</b>		<b>192,488,906</b>

#### Cash Outflow:

Scholarships	(64,157,751)	-	5	(64,157,751)
Program Expenses	(15,154,814)	(5,812)		(15,160,626)
<b>Total Cash Outflows</b>	<b>(79,312,565)</b>	<b>(5,812)</b>		<b>(79,318,377)</b>
<b>Net Cash Flow Inception-To-Date</b>	<b>82,971,921</b>	<b>30,198,608</b>		<b>113,170,529</b>

### Composition of Net Cash Flow

KeyBank Checking Account	3,331,747	-	6	3,331,747
Investment Accounts at WSIB and KeyBank	79,640,174	30,198,608		109,838,782
<b>Total</b>	<b>82,971,921</b>	<b>30,198,608</b>		<b>113,170,529</b>

\* Includes unrealized gains and losses.

# WSOS Cash Flow

## Notes:

1. Cash Inflow: Microsoft - \$2.5M pledge payment received in April 2019. Final installment of original pledge.
2. Cash Inflow: Other Private - \$142K received on cash basis between January and April 2019, including CWU/Hanson: \$50K, Rubens Family Foundation: \$26K, and Battelle Foundation: \$25K.
3. State – Received \$521K from WSAC between January and April 2019.
4. Investment Income – Includes net unrealized gains from inception of \$8.8M (Scholarship: \$5.3M and Endowment: \$3.5M). YTD 2019 the total unrealized gains are \$6.4M, offsetting the loss from 2018.
5. Scholarship disbursements were \$3.9M during this time and scholarship refunds totaled \$254K.
6. WSOS Cash in KeyBank – Excess cash received after MSFT pledge payment in April was invested in WSIB in May and excess state match dollars were invested with KeyBank

# PROGRAM UPDATE & REFLECTION

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# SCHOLAR PROGRAMMING UPDATE

- Cohort 8 Scholar Acceptance
- Scholar Renewal
- Opportunity OutLoud
- WSOS Internship Insider





# WSOS ROAD SHOW

**WA Opp Scholarship**  
@OppScholarship

Thanks to [@RepDrewHansen](#) for joining our Scholars last night at [@OlympicCollege](#)! The event celebrated new Scholars and Rep. Hansen's championing historic legislation for Washington students! [#WAedu](#) [#CTSRoadTrip](#)



4:25 PM - 14 Jun 2019

**WA Opp Scholarship**  
@OppScholarship

Congratulations to the [@sequimwolves](#) graduates! 🎓 Welcome to WSOS Arlene, Benjamin and Lauryn!



Sequim High School graduates-to-be get \$3.1M in scholarships | Sequim Gazette  
Sequim High School graduation  
sequimgazette.com

10:30 AM - 12 Jun 2019

**WA Opp Scholarship**  
@OppScholarship

Next up on the [#CTSRoadTrip](#) we headed to the Mt. Vernon for the NW Washington Farm to School regional meeting at [@WSUPullman](#)'s NW Research Center. We loved hearing more about agricultural pathways and enjoyed a delicious, locally sourced lunch! [#farmtoschool](#) [@WSDAgov](#)



8:33 PM - 10 Jun 2019

**WA Opp Scholarship**  
@OppScholarship

Kimber and Meg from our team headed to Edmonds-Woodway High School today talk about the nearly 1,000 trade, health care and STEM programs our new Career and Technical Scholarship supports! [#CTSRoadTrip](#) [@EdmondsSchools](#)



**WA Opp Scholarship**  
@OppScholarship

We had an awesome visit to [@ClarkCollege](#) on today's [#CTSRoadTrip](#)! We appreciate the college's partnership in helping us promote our new Career and Technical Scholarship and were excited to meet a brand new Opportunity Scholar. Welcome to WSOS, Anastasia!



4:14 PM **Joanna Moznette**  
@MoznetteJ

Thank you, Hanford High School staff, for your support of [@OppScholarship](#). It was fun to learn about the mock interviews being held this week in support of your students' next chapter. 🎓



12:01 PM - 4 Jun 2019



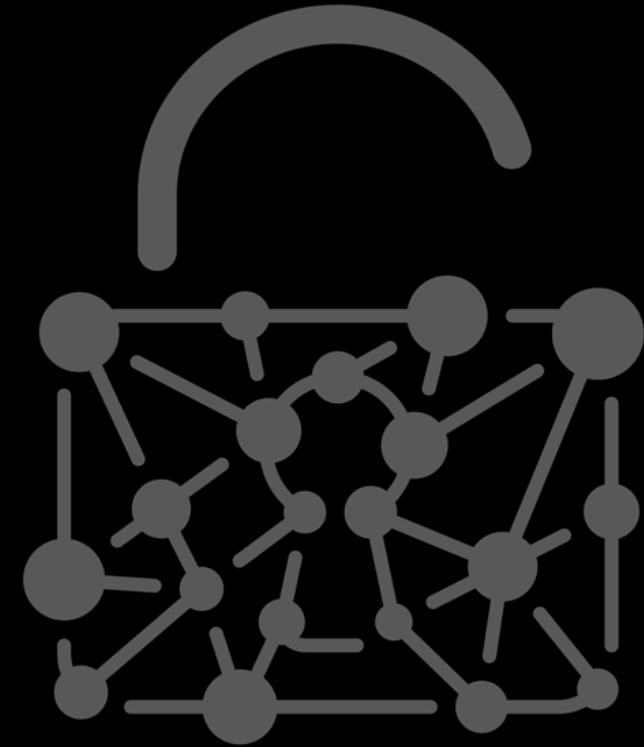
# LEGISLATIVE SESSION UPDATE

- **Workforce Education Investment Act (HB2158)**
  - Definition of “private sources” to include municipal and tribal funds
  - College Bound fix
  - Career Connect Washington
- **Washington Civil Rights Act (I-1000)**



# 2019 OTALKS

- **Goal**
- **Theme**
- **July 12, 2019**
  - » Registration Open
  - » Save the Date Notices Emailed/Mailed



UNLOCK THE  
**FUTURE**

OPPORTUNITY TALKS  
BREAKFAST / 11.6.19

# REFLECTION



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**BOARD MEETING**  
**JUNE 19, 2019**