EXCELSIOR COLLEGE 2016–2017

ANNUAL REPORT

With Honor Roll of Donors and Honor Roll of Volunteers
Dear Friends,

Excelsior was founded to provide educational opportunity to working adults. Guided by our core values, a shared sense of purpose, and deep commitment to putting students first, for 46 years the College has served as a beacon for adults seeking to transform their lives while fulfilling career, family, and societal responsibilities.

As a private not-for-profit college, Excelsior’s singular focus is on our students. Through a liberal transfer policy, the assessment of prior learning, online instruction, and self-study options, the College creates personalized educational pathways for our “nontraditional” learners—helping each of them find it within themselves to overcome past academic and economic challenges to achieve their educational dreams.

We are proud of our legacy and as we look to the future, we see opportunities to renew our commitment to adult learners. These include:

• Challenging and inspiring our staff and faculty to create a peerless student experience;
• Removing obstacles to the educational goals of our students;
• Offering a portfolio of degree programs that meet emerging marketplace and student needs;
• Deepening the connections we have with our students and alumni, and building bonds that will last a lifetime;
• Recruiting, retaining, and developing high-quality staff and creating a culture of learning and student service; and,
• Refocusing attention to public policies supporting all adult learners, particularly those economically and technology displaced.

Higher education is a gift that transforms students into engaged citizens and accomplished leaders. Together, we can extend educational opportunities to adult learners, making a difference in our communities and reshaping our collective future.

Ever upward.

James N. Baldwin, JD, EdD

“I am the youngest of nine children, whose family migrated from Guyana in search of the American Dream, and I am the first to earn my BA and MBA.”

AMANDA ALFRED
Master of Business Administration, 2017
James N. Baldwin was named president of the College in October 2016, after serving as acting president for four months. He was inaugurated as the third president in the institution’s 46-year history during Commencement in July 2017.

Under his leadership, Excelsior focuses on providing adult learners with degree completion, continuing education, and career readiness opportunities while reaffirming its commitment to the core values of academic integrity, accessibility, and affordability.

Baldwin joined Excelsior College as executive vice president in September 2014. Before joining Excelsior, he served as CEO and district superintendent for Questar III BOCES, an educational service agency that helps school districts operate more efficiently and cost effectively by pooling their resources and sharing costs. He also served as chief of staff and acting deputy commissioner for higher education in the New York State Education Department and as executive deputy secretary of state for New York.

During his inaugural address, President James N. Baldwin remarked that Excelsior provides adult learners “a tailwind that propels each of them forward into a future of their own making.”
Alumni Giving Increases

Nearly half of the 418 graduates attending Commencement 2017 paid it forward, donating $25 to a scholarship fund for students. Their participation increased the number of alumni donors to more than 950 for the 12 months ending July 2017. Alumni giving totaled more than $116,000 to support student scholarships and resources.

The Pay It Forward campaign asks new graduates to contribute to the Alumni Association Scholarship Fund. The fund provides scholarships for students with financial need and helps ensure they stay enrolled and earn their degrees. When graduates make a gift of $25 or more, they receive a purple honor cord to identify themselves as a contributing member of the Excelsior College Alumni Association.

Overall, Excelsior awarded 1,021 scholarships to students with financial need during the 2016–2017 academic year. The Partners in Lifelong Learning Celebration, an event in the College’s hometown of Albany, New York, raised $87,054 for student scholarships. The event raises funds to support students from New York’s Capital Region and neighboring areas.

Alliance with Federal Government Drives Enrollments

In its first full year, an alliance with the U.S. Office of Personnel Management (OPM) brought 264 enrollments, including 133 military veterans, to Excelsior College.

The Federal Government Alliance is the College’s largest partnership, offering tuition discounts to 2 million federal government employees. Excelsior College is one of 17 higher ed institutions participating in the alliance.

The partnership was announced in May 2016. Excelsior sees the partnership as a great fit since the federal government has a number of employees with some college credit but no degree and 20 percent of its workforce are veterans.

To prepare the federal workforce for the demands of today’s workplaces, the College promotes academic offerings such as cybersecurity, information technology, human resources, and operations management/logistics.
STATEMENT OF FINANCIAL POSITION
June 30, 2017 and 2016

2017 2016

ASSETS
Total Current Assets 43,272,729 44,722,834
Total Assets 66,692,370 68,803,759

LIABILITIES
Total Current Liabilities 17,827,221 22,482,470
Total Liabilities 30,055,347 35,094,552

NET ASSETS
Unrestricted 34,338,252 31,648,855
Temporarily Restricted 825,117 797,973
Permanently Restricted 1,473,654 1,262,379
Total Net Assets 36,637,023 33,709,207
Total Liabilities and Net Assets 66,692,370 68,803,759

FINANCIAL POSITION AND STUDENT DEMOGRAPHICS

EXCELSIOR COLLEGE | ANNUAL REPORT 2016–2017

DEGREES BY SCHOOL
July 2016–June 2017

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<td>559</td>
<td>763</td>
<td>4</td>
<td>294</td>
<td>1,620</td>
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<td>N/A</td>
<td>99</td>
<td>2</td>
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<td>139</td>
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<tr>
<td>Liberal Arts</td>
<td>264</td>
<td>1,693</td>
<td>N/A</td>
<td>16</td>
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<tr>
<td>Nursing</td>
<td>732</td>
<td>327</td>
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<td>Public Service</td>
<td>10</td>
<td>119</td>
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ENROLLMENT BY PROGRAM

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EXAM PASS RATE
8,890 students completing 17,887 exams of all exams 78%

COURSE ACTIVITY
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ENDOWED FUNDS

These donors’ gifts help secure the institution’s future.

AXA Foundation Scholarship Fund
Through the work of former trustee Clarence Wright, this fund was established by AXA Foundation to support scholarships for students with financial need.

Murray and Estelle Block Scholarship Endowment Fund
This fund was established by retired employee Murray Block in memory of his wife, Estelle, to support scholarships for students with financial need, with preference given to students in the School of Business & Technology.

DONORS:
Stacey Antonelli
Andrea Lala
Lisa LaMahga
Cheryl McPhillips
Tina M. Perfetti
Jennifer James Wise

Murray H. Block Leadership Education and Development Center Endowment
This fund was established by retired employee Murray Block to support leadership education and development for employees of Excelsior College.

DONORS:
Murray Block
Cathy Kushner and David Lindholm

Board of Trustees 40th Anniversary Scholarship Endowment Fund
This fund was established by Excelsior College’s trustees to support scholarships for students with financial need.

DONORS:
Mentor Teachers

Citizens Bank Scholarship Fund
This fund was established by Citizens Bank to support scholarships for students with financial need.

Michael J. Cooley Scholarship Endowment Fund
This fund was established by retired employee Mary Betti-Hanner in memory of her husband and faculty member, Michael Cooley, to support students with financial need in the School of Health Sciences.

DONORS:
Patrick A. Crosa
Dr. Mary Betti-Hanner
Cheryl McPhillips
Mr. and Mrs. C. Wayne Williams
Anna L. Zendell

Laura J. Ebersole Scholarship Fund
This fund was established by John F. Ebersole, the second president of Excelsior College, and his wife, Connie Crowe, for a female student with financial need from any state to honor Laura Ebersole’s spirit of inquiry, passion for learning, and understanding of the enduring importance of education.

DONORS:
Michelle Palad, PhD

John F. Ebersole Access Scholarship Endowment Fund
This fund was established by members of the Excelsior College President’s Advisory Council to support scholarships for students with financial need.

DONORS:
Deloitte Foundation
William G. Harris
W.H. Mann

Fred L. Emerson Foundation Scholarship Fund
This fund was established by the Fred L. Emerson Foundation to support scholarships for students with financial need who demonstrate high academic achievement.

DONORS:
Harry Staley

Excelsior College Scholarship Endowment Fund
This fund was established by The George I. Alden Trust and Willard A. Genrich, chancellor emeritus of the Board of Regents of the University of the State of New York, to support scholarships for students with financial need.

DONORS:
Beth A. Foster
Mary O’Connor, PhD, RN, FACHE

Excelsior College Veterans Endowment Fund
This fund was established by alumni and former trustee Harry Staley to support scholarships for students who are, or who plan to become, entrepreneurs.

DONORS:
William J. Hoffman
Michael W. Landau

68 GRADUATES EARNED MORE THAN ONE DEGREE DURING THE PAST ACADEMIC YEAR.
HONOR ROLL
OF DONORS
support students with financial need.
Robert E. Kinsinger Institute for Nursing Excellence.
Mr. and Mrs. Garry W. Jaunal, Esq.

DONORS:
of study leading to an Excelsior associate or bachelor’s
United States of America or Canada pursuing a course
Garry Jaunal and his wife, Bridget Jaunal, in memory
of a student pursuing a career in the military.
Lt. Gen. Arthur J. Gregg, USA (Ret.)
scholarships for students with financial need.
Robert E. Kinsinger in memory of their wives to support
emeritus of the Board of Trustees, and trustee emeritus
Karen A. Halico

DONORS:
need and affiliated with Total Testing Incorporated (TTI).
This fund was established by Excelsior staff in memory of
employee Toby Friedland to support students with financial
need. (Fund has not yet reached the threshold for distribution.)

DONORS:
by Toby Friedland to support scholarships for women
in any of Excelsior’s programs in technology within the School of Business, with priority
given to women seeking to enter the cybersecurity field.

DONORS:
and former employee Jane LeClair to support scholarships for women
enrolled in Excelsior’s pre-licensure nursing program.

DONORS:
need in criminal justice programs.

DONORS:

DONORS:
and former faculty member Robert P. Williams to support students with financial
need in careers in higher education technology.

DONORS:
and former faculty member Roy L. Smith to support students working toward the Certificate in
Health Care Informatics or the Master of Science in Nursing with an emphasis in Informatics.

DONORS:
with financial need. (Fund has not yet
reached the threshold for distribution.)

DONORS:
and his wife, Lisa Smith, to support technology students taking humanities courses in fulfillment of degree requirements at Excelsior.

DONORS:

DONORS:
and former faculty member Roy L. Smith to support students in the Master of Arts
in Liberal Studies program with financial need.

DONORS:
and former faculty member Robert P. Williams to support students with financial
need in criminal justice programs.

DONORS:
and his wife, Lois Smith, to support students in Excelsior’s programs in technology.

DONORS:

DONORS:
and Al Mele to support students with financial need who are
members of the U.S. Army National Guard or the U.S. Air National Guard.

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HONOR ROLL
OF DONORS

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Funds Established in 2016–2017

David W. Miller Memorial Scholarship Fund
This fund was established by alums and former trustee Elizabeth L. Bowley in memory of her professor, David W. Miller. To support students who demonstrate academic merit by maintaining a minimum grade point average of 3.0 or higher on a 4.0 scale, with a preference for students who maintain a grade point average of 3.5 or higher on a 4.0 scale, who must have completed at least half the credits required toward the degree program in which they are enrolled; who must be enrolled in a business program or course leading to a bachelor’s degree or higher; and who must not have third-party support for their educational expenses and must demonstrate financial need as determined through the submission of the Free Application for Federal Student Aid (FAFSA) or its successor application.

Donors:
Elizabeth L. Bowley
Johnson & Johnson

Shelia and Danny Scott Endowment Fund
This fund was established by alums Danny Scott and Shelia Onaka Scott to support students with financial need. Fund has not yet reached the threshold for distribution.

Donors:
Mr. and Mrs. Danny L. Scott

Other Restricted Funds

Catherine Craig-Errardi Endowment Fund
This fund was established by a friend of employee Catherine Craig-Errardi to provide an annual award to Commencement to a new military graduate to recognize service to others, commitment to education, and academic, professional, and personal achievement.

Donors:
Chief Yonnot Daniel J. Woods, USN (Ret.)

Marvin Cushing Scholarship Fund
This fund was established by the New York Power Authority in memory of their employee Marvin Cushing, to provide an annual award at Commencement to a new technology graduate who exemplifies the integration of corporate-sponsored training and college-level learning.

Robert E. Kinsinger Institute for Nursing Excellence Fund
This fund was established by trustee emeritus Robert E. Kinsinger to support the Robert E. Kinsinger Institute for Nursing Excellence.

Donors:
Larry Purcell, PhD

Regents College Alumni Association Scholarship Fund
This fund was established by the Regents College Alumni Association to support undergraduate students with financial need who demonstrate high academic achievement.

Donors:
Estate of Michael J. O’Donnell

Matching Gifts

Organizations that matched their employees’ gifts to Excelsior College.

Air Products and Chemicals, Inc.
Automatic Data Processing Inc.
Bruce G. Cocheiser Foundation
Dakota Foundation
EGT Foundation
Eversource Energy
GE Foundation
IBM Matching Gifts Program
Johnson & Johnson
Lockheed Martin Corporate Community Relations
PPL Services Corporation
Prudential Financial-Matching Gift Program
The Progressive Insurance Foundation

Legacy Society

Those who have remembered Excelsior College in their estate plans.

Anonymous
Elizabeth L. Bowley
Joel W. Bulkley
Kato Butler and Ian Kaplan
EWM Donald J. Carnahan, USN (Ret.)
Francis F. Cosma
Kari S. Cox, RN, PhD, FAAN
Donald Dea
Angela H. Falbo
Linda S. Garrison
Chief Warrant Officer 3 Robert W. Krusk, USA (Ret.)
Robert E. Kinsinger, MA, EdD
William P. Kot
Dr. Richard L. Leverone
and James McKinney
Dave A. Lewis
Merisa Jane Mordini
Mr. and Mrs. Ted Neulany
Mary O’Connor, PhD, RN, FACHE
Dr. Ruth M. Omslud
Larry Purnell, PhD
Charles J. Robinson
Suzan D. Safari
Joshua L. Smith, MMT, EdD
Roger R. Ungar
Robert B. Ulanski
Estate of Charles Clay Montgomery
Estate of Gloria Ann Siatros
Estate of Michael J. O’Donnell

Ever Upward Scholarship

The Ever-Upward Scholarship will award to a student who has demonstrated financial need.

Dr. Andrew Hurd Ever Upward Scholarship Award
Established by alumnus Jerry Maier to support an Excelsior College student from New York State who has demonstrated financial need.

Donors:
Jerry Maier

Dr. Kuang-Yuan Huang Ever Upward Scholarship Award
Established by alumnus Kenneth Denisgee to support an Excelsior College student with current or prior military service and demonstrated financial need. Thank you, Dr. Andrew Hurd, for your leadership of our NSA DMS-designated National Center of Academic Excellence in Cyber-Defense Education program.

Donors:
Dr. Kuang-Yuan Huang

Mary Camile Caramanico Ever Upward Scholarship Award
Established by alumnus Donald Caramanico in memory of Mary Camile Caramanico, a New York State resident for 30 years.

Donors:
Mary Camile Caramanico

Michele Votel Ever Upward Scholarship Award
Established by alumnus Michael T. Wachtel in recognition of Michele Votel, an Army wife who has been dedicated to supporting our troops and their families for more than 30 years.

Donors:
Michele Votel

Military Order of the Purple Heart Ever Upward Scholarship Award
Established by David Wadsworth and the Military Order of the Purple Heart.

Donors:
SIS Oldham

Partners in Lifelong Learning Ever Upward Scholarship Award
Established by alumnus Kenneth Denisgee to support Excelsior College students with disabilities who have demonstrated financial need.

Partners in Lifelong Learning Ever Upward Scholarship Award
Established by employee Deborah Sopczyk in honor of Robin Keough.

Partners in Lifelong Learning Ever Upward Scholarship Award
Established by employee Deborah Sopczyk and the first president of Excelsior College, C. Wayne Williams, to support an Excelsior College student from New York State who has demonstrated financial need.

Partners in Lifelong Learning Ever Upward Scholarship Award
Established by trustees Monica Tabe to support an Excelsior College student from New York State who has demonstrated financial need.

Partners in Lifelong Learning Ever Upward Scholarship Award
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EXCELSIOR COLLEGE | ANNUAL REPORT 2016–2017
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Dear Graduates,

How do you provide meaningful engagement opportunities to a group of 168,000 people who live all over the world, come from various walks of life, and for the most part, have never met one another? No, it’s not a riddle or a brain teaser—it’s the question on which we base our work in the Office of Alumni Affairs.

This past year, we tapped into a commonality, an affinity that’s become increasingly apparent among our alumni-at-large: community service. Through the Alumni Notes that are submitted to Excelsior College Magazine and by listening to your stories at the Alumni Association Annual Meeting and regional events, we’ve learned that giving back is important to you and your peers. Anecdotally, we’ve heard about the causes that incite your passion. More formally, we’ve discovered through the nominations submitted for the annual alumni awards, that you are out there in your communities making a difference.

We were inspired by you, so we created Ever Up Days, a movement among Excelsior, Regents, and USNY graduates to make a difference in their hometowns through a one-time service experience. We encouraged them to join together with other graduates in their area, which some did, while others made the most of the volunteer work they were already doing. All those who participated contributed to the total impact made by alumni during the College’s charter month, and I am #Excelsiorproud!

So, what’s next?

First, mark your calendar for the second annual Ever Up Days, April 1–30, 2018. Next, we’ve made it easier for you to find other alumni in your area with an online Alumni Directory. If you haven’t already, register to join the Alumni Community at alumni.excelsior.edu for access to the directory as well as to discussion groups so you can search for your peers by city and network with other service-minded alumni. We’ve already created a discussion group for you called Alumni Ambassadors.

I am counting on you, as an alumni volunteer committed to advancing the College’s reach and mission, to lead your peers in engaging in the Alumni Community. You have a secure space to seek peer-to-peer career advice, serve as an unofficial mentor to someone in your professional field, discuss topics that are of mutual interest, and connect with others in this amazing community of lifelong learners. Lastly, I hope you’ll use this tool to make this year’s Ever Up Days [now part of a wider initiative called Excelsior Cares] more impactful than the last.

Thank you for your loyalty and commitment to Excelsior. Thank you for recommending Excelsior to prospective students, for sharing our posts on social media, and for promoting our programs and events. Thank you for all the ways you actively extend the College’s reach around the world.

Ever upward!

Renee I. Kelly
Director of Alumni Affairs
Alumni Make an Impact with Ever Up Days

Ever Up Days connects alumni through service to their communities. The first-ever alumni service experience, held in April 2017, gave graduates an opportunity to make a difference in their hometowns, and possibly meet other alumni, while contributing to the total impact made by their peers. Many people gave hours of their valuable time and resources, but in the end, the amount of Excelsior pride felt was IMMEASURABLE.

42 VOLUNTEERS marked Ever Up Days by making a difference in their local communities.

10 CITIES where alumni participated in volunteer activities.

78 HOURS volunteers spent supporting Ever Up Days.

Alumni Volunteers

SHEILA SCOTT ’02 & DANNY SCOTT ’01, ’02
Milton, FL
Sheila and Scotty volunteer at the Veterans Administration Joint Ambulatory Care Clinic in Pensacola once a week for four hours. He volunteers at the information desk, and she volunteers in the Quality Control Department where she conducts surveys with the VA staff and the veterans they care for.

SANDY BUTTERFIELD ’86 & JESSICA CHEVERIE ’02
San Diego, CA
Sandy and Jessica organized a volunteer experience with Third Avenue Charitable Organization (TACO) for alumni in San Diego. The group served meals to over 160 people and an unknown number of second servings in under two hours. Volunteers also included future Excelsior students: LVN students at Briarwood College who are under the clinical direction of Sandy.

NICOLE HALWACHS ’11
Binghamton, NY
Nicole and her husband Craig volunteered for the Mental Health Association of the Southern Tier. Craig helped distribute t-shirts and packets for the Color Run, and Nicole helped check in the runners. They enjoyed themselves, sending word that “We had a great time!”

TANYA WHITNEY ’86 ’91
Sorrento, LA
Tanya led the Future Farmers of America Club from St. Amant High School, where she is a track coach, in a service project to clean up the Ascension Veterans Memorial Park. They removed debris from a previous flower garden to repair the drainage system and make ready for a new flower bed.

ALLAN WELCH EZ ’12, ’16
Copperas Cove, TX
Allan and his family participated in the Don’t Mess with Texas Trash-Off.

Alumni participating in Ever Up Days included (from top) Sheilia Scott and Danny Scott, Sandy Butterfield and Jessica Cheverie, Nicole Halwachs, Tanya Whitney, and Allan Welchez.
In Memoriam

Alton Chris Nelms ’86, a member of the Alumni Leadership Council, died in September 2017. Nelms earned a Bachelor of Science in Liberal Arts from Excelsior College and was the 2016 recipient of the C. Wayne Williams Award. The award recognizes outstanding public service and community involvement by a graduate.

At the time Nelms received the award, he was an outreach educator at Cincinnati Children’s Hospital Medical Center and previously worked for 25 years in the Cincinnati Public School System in various roles, including teacher, substance abuse prevention specialist, head baseball coach, and athletic administrator. He was an adjunct instructor at Cincinnati State, Chatfield College, and Solid Rock Bible College. He served his community as a member of the Cincinnati Federation of Teachers, NAACP, Avondale Community Council, Cincinnati Recreation Commission, UMADAOP, and The People of Color Wellness Alliance (POCWA).

Nelms was elected to the Alumni Leadership Council in May 2017 and began his term in July 2017.

Alton Chris Nelms (center) shows off the C. Wayne Williams Award he received from Dwayn Hanford (left) and Ronald Tosto (right) of the Alumni Leadership Council at the 2016 Awards Convocation.