

A Message from the President

As an eager first-generation student from New York, I packed my suitcase full of "formal" clothing I had bought from my summer job

savings. I hoped I would fit in. But when I arrived at Radcliffe College, a friend took one look at the clothing I'd packed and told me in no uncertain terms, "These all have to go!" I traded them all in for a pair of Levis, some t-shirts, and sweats. Arriving back on campus from spring break, I carried the same suitcase. Again, it was full—not of who I thought I should be, but who I actually was. My mother and I had cooked up a few "meals to go"—our favorite recipes for me to share with my newfound college friends, who became my lifelong friends.

Scholarships give an amazing spectrum of Penn students—as they did for me—the opportunity to make the most of their talents, expand their horizons, and find their purpose in the world. Your thoughtful generosity opens the door to infinite possibilities for their lives. Time and again, our first-generation students tell us how absolutely thrilling, yet deeply daunting, their arrival on our campus is. We must ensure that they have what they need to fully participate in the Penn experience. That is why I am so excited about our new Office of Penn First Plus Students. This initiative will centralize and expand the support we offer first-generation and low-income students. Providing customized resources for these students ranks among the highest priorities of *The Power of Penn* Campaign. The Clark Scholars Program is a wonderful model of how the University has already begun some of this work, and I hope that you enjoy reading more about

than the cost of tuition. It is an investment in our students' hopes, dreams, and future careers and lives. As *The Power of Penn* Campaign calls us all to action,
I thank you—our incredible scholarship donors—for leading by example.

it in this issue of The Penn Priority.

A scholarship is so much more

Amy Gutmann



The virtuous cycle of Penn scholarships opens doors for students from all walks of life. When donors choose to endow University scholarships they have an immediate impact on current students, and also on generations of scholars to come, and the donors become an integral part of our Named Scholarship community.

Creating Infinite Possibilities

New undergraduate financial aid scholarship created to provide financial support to Penn students in perpetuity.

Named Scholarship awarded to a student in their grant-based financial aid package.



Student becomes a part of Named Scholarship Program.

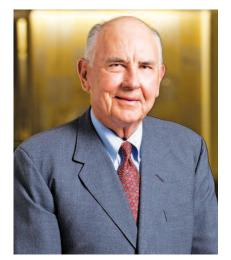


Scholarship donors and students connect and share the bond of their Penn experience through annual updates and Named Scholarship Celebrations.

When a scholarship student graduates, a new Penn scholar is awarded the scholarship. Student after student, generation after generation, benefits from the life-changing gift of a scholarship.

ENGINEERING FOR SUCCESS

A. JAMES & ALICE B. CLARK FOUNDATION



A. James Clark

The A. James & Alice B. Clark Charitable Foundation is building something special at the School of Engineering and Applied Science.

With the largest one-time gift to undergraduate support in the University's history, the Foundation has established the A. James Clark Scholars Program, a transformative commitment that opens doors for students with demonstrated financial need to become tomorrow's engineering and business leaders. The Clark Scholars Program at Penn combines innovative coursework, service learning, and internship opportunities to create a unique educational experience for talented students from traditionally underrepresented backgrounds, including first-generation college students.

"Among the first Clark Scholars are students who have entrepreneurial skills, are familiar with research activities, and have a sense of responsibility to their community," says Clark Scholars Faculty Liaison Dr. Sue Ann Bidstrup Allen. "This is a diverse group of students from across the country who are the best and the brightest, and I am excited to be working with them as we strive to make a positive impact on the world."

A. James Clark, a Washington, D.C.-based construction pioneer who passed away in 2015, never forgot that his business successes began with an engineering scholarship. Today, the A. James Clark Scholars Program is the Foundation's signature academic program.

"Mr. Clark believed in the power of hard work and eliminating the financial barriers that prohibit promising students from achieving their full potential," says

"Among the first Clark Scholars are students who have entrepreneurial skills, are familiar with research activities, and have a sense of responsibility to their community."

— Clark Scholars Faculty Liaison Dr. Sue Ann Bidstrup Allen

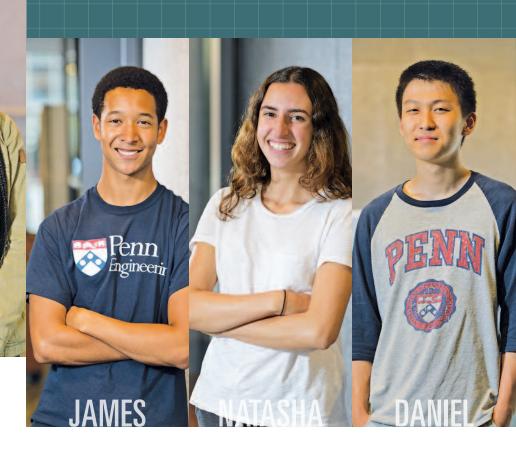
Joe Del Guercio, president and CEO of the Clark Foundation. "By nurturing original thinking, cultivating broad perspectives, and encouraging the development of practical applications for new technologies, the Clark Scholars Program will help

young students develop the leadership skills that the future will require."

Penn Clark Scholars—the only program of its kind in the Ivy League—joins a network of Clark Scholars that stretches across ten leading engineering programs in the United States.







"As a Clark Scholar, I will be better prepared for life after college and will have the knowledge to enact positive change on a global scale," says Estelle Burkhardt, who hails from California.

The Clark Scholars Program goes a long way in maintaining Penn's position as the nation's largest university with a grant-based financial aid program. "This

spectacular investment partners the Clark Foundation with Penn Engineering around the shared goal of providing access to a stellar education," says Penn President Amy Gutmann. "Each component of the Program reflects our University's commitment to inclusion, innovation, and impact. Clark Scholars will learn, experience, and apply their knowledge to benefit society throughout their professional and personal lives."

- Estelle Burkhardt

"As a Clark Scholar, I will be better prepared for

life after college and will have the knowledge

to enact positive change on a global scale."

In addition to the unparalleled classes offered at

the School of Engineering, Penn Clark Scholars will receive personalized mentoring, service opportunities, access to business leaders, and a paid research internship between their sophomore and junior years.

"In the spring, Clark Scholars will work with students at two local Philadelphia schools on an indoor farming project," Dr. Bidstrup Allen adds. "They will be utilizing sensors to monitor and control plant development and moisture content, providing K-12 students with the chance to plant and grow their own food."

This approach complements the in-class work being conducted by Clark Scholars and enables them to directly apply what they learn in a real-world setting. These experiences and the renowned curriculum at Penn Engineering are essential to preparing Clark Scholars for success both as students and as Penn alumni.

"Our goal is to educate and train engineers who will innovate and create novel tools, invent new technologies, and develop new products," says Vijay Kumar, Nemirovsky Family Dean of Penn Engineering. "This program will provide students with the critical thinking and analytical skills required for entrepreneurship, and our faculty and staff will be supporting and steering them through this period of learning as they grow into leaders."

Clark Scholar and bioengineering major Francesca Cimino welcomes the additional learning opportunities and mentoring offered through the Program. "This will help me build an amazing foundation to one day help other people and share all that I have learned."

The ultimate goal between the University and the Clark Foundation is to foster engineering leadership at the highest level to benefit society. This mission aligns perfectly with the School's *Inventing the Future* Campaign, which upholds its

commitment to innovation and provides the resources needed for Penn engineers to turn their concepts ideas into practical inventions. While changing the world is an ambitious undertaking that will not happen overnight, this inaugural cohort is more than eager to tackle the challenge head on.

"I'm very passionate about making a difference in the communities that I'm a part of."

— Rozi Hidaru

"I'm very passionate about making a difference in the communities that I'm a part of," says computer science major Rozi Hidaru. "I am a first-generation college student, and I understand how lucky I am to be a Clark Scholar and have this opportunity. I want to use my time at Penn to learn the skills necessary to make a positive difference in the lives of as many people as possible."



Our Undergraduate Financial Aid Campaign Priorities

Penn seeks out exceptional students for our vibrant academic community and commits to helping each and every one to reach their full potential. Through *The Power of Penn* Campaign, we will continue to break down barriers through scholarships and by providing additional resources to support living and learning, and to meet the needs of a diverse and inclusive community. Every day, Penn embodies this truth: our unique perspectives and backgrounds come together to make us strong, resilient, and singularly prepared to define the future.

Visit www.powerofpenn.upenn.edu/undergraduatefinancial-aid to learn more about undergraduate financial aid and *The Power of Penn* Campaign.



NAMED SCHOLARSHIPS

Robust financial aid is at the heart of our *Power of Penn* Campaign priorities. By creating new scholarships and adding to existing funds, donors can participate in an important and meaningful movement at the University.

Endowed Named Scholarships provide 25% of the budget for undergraduate financial aid, and Penn has made a significant commitment to covering the entire remaining budget. Whether creating a new scholarship or adding to an existing one, the University makes available matching dollars to maximize the impact of a scholarship. Endowing a scholarship has a life-changing impact on students—both those currently on campus and those in future generations.

PENN FIRST PLUS

The University is growing its commitment to access and inclusion by addressing needs that go beyond traditional financial aid. Penn is dedicated to supporting students' success and ensuring that the full college experience is available to every member of the student body on our welcoming campus. That vision is at the heart of Penn First Plus

Penn First Plus will serve first-generation and low-income students and will help to build a supportive community on campus for these students while offering academic guidance, alumni connections, and advice about how to access Penn resources. The comprehensive support provided by Penn First Plus will offer critical assistance to these students who are an important part of the University community.

INTERNATIONAL FINANCIAL AID

Named Scholarships currently represent more than one-third of the aid Penn provides to its international students. But Penn's ultimate goal is to expand its need-blind admissions policy to cover all undergraduate students, both domestic and international. Every step we take along this path removes financial considerations from the admissions process for more applicants, helping the University attract the best and brightest minds from around the world.



\$5 Million

Creates a special Power of Penn scholarship or challenge fund.

MEN AND WOMEN OF PENNSYLVANIA

\$2 Million

Creates a Men and Women of Pennsylvania Scholarship or challenge fund. Gifts of \$1.5 million may be matched with \$500.000 in challenge funds.

\$1 Million

Creates a scholarship supporting the full need of one student each year in perpetuity. Gifts of \$850,000 may be matched with \$150,000 in challenge funds.

\$500 000

Creates a scholarship that nearly meets the average grant need of one student each year in perpetuity. Gifts of \$400,000 may be matched with \$100,000 in challenge funds.

\$300,000

Creates a scholarship providing more than half of the average grant need of one student each year in perpetuity. *Gifts of \$250,000 may be matched with \$50,000 in challenge funds.*

\$125,000

Creates a partial scholarship supporting one student each year in perpetuity.

YOUNG ALUMNI SCHOLARSHIP

\$75,000

The Young Alumni Scholarship is available up to 10 years after graduation. Gifts of \$75,000 may be matched with \$75,000 in challenge funds to create a scholarship supporting one student each year in perpetuity.

CHALLENGE FUNDS

\$500,000 and above

A gift of \$500,000 can create a challenge fund that will encourage up to 20 other donors to make a scholarship gift.



Bridging the Gaps between Undergraduate Financial Aid Recipients and Their Peers

Penn juniors **Daniel González**, **C'20**, and **Lisa He-Wu**, **Nu'20**, know all too well the challenges that can come with being a first-generation college student. Daniel, who lives with his parents and younger sister in Cleveland, initially didn't think college was for him. His nomadic childhood made focusing on schoolwork difficult. But his low economic background, he says, made things even harder, and he came to realize that higher education was the path to a better life.

Shortly after arriving on campus, Daniel learned about Penn First, a student organization founded in 2015 to support this rapidly growing community. "They were the first people to help me understand: okay, you're first-gen," he says. "What does that mean? This is what it looks like at a school like Penn." A Health and Societies major, Daniel has since served as a mentorship chair for Penn First and often finds himself passing on advice that other students once gave him. "Upperclassmen who were first-generation helped me get adjusted, and that gave me the ability to say, okay, I can give back and be a resource for other students, because I have the same identity and share some of the same experiences."

Lisa is an only child whose parents made every effort to set her on the path to a college

Students and families attend an event held for first-generation students

at the start of the fall semester.

education. They emigrated to Latin America from rural China before she was born and moved from Puerto Rico to Philadelphia six years ago. "That's when I began to hear more about colleges," she explains. "One of my friends was involved with a program at Penn called ASPIRE, through the Pan-Asian American Community House (PAACH). At that time, I didn't really know what Penn had to offer. I learned about Penn by meeting Penn students who were involved with community service."

Prior to arriving on campus, Lisa participated in the PennCAP (Penn College Achievement Program) Pre-Freshman Program, intended specifically to help first-generation and/or low-income students transition to college. PennCAP is one of the University programs that gave rise to Penn First Plus, Penn's commitment to establish a thoughtful

support system for such students. Fortunately,
Lisa learned about Penn First early on and
connected with other student hubs, like PAACH
and La Casa Latina. "Being involved helped
build my confidence and showed me there are
people here who are just like me," she says.
Friends in Penn First also pointed Lisa in the
direction of tutoring services at the Weingarten
Learning Resources Center, where she is now
a member of the student board.

As the largest university with grant-based financial aid, Penn sets and maintains a gold standard for providing access to a world-class education. While Penn's generous financial aid packages and Named Scholarships significantly assist with tuition, there are other college expenses — such as laptops and the cost of traveling home — that

provide an additional challenge for highly aided students like Daniel and Lisa. For students whose families are unable to pitch in, costs like this can initially seem staggering. Penn recognizes that impactful support to students must go beyond traditional financial aid, and as a part of Penn First Plus, students will receive significant assistance with incidental college costs.

Penn has long been a leader in increasing access to higher education, and thanks to Penn First Plus, the effort won't end there. This latest program ensures that once doors are opened, students have what they need to walk through them and emerge from their college experience with broadened horizons, numerous career prospects, and the ability and desire to give back to their communities.

Penn recognizes that impactful support to students must go beyond traditional financial aid.



Penn First Plus Initiatives

Every Penn First Plus priority is attuned to first-generation and low-income students' unique and multifaceted needs, and is designed to help ensure that all students have the support they need to thrive at Penn.



DEDICATED SPACE IN COLLEGE HALL



GROWING SCHOLARSHIP FUNDS



HELPING STUDENTS THRIVE AND GRADUATE ON TIME



LAPTOPS FOR STUDENTS



EXPANDING PRE-FRESHMAN ORIENTATION PROGRAMS



SUMMER COURSE SUPPORT



STUDY ABROAD
GRANTS



ENHANCING ACADEMIC SUPPORT



BRINGING THE WORLD TO PENN

As Penn works to increase the undergraduate financial aid resources available to talented students from across the globe, it also recognizes partners and donors who have been at the forefront with the University in understanding how critical international students are to the entire campus community. Since 2006, Davis United World College Scholars has been one of these partners.

Davis United World College Scholars provides scholarship aid to students who graduate from a United World College campus and then are accepted to Penn. The UWC high school experience—which brings students from around the world to live and learn together in one of 17 locations on five continents—has challenged them academically and personally, expanded their horizons exponentially, and shown them how to build understanding from diversity. For more than a decade, this financial resource, made possible by the philanthropy of the Shelby Davis family, has brought these extraordinary students to Penn. There are currently 22 Davis United World College Scholars on campus, and thanks in part to their vast UWC experience, they are able to contribute much to the Penn community.

This fall, the University was honored to welcome Davis United World College Scholars Senior Advisor Douglas Fleming to campus for a day of meetings with students and leaders within the University's global communities. "Meeting with the UWC Scholars provided wonderful insight into what these young people bring to Penn," says Fleming. "Being at Penn provided me with a very clear sense of the extraordinary commitment that the University is making to develop and advance the ideal of global citizenry."

With undergraduate financial aid ranking as one of our highest priorities

UNDERGRADUATE FINANCIAL AID LEADERSHIP COUNCIL

in The Power of Penn Campaign

the Undergraduate Financial Aid Leadership Council (UFLC) plays a pivotal role in expanding the impact of the Named Scholarship Program The Council is led by Chair Mark First, W'87, PAR'18, PAR'21, Managing Director. Eos Partners. UFLC members are passionate advocates for educational opportunity and work actively to encourage others in the Penn community and beyond to support endowed scholarships.

Council Chair Avanti Birla, C'10 Herald Chen, ENG'93, W'93 Lynne Marcus Cohen, C'86, PAR'20 Philip Cohen, W'84, PAR'20 Fred Goltz, C'93, W'93 Michael Gordon, C'87 George M. Graffy, W'86, PAR'17, PAR'19

Charles W. Hebard C'92, WG'99

Robin Harrison Kaplan, C'91, PAR'21

Susan Insoft, W'86

Mark L. First, W'87, PAR'18, PAR'21,

Anessa Karney, C'92, L'97 Jin Lee, C'92 Eric A. Linn, W'92, PAR'22 Gregory K. Mondre, W'96 Lily L. Ng, W'01, WG'13 Audrey Epstein Reny, C'86, WG'91, PAR'17 PAR'20 Molly P. Rouse-Terlevich, C'90, GED'00 Nihir Shah, C'94, W'94 Sapna Choksi Shah, C'93, W'93 David W. Wu, WG'95 Deborah Zajkowski, W'86, PAR'18

BY THE NUMBERS

Class of 2022:

16% of class is international, representing different countries

U.S. students represent

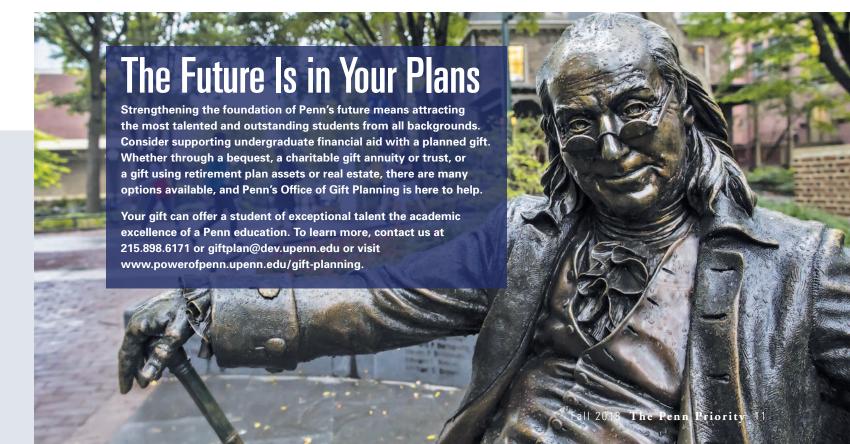


Financial Aid: (for all undergraduate students)

47%

of undergraduate students receive financial aid

average financial aid package



"When I arrived at Penn, it was thanks to a robust financial aid package that I had the freedom to focus on the issues and subjects that matter the most to me. I am where I am today because Penn provided the resources necessary for me to find a voice. **Attending the University of Pennsylvania has** made my family's sacrifices more than worthwhile."

Elizabeth, C'18

Elizabeth is a sales and trading analyst at Wells Fargo.



Kayvon, W'18

Kayvon is a rotational product manager at Facebook.

- NOVEMBER 28, 2017 | JOHN R. ROCKWELL GYMNASIUM, PHILADELPHIA
- THE ANNUAL **SCHOLARSHIP CELEBRATIONS**

Each year, hundreds of donors, students, and friends gather together to honor our generous scholarship donors and the students whose dreams they help come true. Seniors Elizabeth Camarillo Gutierrez, Kayvon Asemani, Vasiliki Samara, and Destiny Bingham gave stirring speeches that were a solid reminder of the life-changing power of undergraduate financial aid.

- 1 Austin, C'20; President Amy Gutmann; and Winston, C'21
- 2 Provost Wendell Pritchett, Sarah, C'18; Brett Barth, W'93, Garrett, ENG'19: and Evan Roth C'92. W'92
- 3 Rachel Wagman, C'93; and Michael, C'18
- 4 David Wu, WG'95; and Munashe, W'20
- **5** Eduardo, W'20, C'20; and Charles Hebard, C'92, WG'99
- 6 Peter Gilligan, CE'78; and Cassandra, ENG'21

- 7 Nancy Schwartz, C'87, PAR'21; and Angela, C'20
- 8 President Amy Gutmann and Jonathan Dorfman, W'84
- **9** Shubham, C'18, W'18; Sheryl Kaye, W'86, PAR'15, PAR'21; Shirley, W'19; Sydney Kaye, C'21, W'21; and Yash, C'21
- 10 Natalie, C'20; Berit, C'20; Frieda Kolker Hallock, C'83, W'83, PAR'16; Evangeline, C'18; and Yonatan, C'21











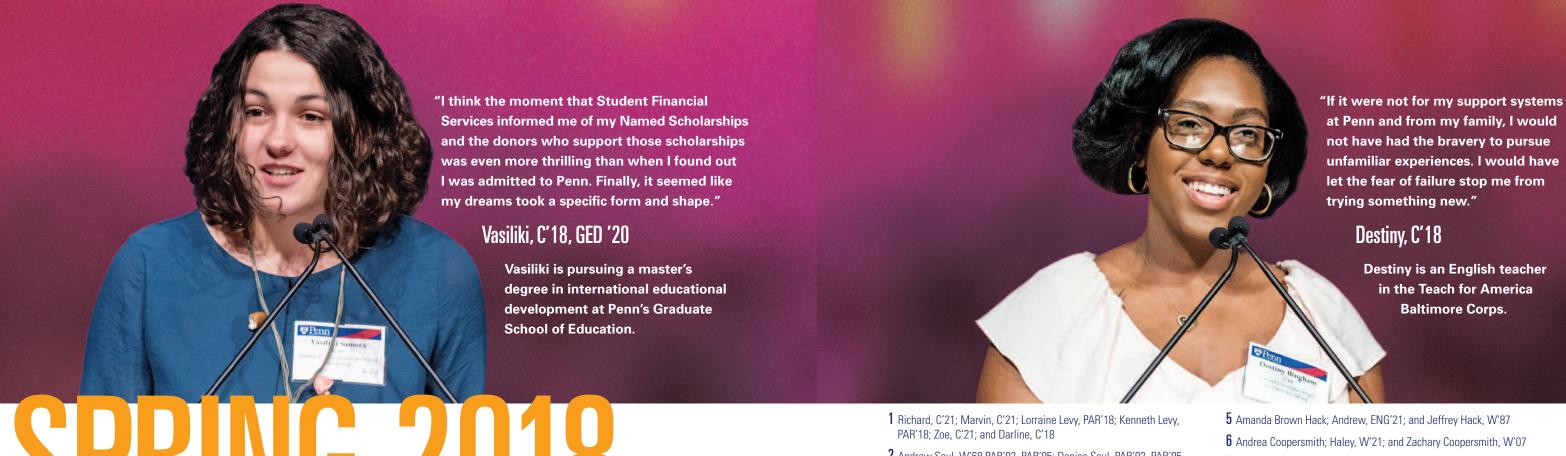












APRIL 3, 2018 | GOTHAM HALL, NEW YORK CITY

2 Andrew Saul, W'68 PAR'92, PAR'95; Denise Saul, PAR'92, PAR'95, Jennifer Rich, C'92, and Stephen Rich and the Saul Scholars

3 Matthew Blank, C'03, L'07, WG'07; Karlin, W'21; Nancy L. Blank, PAR'98, PAR'01, PAR'03; Taryn Blank; and Samuel Blank, C'01

4 Omar, W'21; President Amy Gutmann; Abenezer, W'21; Anna, W'21; and Randy Fishman, PAR'03, PAR'06

5 Amanda Brown Hack; Andrew, ENG'21; and Jeffrey Hack, W'87

6 Andrea Coopersmith; Haley, W'21; and Zachary Coopersmith, W'07

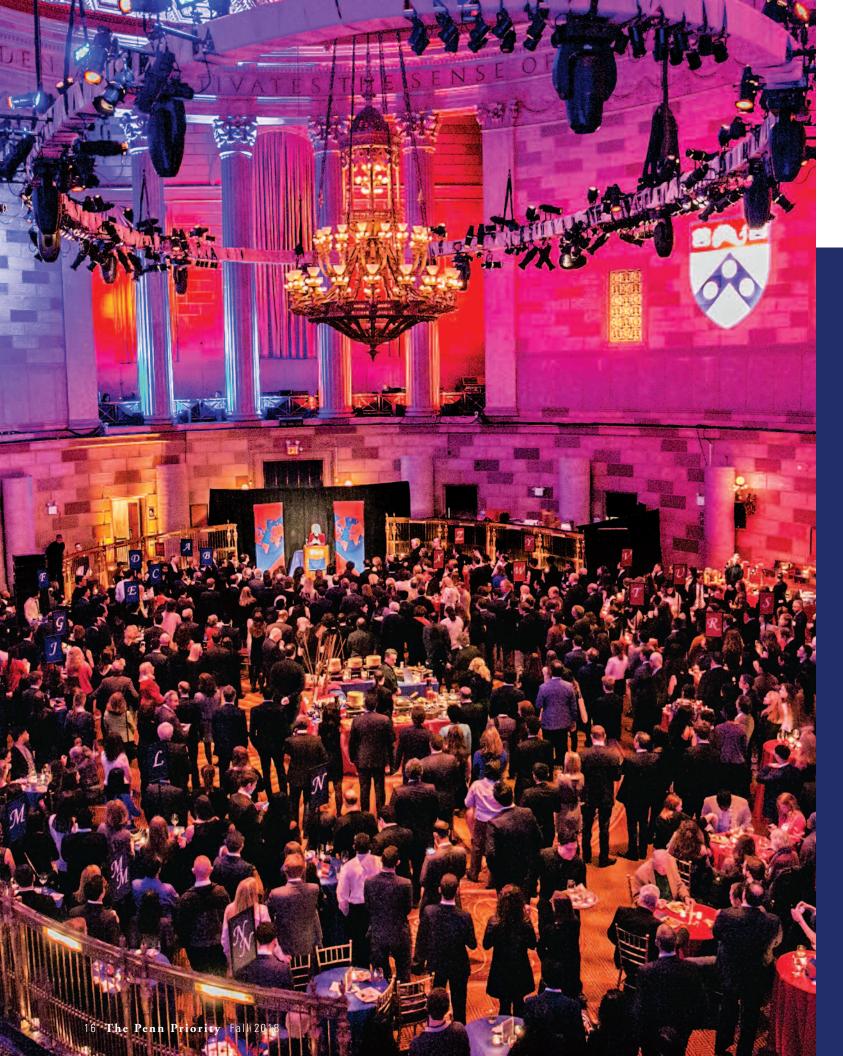
7 Kristi Herschenfeld; Brett Herschenfeld, W'04; and Chante, W'18

8 Nihir Shah, C'94, W'94; and Alfred, C'18

9 Jennifer, C'19; Ashish Shah, W'92; Daniel, C'20; Sapna Shah, C'93, W'93; and Michelle, C'19

10 Linda Plattus, W'85, PAR'14, PAR'17; Trent, W'19; Jessica, W'20; and Seth Plattus, L'86, PAR'14, PAR'17





We are grateful for the generosity of alumni, parents, and friends who contributed \$57 million to undergraduate financial aid in fiscal year 2018. In addition to donors who supported our program by increasing an existing scholarship or establishing another scholarship, the following new scholarship donors made generous gifts in support of Undergraduate Named Scholarships.

Anonymous (6) Daniela Abrahamson, C'03 Darren J. Abrahamson, W'03 Ines Aguzin, PAR'21 Nicolas Aguzin, W'90, PAR'21 Matthew F. Andresen Teresa M. Andresen, C'93 David I. Aron, C'13, W'13 David R. Barclay, C'96 Matthew P. Beagle, C'93 Abby Bechler-Karsch, NU'88, GNU'93 Bobbi J. Bierhals, C'98 BlackRock Financial Management, Inc. and Other Individuals Michelle Borré Anthony T. Bozza, W'98 Daniel S. Charney, C'93 Ho Yan Cheng Francis Cheung, WG'95 **Wendy Chiang** Kihoon W. Cho, C'07, WG'14 **Carol Chu** Joseph J. Chu, W'98, WG'07 Franklin J. Collins IV, CGS'89, CGS'02 **Tracy Collins** Christine Cronin-Hurst, WG'89 James E. Deshur, Esq., W'63 Penelope Deshur David B. Doft, W'93 Gordon DuGan, W'88 Karen DuGan Gail Rappaport Eilers, C'90 Matthew R. Eilers, C'90 **Entercom Communciations Corp.** Domingo García Jenny Won García, C'93

Chelsea M. Goodman, W'13

Jason Gorevic, C'93

Sukwon Han

Rick Hartker

James H. Greene III, C'08

Samuel M. Greene, C'93

Marigene Ang Hartker, C'88

Diane McClure Holsenbeck, CW'68

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David Poritzky, G'01, WG'01

Deborah T. Rappaport, C'88

Francisco P. Quismorio, Jr., RES'68

James P. Quismorio, C'94, W'94

Douglas A. Rappaport, Esq., C'88

Arthur L. Rebell, Esq., W'62 The Estate of Erma L. Reed The Estate of Marie H. Rothman, CW'56 Dr. Rita M. Roure, C'98 Lee Satterfield Michael K. Schaefer, W'65, WG'66 Laurence Schoen, C'93, W'93 Margaret Schoen, ENG'93 Lisa Marie Scopa, W'92 Mark Sherman, C'95 Rachel Sherman, C'95 Masroor T. Siddiqui, ENG'93 Julia Sisti, C'08 The Smidt Foundation Brian Stafford, W'98 Patrick M. Steel, C'89 Stanley P. Strauss, W'55 Abigail Lindenbaum Tambor, C'97 Shai Tambor Brett Tanzman, G'08 Elana Wilf Tanzman, C'08 Diana Tapper, C'93 Ashwin Thapar, C'08, W'08 **Tisch Family** Jonathan Tretler, C'93, WG'97 Lisa Brichta Tretler, C'94, G'99, WG'99 Grace Vandecruze, WG'94 Andrea A. Vittorelli, WG'92 Bernard Wai, W'96 Brian Welch, W'08 Maria Welch, W'08 Jeb Bonee White, C'99 Jilian White Jonathan Wilf, ENG'06 Rachel Goodman Wilf, C'08 The Valerie and Jeffrey S. Wilpon Foundation Lauren Wu Yilmaz Yilmaz The Estate of Virginia Yonan Adrian Zadeh, C'93

Perla Hanfling Zadeh, C'95, GAR'98



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