



2020 Annual Report



# Leveling the playing field, one *degree* at a time.

Nationally, it is estimated that only 21 percent of low-income, first-generation students who enter a four-year college will complete their degree. Since 1992, Wallin Education Partners has changed these odds for Minnesota students by upholding a simple but powerful truth—when you invest in education, you invest in society.

This year, we are reminded of the challenges we face as a community and society. Our education system has significant gaps, high costs and persistent disparities for low-income students, especially students of color. We can change the patterns that hold so many young people back and provide them the support needed to help them succeed. Our model of financial aid and comprehensive individual advising accelerates economic mobility and fundamentally increases the odds of graduation and employment for underrepresented students.

With access to education, so much can change. For nearly 30 years we have partnered with high schools, donors, community organizations and civic leaders to support and send more than 5,000 students on their college journeys. I believe the accomplishments of Wallin scholars speak for themselves; but don't take my word for it, read on to see for yourself...

Susan Basil King, EdD Executive Director



# Sustaining our impact in an unprecedented year

2020 is a year unlike any other. With your help, we are proud to be supporting more scholars in more ways than ever before.



1,187

Total Scholars Enrolled



5,000+

Individual Meetings with Scholars in 2020



54

New 2-Year Scholars



291

New 4-Year Scholars



82%

Students of Color



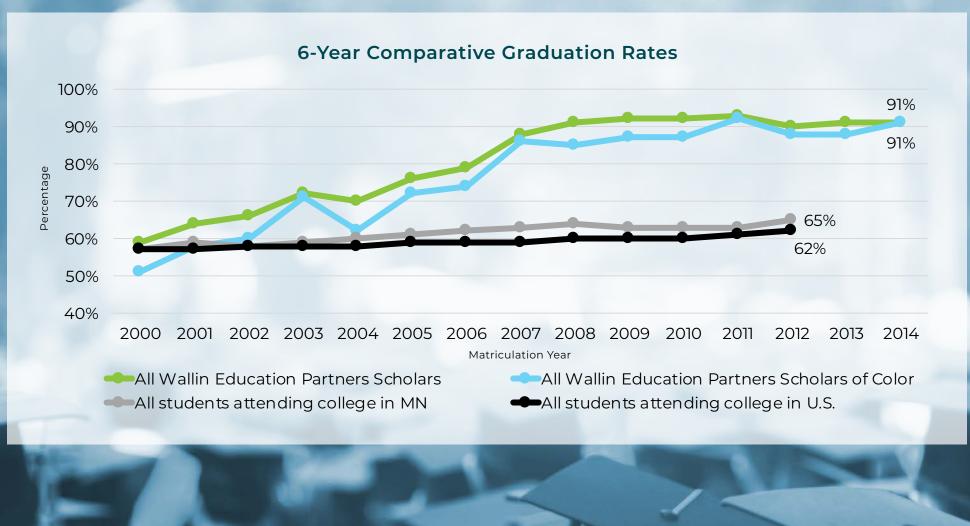
91%

Six-year Graduation Rate



95%

Employment Rate<sup>1</sup>







# Surrounded by support

Wallin is so much more than a scholarship, it is a holistic support system.













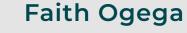












University of Minnesota - Twin Cities • Finance • Class of 2021









So much is hard with the pandemic, but knowing I have the support of my advisor and the Wallin network, it would be a disservice to give up now.

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- Faith Ogega

# A uniquely student-centric scholarship

The Wallin Education Partner's model is effective because it delivers comprehensive wraparound support in addition to financial aid. It includes a research-based curriculum, data-based decisions, and continuous improvement.



**Financial** Δid



College-to-Career Initiatives



Individualized **Advisina** 



Scholar-to-Donor **Connections** 



**Effective Partnerships** 



Scholar & Alumni Community



All Wallin scholars engage in a 1-on-1 advising relationship lasting the entire duration of their time in college. Our professional advisors have advanced degrees and years of experience supporting scholars in matters spanning academics, professional growth, financial acumen, personal development, and more.

# Navigating college in the time of COVID-19

This year has demanded the best of our educational institutions, community organizations, and business leaders. Regardless of what comes next, Wallin will continue to move forward together with our partners to empower students most in need of support.



## **Adapting Our Program**

100 percent of advisor meetings now occur online. This has improved advisor availability and decreased response times for meeting student requests, without sacrificing 1-to-1 interactions.



# **Managing Uncertainty**

COVID-19 has created a lack of clarity on many issues: impacts on the cost of college, disruptions to natural social integration, and modified academic calendars as examples.



## Finding Hope

Persistence and retention of our scholars remains very high. Scholars are finding new ways to get involved on campus, celebrate good news and achievements, and plan for the future.

Wallin Education Partners is built for this challenge.



Career Fair Event • September 2020



Virtual career and networking events with employers and career coaches



Virtual large events for scholars and alumni all across the country



50+

New virtual 1-on-1
mentoring relationships
through the Wallin
Wisdom Project

# Leveraging decades of data to deliver life-changing results

At Wallin, data is critical. We consistently collect and monitor data from staff, scholars, and partners. We engage experts in sound statistical analysis to inform decisions and share findings. Wallin seeks to leverage multiple decades of data to quantify outcomes, broadly share results and best practices, and be a player in driving systemic change.



#### **Estimated Return on Investment** \$182,281 WALLIN'S SOCIAL IMPACT In July 2020, Ecotone Analytics completed a social ROI study combining evidence-based Who Benefits? research analysis and monetization of impact outcomes. Download the full analysis at Additional After-Tax Earnings wallinpartners.org/socialimpact Scholar \$111,138 Increased Lifetime Earnings \$142,965 **ANALYTICS** (Nominal value = \$364,521) Additional Taxes Paid **Average Cost** Federal **Gifffi Taxpayers** Per Scholar \$34,383 **Taxpayers** \$23.397 **Increased Economic Benefits** \$49,698 Additional State **Fundraising** from Increased Education Increased Economic Activity Program Taxpayers Up to \$397 Costs \$21,445 \$10,694 Up to \$7,397 (2) Local Donor Scholarship Improved Health from Increased Education Improved Student Well-being Taxpayers Funding Grants and Reduced Health Care Expenditures Society \$17.871 \$4,621 Up to \$16,000 \$23,000 \$21,445 © Copyright 2020 Ecotone Analytics GBC

# \$311 million

Total projected social returns for all scholars who started college between 2010-2019.

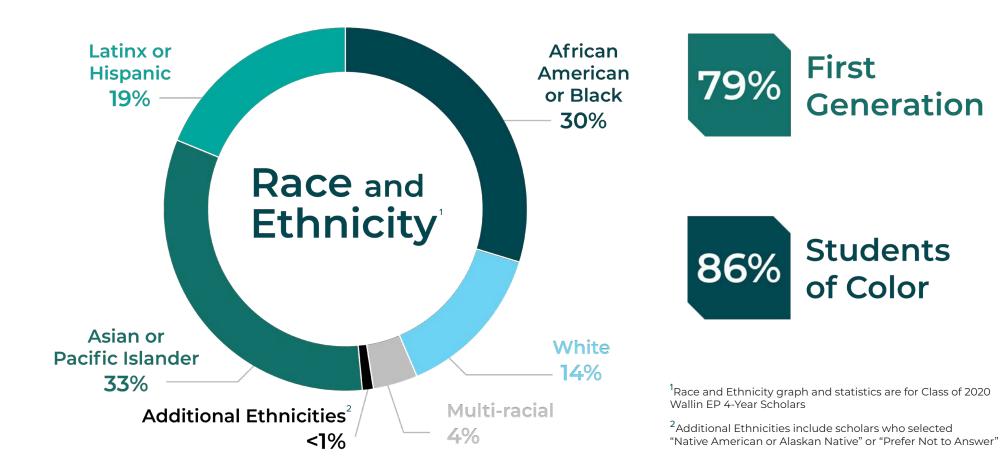
**57.79** 

For every \$1 invested in Wallin Education Partners, the social return on investment is approximately \$7.79.

# **57**% graduation lift

Increase in likelihood of graduating in six years for Wallin Scholars versus other college-going students with similar characteristics.





# Progress through partnership

For years, research has indicated the positive benefit of teachers from diverse backgrounds represented in the classroom. Building on a common commitment to expand educational opportunities for underrepresented students, Wallin Education Partners and Black Men Teach announced a new partnership to support Black men who plan to pursue a degree in education and serve as teachers in our community. Learn more at wallinpartners.org/blackmenteach



# A growing network of support

For over 28 years, Wallin has assembled and expanded a system of partnerships that start in high school and follow students through college matriculation, graduation, and into the workforce.

Photos were taken before the COVID-19 pandemic.

















# High Schools and Colleges

Our educational partners help us recruit new scholars and coordinate supports on campus. Fortune 500 companies

# **Companies**

**Donors** 

Our corporate partners mentor and hire students, and provide many 4-and-2-year scholarships.



# In her own words: An interview with Wallin alumna Jasmine Omorogbe

From North Minneapolis to Harvard and back, Jasmine is now paying it forward to future generations.

Jasmine, thank you for joining us. Let's talk a little bit about college and how Wallin was able to help you.

I grew up in North Minneapolis and attended Patrick Henry High School. The U of M Twin Cities was a very different environment than I was used to. There were fewer faces that looked like mine. The campus was huge and there were many acronyms to learn! Wallin was immensely helpful throughout my collegiate journey. Thankfully, with assistance from Wallin and other programs, I was able to graduate without any student loan debt. That fact played a major role in my decision to attend graduate school, which ultimately helped to accelerate my career and personal life in many ways. Also, the support I received from my Wallin advisor and peer scholars was amazing. I am still friends with many of them to this day.

That's great to hear. Tell us a little bit about your journey after college.

Working in various offices across campus as an undergraduate student cultivated my



love for higher education. After graduating from the U, I went on to work in admissions and student affairs there, helping students to walk the same path that I had just completed. Having found joy in that, I proceeded further down that path by studying higher education administration at the Harvard Graduate School of Education. While there, I found an

incredible network. The entire experience was undoubtedly transformative.

Tell us about the work that you're doing now.

After Harvard, I continued working in higher education. I was (and still am) passionate about the success of students from underrepresented backgrounds as they get to and through college. I recently transitioned into the tech space and today I work with universities to enhance their technology to better support their students. I also have a career consulting business where I utilize industry best practices to aid individuals in achieving their professional goals.

Amazing. We had 80 scholars and alumni join us for our career prep event this September. You were kind enough to help host and provide your expertise. Tell us about that experience and how it felt to give back.

Seeing things come full circle in that way was truly rewarding. I could identify with where

students were in the process. I flashed back to myself being nervous when applying for jobs. Even so, many people freely gave of their time and talent to assist me and it felt great to be able to give back, even in a small way, toward the amazing efforts of the Wallin team.

# What advice would you give to current Wallin scholars?

Say "yes" to new opportunities. Sometimes, you may be unsure if you are worthy. You are worthy! Know that it's not all about the destination, the journey is the fun part. Without trying new things, you never know who you may meet, what you may see, or the ways that those opportunities can remarkably change your path for the better!

### Lastly, is there anything you would like to say to our donors and partners who make Wallin's program possible?

THANK YOU! Donors get to choose where to donate their dollars. Giving to Wallin is certainly a great investment. There are plenty of students who can and will go on to do phenomenal things, but the financial, academic and social support offered by Wallin could truly make a difference, as it did for me. I am grateful to have been a Wallin scholar and now take great pride in being one of many alums who are able to use their journey to uplift others. That could not happen without people like you. Thank you!

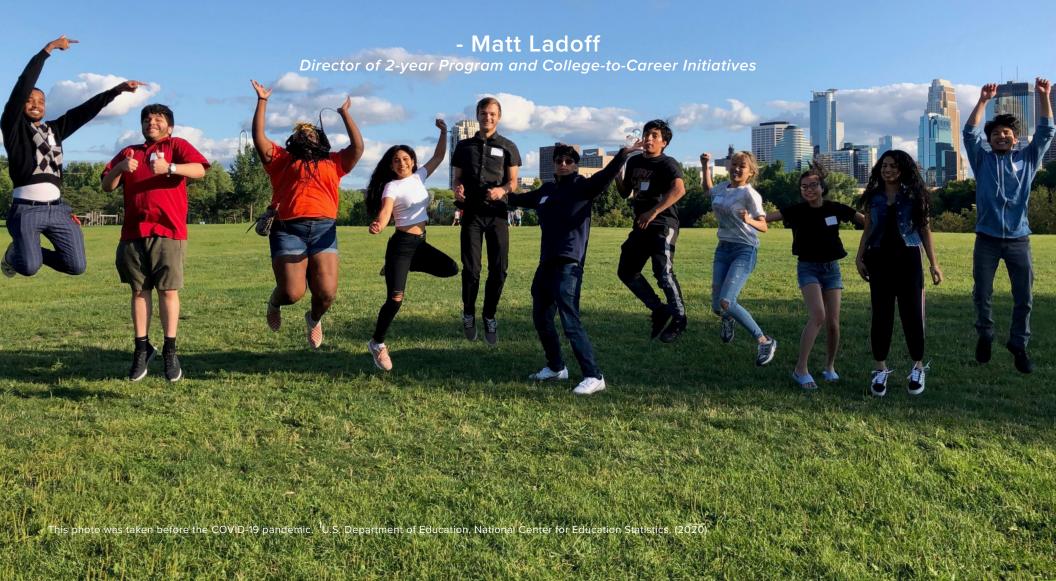
Thank you, Jasmine, for sharing your experience with us. We are fortunate to have you as part of our Wallin community!



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The financial, academic, and social support offered by Wallin truly **made THE difference** in my collegiate experience.

56 percent of high school seniors do not pursue a four-year degree the fall after graduating<sup>1</sup>. That's why Wallin's two-year career-ready program provides such a critical pathway for our community. It is inspiring to witness the outpouring of support and encouraging early results.



# Wallin's community college scholars

Our highly collaborative two-year program was developed in close partnership with community-based organizations, high schools, and community colleges.

51%

of students at local community colleges return after their first year

**76**%

of Wallin 2-year Scholars return after their first year

Current partners and collaborators include AchieveMpls, Bridgeworks, Burnsville Public Schools, College Possible, Cristo Rey Jesuit High School, Genesys Works, Minneapolis and St. Paul Public Schools, among others.

We are also working collaboratively with Saint Paul College, Minneapolis College, Normandale Community College, Century College, Dunwoody College of Technology, Hennepin Technical College, North Hennepin Community College, Anoka-Ramsey Community College, and Anoka Technical College.

Many thanks to the Bush Foundation, Donaldson Foundation, Grotto Foundation, LRE Foundation, NorthStar Education Finance, Otto Bremer Trust, Thrivent Foundation, Wallin Foundation, and all who are working hard to make this pilot a success!

8

Community college partners

54

New community college scholars in 2020

91

Total enrolled community college scholars

# College-to-Career done right

This year, Wallin ramped up our efforts to assist students in their transition from college to career. By meeting students where they're at in new digital environments, our mentors, advisors and advocates helped scholars open doors and dream bigger than previously thought possible.



## **Explore**

Career exploration and discernment is an important phase for our scholars as they begin their college and career journey. We guide scholars as they discover and pursue their career.



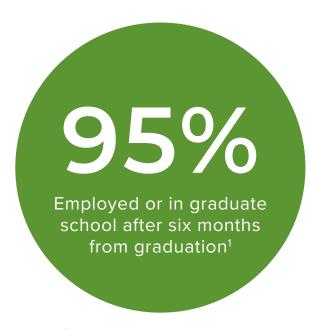
## Equip

Scholars are equipped and empowered through Career Conversations (online events), Virtual Mentorships (1-on-1), and our Wallin Wisdom Project (meeting professionals).



## **Employ**

Through access to career fairs, internships, jobs, training, and our corporate partners, 95 percent of our scholars are employed or in graduate school within six months of graduating.



<sup>1</sup>2019 data, 2020 data being finalized.



Career Fairs • Internship Opportunities • Corporate Tours • Meeting Professionals Virtual Mentorships • Career Experiences• Interview & Resume Prep • Online Panels

66

To me, Wallin is like a family that is never too far away. The journey can be overwhelming and difficult, but being able to have this family, I feel connected by a common thread.

As I progress in my academic and professional career, I want to someday become a donor as well. It's full circle. I see all the help that was provided to me and all the opportunities afforded to me. I want to keep that growing. I want to share that with others.

- Muhab Abdelwahab

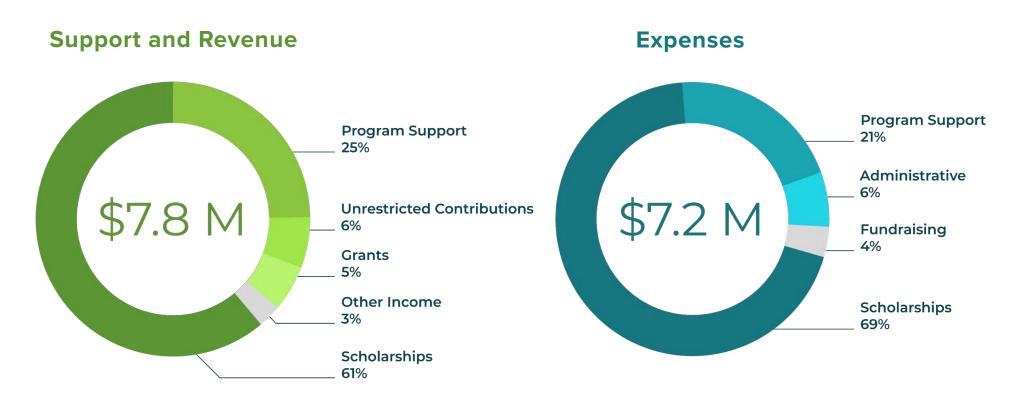
University of Minnesota – Twin Cities BA/MD Pipeline Program Class of 2022



# Investing in the future

90% of funds used for direct support of Wallin Education Partners Scholars

Audited FY20 financial data pertaining to period 7/1/19 - 6/30/20.



Most of the FY2020 surplus was moved to board designated reserves to make progress towards a best practice goal of six months operating expense, especially important given the uncertainty of COVID-19. The balance remains in undesignated net assets and may be used for additional scholarships, program enhancements, and/or strategic initiatives to meet the needs of a growing number of scholars in the program.



# **Our Mission**

To enable college and career success for Minnesota students with financial need through scholarships, comprehensive advising support, and collaboration with our educational, business, and philanthropic partners.

# Statement of Financial Position

Fiscal Years Ended June 30	 2020	2019
Assets		
Cash and Investments	\$ 10,626,089	\$ 10,128,501
Prepaids	37,900	34,864
Receivables	10,170,354	10,616,926
Total Assets	\$ 20,834,343	\$ 20,780,291
Liabilities and Net Assets		
Liabilities	\$ 222,461	\$ 152,647
Grants Payable	11,705,064	10,931,100
Net Assets		
Unrestricted	1,458,531	881,119
Temporarily Restricted	7,448,287	8,815,425
Total Net Assets	\$ 8,906,818	\$ 9,696,544
Total Liabilities and Net Assets	\$ 20,834,343	\$ 20,780,291

# With gratitude

Thank you for making graduation possible for so many.



\$1,000,000+

NorthStar Education Finance Inc. Wallin Foundation

\$100,000 -\$999,999

Mary Ann and Looe
Baker
Bush Foundation
Joan and Ron Cornwell
Enterprise Education
Foundation
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Bob and Sara Lumpkins
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\$1,000 - \$4,999

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Cyrie Holman Viola Holman JoAnn Johnson and Abby Brogden **Badrinath Konety** Katie Lawler Phil and Paula Mason Peter and Pamela McMurry Helen Meyer National Scholarship Providers Association Robert and Joann Olson David Pennington Tad and Cindy Piper Melissa Raphan **RBC Foundation - USA** Barbara Rossow James Rustad Stuart Shwiff Robert and Celia Stretmater **Success Computer** Consulting Inc. Kay Thomas John and Dave Thomson Jean and John Westberg Michael Wilson and Marci Mylan

### **Under \$1,000**

Muna Abdirahman Heidi Adelsman Jasmine Anderson **Bridget Axelso** Cathryn Baker Carol Barnett Joan Berge Muriel Bochnak Judy Bois Hannah Brandt Thomas and Mary-Alice Breiter Matt Brown Mary Carpenter Stela Center Phoebe Chastain Cara Claflin Alicia Corbett Thomas Coughlan Andy and Mary Coulter Thomas and Barbara Davis Jean Carlos Diaz John and Janet Gendler Maira Gibbons Susan Goll Doug and Anne Gruenewald Barbara Gullickson

Abigail Hagel MJ Hauser Michelle Heerey Kate Hendershott Anton Hesse Jerico Hulstrand Jolene Jacquart **Davis Johnson** Jason Johnson Meghan Johnson Sorany Ka Thomas Kallarackal David Kanani Betsy and Sean Kearney Prince Kedema Jr. Heather Keefe Kelly Keith Pa Nhia Khang Jeffrey Koschmeder Mark and Sallv Kronholm Robert Kyllo Doua Lee Ross and Bridget Levin Jazmine Logan Kia Lor Daniel and Carol Luthringshauser JC Madison Paul Maniffa Leslie Martini Anthony McElligott Thomas and Jerri McGonigal Mary McGurran Kelsey Midthun Fathima Mohamed Bruce and Elizabeth Olson Astein Osei Douglas and Jean Parish Gloria Penaloza Happy and Ed Peris

Christopher and Rachel Poor **Edward Rock** Lisa Rock Kelly Rodriguez Susan Rudd Tyler Sadek Jamie Salmonson Nickolas Sanches Minette Saulog Benjamin Saunders Erica Sivertson Carol Skulstad Theresa Smiley Edson and Valerie Spencer John and Mary Taylor John and Amy Tillotson Jon and Donna Tremmel James Vang May Vang David Wheaton and Michele Moylan Ann and Kurt Wiessner Andrew Williams and Rebecca Christoffel Joyce Witt Linda Xiong Amanuel Zewdie

### **Alumni Board**

Our alumni board is comprised of remarkable leaders and volunteers who connect, engage, and inspire over 5,000 former scholars.

# Cathryn Baker University of St. Thom.

University of St. Thomas Class of 2006

#### **Davis Johnson**

University of Minnesota - Twin Cities Class of 2015

### **Meghan Johnson**

Gustavus Adolphus College Class of 2009

### Sorany Ka

University of St. Thomas Class of 2013

#### Prince Kendema

St. Olaf College Class of 2018

#### JC Madison

St. John's University Class of 2012

#### **Paul Maniffa**

Minnesota State University - Mankato Class of 2007

#### Kelly Rodriguez

University of St. Thomas Class of 2010

#### Minette Saulog

University of Minnesota - Twin Cities Class of 2018

#### **Amy Yang**

University of Minnesota - Rochester Class of 2017



## **COMMUNITY ORGANIZATIONS**

AchieveMPLS Anoka Ramsey Upward Bound (Coon Rapids) **AVID Beacons** Big Brother Big Sisters Twin Cities Black Men Teach **Bolder Options** Boys and Girls Clubs Boys of Hope BrandLab **Breakthrough Twin Cities** Brian Coyle Center **Bridgeworks** C3 Fellows Century College TRIO **CLUES** College Possible **Educational Talent Search** Flaherty Family Foundation Gear Up **Genesys Works** Girls in Action Hennepin Technical College **Upward Bound Juxtaposition Arts** Metro State Upward Bound MIGIZI Minds Matter Twin Cities Minneapolis - Urban **Scholars** 

Neighborhood House Neighborhood House St. Paul NHCC Upward Bound Normandale Upward Bound **OHE: Get Ready Program** Page Education Foundation **Project Success** Right Track St. Olaf ETS St. Olaf Upward Bound STEP-Up ThreeSixty Journalism U of M Upward Bound Upturnships Youthprise YWCA-Girls Inc. STEM Program



### **HIGH SCHOOLS**

### Minneapolis Public Schools

Edison High School FAIR School, Downtown Heritage Academy Longfellow Alternative High School North Community High School Patrick Henry High School Roosevelt High School South High School Southwest High School Washburn High School Wellstone International High School

### **Saint Paul Public Schools**

AGAPE High School Central Senior High School Como Park Senior High School Creative Arts Secondary School Gateway to College Gordon Parks High School Harding Senior High School Highland Park Senior High School **Humboldt Senior High** School Johnson Senior High School **LEAP High School** Open World Learning Community

### **Anoka-Hennepin Schools**

Washington Technology

Magnet

Andover High School Anoka High School Blaine High School Champlin Park High School Coon Rapids High School

### **Other Metro Schools**

Bloomington Jefferson High School Bloomington Kennedy High School Brooklyn Center High School Burnsville High School Columbia Heights High School Community of Peace Academy, St. Paul

Cristo Rey Jesuit High

School





DeLaSalle High School Edina High School Fridley High School Hiawatha Collegiate High School Hmong College Prep High School Hopkins High School

Irondale High School Mounds View High School North High School, North St. Paul

Park Center Senior High School Richfield High School Robbinsdale Armstrong High School

Robbinsdale Cooper High School

Roseville Area High School Spring Lake Park High School

St. Louis Park High School Ubah Medical Academy, **Hopkins** 

### **Greater MN Schools**

Austin High School Pacelli High School Yellow Medicine East High School



### **COLLEGES**

**Augsburg University** Augustana University Bemidji State University Bethany Lutheran College **Bethel University** Bethune-Cookman University Carleton College College of St. Benedict College of St. Scholastica Concordia College at Moorhead Concordia University -St. Paul **Drake University Dunwoody College of** Technology Grinnell College Gustavus Adolphus College **Hamline University Howard University** Iowa State University Lake Superior College Lawrence University

NAZ





Luther College Macalester College Metropolitan State University Milwaukee School of Engineering Minneapolis College of Art and Design Minneapolis Community and Technical College Minnesota State University -Moorhead Minnesota State University -Mankato Morehouse College North Central University North Dakota State University Paul Quinn College Prairie View A & M University Ridgewater College St. Cloud State University St. John's University St. Mary's University of Minnesota South Dakota State University Southwest Minnesota State University Spelman College St. Catherine University

St. Olaf College

Tennessee State University University of Minnesota -Crookston University of Minnesota -Duluth University of Minnesota -Morris University of Minnesota -Rochester University of Minnesota -Twin Cities University of North Dakota University of Northern Iowa University of Northwestern -St. Paul University of St. Thomas University of Wisconsin -Eau Claire University of Wisconsin -Madison University of Wisconsin -Milwaukee University of Wisconsin -River Falls University of Wisconsin -**Stevens Point** University of Wisconsin -Stout Winona State University Xavier University of

Louisiana



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