Wallin Education Partners
Where Scholars Rise
What an extraordinary time we are living in. And what challenges we must face to become a better and more equitable country where a college education is available to all. A global pandemic, dynamic social change, new education platforms, and reliance on workplace technology are real challenges but also represent opportunity. At Wallin Education Partners, we rise to these challenges by continually expanding our knowledge of the scholar experience, enhancing our model of financial aid and comprehensive support, and working collaboratively with all our high school, college, and community partners.

We focus on access to and success in college, knowing that students from low-income backgrounds face systemic challenges that can make their college journey difficult. Higher education has significant gaps, high costs, and persistent disparities for many students, especially students of color. Nationally, only 13 percent of students from a low-income background will earn a bachelor’s degree (Source: Pell Institute). The data on success in community college is even more discouraging.

At Wallin, we are changing the odds. For the seventh year in a row, students in our four-year program have a six-year graduation rate of over 90 percent. And in our new community college pilot, we see a significant lift in college persistence. As we begin our 30th year, we look forward to working closely with the remarkable students, alumni, donors, and partners who make up the Wallin Education Partners family. Together, we create a community where scholars rise.

Susan Basil King, Ed.D.
President & CEO
2021 KEY OUTCOMES

Together, We Rise

2021 is a remarkable year for our community. With your help, we are proud to support more scholars in more ways than ever before.

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Scholars Enrolled</td>
<td>1,303</td>
</tr>
<tr>
<td>Individual Meetings with Scholars in 2021</td>
<td>4,000+</td>
</tr>
<tr>
<td>New 2-Year Scholars</td>
<td>71</td>
</tr>
<tr>
<td>New 4-Year Scholars</td>
<td>309</td>
</tr>
<tr>
<td>Students of Color (Class of 2021)</td>
<td>89%</td>
</tr>
<tr>
<td>6-Year Graduation Rate</td>
<td>91%</td>
</tr>
<tr>
<td>Employed or in Graduate School within 6 Months</td>
<td>96%</td>
</tr>
</tbody>
</table>
Scholars

Each scholar has a journey. Every journey matters.

I will rise to be the first doctor in my family.
Dulce Chautla
St. Olaf College

I will rise by giving my best effort in all things I take part in and representing everyone who’s played a role in my life.
David Ayeni
University of St. Thomas

We must rise above the doubts we have.
Ka Vang
Saint Paul College

I will rise by becoming a chemical engineer, knowing I carry the strength and determination to pursue my education.
Baraa Al-Jasim
University of Minnesota - Twin Cities

I will rise to be a successful Nurse Practitioner and work in the ER/Trauma Unit.
Mary Greaves
Winona State University

I will rise to make the world a better place.
Tony Hidalgo-Peralta
Dunwoody College of Technology

I will rise to become a Mechanical Engineer to make long-lasting and influential impacts in my community through my actions, leadership, and work.
George Yang
St. Olaf College

I will rise by making the world a better place.
Dulce Chautla
St. Olaf College

I will rise by giving my best effort in all things I take part in and representing everyone who’s played a role in my life.
David Ayeni
University of St. Thomas

We must rise above the doubts we have.
Ka Vang
Saint Paul College

I will rise by becoming a chemical engineer, knowing I carry the strength and determination to pursue my education.
Baraa Al-Jasim
University of Minnesota - Twin Cities

I will rise to be a successful Nurse Practitioner and work in the ER/Trauma Unit.
Mary Greaves
Winona State University

I will rise to make the world a better place.
Tony Hidalgo-Peralta
Dunwoody College of Technology

I will rise to become a Mechanical Engineer to make long-lasting and influential impacts in my community through my actions, leadership, and work.
George Yang
St. Olaf College
THE PROBLEM

Systems surround us and stop students from rising

Economic Scarcity
Economic scarcity tells our students they can’t rise because they don’t have enough. Ever-expanding costs of college, student debt, and income inequality create barriers to go to college and once there, to graduate.

Racial Disparity
Racial disparity tells our students they can’t rise because of who they are. We continue to see different outcomes for students based on their identity. We believe racial inequality has no place in education or in our communities.

Social Isolation
Social isolation tells our students they’re alone. In a world that is increasingly isolated, access to community, support, and career opportunities are critical to college success. We rise together, not alone.

We believe in a future where nothing stops students from rising.

Graduation Rates

- 13% Students in Lowest Income Quartile
- 64% College Students in U.S.
- 91% Wallin Scholars
Support
sets scholars up to rise

We believe systemic problems require holistic solutions. That’s why our comprehensive support is designed to address both systemic barriers and individual needs so every scholar can rise.

Financial Aid
Our scholars receive financial aid spread across their time in school. We carefully leverage our funding to make sure scholars have what they need to succeed in college.

Individualized Advising
Our scholars are part of a proven support system. Students are connected with a full-time, professional advisor who addresses each student’s unique needs and challenges.

Expanded Access
Our scholars receive access to career and community opportunities through our expansive network of partners. We leverage our relationships so scholars have a portfolio of opportunities to rise.
Working to promote equity in education is an essential component of the work of Wallin Education Partners and is key to building a better future.

We focus on creating equitable outcomes for every one of our scholars. We serve a diverse and expanding community including Black, Latinx, Indigenous, AAPI, and multi-racial scholars.

We believe racism has no place in education. We are building a future where every scholar can rise.

Wallin Education Partners is fully committed to do our part to eliminate systemic racism in our community. We do this in part by continuing to center our scholars, their experiences, their needs, and their journeys as we build a more equitable world.

Increasing Community Outreach

The events of the past few years have reinforced the need for higher education to support students of color, especially Black students (particularly African-American males). Our program’s results have shown that the support we provide to Black scholars is making an impact. Thanks to increased outreach efforts, Black scholars were the largest demographic in last year’s applicant pool. Overall, 86 percent of Black scholars in our program graduate within six years, compared to a national rate of 41 percent (National Student Clearinghouse). This affirms our belief that with the right support, every scholar can rise.

EQUITY & INCLUSION

Where Equity Grows

Working to promote equity in education is an essential component of the work of Wallin Education Partners and is key to building a better future.

We focus on creating equitable outcomes for every one of our scholars. We serve a diverse and expanding community including Black, Latinx, Indigenous, AAPI, and multi-racial scholars.

We believe racism has no place in education. We are building a future where every scholar can rise.

Wallin Education Partners is fully committed to do our part to eliminate systemic racism in our community. We do this in part by continuing to center our scholars, their experiences, their needs, and their journeys as we build a more equitable world.

Jaiylnn Williams
Tuskegee University

Race and Ethnicity

- African-American or Black: 31%
- Latinx or Hispanic: 20%
- White: 11%
- Asian or Pacific Islander: 30%
- Multi-racial: 7%
- Additional Ethnicities: 1%
- First Generation: 73%
- Students of Color: 89%

Trace and Ethnicity graph and statistics are for Class of 2021 Wallin EP Scholars (Both 2-Year and 4-Year Programs)

Additional Ethnicities include scholars who selected “Native American or Alaskan Native” or “Prefer Not to Answer.”
Wallin Pell scholars are three times more likely to graduate than other Pell students nationally. Across all Wallin scholars, we see a 57 percent graduation lift in comparison to their peers.

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

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

8:1

14
Our Graduates

The data is clear. Our scholars don’t just reach college; they rise.

Employment
96% of Wallin Alumni are employed or in graduate school.

Community
70% of Wallin Alumni volunteered within the last year, 83% donated to charity, and 88% voted in 2016.

Family
98% of Wallin parents believe their child will go to college. The majority are already saving for their children’s college fund.

Career
Wallin Alumni are 41% more likely to be employed than the average Minnesotan.

Debt-Free
30% of Wallin Alumni graduate debt-free. For scholars with some debt, the amount is 65% less than the national average.

Higher Income
Wallin Alumni have median individual incomes of $50,000 to $75,000 five years from graduation.

Advanced Degrees
30% of Wallin Alumni earn advanced degrees, three times higher than the Minnesota average.

Job Satisfaction
85% of Wallin Alumni are satisfied with their current job.

ALUMNI RESULTS

After surveying over 2,000 Wallin Alumni, the results show our impact continues long after graduation.

Mike Omalanga
University of St. Thomas
To Community College and Beyond

Our highly collaborative two-year program helps students headed to community college rise.

At Wallin Education Partners, we recognize that students have many paths to expand their education and career opportunities. In 2019, we created Opportunity Pathways, a scholarship for students who choose a two-year degree program at a community college in the Twin Cities. In 2020, Wallin partnered with Dunwoody Technical College to further expand opportunities for students interested in two-year technical degrees.

The 2-Year Scholarship is designed as a cohort model. Monthly meetings encourage students to create relationships with peers who share similar backgrounds, careers, or colleges. Our program also personalizes each student’s experience with comprehensive and individualized advising to guide each student through their journey.

All students attend a Summer Bridge program where they have a chance to learn, reflect, and prepare for their transition to college. The four-day retreat equips students with the essential tools they need to navigate college ranging from financial aid, academic planning, and community building.

51% of students at local community colleges return after their first year
87% of Wallin 2-Year Scholars return after their first year
11 Community college partners
71 New community college scholars in 2021
141 Total enrolled community college scholars

At Wallin Education Partners, we recognize that students have many paths to expand their education and career opportunities. In 2019, we created Opportunity Pathways, a scholarship for students who choose a two-year degree program at a community college in the Twin Cities. In 2020, Wallin partnered with Dunwoody Technical College to further expand opportunities for students interested in two-year technical degrees.

The 2-Year Scholarship is designed as a cohort model. Monthly meetings encourage students to create relationships with peers who share similar backgrounds, careers, or colleges. Our program also personalizes each student’s experience with comprehensive and individualized advising to guide each student through their journey.

All students attend a Summer Bridge program where they have a chance to learn, reflect, and prepare for their transition to college. The four-day retreat equips students with the essential tools they need to navigate college ranging from financial aid, academic planning, and community building.

Marlene Valesco
Minneapolis College

Owen Yang
Saint Paul College

Natiya Smith
Anoka Ramsey Community College
Yubi Hassan is a sophomore at the University of St. Thomas studying entrepreneurship. He has successfully started three businesses all while continuing to pursue his education.

We sat down with Yubi to learn more about his journey, how Wallin has been instrumental in his pursuit of college, and what he plans to do next.

Hi, Yubi! Thanks for taking the time to talk with us! Can you tell us a little bit about yourself?

I moved to the United States in December of 2017. I’m currently an entrepreneurship and finance major at the University of St. Thomas. I graduated from Hopkins High School and I did a year at Normandale as a PSEO student. I also participated in Genesys Works and interned at Cargill last summer.

In the summer of 2020, I started my clothing line. In February of 2021, I started a car detail shop. I have a third business, too! I’m making my own blend of tea.

That’s incredible. What originally drew you to business?

Coming from Uganda and Somalia, I got to America and there were all these opportunities. I didn’t have all those means back home, so when I got to America, I felt like my mind just exploded. I thought if I trust myself, trust my instincts, and work hard, I can succeed as an entrepreneur.

Tell me a little bit about how Wallin has supported you?

I worked with my Wallin advisor starting my freshman year. I really connected with her because I got onto campus not knowing what I wanted to do. We navigated through that blast of information and I told her I really loved my entrepreneurship classes, but I wanted to know how to convince my family that I could do this as a career. My advisor helped me navigate those relationships and I made up my mind to major in entrepreneurship.

What does your family think now?

They have seen the success that I’ve had with my businesses, so they’ve changed their minds a little. The thing about my parents is that they give me the freedom to do anything I need. My parents know that I know what’s best for me. They still trust that.

You said you chose to come back to school this fall instead of continuing to pursue your successful detailing business. What motivated you to continue pursuing your college education?

My parents never went to college. Going to college is a really big deal for my family and me. I want to make my family proud at the end of the day and I want to do what’s best for everybody. Between my Wallin scholarship and financial aid package, my college education is very affordable. I can’t say no to this opportunity.

I also think that it is the immigrant mindset. I actually just got my U.S. citizenship! I grew up in Africa where there weren’t as many opportunities. I used to walk to school. I used to survive on $20 a month. I want to do better than that. My parents worked really hard for us to come here. My mom doesn’t speak any English, and she works two jobs. They are not well-paying jobs and yet she manages to pay the bills every month. There’s still food on our table. So, if my mom can do it, why can’t I?

Any advice for fellow Wallin scholars?

I think it is important to work on developing skills and working toward an end goal. I’m always thinking about what it means to be a leader and what I need to do to get there. One of the things that really challenges me is networking and meeting new people. When I started the detailing company, I had to go around to car dealerships to ask for their business. I had a lot of self-doubt. There were so many times I thought my business was never going to be successful, but I just kept going. More than 35 dealerships told me no before one took a chance on me. That dealership loved our work and now dealerships are actually reaching out to us! I had to work really hard to overcome my fear of meeting new people and I think that’s definitely improving.

What’s next for you, Yubi?

I want to pay it forward! For my tea business I’m figuring out how to partner with charity organizations in Somalia. I want to promote economic development there. I was born in Somalia, and my dad and grandparents still live there. I want my business to give back. It does not matter if I am successful if my people are still starving.

Thanks, Yubi! We appreciate your time and we can’t wait to see your journey takes you!
FISCAL YEAR 2021 FINANCIALS

Investing in Scholars

88% of funds used for direct support of Wallin Education Partners Scholars

Where Scholars Rise

More than a scholarship. At Wallin, we provide the financial aid, advising, and access scholars need to rise.

Our Promise

More than a scholarship. At Wallin, we provide the financial aid, advising, and access scholars need to rise.

Support and Revenue

- Scholarships: 58%
- Program Support: 28%
- Grants: 8%
- Unrestricted Contributions: 4%
- Designated Board Reserve: 1%
- Other Income: <1%
- Other Income: <1%

Expenses

- Scholarships: 64%
- Program Support: 24%
- Administrative: 5%
- Fundraising: 7%
- Scholarships: 64%
- Scholarships: 64%

The information on pages 22-24 is from our FY2021 audited financial statements, Olsen Thielen & Co. LTD. The statements are available on our website or upon request.

Ashley Olanda Oliva
Augsburg University
## AUDITED FINANCIAL STATEMENTS

### Statement of Financial Position

#### Fiscal Years Ended June 30

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Investments</td>
<td>$13,506,891</td>
<td>$10,626,089</td>
</tr>
<tr>
<td>Receivables</td>
<td>8,746,656</td>
<td>10,162,904</td>
</tr>
<tr>
<td>Prepaids</td>
<td>58,209</td>
<td>45,350</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td>$22,311,756</td>
<td>$20,834,343</td>
</tr>
<tr>
<td><strong>Liabilities and Net Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Liabilities</td>
<td>$297,167</td>
<td>$222,461</td>
</tr>
<tr>
<td>Net Assets</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without Donor Restrictions</td>
<td>1,441,845</td>
<td>1,338,501</td>
</tr>
<tr>
<td>With Donor Restrictions</td>
<td>20,572,744</td>
<td>19,273,381</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$22,014,589</td>
<td>$20,611,882</td>
</tr>
</tbody>
</table>

### Statement of Activities

#### Fiscal Years Ended June 30

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support &amp; Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contribution</td>
<td>$6,975,260</td>
<td>$6,327,232</td>
</tr>
<tr>
<td>Event and Other Income</td>
<td>6,250</td>
<td>9,965</td>
</tr>
<tr>
<td>Investment Income</td>
<td>38,326</td>
<td>204,881</td>
</tr>
<tr>
<td><strong>Total Support &amp; Revenue</strong></td>
<td>$7,019,836</td>
<td>$6,542,078</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Services</td>
<td>$6,066,966</td>
<td>$5,131,536</td>
</tr>
<tr>
<td>Support Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and General Fundraising</td>
<td>351,845</td>
<td>468,387</td>
</tr>
<tr>
<td></td>
<td>497,681</td>
<td>255,808</td>
</tr>
<tr>
<td><strong>Total Support Services</strong></td>
<td>$849,526</td>
<td>$724,195</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td>$6,916,492</td>
<td>$5,855,731</td>
</tr>
<tr>
<td><strong>Change in Net Assets</strong></td>
<td>$103,344</td>
<td>$686,347</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year - Without Restriction</td>
<td>1,338,501</td>
<td>652,154</td>
</tr>
<tr>
<td>Net Assets at End of Year - Without Restriction</td>
<td>$1,441,845</td>
<td>$1,338,501</td>
</tr>
<tr>
<td>Net Assets - With Restriction</td>
<td>20,572,744</td>
<td>19,273,381</td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td>$22,014,589</td>
<td>$20,611,882</td>
</tr>
</tbody>
</table>
Thank you for rising to the occasion

Your support makes graduation possible for so many scholars. Thank you for believing in them and in us.

$1,000,000+
NorthStar Education Finance Inc.
Wallin Foundation

$100,000 - $999,999
Anonymous

$50,000 - $99,999
3M
Grotto Foundation
Heard Foundations
Darren and Terry Jackson
LRE Foundation
Bob and Sara Lumphkins
Richard M. Schulze Family Foundation

$25,000 - $49,999
Andersen Corporation
Anon
Boston Scientific
Dan and Alisa Brown
ECMC Foundation
F.R. Bigelow Foundation
Helen and Bruce Halverson
Steve and Judy Lewis
Greg Page and Kathleen Blatz
Saint Paul and Minnesota Foundation
Sundance Family Foundation
Karen and Les Suzukamo
Think It/Genesys Works
Ted and Kathy Truscott

$10,000 - $24,999
Rob Albright
Anonymous
Michael Burnett
C.H. Robinson
Mark and Amy Christensen
CliftonLarsonAllen (CLA) Foundation

$5,000 - $9,999
Archie D. and Bertha H. Walker Foundation
Kjell Bergh
Bill Bieber
BMO Harris Bank
Carolyn Chalmers
Karen Geissner
Kelly and John Henry
Kathy Heegaard
Lisa and Tom Hyland
Ardes Johnson
Junior League of Minneapolis
Mike and Nancy Keller
David Koehser and Nancy Dunigan
Helen Meyer
Jay Novak
James Orrichio
Richard F. McNamara Family Foundation
Rachael Scharer and Stephen Imholte
Mary Claire and Eric Schultz
Bucky and Ryan Scherer
Ronald Sti
Brian and Mia Sullivan
Jennifer Thienes and Dave Hinnenkamp

DONORS

Thank you
for believing in them and in us.
Rise with us

For almost 30 years, Wallin has partnered with high schools, colleges, organizations, companies, and donors to serve our expanding community of scholars. Join us as we create a future where every scholar can rise.