Student Success is Our Driving Force

In 1958, Dr. Irving Fradkin of Fall River, Massachusetts, had an idea: if everyone in his community gave just a dollar, their combined support would help send the town’s graduating high school seniors to college.

From that simple goal, a movement emerged. It spread through New England, and then across the country, becoming Scholarship America, the nation’s largest private-sector scholarship provider.

Sixty years later, we have redoubled our efforts to focus on student success.

For 2018, our Board of Trustees approved a refreshed strategic direction that places students directly at the center of our work. To align Dr. Fradkin’s original vision with today’s increasingly diverse student needs, Scholarship America aspires to become a centralized student hub, where financial support is just one part of an overall solution that also includes social and cultural support.

Today’s college population looks much different than it did in 1958. Students require broader and more personalized support to enroll in, persist through and complete their degrees, certificates and credentials. As we move into our seventh decade, Scholarship America is continuing to evolve alongside the students we serve.

I thank you for being a part of our mission—and I am excited to have you join us as we continue to strive toward student success for all.

Robert C. Ballard
President and CEO
Our Impact in 2018

$4 BILLION TO STUDENTS
$4 billion distributed to 2.4 million students

$225 MILLION ANNUALLY
$225 million distributed to over 96,000 students annually

SCHOLARSHIP PROGRAMS

DREAM AWARD
28 new & renewing recipients received $291,000

PARTNER PROGRAMS
74,401 awards, totaling $190,230,887 through 1,393 programs

FAMILIES OF FREEDOM
829 awards totaling $12,254,532

EMERGENCY AID
DREAMKEEPERS
4,672 awards to students, totaling $2,968,152 Average award: $635

REDUCING STUDENT DEBT
COLLEGIATE PARTNERS
313 college and university partners

COMMUNITY BASED SCHOLARSHIPS
DOLLARS FOR SCHOLARS
18,635 students awarded $20,200,365* across 30 states Average award: $1,084

*Unaudited
Meet the 2018 Dream Award Scholars

Crystel Minor

Scholarship America started our Dream Award scholarship program in 2014, with a mission to provide funds to students who had overcome obstacles to start their college education—but who faced financial obstacles to staying in school. The Dream Award was founded through a keystone gift from Katie Couric; thanks to continued philanthropic support from our generous donors, we have awarded 64 Dream Award scholarships to date.

One of those scholarships is supporting Crystel Minor. She is studying biology at Xavier University of Louisiana. How she got there is a remarkable story—and what she’s doing next is even more amazing.

Crystel grew up in a poverty-stricken area of St. Louis, surrounded by drugs and the threat of violence. She often found herself doing homework in the dark or by candlelight when the family couldn’t afford electricity. But, as she said, “I wanted to break the cycle.”
Though few from her neighborhood ever pursued higher education, Crystel never abandoned her childhood dream of becoming a doctor. Through diligent, persistent effort, she made it into college and earned enough scholarships to pay for her freshman year at Xavier. But then, the scholarship money ran out. “I was either going to be hundreds of thousands of dollars in debt, or I was praying on a miracle,” she said.

Faced with the prospects of student loan debt or dropping out, Crystel doubled down on her scholarship search. A friend let her know about Scholarship America’s Dream Award—designed for students just like her. She joined thousands of other hopeful applicants.

Two months later, she became a Dream Award Scholar.

Crystel was one of 22 students to earn Dream Award Scholarships from Scholarship America in 2018, and the renewable $15,000 award will help her continue at Xavier until her graduation. “I felt like a weight had been lifted off my shoulders,” Crystel said.

After she graduates, Crystel plans to attend Morehouse School of Medicine to study reproductive health, and one day to become an OBGYN. She also wants to conduct research on lupus, which is an autoimmune disease that affects one in every 250 African American women—including herself and her mother. Her research will target the health disparities faced by African American patients, and she hopes to develop innovative treatment that impacts communities like the one where she grew up.

“There’s power in believing in yourself,” Crystel said. “I can, and I will, become a doctor.”

Watch her story on our YouTube channel here.
In 2018, 22 students became Dream Award Scholars. Their fields of study range from engineering to government to nursing to music education. Here are a few of them, in their own words.

**Noel Tolvanen**  
Medical Biology  
University of South Dakota

I didn’t think college was possible because of my financial situation. Thanks to the Dream Award I am able to chase my dream to become an orthopedic surgeon.

**Christian E. Urrea**  
Public Relations  
University of Houston

The Dream Award has been a blessing and helped change my life. I want to remove the stigma attached to immigrants so people see our great potential.

**Yamilet Vazquez**  
Nursing  
Harper College

As a first generation college student, I want to show my parents that all the sweat and tears they’ve put in for me to get an education is paying off.

**Jacqueline Vela**  
History and Literature  
University of California Berkeley

I have a passion and duty to continue my studies and earn a PhD, to set an example for my sisters, support my family and become the first professional woman of color in my neighborhood.
Delivering on Our Strategic Direction

Our focus on student success means delivering financial, cultural and social support for college students. To ensure our mission stays focused on these supports, we defined three pillars that form the basis of our day-to-day work: building and expanding the field of private scholarships; delivering impactful support to our mission partners; and increasing our own operational excellence. Thanks to our partners, our philanthropic supporters, our volunteers and our team members, we achieved significant progress in all three of these areas in 2018. Here are some of the key highlights.

Building and Expanding the Field of Private Scholarships

“A Meeting of Great Minds,” the first ever Scholarship America Partner Summit, drew nearly 100 participants to a daylong gathering in Washington, D.C. Managers and supporters of scholarship programs heard student perspectives directly from scholarship recipients, and learned from industry luminaries like Dr. Sara Goldrick-Rab of the Hope for College Initiative; Secretary John B. King, former U.S. Secretary of Education and now head of the Education Trust; and Dr. Martha Kanter, former U.S. Under Secretary of Education and now head of the College Promise Campaign.

We collaborated with a wide array of fellow nonprofits and industry colleagues to advocate for Pell Grant protection, inflationary adjustments and other student-centered policy initiatives. Partners included the National College Access Network (NCAN), the National Scholarship Providers Association (NSPA), Generation Progress, the Institute for College Access and Success, Education Trust, National League of Cities, Association of Community College Trustees, National College Promise Campaign, State Higher Education officers and more.

We delivered our student-centric approach through a webinar, “Where’s the Student in All This?” We also had a significant presence at the NSPA National Conference; Board of Trustees member Joseph Palombo delivered a lunchtime keynote speech on the Families of Freedom Scholarship Fund and Scholarship America staff hosted three workshops for attendees.
The Families of Freedom Scholarship Fund continued to serve financially needy families who lost loved ones on 9/11, hosting student and family seminars throughout the tristate area and in Washington, DC. The third annual Never Forget Tribute Classic once again raised funds and awareness during a memorable day of NCAA Division I basketball at the Prudential Center in Newark, NJ, and Families of Freedom executive director Rhianna Quinn Roddy was awarded a Woman of Distinction Award from the New York State Senate, in recognition of her leadership.

Delivering Impactful Support to Students and Partners

To ensure that students can make the most of their scholarships, we worked with the National Scholarship Providers’ Association to address the taxability of scholarships. We are continuing to meet with members of Congress and our fellow student advocates working to amend the tax code and ensure all scholarship dollars are non-taxable in the future.

To continue modernizing our workforce and our policies, Scholarship America established a Learning & Development Office with over 30 subject matter experts creating online and in-person trainings; we completed a full security and GDPR compliance audit; and we established a new Product Management Team to continue creating student-focused solutions for the changing face of higher education.

Scholarship America continues to evolve our student supports: we are customizing our evaluation strategies, exploring emergency financial aid solutions, innovating ways to streamline the scholarship disbursement process and providing financial literacy training to students through the WhichWay app from Student Connections. All of these efforts are designed to ensure students receive financial, social and cultural support when they need it most.
Operational Excellence: By the Numbers

Scholarship America and Dollars for Scholars served and evaluated applications from over **590,000 students**, awarding **$264 million** to **104,000 recipients**.

More than **95%** of our partners rated Scholarship America as excellent or good, and we retained **98%** of our partners and Dollars for Scholars chapters.

We retained **100%** of our top 50 clients and exceeded **100%** of partner revenue retention.

More than **$434,000** was raised for the Scholarship America Dream Award Scholarship.

Scholarship America was named a **Top 150 Workplace** by the Star Tribune, and was ranked **#77** on Forbes’s list of America’s 100 Largest Nonprofits.
Our fourth annual Dreams to Success National Education Dinner & Awards Celebration saluted our Dream Award Scholars and Scholarship America Honors recipients, and raised funds to make more students’ dreams come true. Dreams to Success raised over $613,000—including more than $120,000 pledged during dinner for the Scholarship America Dream Award.

We presented the 2018 Scholarship America Honors to three recipients that go above and beyond to ensure student success.

**Genentech:** Futurelab is Genentech’s STEM education initiative that supports all K-12 students in the South San Francisco Unified School District and gets them excited to learn about science, improves their college readiness and inspires them to pursue careers in STEM fields. Futurelab Scholarships motivate these students to dream big, and include four-year awards of $50,000 per year to two exceptional seniors each year.

**GE Foundation:** Through its signature education and skills initiatives – Developing Futures™ and Developing Skills™ – the GE Foundation seeks to empower 14-24-year-old students by providing access to learning experiences necessary for the workforce of tomorrow. In addition, the GE-Reagan Foundation Scholarship Program and new GE-JFK Library Scholarship Program reward college-bound students who demonstrate exemplary leadership, drive, integrity, and citizenship.

**Lifetime Achievement Award, Senator George J. Mitchell:** The George J. Mitchell Scholarship Institute has awarded more than 2,500 scholarships totaling over $14,500,000 to a graduating student from each of Maine’s 130 public high schools. Recipients receive more than a check: the Mitchell Institute also offers a wide array of personal, academic and professional support programs.

*Click the photo on the right to watch Senator Mitchell’s speech at the 2018 Dreams to Success dinner*

“Genius is found wherever there are human beings. The challenge of any society, especially our own, is to light that spark.”

— Senator George J. Mitchell
Our 2018 Donors

For 60 years, Scholarship America has relied on community support to fund the future of student success. Thanks to the people and organizations listed here, thousands of students are able to follow their college dreams. We can’t thank them enough for their generosity.

If you’d like to join the movement, please visit donations.scholarshipamerica.org to support future students.

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