

This spring semester, students are dashing to classes, choosing majors, and pursuing goals they once thought impossible to reach. Their journeys to academic, personal, and professional fulfillment are fueled in large part by you—our generous donors—who provide scholarships and challenge funds, and support the resources for students to thrive once they are on campus.

When our talented students take advantage of programs that help them engage with each other and link their education with the boundless opportunities before them, they learn more about who they are and what they can achieve. No matter where our students call home, they are free to go wherever their initiative takes them. Your philanthropic support is an inspiration to our students who are encouraged to challenge themselves and broaden their horizons.

Penn welcomes passionate and promising students from all backgrounds and empowers exceptional young men and women to reach for the stars. With your ongoing support, we will continue to shape lives and build a better world, generation after generation.

Thank you for providing the means for Penn students to fulfill their potential on campus and beyond.

Amy Gutmann, President

Christopher H. Browne Distinguished Professor of Political Science in the School of Arts and Sciences and Professor of Communication in the Annenberg School for Communication



AU&A with MaryFrances McCourt

As Penn's Vice President of Finance and Treasurer, MaryFrances McCourt is responsible for an array of departments and systems that sustain the University's operations and fiscal solvency. She oversees more than 250 people across 10 offices, including Student Registration and Financial Services (SRFS). We sat down with MaryFrances to discuss SRFS's commitment to quality customer service, providing aid at all levels of need, and cultivating financial wellness throughout the student body.



We are proud of the several new initiatives that Penn introduced in 2018 to provide support to students with the highest financial need. These resources are in addition to grant-based packages for tuition, room, and board. This includes laptops for incoming freshmen, funding for unpaid summer internships and research opportunities, and

summer savings expectation waivers. Existing benefits such as meals during holiday breaks and funding for health insurance, financial emergencies, summer courses, and more continue to be important resources for our students. We are really excited about the Penn First Plus resources and services that are in development and will offer additional support to this cohort of students—including the Penn First Plus Center that will be located at the heart of campus in College Hall. Talking about financial aid can be intimidating, and we hope



welcoming place on our campus where students are comfortable to come and work with us to solve financial aid-related questions.

What is Penn doing to support families from middle-income backgrounds?

Given the impact we've had with students benefitting from the financial aid resources of Penn First Plus, we are also very focused on continuing to enhance our aid and services to

to have financial aid counselors in the Center. We aim for this to be another

families at all income levels. As part of a new initiative to expand aid for middle-income families in 2020-2021 students with household incomes of up to \$140,000 a year (with typical assets) will receive financial aid packages covering at least the cost of tuition. And through the structure we have applied to highly aided student funding, we have freed up some resources for middle-income students, including scholarships and emergency funding, so our support goes well beyond tuition as well. In fact, some of our initiatives that provide full funding for highly aided students also provide partial funding for other students, on a graduated scale, based on need.

A lot of the work we've done behind the scenes, like redesigning the award letter and the SRFS website, benefits everyone. And we remain wholly committed to meeting 100% of our students' demonstrated need. That's a pretty strong statement.

What are some of the financial wellness initiatives that SRFS is planning for students?

Financial wellness for students has always been a strong focus of mine. We are very excited about our new Financial Wellness @ Penn program, which is helping students achieve

and maintain overall financial health. Since the program launched in January 2020, the University's first Financial Wellness Program Manager has been leading this important initiative. We are helping students from all backgrounds understand essential concepts in money management and financial literacy, like making a daily budget or making a refund payment last for four months. Starting next year, we will also be training students as Financial Wellness Ambassadors, empowering them to educate their peers. Students can access workshops and online content to learn about things like managing credit and debt, taxes, and planning for their financial future.

What resources does SRFS offer to students beyond financial aid?

We're at the point in SRFS where we're ready to take things to the next level. Ultimately, we want to center our programs in a way that offers students and families a one-stop shop for their needs. The office is very focused on providing exceptional customer service to students. As a part of our training, we will continue to prepare our financial aid counseling team to advise students on the varied and optimal strategies to pay for a

Students with family incomes

less than \$65.500 receive financial aid packages that cover tuition, fees, room, and board.

up to \$140,000 receive aid packages that cover at least tuition.

greater than \$140,000 who are eligible for aid receive average aid packages that are greater than half of tuition.

*These numbers assume typical assets

Penn education. I am very excited about our Franklin Building office redesign plans that will enhance service delivery through an open, welcoming space with trained counselors ready to answer questions, guide students through registration and financial services tools on the spot, and provide easily understood resources.

TRANSFORMATIONAL PHILANTHROPY: A \$10 Million Gift from Mindy and Jon Gray

"As a member of the first generation in my family to attend college," says Mindy Gray, "I never take for granted how Penn opened the doors of higher learning for me." In that spirit, 1992 Penn graduates Mindy and Jon Gray have given a \$10 million gift in support of undergraduate financial aid for students from New York City, as well as the Penn First Plus program for lower-income students. "Mindy and I feel blessed to enable more students from NYC to receive the incredible opportunity that a Penn education provides," says Jon Gray. Their philanthropy is emblematic of the Grays' mission to expand access to education, healthcare, and opportunity for lower-income youth in New York City.

In recognition of this transformational gift, the first cohort of 10 students from New York City have been selected to receive grants that cover the full cost associated with attending Penn. The Grays and students from this inaugural

cohort met with President Amy Gutmann on campus for a pre-finals study break in December. "The Grays are exemplary University of Pennsylvania leaders whose generosity is producing tremendous results," says President Gutmann. "It is a true privilege to know this inspiring couple and to work with them on maximizing opportunities for our amazingly talented students."

Apart from endowing scholarships for this cohort, \$1 million of the Grays' gift will be used to ensure that these students have access to special opportunities in and outside of the classroom, including eligibility for summer grants through a Penn First Plus Opportunities Fund starting this spring. The grants will provide students with the financial flexibility to pursue summer internships, join a research team, engage in service learning, travel abroad, or take summer courses.



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Getting Freshmen off to a Great Start

PRE-FRESHMAN PROGRAM GIVES STUDENTS AN ACADEMIC AND SOCIAL EDGE



About a month before classes begin and Penn's campus comes to life for the fall semester, a select group of freshmen make an early arrival in Philadelphia. These students are here as part of the Pre-Freshman Program (PFP), a four-week long intensive summer residential program designed to give them a jump on their college journeys. The PFP is a component of Penn's College Achievement Program (PENNCAP), which coaches and provides support to students during their entire time at Penn.

Through stimulating coursework and social events, the PFP strives to help students acclimate to their new home away from home and to life at college. The majority of these scholars are members of traditionally underrepresented groups or are the first in their families to attend college. Many of the students in the Program are also recipients of a Named Scholarship.

"The PFP is there to provide students with a glimpse into what life as a Penn undergraduate is like prior to the start of their school career," says Pamela Edwards, the Program's Director. "The idea is that students learn about the University's academics, faculty expectations, how to live with others, and the vast array of resources that are available to them."

The Program first launched over 40 years ago, and the number of students participating has increased exponentially, with the most recent session hosting

167 students. To meet the needs of this growing enrollment, a number of new activities were created in 2019. Students were given the opportunity to participate in peer mentor-led workshops, one-on-one appointments with staff to learn more about financial aid and career services, and engagement meals with faculty members to discuss their academic paths.

"In past years, PFP enrollment was significantly limited, which resulted in long wait lists and disappointed students," Edwards says. "Today, the institutional commitment to this program is stronger than ever and we are in a better position to accommodate more students and provide them with this valuable pre-orientation experience."

To prepare students for how their lives at Penn will be once actual classes begin, they are offered a selection of intentionally challenging courses. The idea is that this approach will help them get a "head start" by taking actual college classes and familiarizing themselves with campus resources ahead of the crowds.

"We are providing a fairly rigorous set of classes that gives students the opportunity to interact with faculty and develop the necessary habits that will maximize their success," adds Edwards.

In addition to helping students gain their academic footing, the PFP also offers social and cultural events aimed at building their communities before the school year gets underway. From touring museums in Washington, D.C. to performing in on-campus talent shows, students engage with each other and plant the roots for their new life at the University. The program has been an 'all-access' pass to Penn that helps incoming freshmen get used to being on campus and bond with one another through fun and unique experiences.

The Program is an especially valuable resource for first-generation to college and/or lower-income students. The PFP's Peer Mentors, slightly older students who previously participated in the program, serve as role models to these scholars and assist them during their transition from high school to college.

"Our Peer Mentors come from similar backgrounds and were in the program themselves just a year or two earlier," Edwards explains. "They are enthusiastic about Penn, engaged in the community, and generally thriving on campus."

With more and more participants registered each year, the PFP's vision for the future is just as ambitious as the students it serves. Edwards notes that donor support would help to strengthen the Program's important work and have a tremendous impact on these students and their families. Giving opportunities, such as a naming gift for the Program, would fund more workshops and tutoring—even a possible immersion session abroad to give students an international perspective.

"We want our PFP students to be able to have the same relevant and impactful experiences that their peers do," Edwards says. "Our hope is that participating in this program can positively influence their trajectories both on campus and long after graduation."



The Pre-Freshman Program is just one of an array of initiatives designed to help first-generation and lower-income students who benefit from Penn First Plus (P1P) resources flourish on campus. As more and more students served through P1P pursue their dreams at the University, extraordinary philanthropy is required to expand access and strengthen unique resources like the following that contribute to their success:

- Penn First Plus Center
- Enhanced academic support
- Technology awards
- Summer course grants
- Research and internship opportunities
- Study-abroad grants

To learn more about how you can support P1P, please contact:

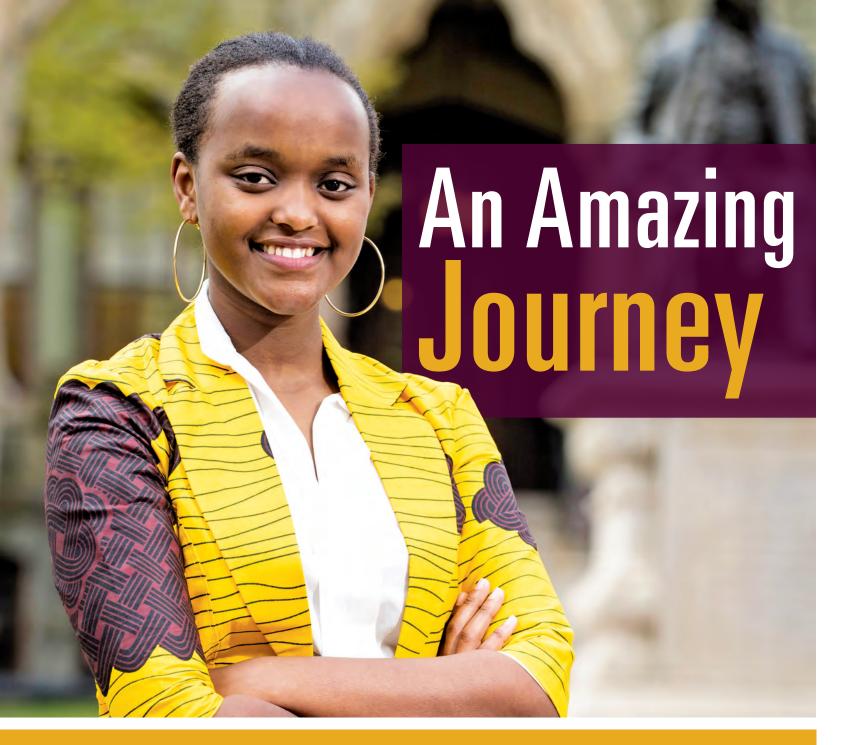
Maryann O'Leary-Salas

Executive Director of Development for Undergraduate Financial Aid and Penn First Plus

(215) 898-4551 maryanno@upenn.edu



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International Financial Aid

- International students at Penn represent 100+ countries from across the globe.
- 25% of the University's total international population receive financial aid.
- Over the past 15 years, financial aid offered to international undergraduates at Penn increased by almost 200%.
- Establishing an international scholarship is an investment that reaps dividends. These endowed gifts are crucial in moving Penn closer to our ambitious goal of a creating a need-blind international undergraduate admissions policy, and will directly impact the lives of exceptional students from around the world.

Hyacinthe Uwizera, ENG'21, knew that ming to Penn from her native Rwanda would chang

coming to Penn from her native Rwanda would change how she viewed the world. And it did—her very first day on campus, no less, but not in the way she expected.

"A group of us went to Harnwell College House's rooftop lounge on the 24th floor," Hyacinthe says. "In my country, the tallest building was 14 stories. To have that vantage point of a city was exhilarating."

She's been challenging her perspectives and exploring outside her comfort zone ever since. The first in her family to own a passport, Hyacinthe has eagerly expanded her adventures even beyond the initial 7,000-mile journey from Rwanda to Penn. She has already participated in a project in Argentina with Penn Engineering's global service learning program, interned with Solar Citizens in Australia through the University's Global Research & Internship Program, and enrolled in a Penn Global Seminar where she explored South Africa.

Even on campus, she has immersed herself in a language entirely foreign to her—that of computer science.

"In high school, I completed a solar panel project and thought I wanted to pursue electrical engineering," Hyacinthe says. "Before Penn, I had never been exposed to computer science. An introductory course was part of my core curriculum, and I was immediately fascinated by the chance to learn a whole new, universal language."

Despite a steep learning curve, she credits her success in the subject to engaged professors who recognized her talent and encouraged her to stick with it.

"While my parents are incredibly proud of me, I can't ask them for advice about my classes or navigating a major," Hyacinthe explains. "To have a professor who knew my name and cared enough to see me do well made such a difference. Penn offers me both the education and the support system to succeed."

There is no doubt that Hyacinthe is excelling at Penn. She is a member of the academically-rigorous Benjamin Franklin Scholars and World Scholars programs, sings in the New Spirit of Penn Gospel Choir, and has interned at Google's Chicago office. There is one driving factor behind her success, however, that stands above all the rest—her Named Scholarships.



"Simply put, I would not be here without my scholarships," she says.

The support Hyacinthe receives through the Grandisson Family Endowed Scholarship and the Rachleff Endowed Scholarship goes beyond the financial.

"It means so much to me that I can talk to my donors—either in person or over Skype—about my progress at Penn and connect with someone who truly believes in all the good I can accomplish," she says. "To have a relationship with the people making my future possible motivates me."

Her ultimate goal: To take the knowledge and skills she's earned at Penn and shape the future of Rwanda.

"In living with people from all over the globe and gaining exposure to different cultures, you start to think, 'How can I—how can my country—achieve more?'" Hyacinthe says. "I don't know if I will start a business, teach, or work for the United Nations, but I am confident that I will do big things—build a better Rwanda and a better world."

But Hyacinthe is well aware that she and her fellow Rwandans are not the only ones who will benefit from her Penn experience. The diversity of the University's campus prepares all students to succeed in a society that is becoming increasingly global.

"Some people only know Rwanda from the movie *Hotel Rwanda*, but then they have the chance to talk to me and learn firsthand about the history, culture, and current politics of my country—and I am only one of many students from more than 100 countries that you can strike up a conversation with," she says. "We bring the world together at Penn. What is more amazing than that?"

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"The list of scholarship donor names on my financial aid package was overwhelming. I couldn't really believe that people I had never met were willing to support me in this journey. The scholarships I have received have meant everything to me and my family."

Erica, W'19

Erica is a public finance banking analyst at Bank of America Securities.



"You, through your generosity and your care, your mentorship, and your support, allow us, the students, to be all we can be. You give us license to explore our potential. You give us a ticket to terra incognita: the land unexplored. Through your generosity, you allow students who otherwise could not attend this University to call it home."

JJ, W'19

JJ is an analyst at Lucid Management and Capital Partners.



The Annual Scholarship Celebrations

Honoring the Bond Between Donors and Students

- 1 Nicholas, ENG'21; Geri Skirkanich; and Amy Gutmann
- 2 Alexander, C'19 and Anessa Karney, C'92, L'97, PAR'23
- 3 Angelica, W'21; Diane Hess, C'97; and David Hess, W'97
- **4** Mark First, W'87, PAR'18, PAR'21; Fjora, C'19; and Ryan, ENG'20

- **5** Arianna, C'22; Bobbi Bierhals, C'98; and David Barclay, C'96
- **6** Steven Lerman, W'69, PAR'02, PAR'04 and scholarship recipients
- 7 Laura Bessen-Nichtberger; Hoyt, C'21, W'21; Hope, C'20, W'20; and Steven Nichtberger, C'83, W'83
- 8 Elijah, W'21; Emma Goltz; Fred Goltz, C'93, W'93; and Catherine, C'20
- **9** Bret Pearlman, ENG'88, PAR'23; Marion Pearlman, PAR'23; and Rvan. ENG'20. W'20
- 10 Pranshu, ENG'22; Brett Barth, W'93; and Amy Gutmann

FALL 2018

NOVEMBER 27, 2018

JOHN R. ROCKWELL GYMNASIUM, PHILADELPHIA



















- 1 Jon Cohen, W'91; Jack, C'19; and Lira Lee, C'90, W'90
- 2 Brian Gonick, W'86; Angela, ENG'21; and Dawn Gonick, GFA'94, GFA'97
- 3 Neil Danzger, ENG'85, W'85, PAR'19 and Carmen, C'20

- 4 University Trustee Alberto Duran, WG'93 and Arantza, W'19
- 5 Kathleen, C'21 and Jeanne Fogel, C'92, WG'97

- **6** Toni-Ann, ENG'21 and Amy Gutmann
- 7 Tochi, C'19 and Melanie Moll, PAR'16
- 8 Thulo, W'22 and Andrea Vittorelli, WG'92

- **9** Kaiyla, C'21; Jordan Zaken, W'97; Lindsay Zaken, C'00; and Christopher, C'21
- 10 Ornella, Nu'21 and Jin Lee, C'92

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The Maguire Foundation & Megan Maguire Nicoletti:





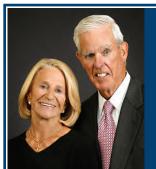
A deep and unwavering commitment to serving others is evident in all that the Maguire Foundation—and the Maguire family—does.

"Education is at the heart of everything that we do," says Megan Maguire Nicoletti, PAR'18, Maguire Foundation President and CEO, when discussing the life-changing work of the Foundation.

The Maguire Foundation has a long-standing commitment to generously funding educational initiatives throughout the Philadelphia region. James and Frances Maguire founded the Maguire Foundation nearly 20 years ago to improve the quality of life for individuals by investing in education, arts and humanities, and alleviating hunger and homelessness. They were inspired by Mr. Maguire's transformational college experience and early days in business that led him to an incredibly successful career as founder of the Philadelphia Insurance Company. Since the trajectory of his own life was changed because of the opportunities he was given, education as a solid foundation for success remains a core belief of the Foundation today.

As President and CEO of the Maguire Foundation—and a daughter of founders James and Frances—Megan has led the Foundation to achieve new heights in its philanthropic work and has helped to improve the lives of countless individuals both in and around Philadelphia. Megan's own personal commitment to education is intrinsically linked to the mission of her parents, and core principles that have guided her father as a leader in both the business and philanthropic worlds.

Megan assumed the role of Maguire Foundation President and CEO in 2016, and under her leadership, the Foundation has continued to grow its cornerstone Maguire Scholars Program, which provides financial aid support and resources



Frances M. Maguire

We extend our deepest condolences to the entire Maguire family and the Maguire Foundation for the recent loss of Frances Maguire, who passed away on February 12. She impacted the lives of so many individuals throughout the Philadelphia region through her philanthropic work.

to students throughout their educational career—from pre-K through college. Megan was a middle school English teacher before taking on leadership of the Foundation, so she has gained unique insight into the difference that financial aid and opportunities can make in the life of a student. "As a mother and a teacher, I know firsthand the efforts that students go through to be successful in the classroom," Megan says. "Our mission is to support students and their families to reach their educational goals and change their lives."

In 2013, the first cohort of Maguire Scholars at Penn began to be supported through scholarship aid, and in 2019, the Foundation further expanded its commitment to Penn students with the establishment of the new endowed Maguire Scholars Program Scholarship.

"Penn is the flagship program of our higher education work," Megan says. "Our values and mission, and those of Penn, are so aligned and we are proud to partner with the University."

With the establishment of this new endowed scholarship, there will now be a permanent cohort of Maguire Scholars at the University for generations to come. Students selected for this very special scholarship have attended a Maguire Partner High School and have demonstrated a commitment to community service—another core value embodied by the entire Maguire family. "We ask students to give back, and we aim to set the example through the philanthropic work that we do," says Megan. "We want students to use the tools they have been given, go out into the world and create their own legacies, and be committed to improving the lives of others."

Megan's genuine passion for helping people is clear as she enthusiastically speaks about her work at the Foundation and her vision for the future. She is sharply focused on creating positive change.

"We believe in the power of Penn and the longevity of Penn," says Megan. "The University of Pennsylvania is our Ivy League institution right here in our backyard, and we want to help local students have access to all that a Penn education has to offer."



We are grateful for the generosity of alumni, parents, and friends who contributed over \$53 million to undergraduate financial aid in fiscal year 2019. 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) Marci Kelsey Abbrecht, C'93 Todd M. Abbrecht, W'90 Jason Adler, C'93 Mandee Heller Adler, C'94, W'94 The Alarab Education Foundation Nikita Anand, W'14 Howard Asher, W'54 Myrna Zeitlin Asher, ED'59, CGS'07 Sharon Schieffer Baird, C'93 The Birch Haven Fund of the Community Foundation of New Jersey Melissa Friedman Birns, C'98 **Richard Birns** Leslie Bluhm, PAR'20 Georgina Butler, C'11 Menes O. Chee, C'99, W'99 Beth Cherry, PAR'23 Neil Cherry, W'90, PAR'23 Candice Chia, C'97, WG'03

Pei-Yuan Chia, WG'65
The Chia Family Foundation
Foster Chiang, C'06, W'06, G'12, WG'12
The Chiang Family
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WG'46
John Choi, W'94
Kathy Choi, W'91
Estate of Barbara Rivkin Cooper, CW'52
Urvi Dalal
Patrick de Picciotto, W'98

Patrick de Picciotto, W'98
Steven J. Ehrenkranz
The Equipoise Foundation
H. Jordan Foster, C'86, WG'91
Sara-Lauren Foster
Eugene A. Friedberg, C'54
Jared B. Friedberg, C'94
Jason Brian Garmise, C'94, W'94, L'98
Jessica Thrope Garmise, C'96
Matthew Gatto, ENG'09, W'09

Peter H. Gilman, C'00, G'01 Bradley J. Glenn, MD Dylan Gordan, C'14 Jonathan B. Grau, ENG'09

Jonathan B. Grau, ENG'09

Matthew J. Greenberger, C'99

Estate of Frederick R. Griffiths, W'42
Bart Halpern

David Helfand, PAR'20 Lesley S. Heller, PAR'22 Michael Heller, PAR'22

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Brett T. Houghton

Elizabeth A. Houghton, W'94 Todd P. Huseby, C'94, ENG'94

Andrew C. Jacobs, C'88

Lawrence Kaplan, W'89, G'95, WG'95

Vijay M. Karnani, EE'94, W'94

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Jerome P. Levy, WG'99

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Matthew Murphy

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Andrew N. Schwartzberg, C'94

Jaime Schwartzberg
Jeffrey Scott Serota, W'88

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Rebecca C. Sugar, C'93

Preeti Swani, W'94

Sanjay Swani

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Neil A. Tuch, C'88 Alexandra Jo Turner

Nathaniel S. Turner, W'08

Megumi Uchida, C'03 Omar Vaishnavi, W'04

Sabrina Vaishnavi

Nadeem Walji, W'91

Gregg Wattenberg Mina T. Wattenberg, C'94

Allyson S. Wiener

Allyson S. Wiener
Andrew Nolan Wiener, W'94

Richard J. Wolf, C'74

Sally C. Wolf

James T. Wong, W'89 Xin Yang, GEN'08

Eugene Yoon, W'97, WG'05

Eugene Yoon, W 97, WG 05

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