



GEORGETOWN SCHOLARSHIP PROGRAM

NEWSLETTER

To Get Involved:

Website: <http://gsp.georgetown.edu>

For Questions:

E-mail: gspinfo@georgetown.edu

FALL 2005

In This Issue...

Why Join GSP? <i>Paul Goodrich, Chairman</i>	2
GSP Student Profile: <i>Sandra Kim</i>	2
GSP Increases Competitiveness and Economic Diversity	3
Reflections From GSP '91 Class Chair <i>Jennifer Coia</i>	3
GSP On The Road 2004 - 2005	4
GSP To Keep Georgetown Competitive	4

GSP AT A GLANCE

GSP officially launched on
July 1, 2004

50 students in the Class of
2009 were funded
through GSP

Currently, 88 alumni are
members of GSP

20 classes participated in the
annual giving program
last year

PROGRAM COMPLETES SUCCESSFUL FIRST YEAR

In just over a year since being officially launched, the Georgetown Scholarship Program has already begun to make a dramatic impact on students and alumni alike. An impressive cross-section of alumni, parents, and friends of the University gave \$1 million in annual fund gifts, allowing 50 students in the Class of 2009 to receive improved financial aid packages.

The most direct impact of GSP has been for the selected students themselves. As a result of their improved packages, they will have a lower loan burden when they graduate, and it is already apparent that the GSP funding was a critical deciding factor for many of them in choosing Georgetown. Whereas the typical yield on students who request financial aid is below 40%, the yield on GSP students was nearly 20% higher, and equal to the yield on students who do not request aid. These students were choosing Georgetown over some of the most prestigious schools in the country.

The impact of GSP, however, goes far beyond the individual students it funds. GSP helps to make the University more competitive by attracting better students and adding to the diversity of campus. In fact, the students attending Georgetown thanks to the GSP averaged in the 96.4 percentile of their class, well above the average class rank of the Class of 2009. With a higher yield on an ever-stronger group of students, GSP helps Georgetown to become even more desirable for the top students from every socio-economic background.

Involvement in GSP is also making an impact on a growing group of alumni. By becoming involved with GSP, alumni members are able to see the concrete effects of their donations going directly to individual students who represent the future of the University. The opportunity for developing relationships has been one factor that has contributed to GSP's early popularity.

Although interest in GSP exceeded all expectations in its first year, there is still significant work to be done. The initial results were encouraging, but they have only made the GSP leadership more ambitious, with a goal of taking the program to a wider group of alumni and eventually meeting the needs of all Georgetown undergraduates through alumni gifts.

To learn more about the program, please read on. To become involved with GSP, please visit the new website: <http://gsp.georgetown.edu>.

John Nagle

Senior Assistant Director of Admissions

WHY JOIN GSP?

Why would anyone remain a Georgetown AAP interviewer for more than thirty-five years? For the same reason we have joined GSP. First, as in AAP, we see this as fulfilling an important and immediate Georgetown need: raising financial aid for prospective students who lack the funds to meet the increasing cost of a Georgetown education.

Second, remaining informed about the quality of the Georgetown applicant pool, the demographics of the students within that pool, and learning about how our peer institutions with better financial aid packages compete for the same high quality applicants, creates a common purpose. GSP members will have that same common purpose: annual giving for financial aid and meeting the students who are the recipients of the dollars you contribute.

Third, GSP is not going to be a once-every-five-year reunion giving event. GSP, as in AAP, will join alumni in a program that identifies their commitment to keeping Georgetown competitive, and not just a letter and a year after your name.

Fourth, AAP interviewers have a rewarding opportunity from first meeting the students during the interview, following them through the admissions process and meeting them on campus. GSP will do the same, and keep all of its donors connected to the scholarship recipients by offering mentoring opportunities.

GSP will succeed for all of these reasons. It is an opportunity to give between \$3,000 and \$15,000 per year for direct financial aid giving. We will be reaching alumni at a giving level more manageable for many. GSP does not have to have 4,600 members, but neither did AAP and look what happened. The future is bright for Georgetown, AAP and GSP. We welcome you to join our ranks and become part of a new tradition of annual giving for a more competitive financial aid package for our neediest accepted students.

Paul Goodrich
GSP Chairman, Class of 1965

GSP STUDENT PROFILE: SANDRA KIM

Sandra Kim describes receiving the letter announcing that she would be a recipient of the new Georgetown Scholarship Program: "I was stunned. I got this letter out of nowhere, congratulating me on having been awarded the GSP Scholarship. Georgetown has been unbelievably generous to me." When asked how her mother reacted to the news, Sandra laughs and says through a wide smile, "She freaked out and was yelling I can't believe it!"

A recent graduate from Thomas Jefferson High School, a magnet school in Northern Virginia with a rigorous academic program, Sandra was initially attracted to Georgetown's strong language and study abroad programs. She hopes to couple a major in Japanese with art classes and will be trying out for the Georgetown Phantom's a cappella group in the fall.

Sandra was born in California, but lived abroad for six years. She spent most of kindergarten through sixth grade in South Korea, with the exception of a brief stint in Russia following her father's job transfer to Moscow.

In her early teens, her family relocated yet again – this

time back to the U.S., settling in Fairfax, Virginia, for its good school system.

An early action applicant to Georgetown, Sandra readily admits that the Hilltop was her first choice and comments, "I feel bad that many of my classmates had to make a choice between going to their top-choice school and going to a different or lesser school so they

wouldn't be swimming in debt when they graduate."

Sandra credits the GSP for not only allowing her to come to Georgetown, but also says "Now I am free to do what I want when I graduate from college, instead of being

required to take a job I don't love just to pay off huge loans." She leans forward and talks animatedly about her dream of working for an international organization or business that will engage her language skills and love of travel.

She leans back in her seat again and says contemplatively, about the gift that seemingly arrived out of nowhere: "It's amazing that the alums would fund students they don't even know – that they believe in us enough to give us this incredible opportunity."

Melissa Foy
Admissions Officer



GSP INCREASES COMPETITIVENESS & ECONOMIC DIVERSITY

Competition is intense among elite colleges and universities to recruit a relatively small number of low-income, highly qualified students every year. National statistics published recently by the *Chronicle of Higher Education* report that only 10 percent of the students in selective institutions come from families in the lower half of income levels, and only 3 percent come from the bottom 25 percent. This inequality is exacerbated by the fact that the public spotlight is on the price of college and the problem of affordability, as many middle-income families struggle with the cost of rising tuition levels.

In an effort to address the socio-economic inequality in education, some institutions, such as Harvard, Yale and Princeton, have initiated programs designed to recruit low

and moderate income students. At Harvard, families with incomes less than \$40,000 are no longer expected to contribute to the cost of their child's education, and families with an income less than \$60,000 will pay significantly less than before. Yale has launched a program similar to Harvard's, and Princeton has established a "no-loan" policy whereby no student will graduate with debt.

These changes in financial aid are coupled with enhanced marketing and outreach campaigns intended to attract the attention of students who may believe that their financial situation rules out private, selective institutions. The marketing effort is paying off. Since Princeton began its no-loan program six years ago, the number of students in the freshman class with families making less than the median

income has nearly doubled from 88 in 1998 to 161 in 2004. Harvard saw the percentage of entering freshman from families earning less than \$60,000 increase from 15 percent to 18 percent after one year of their new program.

GSP is Georgetown's answer to the troubling gaps in educational opportunities for students from different socioeconomic backgrounds. It allows Georgetown to be part of the solution, and compete with schools with larger endowments and financial aid funds. GSP is instrumental, and will continue to be ever more so, in helping Georgetown compete with the top institutions for the best students.

Margaret Lysy

Assistant Director of Admissions

REFLECTIONS FROM GSP '91 CLASS CHAIR JENNIFER COIA

I wanted to get involved and "give back" to Georgetown in a more substantive way than just as a donor. When I heard about the GSP from Dean Deacon, I was immediately interested. I felt like the issue of financial aid was incredibly important and making Georgetown affordable for a particular student seemed like a very meaningful way to contribute. I offered to chair the '91 GSP effort.

I knew I would need some help so my first goal was to create a '91 GSP sub-committee. I wanted a small group of committed, dynamic and geographically diverse committee members. I live in New York so I asked Cindy Hannis Kuhlman from Kansas City, Jan Petersen McDougal from San Francisco, Ryan Knoll from Los Angeles and Keith Carroll from Boston to work with me. They all agreed that financial aid was a compelling issue and wanted to help ensure that Georgetown remain competitive with the top schools in the country. They all immediately agreed to join GSP and to work on the '91 GSP committee. I was batting a thousand-actually, better, because Ryan's wife, our classmate Alison Shea Knoll, also became a GSP member.

I realized that with our six pledges, we already had one scholarship fully funded! It felt so rewarding to think that an incoming freshman, who otherwise might have been unable to afford Georgetown, would now be able to attend the school that we all love so much.

With our 15th Reunion coming up in June, many of my classmates were looking to make a more significant gift to Georgetown in honor of our reunion. The idea of getting together with other members of the class of '91 and creating a "GSP group" was very appealing to my classmates. In a very short period of time, we received pledges of close to \$150,000! We feel like we have just begun this effort and haven't even scratched the surface in terms of the fund-raising efforts we'll engage in over the next year.

GSP ON THE ROAD 2004 – 2005



Rich Klein (left) and Dena Reger (right), cochairs for the GSP Class of 1980 join GSP recipient Roxana Guerra (middle) at an on-campus GSP Reception over reunion weekend.

Over the past year, GSP has been on the road, and more events are planned for the future. A tremendous thank you is offered to the dedicated alumni, listed below, who hosted the fundraising events that helped make GSP the success that it was its first year:

- Lisa Christiansen Gentil (I '74) and Fernando Bunker Gentil
- Regina Fay-Gannon (C '90)
- Richard Klein (C '80)
- Joseph (C '73) and Peggy Toce
- JoAnn Palazzo (C '73) and Mark Alexander (I '74)
- Cristina (C '73) and George McGuinness

- Emily (B '88) and Christopher Chen Carrera
- Sean McCarthy (C '82)
- Alex (C '90) and Maureen Gershanik

An important GSP event will be held on campus during Leadership Weekend to introduce the 50 GSP freshmen and donors.

September 30, 2005
Riggs Library
5:00pm-6:30pm

For more information on upcoming events, please visit:
<http://gsp.georgetown.edu>.

Georgetown Scholarship Program

Chair: Paul Goodrich

Co-Chair: Lisa Christiansen Gentil

GSP Class Chairs

If your graduating class is not listed, and you would like to become a chair, please visit our webpage for additional information at:

<http://gsp.georgetown.edu>

<u>Class</u>	<u>GSP Class Chair</u>
1964	Joe Cassin, John Werwaiss
1965	Paul Goodrich
1967	Jean Colrick
1973	Cristina McGuinness, JoAnn Palazzo, Joe Toce
1974	Carol Cooke, Lisa Christiansen Gentil
1975	Barbara Crocker
1976	Brian Devaney, John (Bud) Colligan, Rob Wall
1977	Ed Finneran, Eileen Harte
1978	Ray Esposito
1979	Jane Carey
1980	Rich Klein, Dena Reger
1982	Alan Leahey
1989	Elizabeth Moley
1990	Regina Fay Gannon
1991	Jennifer Coia
2000	Katherine Deacon

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GSP TO KEEP GEORGETOWN COMPETITIVE

Georgetown University is committed to a need-blind admissions process and a policy of meeting full demonstrated need for all enrolled students. The Georgetown Scholarship Program will allow us to remain competitive with many of our peer institutions by creating incentive awards that reduce the loan component of a student's financial aid package. This year we are pleased to enroll 50 incoming students with GSP awards. These students will graduate with only \$6,000 in debt as opposed to the nearly \$18,000 debt burden they would otherwise have assumed. Thank you to all the GSP alumni donors for their commitment to helping Georgetown to remain competitive in enrolling the very best students. Your contributions have helped us attract many promising admits for the Class of 2009.

Patricia McWade, Dean of Student Financial Services