

Making College a Reality



2 0 0 5 P R O G R E S S R E P O R T

TERI's College Access Programs and Partnerships



DEAR FRIENDS AND COMMUNITY PARTNERS:



TERI works
in a variety
of ways to
address barriers
to college access

The challenges in attaining higher education have never been greater. Higher education has become critical for individuals to secure sustainable employment in an increasingly demanding economic environment. Over the next 7 years, nearly 35% more jobs will require some postsecondary degree and over 20% more will require at least a bachelor's degree (U.S. Department of Labor). At the same time, individuals from low-income backgrounds and first in their family to go to college face many barriers in their pursuit of higher education, including rising costs of college, lack of familiarity about the college admission process, and budget constraints in public schools, resulting in high guidance counselor/student ratios.

TERI works in a variety of ways to address barriers to college access. Locally, we manage programs in Boston, Brockton and Chelsea, MA that provide encouragement to both young people and adults, and assist them on planning and paying for college and other career-building programs. Our College Access Advisors work with students and adults directly onsite at schools, at centers in public libraries, and through outreach efforts at local community agencies and schools.

Nationally, TERI is committed to removing the systemic barriers that help to keep underserved students from achieving their education goals through research, technical assistance, and policy-affecting efforts. We partner with organizations with similar goals to pool resources, and enable school systems and community-based organizations to better serve their constituents.

In addition to helping lower income individuals, TERI also guarantees private education loans structured to benefit students and families who need additional funds to help defray the cost of college and are in a position to borrow. Since 1985, TERI has guaranteed loans for over 1 million students attending 6,000 colleges and universities worldwide.

An organization is only as good as its staff, and in this regard, I would like to recognize Dr. Ann Coles, Senior Vice President, who has directed TERI's college access activities for 21 years and has become a recognized leader nationally. I look forward to working with Ann as she continues to lead and grow our regional and national presence.

Additionally, I am very excited to introduce the newest member of TERI's staff, Dr. Adrian K. Haugabrook, who assumes the role of Vice President, Local College Access Programs. Adrian comes to TERI from Citizen Schools in Boston where he successfully served as Executive Director of Public Policy, Alliances and Innovation. Previously, Adrian served as Assistant Dean of Students at the University of Massachusetts Boston and Assistant Dean of Student Services and Multicultural Affairs at Framingham State College. Adrian brings with him the leadership experience, knowledge, energy and passion for our mission that TERI needs in order to fulfill its near and long-term strategic goals, and I anticipate great things from him.

On behalf of all TERI staff, I would like to thank our partners and the supporters of our work for a great year. I look forward to sharing more with you in the near future.

Sincerely,

A handwritten signature in black ink, appearing to read "Willis J. Hulings III". The signature is fluid and cursive.

Willis J. Hulings III
President and CEO
TERI (The Education Resources Institute)

TERI'S COLLEGE ACCESS PROGRAMS

COLLEGE ACCESS CENTERS

At TERI's College Access Centers, advisors help both students and adults evaluate and select colleges and training programs, explore financial aid and scholarship opportunities, and complete admission and financial aid applications. Located at public libraries, colleges, and community-based organizations in Boston, Brockton and Chelsea, MA, assistance is provided one-on-one, free of charge, and in multiple languages. The main center is at the Boston Public Library, Copley Square, where TERI has offered services for over 21 years.

TOP 5 SERVICES REQUESTED

Financial Aid – 82%
Academic Information – 20%
Admissions Assistance – 19%
Academic Advising – 17%
Career Information – 8%

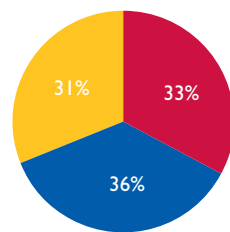
As part of the Centers, TERI manages two Educational Opportunity Centers (EOC), federally funded TRIO Programs focused on providing low-income, first-generation students 19 years and older with assistance in their pursuit of postsecondary education opportunities.

East Boston Center Opens

In October 2005, TERI opened a new college access center at the Harborside Community Center, a site of the Boston Centers for Youth and Families. This marked the 3rd year of TERI's satellite centers project, designed to target young, at-risk students by offering services directly in their neighborhoods. In 2005, 2,700 individuals visited a satellite center; nearly 2 1/2 times the number served in 2004.

In addition to East Boston, TERI manages centers in Brockton, Chinatown, Chelsea, Dorchester, Hyde Park, Roxbury, and South Boston. American Student Assistance, the Boston Public Library, Dunkin' Brands, Inc., IBM, Lumina Foundation for Education, and State Street Corporation provide support for the satellite centers.

Age Groups of Center Visitors



- Under 20 years old – 33%
- 21-30 years old – 36%
- Over 30 years old – 31%

NEW Local Scholarship Database

TERI launched a new scholarship database that offers both traditional and non-traditional Massachusetts students the ability to search for funding earmarked for Massachusetts residents for all areas of higher education. The database offers a dynamically updated, searchable listing of local private scholarships, giving the user the ability to search by geography/residence, level of education, and personal descriptors, e.g. ethnicity, gender, residency status, financial need, and demonstrated academic achievement. This service is available at www.tericollegeaccess.org.

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SCHOOL-BASED PROGRAMS

TERI works directly with students in grades 6-12, providing college awareness activities, encouragement, and assistance in developing the skills and motivation necessary to enroll and persist in college. Advisors offer advising and mentoring services, workshops on career and college exploration, college visits, and assistance with academic planning, including the college admission and financial aid process.

COACH Program

TERI's COACH Program recruits, trains and oversees college students in the classrooms of Boston public high schools as they help 11th and 12th graders make informed decisions about their future. Undergraduate and graduate student "coaches" provide individual support to students as they think about their goals for the future, develop plans to meet these goals, and work through the logistics to make these plans happen.

In 2005, the COACH Program expanded to include two additional partnerships. Suffolk University and Boston University students are now working with 11th graders at Charlestown High School and 11th and 12th graders at The English High School/Global Studies Unit. In addition, Harvard University coaches work with students at the Parkway Academy of Technology & Health.

COACH Network

COACH Network, the online application tool that helps students through the application process, continues to be a useful tool for students both in the COACH Program and with COACH partner organizations, including the Academy of Public Service, Boston Day and Evening Academy, Emagine Program at Madison Park High School, Odyssey High School, Monument High School, Tech Boston Academy, and Urban Science Academy.

College Knowledge PREP

The College Knowledge PREP program works closely with a cohort of low-income, at risk students at Hyde Park Education Complex to help them become successful individuals, both academically and personally, while developing strong aspirations for their future. Currently in its second year of funding from Bank of America, College Knowledge PREP works with 25 11th graders, preparing them to complete the admission and financial aid process in the 2006-07 academic year.

continued

Get Ready for College Day 2005

In October, 4,000 Boston Public School (BPS) 8th graders took part in the second annual Get Ready for College Day, learning about the need for and viability of going to college.

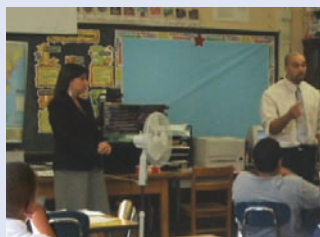


Gavin Middle School (L to R): Maya Evans, Associate Director of Admissions, Mt. Ida College and Annie Zhang, Sr. Education Advisor, TERI's College Access Centers

Teams of TERI staff members and local admission and financial aid representatives from 19 colleges and universities, worked in all BPS middle and K-8 schools, providing small, classroom-sized programs specially designed for each school. The teams stressed the need for college planning, developing the right study habits, and choosing the right courses as students prepared for the transition to high school.



Grover Cleveland Middle School (L to R): Mindy Hershberger, Program Assistant, Upward Bound and Talent Search, and Grace Cheng, Senior Admissions Officer, Harvard University



King Middle School (L to R): Elaina Dulong, Admission Counselor, Regis College and David Montrond, Education Advisor, TERI's College Access Centers

SCHOOL-BASED PROGRAMS continued

Kids to College

Kids to College (K2C) pairs sixth-grade classrooms with colleges and universities in four Massachusetts cities (Boston, Worcester, Springfield, and Lowell) for a six-week early awareness program. K2C teaches students about careers, the connection between careers and college preparation, courses for being college-ready, academic expectations in higher education, and college life. This program is supported through a grant from the Sallie Mae Education Fund to the Association of Independent Colleges and Universities in Massachusetts (AICUM). In its 13th year of funding, in 2005 the program served 3,000 students statewide.

GEAR UP

GEAR UP (Gaining Early Awareness and Readiness for Undergraduate Programs) is a federally funded program managed by TERI in collaboration with the Massachusetts Board of Higher Education to boost college aspirations among students, promote a college-going culture at schools they attend, and support professional development of teachers and counselors. In August 2005, TERI received notice the program was refunded through August 2012. This past year, 1,300 students participated in GEAR UP.

Talent Search

Talent Search is a federally funded TRIO Program that identifies and assists low-income and first generation students who have potential to succeed in higher education. Through one-on-one advising and workshops, Talent Search advisors work with 625 students in grades 7-12 to encourage and help them complete high school and enroll in college. In 2005, 1/3 of students served were in middle school, 1/3 in grades 9-11, and 1/3 in their senior year.

Upward Bound

Upward Bound is a federally funded TRIO program with the goal of preparing low-income and first generation students to successfully enroll and persist in college. The program is offered year-round to 50 students at Brockton High School, and includes a 6-week summer residential program at Stonehill College that provides academic preparation and career exploration exercises, as well as the opportunity for students to take part in a volunteer project.

Southern College Tour 2005

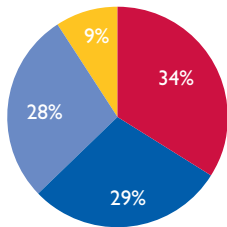
In April, 35 students from TERI's Upward Bound and Talent Search programs took part in the Southern College Tour, a week-long excursion to Virginia, North Carolina, Washington, DC and Maryland, designed for students to explore colleges outside their home state, including historically Black colleges and universities. Students from Brockton, East Boston, Hyde Park and West Roxbury High Schools met university students and toured classrooms and residence halls. For many, this exciting experience was their first exposure to the college exploration and application process.



RACIAL & ETHNIC BACKGROUND OF STUDENTS & ADULTS

Black/African American – 44%
Hispanic – 27%
White – 17%
Asian – 7%
Other – 5%

One-on-One Services by the Numbers



- School-based Programs – 13,115 (34%)
- Center Visitors – 11,200 (29%)
- Outreach – 10,950 (28%)
- Hotline – 3,445 (9%)
- Total – 38,710

OUTREACH

TERI at College Fairs, Local Organizations, Businesses, and Schools

TERI has a significant presence in the communities of Boston, Brockton and Chelsea, offering workshops at local agencies and schools on financial aid and college admission. TERI also staffs tables at college fairs, offering assistance to those needing help understanding their college options and information on securing financial aid. Nearly 11,000 individuals were served through outreach activities in 2005.

Over the Phone

For those unable to visit a Center and not enrolled in a School-based Program, TERI offers a statewide toll free telephone information hotline – 1-877-ED-AID-4U – for callers to speak with an Advisor over the phone and get answers quickly to questions about financial aid, the college admission process, and other college planning issues. This service is made available through the generous support of the Massachusetts Board of Higher Education, Office of Student Financial Assistance and the Massachusetts Rehabilitation Commission. TERI staff provided guidance to nearly 3,500 students and adults through the hotline in 2005.

Online College Planning Guide

TERI's college planning website – www.tericollegeaccess.org – offers resources, tips, and guidance on applying to college and identifying sources of financial aid. Also available are workbooks that can be downloaded free of charge, including *Get Ready for College*, a guide to the college admission process, beginning in 9th grade, and *Making College Affordable*, a guide on securing financial aid.

Ready for College! Television Show

This was the 3rd season of Ready for College!, a weekly television show broadcast by the Boston Neighborhood Network. As a means to 'get the word out' to Boston's families, the show covers a wide variety of topics, including the importance of early college awareness, what admission staff looks for, and education debt management. Guests have included college presidents, middle school principals, admission officers, and executive directors of local agencies. Since 2004, TERI has produced over 70 shows.

TERI'S PARTNERSHIPS

In addition to providing direct services to students and families, TERI plays a prominent role, regionally and nationally, identifying and promoting strategies that support access to higher education and increase financial aid opportunities for low-income, first generation college students and adults. Through research, policy-driving efforts and management of partnerships, TERI builds the capacity of schools and organizations to help students gain access to college.

BOSTON HIGHER EDUCATION PARTNERSHIP



The Boston Higher Education Partnership (BHEP) is a consortium of 32 public and private colleges and universities, and the Boston Public Schools, which facilitates higher education institutions working in collaboration with the Boston Public Schools and the business community to promote quality teaching and learning for Boston students. TERI manages the BHEP and supports many of its important initiatives.

BHEP 2005 Highlights

- BHEP published a policy brief on performance pay for teachers, which is part of the Massachusetts governor's comprehensive education reform bill that links teacher pay to evaluations of student performance.
- BHEP awarded the 2005 BHEP/TERI Faculty Fellowship to Lowry Hemphill, Associate Professor, Wheelock College. The Fellowship supports faculty sponsored research in collaboration with the Boston Public Schools (BPS) and is specifically designed to contribute to the BPS's Whole School Improvement Plan. Dr. Hemphill's research will provide useful knowledge to practitioners working in middle schools to help students improve critical thinking and reading skills vital to success in high school and preparation for college.
- BHEP hosted a curriculum institute for teacher education and arts and sciences faculty to learn more about and discuss Boston Public Schools curricular initiatives. Over 50 people participated, representing 12 higher education institutions and the Boston Public Schools.

COLLEGE READY NEW ENGLAND P-16 ALLIANCE



Formally launched at the annual meeting of the New England Board of Higher Education (NEBHE) in February 2006, the College Ready New England P-16 Alliance (CRNE) brings New England states together to create a unified voice for the region in addressing policy issues related to college access, achievement, and attainment for underserved students.

CRNE is a partnership of the Governors of the six New England states, TERI, the Nellie Mae Education Foundation, the New England Board of Higher Education, the Vermont Student Assistance Corporation, and the College Board.

NATIONAL CENTERS REPLICATION PROJECT

Nationally, TERI lends its expertise and experience to help communities throughout the U.S. create college access centers. Through a grant from the Wallace Foundation, TERI helped establish centers in Charlotte, NC, Louisville, KY, Milwaukee, WI, St. Louis, MO, San Francisco, CA, and Washington, DC.

In 2005, TERI worked with Hartford, CT, Rutland, VT, Chicago, IL and Phoenix, AZ to support the development of plans for college access centers for their communities.

Promoting
national
and regional
strategies that
support access
to higher
education

PATHWAYS TO COLLEGE NETWORK



Formed in 2001, the Pathways to College Network is an alliance of national organizations and funders committed to using research-based knowledge to improve college access and success for the nation's many underserved students. TERI is the managing partner of the Pathways Network.

Pathways to College Network 2005 Highlights



- In July 2005, the Pathways Network launched the College Access Marketing website (www.collegeaccessmarketing.org) to assist states, institutions, and organizations in their efforts to promote college-going behaviors among students and families.
- The National Association of Student Financial Aid Administrators, a Pathways partner organization, devoted the fall edition of their journal, Student Aid Transcript, to college access financial aid topics, featuring articles from TERI CEO Willis J. Hulings III and Pathways Project Manager Karen Cheng.

- Jointly with its partners, the Network published two major reports in 2005 - *Early Commitment Financial Aid Programs: Promises, Practices, and Policies* and *The Link between High School Reform and College Access and Success for Low-Income and Minority Youth*.

Pathways to College Network Partner and Funder List

Partners

- TERI (The Education Resources Institute)*
- ACPA – College Student Educators International
- ACT, Inc.
- American Association of Community Colleges (AACCC)
- American Conference of Academic Deans (ACAD)
- American Council on Education (ACE)
- American Youth Policy Forum (AYPF)
- Aspen Institute
- Association of American Colleges & Universities (AAC&U)
- College Board
- Council for Opportunity in Education (COE)
- Council of Chief State School Officers (CCSSO)
- Education Commission of the States (ECS)
- Forum for Youth Investment
- Institute for Educational Leadership (IEL)
- NASPA – Student Affairs Administrators in Higher Education
- National Association for College Admission Counseling (NACAC)
- National Association for the Advancement of Colored People (NAACP)
- National Association of Secondary School Principals (NASPP)
- National Association of Student Financial Aid Administrators (NASFAA)
- National College Access Network (NCAN)
- National Council for Community and Education Partnerships (NCCEP)
- National Scholarship Providers Association (NSPA)
- National Urban League (NUL)
- Pacific Resources for Education and Learning (PREL)
- Southern Regional Education Board (SREB)
- Social Science Research Council (SSRC)
- State Higher Education Executive Officers (SHEEO)
- University of California – Office of the President (UCOP)
- Western Interstate Commission for Higher Education (WICHE)

Past and Current Funders

- Arthur M. Blank Family Foundation
- Daniels Fund
- Ford Foundation
- Bill & Melinda Gates Foundation
- GE Foundation
- James Irvine Foundation
- KnowledgeWorks Foundation
- Lucent Technologies Foundation
- Lumina Foundation for Education
- Nellie Mae Education Foundation
- The Sallie Mae Fund
- Time Warner, Inc.
- U.S. Department of Education, FIPSE
- W.K. Kellogg Foundation

*Managing Partner

TERI receives support from colleges, foundations, corporations and individuals committed to promoting access to education

SUPPORTERS OF TERI'S COLLEGE ACCESS PROGRAMS

Foundations, Corporations and other Supporters

American Student Assistance
Asian American Civic Association
Association of Independent Colleges and Universities in Massachusetts (AICUM)
Bank of America
Boston Centers for Youth and Families
Boston Public Library
Boston Public Schools
Brockton High School
Bunker Hill Community College
Career Works
Colleges of Worcester Consortium
Dunkin' Brands, Inc.
IBM
Lumina Foundation for Education
Massachusetts Board of Higher Education
Massachusetts Rehabilitation Commission
The Sallie Mae Fund
State Street Foundation
TERI (The Education Resources Institute)
U.S. Department of Education – TRIO Programs: Educational Opportunity Center; Talent Search and Upward Bound

Advisory Board

Grace Bartini – American Student Assistance
Deidre Brennan – Boston Public Library
Judith Burnett – Bunker Hill Community College
Will Escobar – Boston Public Schools
Steven Gag – Boston Mayor's Office
Alison Hitesman – Association of Independent Colleges and Universities in Massachusetts (AICUM)
Peter Lee – Boston Public Schools
Vincenta Magaletta – Boston Public Schools
Clantha McCurdy – Massachusetts Board of Higher Education
Liliana Mickle – University of Massachusetts Boston
Marita Prater – Massachusetts General Hospital
Scott Prince – Massachusetts Educational Financing Authority (MEFA)
Steve Reuys – Adult Literacy Resource Institute
Karen Shack – Boston Private Industry Council
Kathleen Teehan – University of Massachusetts Boston
Patricia Toney – Roxbury Multi-Service Center
Barbara Tornow – Boston University

Member Colleges

Babson College
Bay State College
Benjamin Franklin Institute of Technology
Bentley College
Boston College
Boston University
Brandeis University
Bunker Hill Community College
Curry College
Emerson College
Emmanuel College
Fisher College
Gibbs College
Harvard University
Lesley University
Mount Ida College
Newbury College
Northeastern University
Pine Manor College
Regis College
Roxbury Community College
Simmons College
Stonehill College
Suffolk University
University of Massachusetts Boston
Urban College of Boston
Wellesley College
Wentworth Institute of Technology
Wheaton College
Wheelock College

TERI (THE EDUCATION RESOURCES INSTITUTE) STAFF

Executive Staff

Willis J. Hulings III – President and CEO
Ann Coles – Senior Vice President, Regional & National College Access Programs
William Davidson – Vice President & Chief Financial Officer
Jane Dixon – Vice President, Administration
Adrian Haugabrook – Vice President, Local College Access Programs
Ann O'Rourke – Vice President & General Counsel
Lisa Flanagan – Executive Assistant to the President

College Access Programs

Administration

Kristi Pierce – Associate Executive Director, Local Programs
Jane Horton – Director, Education Advising & Outreach
Lydie Ultimo – Director, Brockton TRIO Programs
Timothy Eisenstadt – Marketing Manager
Jennifer Lacroix – Senior Administrative Assistant

School-based Programs

COACH Program

Martha Mullane – Director
Christina Dobbs – Program Assistant/Intern, Harvard Graduate School of Education
Sara McPhee – Program Coordinator, Harvard Chapter
Amanda Slack – Program Coordinator, Suffolk Chapter
Collen Zaller – Program Coordinator, Boston University Chapter

College Knowledge PREP & Kids to College

Rose Seale – Early Awareness Specialist
Manuela Familia – Tutor/Counselor
Brenda Lee Hernández – Summer of Opportunity Intern

GEAR UP

Emily Singer – Program Manager
James Brewer – Education Advisor
Raphael Genao – Education Advisor
Elsa Jiménez – Education Advisor

Talent Search

Marsha Inniss – Program Manager
Marty Elmore – Education Advisor
Mindy Hershberger – Program Assistant, Talent Search and Upward Bound
Alix Hogu – Education Advisor
Michael Spencer – Education Advisor
Jeanna Murat – Intern

Upward Bound

Gail Bowman – Program Manager
Gwendolyn Nauls – Senior Advisor
Shayla Jordan – Stonehill College Intern

College Access Centers

Cecilia Bell – Education Advisor
Elliot Brandow – Information Resources Specialist
Dana Cole – Education Advisor and Outreach Coordinator
Jodi DiGregorio – Education Advisor (in partnership with American Student Assistance)
Kevin Fudge – Education Advisor (in partnership with American Student Assistance)
Reggie Harge – Education Advisor
Ana Frega Ketler – Education Advisor
Anna Kogan – Education Advisor
Carmen Lafontaine – Parent and Community Liaison
Ken Law – Information Technology Specialist
Elizabeth Patterson – Education Advisor
Beverly Pierce – Administrative Assistant
Ellen Ronayne – Senior Education Advisor and Volunteer Coordinator
Annie Zhang – Senior Education Advisor and Technology Coordinator

Part-time Staff

Laura C. Burgess
Jane Dougan
Christopher Keeling
Beverly Mills
Debra Mills
Carmen Pineda
Anna Poroskey
Edna Pruce
Robyn Stewart
Gail Lemily Wiggins
Clifford Wong

Interns/Work Study

Eleanor Brennan – Harvard University
Susan Cohen – Harvard University
Allyson Flaster – Harvard University
Brooke Sajor – Harvard University
Porschea Battles – Summer of Opportunity
Mai Tran – Summer of Opportunity

Volunteers

Reginald Nichols
Leah Rochelle

College Access Partnerships

Boston Higher Education Partnership

Deborah Hirsch – Executive Director
Mandy Savitz-Romer – Associate Director
Tracy Rokas – Research Associate
Rachel Gilliam – Administrative Assistant
Paula Clark – Director, GEAR UP in Boston
Aimee McCarron – Technical Administrative Assistant, GEAR UP

Pathways to College Network

Ann Coles – Director
Ruth Sherman – Associate Director
Karen Cheng – Project Manager

For more information on TERI, please contact:
Timothy Eisenstadt, Marketing Manager

TERI (The Education Resources Institute)
Park Square Building
31 St. James Avenue, 4th Floor
Boston, MA 02116

(617) 556-0565
email: collegeaccess@teri.org



Park Square Building
31 St. James Avenue, 4th Floor
Boston, MA 02116

www.tericollegeaccess.org
www.teri.org