



College Now
Greater Cleveland

2022 REPORT TO THE COMMUNITY

Letter from the **Board Chair and CEO**

Dear friends of College Now,

When we signed off on College Now's 2021 Report to the Community, we did so with wishes of optimism that, this year, we'd be writing to you in a world returning to a sense of normalcy after the COVID-19 pandemic. Over the last year, however, we've learned that what we should hope for is a world moving forward and redefining what normalcy means as we find ourselves – and our work – changed for at least the foreseeable future by the occurrences of the past two years.

The COVID-19 pandemic has transformed the way in which we all live our lives. At College Now, that is no different, and we have spent the better part of the last two years adapting, reinventing, and reimagining our work to meet the current moments and needs of our students. Throughout our over 50-year history, College Now has seen success when we have moved our work forward by acknowledging the challenges facing students and responding in kind, as we have done again this year.

Over the past year, College Now has constantly worked to redefine and reinvent our programs and services to serve our community most effectively in light of the pandemic. Whether that has meant moving to hosting virtual workshops for students and families or offering FAFSA workshops outdoors to meet safety guidelines, we have made the necessary changes to provide our services in the safest and most effective ways possible. You will read in this report about the community outreach work our Programs team has participated in this year to literally meet students where they are in the community, especially when schools may have not been as accessible, and you'll also read about College Now's growing and expanded programming, made possible by winning 21 new and renewed federally funded grant awards this fall.

But it hasn't just been our tangible programs that have required reinvention. The pandemic and the rapidly changing workforce needs in our community have caused us to rethink the way we advise students. While we know that education after high school is vital for students to find a career that pays a livable wage, we also know that the path of pursuing a four-year degree isn't the best fit for every student. We want to make sure that all students have a plan and a pathway after high school. In this report, you will read about how we have iterated and evolved our advising mindset with students to help ensure every individual has a postsecondary plan that is the best fit for their specific skills, interests, and academics, and pushes them each to reach their maximum potential. We are excited about the local partnerships forming that will help make this happen on a deep level

in the Cleveland Metropolitan School District through the new PACE program, and we know this redefined approach toward postsecondary planning will ultimately help serve every student in achieving their individual goals.

We have also accelerated our work with adults this year, partnering with local employers to bring talent solutions to their businesses to help their employees reach their own maximum potentials within their organizations, as well as piloting an Adult Learner Mentoring Program for our adult scholarship recipients to support them during their own postsecondary journeys. And, speaking of mentoring, the Mentoring Program has been more important than ever this year as mentors helped traditional age scholarship recipients navigate through the challenges of COVID during their postsecondary experiences. Students have had more questions and uncertainties around their college experiences this year, and mentors have been there for them every step of

This year has brought about change in almost every aspect of our work, and it is also a year of change in College Now's Board leadership. On February 1, 2022, the role of Board Chair officially transitioned to Mike Cogan, President of Northern Trust's Ohio Market. We are thrilled as an organization to have elected Mike and look forward to what he will bring to the organization with his leadership as Chair.

A special note from Lee Friedman: I would like to close this letter out by thanking Mark Ross for his leadership and his guidance in helping us navigate what could have been a tumultuous period of our history during the pandemic. It is because of the strength of our team and Mark's leadership that College Now was able to emerge from the pandemic as strongly as we have. We thank him deeply for his commitment to College Now and his dedication to ensuring that our students, staff, and community have all been supported during his time as Board Chair.

We look forward to continuing to push our work and our world forward with all of you, and thank each and every one of you for your continued support of College Now.

Mark D. Rosa Vertidian

Board Chair (through February 1, 2022)

Lee A. Friedman CEO





Mission, Vision, and Values

College Now's mission is to increase postsecondary educational attainment in Greater Cleveland through college and career access advising, financial aid counseling, and scholarship and retention services.

We envision a future in which all members of our community have the support they need to successfully complete their postsecondary education, allowing them to lead more satisfying and productive lives and contribute to the region's economic vitality.

We value being student-focused; promoting equity and inclusion; inspiring dreams; teamwork; integrity; and quality in all that we do.

DIVERSITY STATEMENT

At College Now, diversity, equity, and inclusion are at the center of our mission. We are committed to empowering all students across Northeast Ohio to achieve their dreams. However, we acknowledge that the educational system in which we operate perpetuates inequality, and it is our goal to undo the forms of systemic oppression that face students of all ages. We believe that the opportunity to complete a postsecondary education should be available to everyone regardless of race, age, gender identity, sexual orientation, physical or mental ability, ethnicity, or income level.

We are committed to fostering a diverse, inclusive workplace that is representative of the communities and students that we serve. We urge our staff to reflect on themselves and their departments through the lens of diversity, equity, and inclusion. We encourage our staff to bring their full, authentic selves to work in ways that are considerate and affirming of all colleagues, clients, and partners. We expect that staff will consistently challenge themselves and their colleagues to do better for both one another and our clients. By empowering our staff to feel comfortable engaging in respectful dialogue and sharing their experiences, we build a culture of compassion, innovation, and creativity that makes us more effective in achieving our mission.

Financial Results

Operational Revenues

Ending July 31, 2021

TOTAL	\$21,527,175
Other	\$600,503
Fee for Service	\$1,686,392
Say Yes Fiscal Administration	\$4,104,330
Government Grants	\$4,992,130
Individuals and Organizations	\$699,628
Corporations	\$2,972,167
Foundations	\$6,472,025

Operational Expenses

Ending July 31, 2021

TOTAL	\$21,050,557
Development	\$723,463
General Administration	\$589,649
Say Yes Fiscal Administration	\$4,104,330
Scholarship and Retention Services	\$1,757,057
Scholarship Awards	\$5,948,112
Advising and Counseling Services	\$7,927,946

RE-ENGAGING

National Postsecondary Enrollment Rates FAFSA Completion and College Enrollment Rate **FAFSA Non**completion College **Enrollment** According to the National College Attainment Network, high school students from low-income backgrounds who completed the FAFSA in 2019 enrolled in postsecondary educational institutions by the following November at a rate of 92 percent, whereas those who did not complete the FAFSA enrolled at a rate of just 51 percent. College Now Greater Cleveland

Students Through Community-Based Advising

A CHALLENGE

One of the key indicators of postsecondary enrollment is completion of the Free Application for Federal Student Aid (FAFSA). The FAFSA is the gatekeeper of nearly every form of student financial aid, beginning with the federal Pell grant, which is offered to students who come from extremely low-income backgrounds. According to the National College Attainment Network, high school students from low-income backgrounds who completed the FAFSA in 2019 enrolled in postsecondary educational institutions by the following November at a rate of 92 percent, whereas those who did not complete the FAFSA enrolled at a rate of just 51 percent.



OPPORTUNITY & SUCCESS

The Advising team discovered BEST Community Resource Center's Mobile Academic Classroom. The Mobile Classroom is a school bus that has been redesigned to house learning stations for students, offering a creative space where our advisors could work with students in-person while school buildings remained closed.

Following strict health and safety protocols, students, families, and our advisors boarded the Mobile Classroom, which was parked outside of schools, libraries, and other community centers. Advisors provided assistance with any and all aspects of the postsecondary process, such as creating task plans to ensure that deadlines were not missed for applying for acceptance into a postsecondary

Each academic year, one of the College Now Advising team's primary goals is to ensure that as many high school seniors as possible file the FAFSA. Because of challenges brought on by the pandemic, the 2020-2021 academic year was an incredibly difficult year for FAFSA completion, especially for students from low-income backgrounds.

Throughout the pandemic, our advisors have conducted virtual outreach to students and families, working with them via email, phone, and video calls. However, access to technology persistently created barriers for many students whom advisors previously could have reached in-person through school-based advising. To bridge this digital divide, the Advising department developed an innovative strategy that required wheels—to better reach students while schools remained closed.

If we cannot reach students through email, phone, or video call, and if in-school meeting opportunities are limited, we need to meet students in their neighborhoods and places that are accessible to them. Our students will always be our number one priority, and we will do whatever we need to do to make sure they receive the guidance and support they need."

- DR. MICHELE SCOTT TAYLOR, CHIEF PROGRAM **OFFICER AT COLLEGE NOW**

program; applying for scholarships and financial aid support, including the FAFSA; registering for standardized tests and completing forms for fee waivers; and more.

This work continued into the summer and the 2021-2022 academic year and, with support from AmeriCorps and ServeOhio as well as the Ohio Department of Higher Education, has evolved into ConnectED, College Now's community-based advising work. Through ConnectED, College Now advising has been made available in numerous places across Northeast Ohio, including movie theaters, parks, recreation centers, the Cuyahoga County Fair, Public Square in downtown Cleveland, and more!



RETURNING

Though community-based and virtual advising continues to expand College Now's reach, the Advising team was excited to have the opportunity to return to school-based advising in the fall of 2021. Annie Drechsler, our advisor at the Cleveland Metropolitan School District's John Marshall High School shared, "It was exciting to be back. The students clearly missed one another and their teachers. The last time we were in school, the current seniors were sophomores."

A lot can change for a student between their 10th and 12th grade years. At John Marshall, students appear to be opting



to In-Person **Advising**

for gap years between high school and postsecondary more often than in years past. They are also taking advantage of test-optional policies implemented by many institutions during the pandemic, in which students are not required to submit an ACT or SAT score for consideration for admission. Our advisors, however, continue to stress that while some colleges and universities are test optional for admission, these scores remain important for awarding scholarships.

Annie described remote advising as "more transactional," than in-person advising, explaining that the small moments to connect make an enormous difference in student morale and engagement, as well as ease of collaboration with teachers. "The school feels closer than before," Annie says. Despite ongoing pandemic-related adjustments in schools, College Now advisors remain steadfast in their commitment to building and maintaining relationships with students and their families through the postsecondary planning process.

"The school feels closer than before"

- ANNIE DRECHSLER, COLLEGE AND CAREER ACCESS ADVISOR

REFLECTING



on Postsecondary **During a Pandemic**

Ashley Rodriguez is a second-year student studying graphic design at Cuyahoga Community College. Her entire college experience has occurred amidst the pandemic.

Ashley has mixed feelings about virtual learning. On one hand, her learning style makes it difficult to learn exclusively online, but on the other, even when in-person learning became an option, Ashley remained home as much as possible out of concern for her family's health and well-being. Ashley's three siblings also were completing school online, so staying organized, managing her time, and finding a quiet place to focus on schoolwork has been incredibly difficult.

Despite these challenges, Ashley's grades have remained strong, and she's received a lot of support from family and friends, her college's tutoring center, her Say Yes Success Coach, and her College Now mentor throughout her college experience. Ashley shared that she's also received financial support by completing her FAFSA, the gatekeeper of nearly all student financial aid.

About her Say Yes Success Coach, Alicia Jordan, Ashley says, "She's the best. She's given me the tough love that I've needed

to keep moving forward." Say Yes Coaches are part of Say Yes Scholars, a special feature of Say Yes Cleveland at Cuyahoga Community College that is offered thanks to restricted philanthropic support. Say Yes Success Coaches provide one-on-one coaching and support, as well as campus-based and virtual

programming, to support CMSD graduates. In particular, Ashley speaks fondly of mental health-focused events supported by the Say Yes Scholars program, commenting that the pandemic has exacerbated anxiety and depression for many students.

Ashley notes that if there is one positive thing that has come from the pandemic: "it's taught me how to be more independent. Before, I was afraid to ask for help when I needed it. But I have learned to advocate for myself." Ashley's message to other students is that even though the pandemic has created immense challenges,"...it's not impossible to pursue your dreams. There are resources to support you like College Now and Say Yes."

Student Support RETHINKING

A major component of postsecondary education that has been affected by COVID-19 is access to mental health support for students. Studies have found that college students have experienced a 36 percent increase in risk of clinical depression since the onset of the pandemic'. Despite this significant uptick in needs for mental health services, these supports remain difficult to access for many students, which is why College Now has worked to find creative solutions to further support the vast needs of students.

Beginning in December of 2021, the College Now Mentoring Program began piloting a tele-mental health program in partnership with Beech Brook, a local nonprofit that provides behavioral health services. The organizations partnered to create a referral system in which college students could receive counseling for a range of common issues, including anxiety and depression.

Any student in the Mentoring Program was eligible to participate, including students without health insurance. Students had the option to refer themselves or to be referred by a College Now staff member. Once referred, counselors at Beech Brook met with students virtually and worked with them to develop a care plan. Results from the pilot program will be evaluated in 2022 and used to inform ongoing efforts to support student mental health.

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REIMAGINING



Photo by McKinley Wiley, The Dark Room Co. Courtesy of Girl Scouts of North East Ohio

Number of area employers represented by College **Now mentors**

the Talent **Pipeline**

When she first started working at Sherwin-Williams, Lexi Lee said people were surprised, wondering if she had switched her goals from a career in information technology to chemistry and paint-making. People didn't understand the vastness of the Sherwin-Williams workforce, explained Lexi, because "...they just see us as the paint store down at the corner." For Lexi, seeing "how it's all really executed" and being part of the company's team has been the most rewarding – and surprising! – part of her apprenticeship with Sherwin-Williams as an IT Professional Apprentice in Threat Management.

have that professional experience. I didn't really have anyone to help me navigate . . . So, I thought it was a really unique opportunity for me to give back that experience that I wish I had at that time in my life." And, as a female in the tech industry, Angela knew first-hand that a need existed for support and mentorship for students students in the field,

Angela shared, "I was so impressed with Lexi when we first met that my first thought was, 'What am I ever going to be able to offer this outstanding woman in her journey?' I was paired with someone who already knew what she wanted, who had had success already in her field, but then I could take the role and be very focused in where she needed my support." Lexi was also struck by the initial possibilities for the relationship. She said what stood out most was Angela's personal interest in her and the care and concern she demonstrated right away.

"It has been our honor to support these talented students in achieving their academic and career dreams. In 2022, we look forward to ramping up our efforts to recruit even more mentors from our Sherwin-Williams family; hopefully, we can have many more stories like Lexi and Angela's."

Lexi's College Now mentor, Angela Salviejo, introduced Lexi to the apprenticeship opportunity and encouraged her to apply. As a 20-year veteran of Sherwin-Williams and the current Director of the Digital Innovation Accelerator, Angela knows a great opportunity when she sees one – and great talent. "Early on in [Lexi's] journey, I told our leadership, 'Keep your eye on her! Do not let her get away. I promise you she is a future leader at Sherwin."

Angela and Lexi met in 2019 when Lexi matriculated to Cleveland State University. The duo was brought together via the College Now Mentoring Program, which pairs College Now scholarship recipients with a personal, one-on-one volunteer mentor for the duration of their undergraduate college experience. Angela found the College Now Mentoring Program through a workplace-sponsored information session. One of her colleagues invited her to attend, and after she did, she was hooked. Angela says she was drawn to pay it forward. "My parents were 100 percent supportive of everything that I did, but they didn't have the college experience, they didn't

That connection has been a two-way street. When asked what she's learned from Lexi, Angela was quick to respond, "Sometimes when you get so involved in your career, you can forget the passion and the excitement of all of the things that are around you." Lexi has brought that wonder back to Angela. Angela went on to praise Lexi's outlook, saying that despite the challenges of the pandemic, Lexi has been "a ray of sunshine." She added, "With everything she has going on in her life, she's just so positive with it all. It's a good reminder for me when I'm feeling overwhelmed . . . it's not just me advising her, it's her advising me also."

In addition to Angela, 42 Sherwin-Williams employees are volunteering as mentors with College Now. Sherwin-Williams is also a decades-long philanthropic supporter of College Now. The company has a long history of providing critical leadership and expertise to our Board. Currently, Josh Bagshaw, President and General Manager of Sherwin-Williams Midwest Division, serves as a member of the College Now Board.

JOIN IN!

College Now is recruiting mentors! To find out more or to schedule an information session at your organization, visit www.collegenowgc.org/become-a-mentor.

REPURPOSING



Tried and True Student Success Models

For over a decade, College Now has seen first-hand that the impact a mentor can make in the life of a traditional college student with high financial need (demonstrated by Pell grant eligibility) is significant.

Based on the success of the established College Now Mentoring Program for traditional students, We began exploring the possibility of modeling a similar program for our adult learner scholarship recipients. In 2021, College Now's Adult Programs and Services department piloted our first Adult Learner Mentoring Program with a cohort of 10 mentor-mentee pairs, with the objective to smooth the transition from college to career.

Adult learners are often isolated in their experiences as students. They are older, sometimes by decades, than traditional students and can feel disconnected from these fellow students and their shared postsecondary institutions. They are more likely to commute to classes than to live on campus, and many adults must take classes at night to accommodate for daytime work and family obligations. Through ongoing advising sessions and conversations, College Now's Adult Programs and Services team learned just how pivotal support beyond an educational institution can be for non-traditional, adult learners.

College Now adult learner scholarship recipients were invited to apply to the pilot program and were required to include an essay describing how they believed they could benefit from having a mentor. Applicants with a major not connected to a clear career path and applicants of underrepresented populations were prioritized for participation. Most of the 10 selected applicants are first-generation college students, and each was intentionally paired with a mentor from among more than 300 volunteers. Adult Learner Mentoring Program mentors serve as graduation coaches and support their mentees as they transition from college to career.

One participating student, Jayvaughn Seymour-Greene, who studies biology and history at Case Western Reserve University, shared that it has been "...very encouraging to see that people are willing to help you along your journey." Jayvaughn's mentor is a medical student at Northeast Ohio Medical University (NEOMED) and a fellow non-traditional learner. The pair have strikingly similar backgrounds — including both being native Californians! — and Jayvaughn

"All of the programs and supports that College Now provides [have] been something I would definitely recommend that people take advantage of."

- JAYVAUGHN SEYMOUR-GREENE, COLLEGE NOW ADULT LEARNER SCHOLARSHIP RECIPIENT

said that he has received invaluable advice and resources from his mentor, including with MCAT (Medical College Admission Test) preparation and help with his student budgeting, that "...helped me not make the same mistakes as other medical school applicants."

In addition to being matched with a mentor, participants were awarded a supplemental scholarship and were required to communicate at least once per month with their mentor using an online platform. Participants received additional support through networking opportunities and professional development resources throughout each semester, including sessions on optimizing their LinkedIn profiles and resume reviews.

Five of the students in the program's pilot will graduate in the spring of 2022 and the remaining five students will continue into the fall. The Adult Programs and Services team continues to diligently track employment outcomes of students in this first cohort, which will be shared in a future report.

The Adult Learner Mentoring Program's inaugural year (the 2021-2022 academic year) was generously supported by the Harvard Business School Club of Northeast Ohio. Thanks to the Club's continued support, the program's second year (the 2022-2023 academic year) will support 25 mentor-mentee pairs. College Now looks forward to continue deepening the comprehensive supports we provide to adult learner scholars through mentorship.

RETAINING **Postsecondary Workforce Credentials** Current Attainment **Attainment Goal by 2025** Rate With a statewide attainment goal of 65 percent of Ohioans ages 25-64 earning a degree, certificate, or other postsecondary workforce credential of value in the workplace by 2025, and a current attainment rate of only 45.5 percent, the investments that Ohio makes in its workforce need to be wide-reaching.

our Region's Talent with MOEN College Now @ Work

One of the most effective ways to build the regional workforce in Northeast Ohio is to invest not only in traditional high school and college students, but in adults, as well. With a statewide attainment goal of having 65 percent of Ohioans ages 25-64 earn a degree, certificate, or other postsecondary workforce credential of value in the workplace by 2025, and a current attainment rate of only 45.5 percent, the investments that Ohio makes in its workforce need to be wide-reaching.

In 2021, College Now scaled its College Now @ Work program, which is aimed at businesses and organizations to help upskill employees and invest in their development to support employee retention. College Now @ Work enables employers to partner with College Now to offer our expert advising and postsecondary support services to their employees. These services help employees plan and take steps toward completing the degree or credential necessary to grow within their employer's organization, helping employees achieve promotions, raises, or other workforce advancements.

One of the first organizations to utilize College Now @ Work was Moen Incorporated, the No. 1 consumer faucet brand in North America and an innovative market leader in the plumbing iindustry that is headquartered locally in North Olmsted, Ohio. With the support of Ashley George, CFO and SVP Finance, Global Plumbing Group at Moen and member of College Now's Board, College Now worked with Moen's Contact Center to pilot College Now @ Work. Andy Cifranic, Director of the Consumer Connected Contact Center, said his team felt that College Now @ Work was a natural fit, as there were many Contact Center employees who expressed interest in returning to school to earn their degrees. He added that Moen has a long history of supporting its employees and helping them grow in their careers with the organization.

"Bringing College Now @ Work to our staff in the Contact Center was a no-brainer," Andy said. "As a company, Moen already has a tuition assistance program, but we saw there were opportunities to encourage more employees to take

advantage of it. We thought that College Now @ Work was the perfect fit to add on to that existing benefit, especially for people who want to use it but might say, 'I don't know how. How do I get to a place where I can even use the tuition assistance program?'"

Upon the initial rollout of College Now @ Work to Moen's Contact Center, there was immediate interest from a small group of people, which Andy said was anticipated.

"College Now @ Work is a benefit that is wonderful to have when you need it. For most people, it is a benefit that doesn't matter until that moment when it does," Andy explained. "We received good feedback from a small number of people who were immediately interested, which is exactly what we wanted. Having College Now @ Work is about having the benefit available for employees at the ready; when you're ready to engage with the program, it is here."

"We understand that everyone goes through their education, career and professional development journey at a different pace," Andy continued. "As long as there are a small number of people engaging, that is a big win for us."

Of course, College Now @ Work is not limited to supporting individual employees. Since College Now has expertise serving students of all ages as they advance to and through their postsecondary journeys, College Now @ Work can also help employees' families and children navigate the process, which Andy mentioned as being an additional benefit for his team

Moen hopes to roll out College Now @ Work more widely in 2022, now that they have piloted the program with their Contact Center staff.

"We're only as good as our people, and College Now @ Work is a great example of just one of the many ways we support our diverse workforce," Andy said. "It gives another benefit for our employees' personal and family growth and deepens the relationship that College Now and Moen have already built. That relationship is all about helping others grow, helping yourself grow, and helping your family grow, and College Now @ Work ties that all together."

If your business or organization is interested in College Now @ Work, please reach out to College Now at info@collegenowgc.org or call 216.241.5587 for more information about how College Now @ Work can work for your employees.

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RELENTLE

College Now has long known that supporting students through their educational journeys doesn't happen in a vacuum. The supports that help students along the way – from elementary school through postsecondary graduation – are far-reaching, and, in Cleveland specifically, the collective impact of the community on student success is deeply understood and embraced. For years, Cleveland has implemented community initiatives designed to support and elevate education, including the Cleveland Plan, the Transformation Alliance, PRE4CLE, and the Higher Education Compact of Greater Cleveland. College Now has played a key leadership role in many of these community-wide education efforts and continues to do so to this day with two of the latest initiatives.

Dr. Michele Scott Taylor, Chief Program Officer at College Now, speaking at the PACE launch event in November 2021.

Commitment to our Community

SAY YES CLEVELAND

Launched in January 2019, Say Yes Cleveland is a community initiative that provides support services to students in the Cleveland Metropolitan School District (CMSD) from Pre-K through high school graduation. It also provides last-dollar, tuition-only, gap-closing scholarships for eligible CMSD graduates. College Now serves as the fiscal agent for Say Yes Cleveland and also administers the Say Yes Cleveland scholarships. Recognizing the impact of College Now's Mentoring Program, Say Yes Cleveland requires its scholarship recipients to participate in our Mentoring Program.

Now in its third of 25 years of planned services, Say Yes Cleveland is expanding on schedule to provide school-based support services to all CMSD elementary and high schools, reaching 69 schools in 2021-2022. This means that more students are receiving life-changing community supports that are coordinated by school-based Say Yes Family Support Specialists, and more students are applying for and securing Say Yes scholarships to support their postsecondary education journeys. While the COVID-19 pandemic pushed many CMSD graduates away from their immediate postsecondary education goals, there are currently 1,179 Say Yes-eligible scholars enrolled in college or career training from CMSD's classes of 2019 and 2020. All said, Say Yes Cleveland has paid \$3 million in scholarships, with \$1,877,819 being allocated for scholarships in the 2020-2021 academic year.

Say Yes Cleveland 69 Schools receiving Say Yes Cleveland support 1,179 Currently enrolled Say Yes scholarship recipients \$3 million Paid in scholarships, with almost \$1.9 million

allocated in 2020-21

PLANNING AND CAREER EXPLORATION (PACE)

Adding another layer of student-focused postsecondary support, in November 2021, CMSD and the Cleveland Foundation launched a new community initiative for CMSD students called PACE (Planning and Career Exploration). PACE is a curriculum which is being embedded into CMSD's 6th- to 12th-grade curricula to help students gain knowledge, skills, and experiences for careers they wish to pursue. The ultimate objective of PACE is for students to graduate from high school with a specific career plan and a pathway for how to realize that plan, which can include goals to complete college, career training, or another form of postsecondary education.

PACE brings together the public sector, regional employers, and youth-serving organizations to provide students with information and hands-on experiences regarding potential careers that align with students' interests and skillsets. College Now is one of six core partners in the PACE initiative, along with Neighborhood Leadership Institute (True2U), Junior Achievement of Greater Cleveland, Youth Opportunities Unlimited (Y.O.U.), Greater Cleveland Partnership, and The Fund for Our Economic Future. The planning for PACE began in 2019 and, since then, the initiative has worked collaboratively with over 100 individuals, 40 organizations, and 70 employers to develop the program and the curriculum.

PACE will reach its full capacity in the 2022-2023 school year, and College Now looks forward to collaborating with all PACE partners to continue to help CMSD students move from here to career!



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Every year, College Now submits numerous grant requests to federal, state, and local government agencies, as well as to foundations and other grant-making organizations, requesting critical financial support to continue existing programs and initiate new ones that help the students we serve attain a postsecondary education.

This year, College Now was thrilled to learn that our services could be expanded to reach more students and adult learners who need our help thanks to grants that were awarded for 21 new and renewed federal programs! This restricted support enables us to target and serve middle school, high school, college, and adult students, who are primarily from low-income backgrounds and who often are their families' first college students, to improve their postsecondary readiness, access, and educational attainment.

These highly competitive grants span multiple years and support a variety of programs and services to be conducted by College Now and our partners. For the 2021-2022 fiscal year, \$4.1 million from these awards will support students and adults served by College Now across Cuyahoga, Lorain, and Summit counties.

new grant in Cuyahoga County

\$8 million over five years for intensive supports for at least 225 students

renewed grants across **Cuyahoga and Lorain** counties

9 million 2020-21

for continued intensive supports for at least 540 students/year

NITA M. LOWEY 21ST CENTURY COMMUNITY LEARNING CENTERS

College Now's new Nita M. Lowey 21st Century Community Learning Centers grant was awarded by the Ohio Department of Education and will allow College Now to provide its impact! programming at Bedford High School.

The Ohio Department of Education also renewed funding to support College Now's 12 existing impact! programs at the Boys & Girls Clubs of Northeast Ohio (Cleveland – Broadway Club); Clearview High School; Cleveland Public Library – Main Branch; Cleveland Public Library – University Circle Branch; City Life; Euclid High School; Garfield Heights High School; Lorain High School; Longfellow Middle School; Warrensville Heights High School; Warrensville Heights Middle School; and Wellington High School.

renewed grant

2 new grants

\$4.4 million

in Cleveland and Cleveland Heights over five years serving

1.500 students per year

TALENT SEARCH

The U.S. Department of Education awarded College Now a renewal for its existing Talent Search program for students at Glenville High School, John F. Kennedy High School, John Marshall High School, Patrick Henry School, Wilbur Wright Elementary School, and Whitney M. Young PreK-8 School. The renewal will fund the program for five years and serve 500 CMSD students. Two new Talent Search grants will support programming for students at Garrett Morgan High School, Paul L. Dunbar, Riverside, and Waverly Middle Schools in CMSD, as well as students at Cleveland Heights High School and Monticello and Roxboro Middle Schools in Cleveland Heights-University Heights School District.

2 new grants

\$2.32 million

1,700 adults per year

EDUCATIONAL OPPORTUNITY CENTERS

The U.S. Department of Education awarded College Now two new EOC grants for adult programs and services in Cleveland and Akron which will enable adults to receive College Now's college and career access advising, financial aid counseling, and scholarship and retention services in Cleveland and Akron. The grants also support outreach efforts to find and attract adult learners to College Now services.

\$28 million

across Ohio with \$2.1 million for College Now services in Cuyahoga County-Bedford

8.000 students served per year across all Ohio sites

GEAR UP OHIO

College Now partnered with the State of Ohio and the Ohio Department of Higher Education to submit a \$28 million seven-year statewide GEAR UP grant that will support work at 17 Ohio schools in six Ohio communities (Bedford, Conneaut, Mansfield, Mt. Healthy, North College Hill, and Reynoldsburg) to help increase academic performance and preparation for postsecondary education. College Now will also provide technical assistance to the Ohio Department of Higher Education and GEAR UP Ohio's other five sites.

,050 students served per year

GEAR UP PARTNERSHIPS

College Now will partner with Cleveland Heights-University Heights and Clearview Local School Districts to support district and College Now programming to increase academic performance, college readiness, and college enrollment for students, as well as family knowledge of the postsecondary process.

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COLLEGE NOW DONORS 2021

This list reflects gifts, payments, and multi-year pledges from January 1- December 31, 2021. We have made every effort to ensure the completeness and accuracy of this report. If an error or omission has occurred, please accept our sincere apologies.

\$1,000,000 AND ABOVE

The Cleveland Foundation The George Gund Foundation Ohio Department of Education Say Yes Cleveland Scholarship Board, Inc. US Department of Education

\$500.000-\$999.999

Cuyahoga County The John Huntington Fund for Education

\$250,000-\$499,999

Deaconess Foundation Nordson Corporation Foundation Ohio Department of Higher Education Ohio Machinery Education and Opportunity Swagelok Company Jane D. White Fund No. 2

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Sheldon R. and Nancy W. Hartman

Patricia Karr-Segal John L. and Virginia Keiser

Robert and Susan Hurwitz

Elizabeth Honold

Amy E. Kellogg Kathleen M. Kennedy and Doug White **Brett Ketvertis**

Michele L. Krantz Bill and Karen A. Kufahl Brian M. Kus

Robert D. Labes and Sheryl Markowitz

Total estimated amount saved by 1,875 individuals who received College Now's student loan restructuring services over the last seven vears

2022 Report to the Community 23 * deceased

Bobby R. Larkin, Sr. Charitable Association, Inc. The Laub Foundation Richard and Jane Marcus Margaret A. McGrath Medic Management Group Miles Farmer's Market Clifford V. and Toni Miller Lorraine Miller Joseph J. and Sheri Morford The Burton D. Morgan Foundation Marc and Amy Morgenstern Evelyn B. Newell Michael M. Niro Alexander Phipps Sandra Pianalto Jason C. and Kellie Pinizzotto Amanda Pratt Andrew W. and Leslie Prusinski Reminger Co., LPA Madeline and J. Harlen Rife Andrew and Lynn Rollins Bobbi N. Roquemore Tim and Lisa Rose Mark Ross Steven and Lydia Rzucidlo Twyla Sales George F. Schaefer John and Barbara Schubert Katharyn Schwab Racheal Seibert Joanne Siegla Jeremy and Emily Spivack Sports & Scholars Jill Stanley Elaine Straub The Swamy Family Foundation **Taylor Oswald** TEGNA Foundation Thompson Hine LLP Jerry Sue Thornton Ryan and Linda Tirk Túcker Ellis LLP University of Akron Charles É. and Adrienne R. Van Dyke Deborah Vesy Jessica R. Vitale Krissie Wells and Alex Nosse Westfield Insurance Foundation Laurel Wilder and Zack Meisel John H. and Jacqueline F. Woods Steven and Ellen Young

Community and Educational Partners

ACE Mentor Program of Cleveland Al Ihsan School Allegheny College Art Academy of Cincinnati Ashland University AT&T Avon Local School District Baldwin Wallace University

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for students receiving traditional College Now and Say Yes Cleveland scholarships Bay Village City School District Bedford City School District Bellaire Puritas Development Corporation Berea City School District Berea College Big Brothers Big Sisters of Greater Cleveland Bowling Green State University Breakthrough Charter Schools Brecksville-Broadview Heights City School District Broadway - Slavic Village P-16 Brunswick City School District Bryant & Stratton College Burten, Bell, Carr Development, Inc. Capital University Care Alliance Health Center Carlow University Case Western Reserve University The Centers for Families and Children Central Michigan University Central State University Cincinnati Youth Collaborative City Club of Cleveland City of Cleveland City Life Center City Year Clearview Local Schools Cleveland Browns Cleveland Central Catholic High School The Cleveland Foundation Cleveland Guardians Cleveland Heights-University Heights School District Cleveland Metroparks Cleveland Metropolitan School District The Cleveland Museum of Natural History Cleveland Neighborhood Progress Cleveland Public Library Cleveland Rape Crisis Center Cleveland State University Cleveland Transformation Alliance Cloverleaf Local School District Code M Magazine College of Wooster Columbia Local School District Columbus College of Art and Design The Council for Economic Opportunities in Greater Cleveland Cuyahoga Community College Cuyahoga County Cuyahoga County Fatherhood Initiative Cuyahoga County Public Library Deaconess Foundation Defiance College **Denison University** East Cleveland City School District Eastern Michigan University Educational Service Center of Northeast Ohio Elyria Catholic High School Elyria City School District Esperanza Inc. **Euclid City Schools Euclid Public Library** Fairfax Renassiance Development Corporation Fairview Park High School Federal Reserve Bank Firelands Local School District Florida Institute of Technology Friendly Inn Settlement Future Plans Gannon University Garfield Heights City School District Great Lakes Science Center

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Greater Cleveland Partnership

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The George Gund Foundation Habitat for Humanity Higher Education Compact of Greater Cleveland Highland Local School District Hiram College Hispanic Roundtable Hocking College Holy Name High School Horizon Education Centers I Know I Can Indiana Wesleyan University Job Corps John Huntington Fund for Education John Carroll University Joseph's Home Kent State University Kenyon College Kev Bank Kiwanis Foundation of Cleveland, Inc. Lake Erie College Lake Erie Ink Lakeland Community College Lakewood City Schools Link 4 Schools Lorain City School District Lorain County Community College Lorain County JVS Lorain County Urban League MAGNET Magnificat High School Malone University Manufacturing Works Maple Heights City Schools Marietta College Matrix Trade Institute Mayfield City School District Medaille University Medical Mutual of Ohio Mercyhurst University MetroHealth System Miami University Midview Local School District Minds Matter of Cleveland Modern College of Design Moen Moms First Mount St. Joseph University Mount Vernon Nazarene University Muskingum University MyPath Mahoning Valley NÁSA Glenn Research Center National College Access Network National Scholarship Providers Association Neighborhood Connections Neighborhood Leadership Institute NEO Talent Exchange New Hope Fellowship Church NewBridge Cleveland Norman S. Minor Bar Association North Olmsted City School District Northeast Ohio Hispanic Center for **Economic Development** Northeast Ohio Voter Advocates Northern Kentucky University Notre Dame College Oberlin College Ohio Association of Student Financial Aid Administrators Ohio Department of Education Ohio Department of Higher Education Ohio Desk Ohio Means Jobs Ohio University Ohio Wesleyan University

Padua Franciscan High School Parma City School District Paul Mitchell The School Cleveland Polaris Career Center Princeton University Promise Academy Rochester Institute of Technology Rocky River City School District Saint Martin DePorres High School Salvation Army Say Yes to Education Cleveland Scholarship Central ServeOhio Seton Hill University Shaker Heights City School District Shape Cleveland Shawnee State University Sheffield-Sheffield Lake City Schools Sisters of Charity Health System Solon City School District South Euclid-Lyndhurst City School District St. Edward High School St. Ignatius High School St. Joseph Academy Stark Education Partnership Starting Point Summer on the Cuyahoga Summit Education Initiative SUNY Fredonia Teach for America TeamNEO Terra State Community College The North Coast College The Ohio State University Tiffin University Towards Employment Trinity High School U.S. Department of Education United Way of Greater Cleveland **Empowerment Center** University Circle Inc. University of Akron University of Cincinnati University of Dayton University of Kentucky University of Mount Únion University of Pittsburgh University of Rio Grande University of Toledo University Settlement Urban League of Greater Cleveland Urban League of Lorain County Ursuline College US Army Us Naval Academy Verto Education Villa Angela-St. Joseph High School Wadsworth City School District Warrensville City School District Washington University Washington and Jefferson College Wellington Exempted Village School District Westfield Insurance Wickliffe City School District WKYC Women's Leadership Guild Women of Color Foundation YWCA Greater Cleveland Young Latino Network Youth Opportunities Unlimited

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United Way of Summit County Financial Washington State Community College

Scholarship Fund of the Cleveland Foundation

* deceased

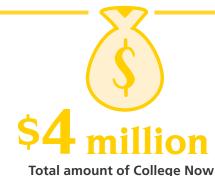
OhioGuidestone

Open Doors Academy

Olmsted Falls City School District

FEATURED STATS





Individuals served by
College Now annually
scholarships awarded to students last year

Average graduation rate

68%



for College Now scholarship recipients over the last three years (compared to the national average of 42% for students receiving the federal Pell grant)

\$88 million



Total scholarship dollars distributed by College Now since inception in 1967



College Now is a proud partner in the **Say Yes Cleveland initiative**, which provides wraparound services for Cleveland Metropolitan School District students and tuition gap-closing scholarships for eligible CMSD graduates. College Now administers the Say Yes Cleveland scholarship and also matches each recipient with a mentor.

Say Yes Cleveland is a 25-year scholarship program, and it is the program's goal to transform the lives of CMSD's students and families for generations to come through its support.



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IN MEMORIAM

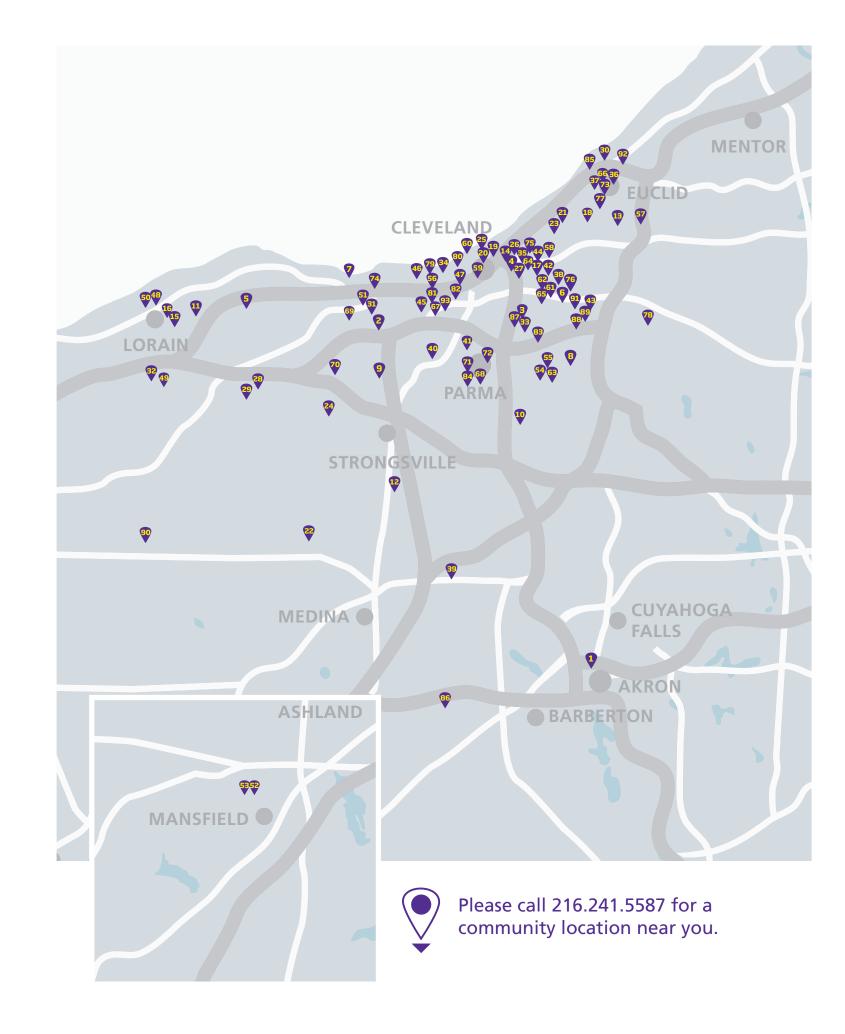
College Now Greater Cleveland honors the life and legacy of **Dr. Clarence Mixon**, who served as Executive Director of the Cleveland Scholarship Program (now College Now) from the early 1970s until the mid-1980s, and who passed away in November 2021. He oversaw the expansion of our work within CMSD and into suburban and parochial schools, and he also led College Now when our community-based work began. We were fortunate to have Dr. Mixon join us at our 50th Anniversary celebration in 2018, and we will always be grateful for the deep impact his leadership has had on our work.

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COLLEGE NOW **2021-2022 LOCATIONS**

- Akron Educational Opportunity HUB
- Al Ishan School 2
- Albert B. Hart K-8 School 3
- Alfred A. Benesch K-8 School
- **Avon High School**
- 6 Bard High School Early College
- Bay High School 7
- **Bedford High School**
- Berea-Midpark High School 9
- 10 Brecksville-Broadview Heights High School
- 11 Brookside High School
- 12 Brunswick High School
- 13 Brush High School
- 14 Campus International High School
- **15** Clearview High School
- **16** Durling Middle School
- 17 Cleveland Central Catholic High School
- **18** Cleveland Heights High School
- 19 Cleveland High School for Digital Arts
- 20 Cleveland Resource Center
- 21 Cleveland School of the Arts
- 22 Cloverleaf High School
- 23 Collinwood High School
- 24 Columbia High School
- 25 Davis Aerospace & Maritime High School
- 26 Design Lab Early College
- 27 East Tech High School (includes New Tech East)
- 28 Elyria Catholic High School
- **29** Elyria High School
- 30 Euclid High School
- 31 Fairview High School
- 32 Firelands High School
- 33 Garfield Heights High School
- 34 Garrett Morgan School of Science (2 schools)
- **35** George Washington Carver
- **36** Ginn Academy
- **37** Glenville High School
- 38 Harvey Rice Wraparound School
- 39 Highland High School
- **40** Holy Name High School
- 41 James Ford Rhodes High School (3 schools)
- 42 John Adams College & Career Academy
- 43 John F. Kennedy High School
- **44** John Hay High School (3 schools)
- 45 John Marshall High School (3 schools)
- 46 Lakewood High School
- 47 Lincoln-West High School (2 schools)

- 48 Longfellow Middle School
- **49** Lorain County JVS
- 50 Lorain High School
- 51 Magnificat High School
- 52 Mansfield High School
- 53 Mansfield Middle School
- 54 Maple Heights ECAC
- 55 Maple Heights High School
- 56 Max S. Hayes High School
- 57 Mayfield High School
- 58 MC2STEM-10th Grade
- 59 MC2STEM-11th and 12th Grades
- **60** MC2STEM-9th Grade
- 61 Miles K-8 School
- 62 Miles Park K-8 School
- 63 Milkovich Middle School
- 64 Mound Middle School
- 65 Nathan Hale School
- 66 New Tech Collinwood
- 67 New Tech West
- **68** Normandy High School
- 69 North Olmsted High School
- 70 Olmsted Falls High School
- 71 Padua Franciscan High School
- 72 Parma Senior High School
- **73** Patrick Henry K-8 School
- 74 Rocky River High School
- 75 Saint Martin de Porres High School
- **76** Shaker Heights High School
- 77 Shaw High School (East Cleveland)
- **78** Solon High School
- 79 St. Edward High School
- **80** St. Ignatius High School
- 81 St. Joseph Academy
- 82 Thomas Jefferson School
- 83 Trinity High School
- Valley Forge High School
- 85 Villa Angela-St. Joseph High School
- 86 Wadsworth High School
- 87 Warner Girls Leadership Academy K-8 School
- 88 Warrensville Heights High School
- Warrensville Heights Middle School
- 90 Wellington High School
- 91 Whitney Young K-8 School
- 92 Wickliffe High School
- 93 Wilbur Wright K-8 School





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