Welcome!
Agenda

1. Welcome
2. Parent Perspective
3. Internship Program Update
4. Say Yes Forever Endowment Campaign Announcement
5. Excelsior & Say Yes Update
6. Policy Update
7. 2017 Scholar Data
8. Q&A
Parent Perspective

- Assemblywoman Crystal Peoples-Stokes
- Tamara Smith, BPS Parent
CONGRATULATIONS GRADUATE!
Internship Program Update

- Emily Wyckoff, Say Yes Buffalo
- Joseph Asselta, Managing Director, Citi
- Myroslava Senkiv, Product Control Analyst, Citi
- Safia Hassan, student, University at Buffalo
Internship & Career Pathways Program

- **Goal:** create a pipeline for SYB scholars from college to local employers
- Opportunities recruited by SYB staff and the Buffalo Niagara Partnership
  - Employers self-fund internships for minimum $11/hour, 20 hours/week for 10 weeks
  - Say Yes provides metro passes to students who need assistance with transportation
$250K grant from Citi Foundation is growing program to serve more students, increase supports, diversify internship opportunities and facilitated hiring of two full time staff.
Pathways to Progress
Youth Workforce Fund

Citi Foundation
Youth Workforce Fund

- The Youth Workforce Fund seeks to invest in non-profit community-based organizations connecting low-income young people, ages 16-24, with workplace skills and employment opportunities including, but not limited to, full-time jobs, internships, and apprenticeships.

- The $4 million competitive fund will award one-year grants of up to $250,000 to a cohort of grantees across 15 markets in the United States including:

  - Buffalo, NY
  - Chicago, IL
  - Dallas, TX
  - Delaware
  - Florence, KY
  - Jacksonville, FL
  - Los Angeles, CA
  - Miami, FL
  - Newark, NJ
  - New York City, NY
  - San Francisco, CA
  - Sioux Falls, SD
  - Tampa, FL
  - Tucson, AZ
  - Washington, D.C.

- Selected grantees will also have access to Citi volunteers and a learning community to network and share best practices with other grantees.

Eligibility Criteria:

- Applicants need to be non-profit organizations with a 501(C)(3) designation from the I.R.S. and operational for more than 2 years.

- Focus on programming that engages youth ages 16-24 and reaches approximately 200 low- and moderate-income youth during a one-year grant term.

- Implement strategies to help youth obtain workplace skills (hard and soft skills) and connect them to employment opportunities including, but not limited to, full-time jobs, internships and apprenticeships.
Citi Foundation Awards Say Yes

✓ $250,000 Grantee
✓ Internship and Career Pathways Program

Say Yes Buffalo Sets New Target Goal of Placing 50 Say Yes Scholar Students in Summer Internships

➢ Create measurable impact in low-income communities
Citi Volunteers Engage

- Internship & Career Pathways Program
- Employer Tour
- Mentoring Program

- Student Workshops
  - Resume Writing
  - Interview Skills
  - Networking
1. Say Yes hired 2 new dedicated staff members
2. Buffalo Niagara Partnership recruited new businesses to host interns (including Citi)
3. Citi hosted workshops at ECC and UB
4. Citi conducted tour for UB students
5. Citi collected professional clothes for interns
Internship & Career Pathways Program

Initial results (Summer 2016 & 2017):
30 interns placed
- Students collectively earned more than $56,000
- Opportunities easier to recruit than candidates

Summer 2018 Goal: 50 interns placed
- Focus on student outreach:
  - 14 campus events reached 115 students at UB, Buffalo State, Canisius, ECC, Medaille
  - Resume, cover letter and interview workshops
  - Clothes closet
  - Employer tours

#WeSayYes
Internship & Career Pathways Program

2018 Program (so far):

- 38 employers providing 100 PAID internship opportunities
- 54 students submitted 104 applications
- 44 interviews conducted
- 21 interns hired, 16 placements pending

**Industries represented:** Financial Services, Law/Criminal Justice, Non-Profit, Communications/Marketing, Business, Hospitality & Tourism, BioMedical Sciences

**Participating employers:** United Way, Center for Employment Opportunities, Community Foundation for Greater Buffalo, Eric Mower, Power Drives, Say Yes Buffalo, Watts Architecture and Engineering, NYS Courts, Buffalo Zoo, Evans Bank, Delaware North, AAA of Central & WNY, Remedy Staffing, Rich Products, BlueCross BlueShield, Peaceprints, University at Buffalo, 43 North, Key Bank, GEICO, Child & Family Services, Buffalo Niagara Medical Campus, Roswell Park, National Grid, Law Office of Nancy Saia, Burden, Hafner & Hansen, LLC, West Side International Soccer, Buffalo & Erie County Public Library, New York State Assembly, FBI, Bank of Montreal, Buffalo News, Bar Association of Erie County
Scholarship Endowment Campaign

• Alphonso O’Neil-White, Chair, Say Yes Buffalo Scholarship Board
• Emily Wyckoff, Senior Director, Development & Strategic Partnerships, Say Yes Buffalo

SAY YES TO EDUCATION BUFFALO sayyesbuffalo.org
Say Yes in the News

BUFFALO BUSINESS FIRST

LOOKING FOR A PLACE TO RETIRE? WNY COMMERCIAL DEVELOPERS

What’s driving the surge in apartment building values?

Andrew Terragni

The per unit cost of apartment buildings in WNY has jumped 82 percent since 2011. It’s all about the money, say commercial real estate leaders.

SAY YES TO EDUCATION

Fordham University to open a new campus in Buffalo

$25 million gift aims for Say Yes to thrive forever

Fair or frightening? ‘Call-in’ rules at work seen as cutting both ways

Cuomo: Locks Hochul for Congress
Introducing...

SAY YES FOREVER
10-Year Fund vs. Endowment

Spend-down Fund:
Raise $29.05 million* by 2019
Ensures the scholarship through 2023

- Raised $25,000,000
- Left to raise $4,050,000

Endowment:
Raise $99 million* by 2023
Ensures the scholarship forever

- Raised $35,200,000
- Left to raise $63,800,000

$ Raised: Individuals = 16%, Businesses = 30%, Foundations = 54%
$ Raised: Local challenge + Local donors = 74%, New York State = 26%

*DRAFT FIGURES
Funding the $99 million endowment

- Local challenge: $25,000,000
- Local donors: $24,000,000
- New York State: $25,000,000
- National Foundations: $25,000,000

$25M committed
$10M committed
$2.2M committed
400+ Angel Investors

Over $60 million committed
Excelsior & Say Yes

- Assemblywoman Crystal Peoples-Stokes
- Senator Tim Kennedy
Update

• Year of negotiations yielded favorable compromise

• New York State committed $10 million to Say Yes Buffalo Scholarship

• Excelsior will remain last dollar for Buffalo students

• Solution puts our students needs first and maximizes our donors’ investments

• Thank you to WNY Delegation and SYBS Board for assistance
Policy Advocacy
Shannon Patch, WNY Regional Director for Senator Charles Schumer
Advocating for our students

- U.S. Department of Education halted access to data from the FAFSA for ALL scholarship providers, nationwide

- This data is critical to our ability to calculate scholarships

- Say Yes Buffalo leadership contacted Sen. Charles Schumer who in turn advocated on our behalf

- One week later: Dept. of Ed. reversed the policy (!)
Say Yes Buffalo 2017 Scholar Data

David Rust, Executive Director, Say Yes Buffalo
2013-2017 Big Picture

- Current number of scholars (all classes): 2,604 Scholars
- Total dollars expended by Say Yes Buffalo Scholarship Fund to-date (2013 - 2017): $10 million
- Percent of Say Yes Buffalo Scholarship dollars paid to Western New York colleges: 81%
- Public and private aid dollars leveraged by Say Yes Buffalo Scholarship Fund: $102.6 million
2013-2017 Big Picture

Total First-time Scholars Enrolled in College in the Fall Immediately After Graduating High School

<table>
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<th>Year</th>
<th>Number</th>
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<tbody>
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<td>2013</td>
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<tr>
<td>2014</td>
<td>995</td>
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<td>2015</td>
<td>941</td>
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<tr>
<td>2016</td>
<td>1,051</td>
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<tr>
<td>2017</td>
<td>1,105</td>
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Class of 2017: Big Picture

Gender Breakdown of Scholars

- Male: 669
- Female: 430
- N/A: 6

N=1,105
Say Yes Scholars Reflect BPS Demographics

2017 Say Yes Buffalo Scholars
- 52% White
- 22% Black/African American
- 13% Hispanic/Latino
- 9% American Indian or Alaska Native
- 3% Asian or Native Hawaiian
- <1% Multiracial
- 1% N/A

2016-17 Buffalo Public Schools Enrollment
- 47% White
- 20% Black/African American
- 9% Hispanic/Latino
- 4% Asian or Native Hawaiian
- 3% American Indian or Alaska Native
- 2% Multiracial
- 1% N/A
Class of 2017
Employment Status of Scholars’ Parents

### Mother’s Status
- Employed Full Time: 455 (41%)
- Employed Part Time: 296 (27%)
- Unemployed: 247 (22%)
- Unemployed, enrolled in school: 91 (8%)
- Unknown/ not given: 16 (2%)

### Father’s Status
- Employed Full Time: 495 (45%)
- Employed Part Time: 402 (36%)
- Unemployed: 168 (15%)
- Unemployed, enrolled in school: 38 (4%)
- Unknown/ not given: 2 (<1%)
Class of 2017
Level of Education of Scholars’ Parents

Mother’s Education
- Did not complete high school: 251 (23%)
- High School/GED: 124 (11%)
- Some College: 244 (22%)
- Associate’s Degree: 167 (15%)
- Bachelor’s Degree or Higher: 212 (19%)
- 107 (10%)

Father’s Education
- Did not complete high school: 404 (36%)
- High School/GED: 122 (11%)
- Some College: 305 (28%)
- Associate’s Degree: 128 (12%)
- Bachelor’s Degree or Higher: 128 (12%)
- 41 (4%)
- 105 (9%)

Unknown/ not given: 105 (9%)
Who is considered a Say Yes Buffalo Scholar?

A student who graduates from a public or charter high school in the city of Buffalo and who is eligible for and applied for the Say Yes Buffalo Scholarship.

This includes students who:
- Receive a SUNY/CUNY tuition scholarship
- Receive an Opportunity Grant
- Receive a Choice Grant
- Receive a Private Tuition Scholarship from a Partner Institution
- Receive support to apply for college and/or financial aid
Say Yes Buffalo Scholars

Public vs Private College Enrollment

<table>
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<th>Year</th>
<th>Public College</th>
<th>Private College</th>
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<tr>
<td>2013</td>
<td>689 (32%)</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td>613 (38%)</td>
<td>382 (29%)</td>
</tr>
<tr>
<td>2015</td>
<td>672 (29%)</td>
<td>269 (30%)</td>
</tr>
<tr>
<td>2016</td>
<td>736 (30%)</td>
<td>315 (28%)</td>
</tr>
<tr>
<td>2017</td>
<td>792</td>
<td>313 (28%)</td>
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</tbody>
</table>
Say Yes Buffalo Scholars

Associate’s Degree vs Bachelor’s Degree Enrollments

2013: 581 (58%), 430
2014: 632 (64%), 363
2015: 575 (61%), 366
2016: 551 (52%), 500
2017: 703 (64%), 402
Say Yes Buffalo Scholars

Class of 2017: Where Students Enrolled*

*Chart shows only those postsecondary institutions that enrolled more than 5 Say Yes Buffalo Scholars
Say Yes Buffalo Scholars

Class of 2017: Where Students Enrolled

- 53 public and private institutions
- 3 students enrolled at Ivy League institutions (Brown, Cornell, Princeton)
- Public 4-year colleges & universities saw biggest year-over-year increases:
  - University at Buffalo ↑ 63%
  - Fredonia ↑ 32%
  - Buffalo State ↑ 30%
Say Yes Buffalo Scholars

Thank you donors!


Tuition Scholarships to SUNY Institutions: $6,976,164
- For Say Yes eligible students (regardless of family income) who enroll at a SUNY/CUNY institution full time to cover the cost of tuition after state, federal and institutional grants are subtracted

- Opportunity Grants to SUNY Institutions: $1,594,017
  - For Say Yes eligible students who enroll at a SUNY/CUNY institution full time, live on campus and who’s tuition costs are totally covered by state, federal and institutional grants

- Choice Grants to Private Institutions: $1,515,974
  - For Say Yes eligible students who enroll at a Say Yes Private Partner institution full time and whose annual family income exceeds $75,000

- TOTAL: $10,086,155
Private Say Yes Scholarship Dollars Leverage Public

Total dollars leveraged 2013-2017 = $62.1 million

2017 figures are projected
Private Say Yes Scholarship Dollars
Leverage Private Aid

Total dollars leveraged 2013-2017 = $40.5 million

2017 figures are projected
Total Public & Private Aid Leveraged by Private Say Yes Scholarship Dollars

- Total dollars leveraged 2013-2017 = $102.6 million

2017 figures are projected
Q & A
Feedback?

Please tell us what you think!

Fill out the **BLUE** form in your packet and leave it on your way out.
Questions?

Visit: www.SayYesBuffalo.org

Or call: 716-247-5310