

Wallin Education Partners

— Where Scholars Rise —



2021 Annual Report



WALLIN
EDUCATION PARTNERS



KD Dang
University of Minnesota

A LETTER FROM OUR PRESIDENT & CEO

Rising to the challenge

What an extraordinary time we are living in. And what challenges we must face to become a better and more equitable country where a college education is available to all. A global pandemic, dynamic social change, new education platforms, and reliance on workplace technology are real challenges but also represent opportunity. At Wallin Education Partners, we rise to these challenges by continually expanding our knowledge of the scholar experience, enhancing our model of financial aid and comprehensive support, and working collaboratively with all our high school, college, and community partners.

We focus on access to and success in college, knowing that students from low-income backgrounds face systemic challenges that can make their college journey difficult. Higher education has significant gaps, high costs, and persistent disparities for many students, especially students of color. Nationally, only 13 percent of students from a low-income background will earn a bachelor's degree (Source: Pell Institute). The data on success in community college is even more discouraging.

At Wallin, we are changing the odds. For the seventh year in a row, students in our four-year program have a six-year graduation rate of over 90 percent. And in our new community college pilot, we see a significant lift in college persistence. As we begin our 30th year, we look forward to working closely with the remarkable students, alumni, donors, and partners who make up the Wallin Education Partners family. Together, we create a community where scholars rise.

Susan Basil King, Ed.D.
President & CEO

THANK YOU TO OUR TEAM

Muna Adani
Annie Berge
Caitlin Cardinal
Stela Center
Jean Carlos Diaz
Eric Dormoh
Samara Gaitan
Yuri Garcia-Peña
Troy Groenke
Abby Hagel
Celina Her
Anthony Howard
Rachel Hundt
Nancy Huynh
Mia Jackman
Jessie Ortiz
David Palo
Melissa Pfeiffer
Kevin Salkas
Kathryn Southard
Jo Ssekyaaya
Pakhoua Vang
Baonhia Xiong
Chuayi Yang

2021 KEY OUTCOMES

Together, We Rise

2021 is a remarkable year for our community. With your help, we are proud to support more scholars in more ways than ever before.



1,303

Total Scholars
Enrolled



4,000+

Individual Meetings
with Scholars in 2021



71

New 2-Year
Scholars



309

New 4-Year
Scholars



89%

Students of Color
(Class of 2021)



91%

6-Year
Graduation Rate



96%

Employed or in Graduate
School within 6 Months

WHERE SCHOLARS RISE
WHERE SCHOLARS RISE



WHERE SCHOLARS RISE
WHERE SCHOLARS RISE

WHO WE ARE

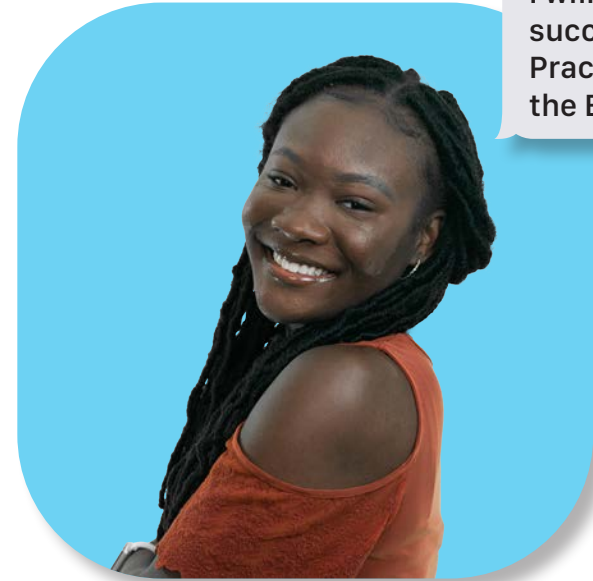
Scholars

Each scholar has a journey.
Every journey matters.



Dulce Chautla
St. Olaf College

I will rise to be the first doctor in my family.



Mary Greaves
Winona State University

I will rise to be a successful Nurse Practitioner and work in the ER/Trauma Unit.



George Yang
St. Olaf College

I will rise to to become a Mechanical Engineer to make long-lasting and influential impacts in my community through my actions, leadership, and work.



David Ayeni
University of St. Thomas

I will rise by giving my best effort in all things I take part in and representing everyone who's played a role in my life.



Ka Vang
Saint Paul College

We must rise above the doubts we have.



Baraa Al-Jasim
University of Minnesota - Twin Cities

I will rise by becoming a chemical engineer, knowing I carry the strength and determination to pursue my education.



Tony Hidalgo-Peralta
Dunwoody College of Technology

I will rise by making the world a better place.

THE PROBLEM

Systems

surround us and
stop students from rising



Economic Scarcity

Economic scarcity tells our students they can't rise because they don't have enough. Ever-expanding costs of college, student debt, and income inequality create barriers to go to college and once there, to graduate.



Racial Disparity

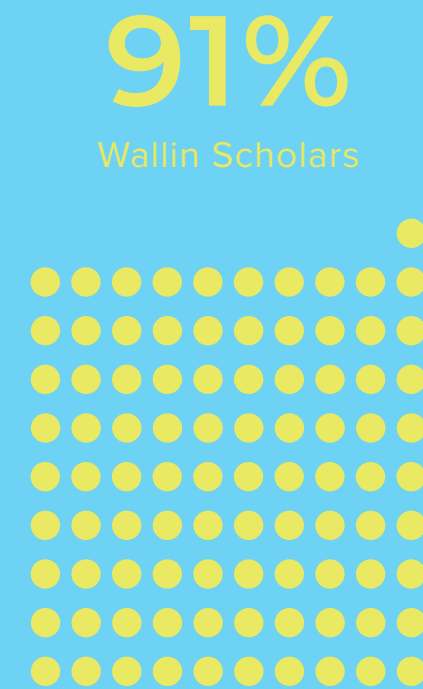
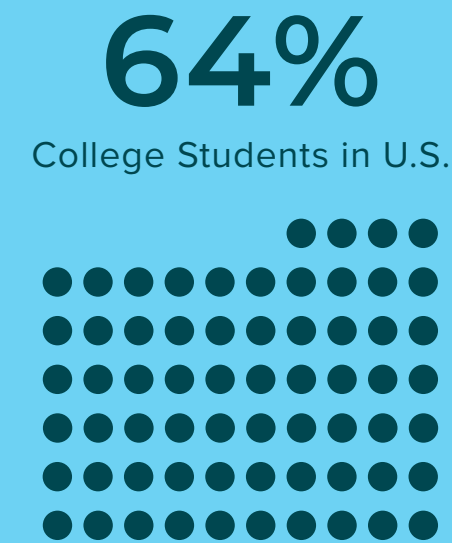
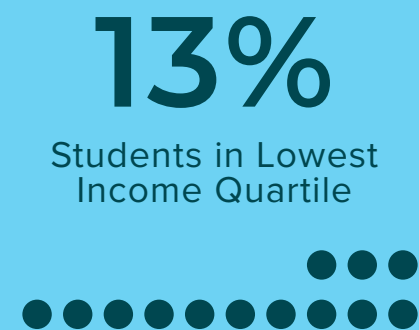
Racial disparity tells our students they can't rise because of who they are. We continue to see different outcomes for students based on their identity. We believe racial inequality has no place in education or in our communities.



Social Isolation

Social isolation tells our students they're alone. In a world that is increasingly isolated, access to community, support, and career opportunities are critical to college success. We rise together, not alone.

We believe in a future where nothing stops students from **rising**.



Graduation Rates

THE SOLUTION

Support sets scholars up to rise

We believe systemic problems require holistic solutions. That's why our comprehensive support is designed to address both systemic barriers and individual needs so every scholar can rise.



Financial Aid

Our scholars receive financial aid spread across their time in school. We carefully leverage our funding to make sure scholars have what they need to succeed in college.



Individualized Advising

Our scholars are part of a proven support system. Students are connected with a full-time, professional advisor who addresses each student's unique needs and challenges.



Expanded Access

Our scholars receive access to career and community opportunities through our expansive network of partners. We leverage our relationships so scholars have a portfolio of opportunities to rise.





EQUITY & INCLUSION

Where Equity Grows

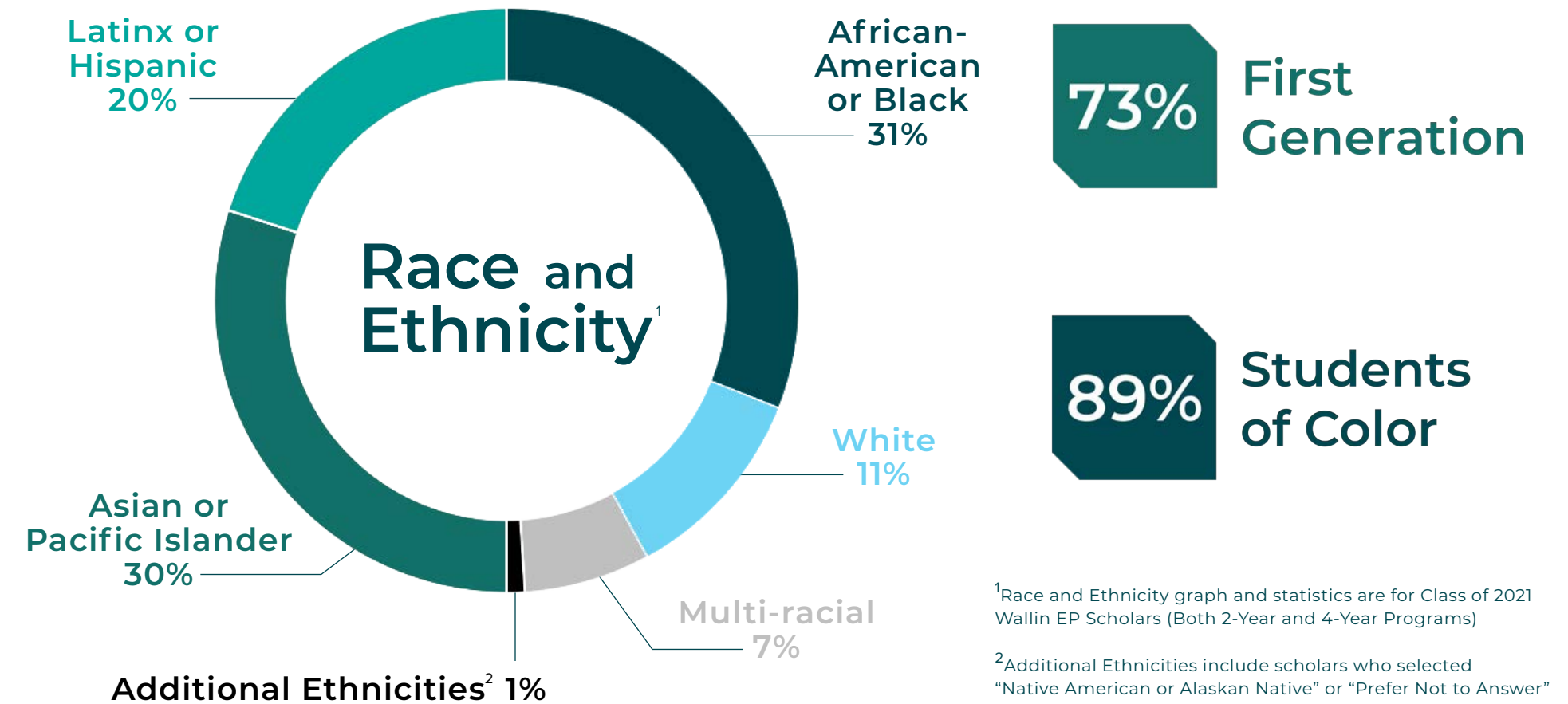
Working to promote equity in education is an essential component of the work of Wallin Education Partners and is key to building a better future.

We focus on creating equitable outcomes for every one of our scholars. We serve a diverse and expanding community including Black, Latinx, Indigenous, AAPI, and multi-racial scholars.

We believe racism has no place in education. We are building a future where every scholar can rise.

Wallin Education Partners is fully committed to do our part to eliminate systemic racism in our community. We do this in part by continuing to center our scholars, their experiences, their needs, and their journeys as we build a more equitable world.

Jailynn Williams
Tuskegee University



Increasing Community Outreach

The events of the past few years have reinforced the need for higher education to support students of color, especially Black students (particularly African-American males). Our program's results have shown that the support we provide to Black scholars is making an impact. Thanks to increased outreach efforts, Black scholars were the largest demographic in last year's applicant pool. Overall, 86 percent of Black scholars in our program graduate within six years, compared to a national rate of 41 percent (National Student Clearinghouse). This affirms our belief that with the right support, every scholar can rise.



RETURN ON INVESTMENT

8:1

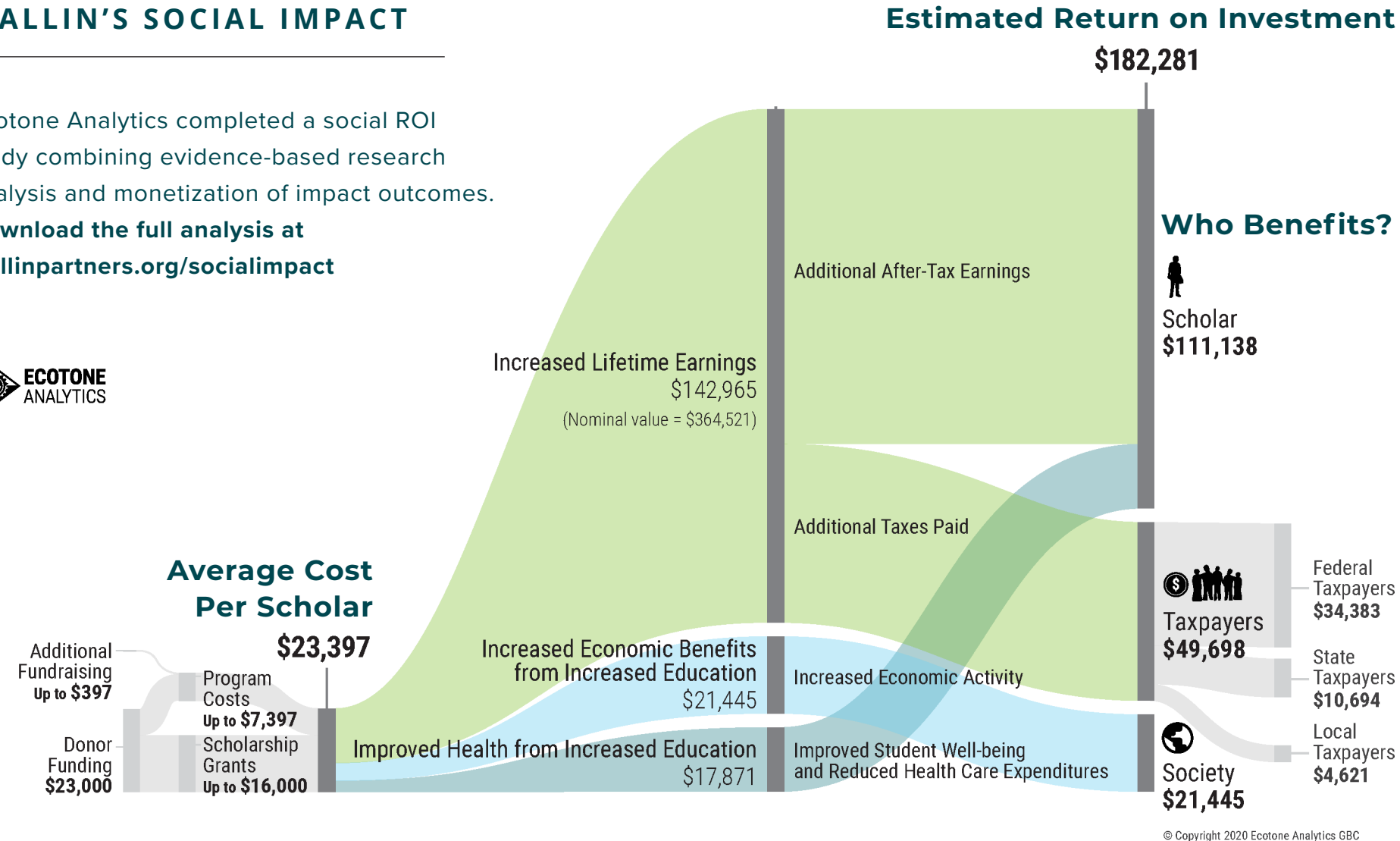
For every dollar invested in Wallin Education Partners, the social return on investment is approximately \$7.79.

Zaid Yusuf
University of Minnesota

WALLIN'S SOCIAL IMPACT

Ecotone Analytics completed a social ROI study combining evidence-based research analysis and monetization of impact outcomes.

Download the full analysis at wallinpartners.org/socialimpact



Social Return
\$311
Million Projected

Total projected social returns for all scholars who started college between 2010-2019.

Up to
3x
Graduation Rate

Wallin Pell scholars are three times more likely to graduate than other Pell students nationally. Across all Wallin scholars, we see a 57 percent graduation lift in comparison to their peers.

ALUMNI RESULTS

After surveying over 2,000 Wallin Alumni, the results show our impact continues long after graduation.

Debt-Free



30% of Wallin Alumni graduate debt-free. For scholars with some debt, the amount is 65% less than the national average.



Employment

96% of Wallin Alumni are employed or in graduate school.



Community

70% of Wallin Alumni volunteered within the last year, 83% donated to charity, and 88% voted in 2016.

Our Graduates

The data is clear. Our scholars don't just reach college; they rise.

Higher Income



Wallin Alumni have median individual incomes of \$50,000 to \$75,000 five years from graduation.



Family

98% of Wallin parents believe their child will go to college. The majority are already saving for their children's college fund.

Advanced Degrees



30% of Wallin Alumni earn advanced degrees, three times higher than the Minnesota average.



Career

Wallin Alumni are 41% more likely to be employed than the average Minnesotan.



Job Satisfaction

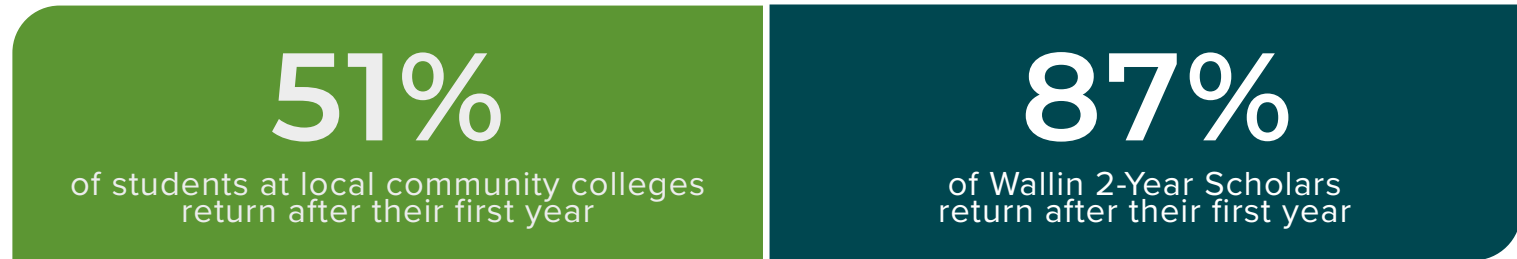
85% of Wallin Alumni are satisfied with their current job.

Mike Omalanga
University of St. Thomas



To Community College and Beyond

Our highly collaborative two-year program helps students headed to community college rise.



At Wallin Education Partners, we recognize that students have many paths to expand their education and career opportunities. In 2019, we created Opportunity Pathways, a scholarship for students who choose a two-year degree program at a community college in the Twin Cities. In 2020, Wallin partnered with Dunwoody Technical College to further expand opportunities for students interested in two-year technical degrees.

The 2-Year Scholarship is designed as a cohort model. Monthly meetings encourage students to create relationships with peers who share similar backgrounds, careers, or colleges. Our program also personalizes each student's experience with comprehensive and individualized advising to guide each student through their journey.

All students attend a Summer Bridge program where they have a chance to learn, reflect, and prepare for their transition to college. The four-day retreat equips students with the essential tools they need to navigate college ranging from financial aid, academic planning, and community building.

11
Community college partners

71
New community college scholars in 2021

141
Total enrolled community college scholars



Marlene Valesco
Minneapolis College



Owen Yang
Saint Paul College



Natiya Smith
Anoka Ramsey Community College

An Interview with Yubi Hassan

Yubi Hassan is a sophomore at the University of St. Thomas studying entrepreneurship. He has successfully started three businesses all while continuing to pursue his education.

We sat down with Yubi to learn more about his journey, how Wallin has been instrumental in his pursuit of college, and what he plans to do next.

Hi, Yubi! Thanks for taking the time to talk with us! Can you tell us a little bit about yourself?

I moved to the United States in December of 2017. I'm currently an entrepreneurship and finance major at the University of St. Thomas. I graduated from Hopkins High School and I did a year at Normandale as a PSEO student. I also participated in Genesys Works and interned at Cargill last summer.

In the summer of 2020, I started my clothing line. In February of 2021, I started a car detail shop. I have a third business, too! I'm making my own blend of tea.

That's incredible. What originally drew you to business?

Coming from Uganda and Somalia, I got to America and there were all these opportunities. I didn't have all those means back home, so when I got to America, I felt like my mind just exploded. I thought if I trust myself, trust my instincts, and work hard, I can succeed as an entrepreneur.



Tell me a little bit about how Wallin has supported you?

I worked with my Wallin advisor starting my freshman year. I really connected with her because I got onto campus not knowing what I wanted to do. We navigated through that path of figuring it out because I love entrepreneurship and I wanted to major in that. But at home, my family did not think entrepreneurship was an

actual career that was worth pursuing in college. I started college thinking I should pursue a major in economics and finance. My advisor talked with me and I told her I really loved my entrepreneurship classes, but I wanted to know how to convince my family that I could do this as a career. My advisor helped me navigate those relationships and I made up my mind to major in entrepreneurship.

What does your family think now?

They have seen the success that I've had with my businesses, so they've changed their minds a little. The thing about my parents is that they give me the freedom to do anything I need. My parents know that I know what's best for me. They still trust that.

You said you chose to come back to school this fall instead of continuing to pursue your successful detailing business. What motivated you to continue pursuing your college education?

My parents never went to college. Going to college is a really big deal for my family and me. I want to make my family proud at the end of the day and I want to do what's best for everybody. Between my Wallin scholarship and financial aid package, my college education is very affordable. I can't say no to this opportunity.

I also think that it is the immigrant mindset. I actually just got my U.S. citizenship! I grew up in Africa where there weren't as many opportunities. I used to walk to school. I used to survive on \$20 a month. I want to do better than that. My parents worked really hard for us to come here. My mom doesn't speak any English, and she works two jobs. They are not well-paying jobs and yet she manages to pay the bills every month. There's still food on our table. So, if my mom can do it, why can't I?

Any advice for fellow Wallin scholars?

I think it is important to work on developing skills and working toward an end goal. I'm always thinking about what it means to be a leader and what I need to do to get there. One of the things that really challenges me is networking and meeting new people. When I started the detailing company, I had to go around to car dealerships to ask for their business. I had a lot of self-doubt. There were so many times I thought my business was never going to be successful, but I just kept going. More than 35 dealerships told me no before one took a chance on me. That dealership loved our work and now dealerships are actually reaching out to us! I had to work really hard to overcome my fear of meeting new people and I think my skills are definitely improving.

What's next for you, Yubi?

I want to pay it forward! For my tea business I'm figuring out how to partner with charity organizations in Somalia. I want to promote economic development there. I was born in Somalia, and my dad and grandparents still live there. I want my business to give back. It does not matter if I am successful if my people are still starving.

Thanks, Yubi! We appreciate your time and we can't wait to see your journey takes you!



Yubi Hassan

“Going to college is a really big deal for my family and me.”



OUR PROMISE

Where Scholars Rise

More than a scholarship. At Wallin, we provide the financial aid, advising, and access scholars need to rise.

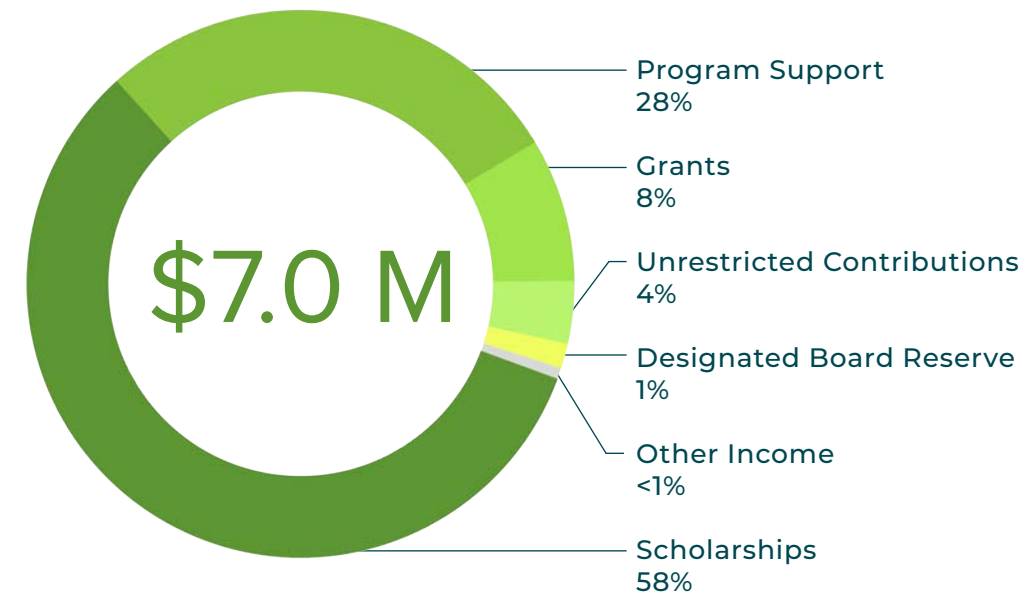
Ashley Olanda Oliva
Augsburg University

FISCAL YEAR 2021 FINANCIALS

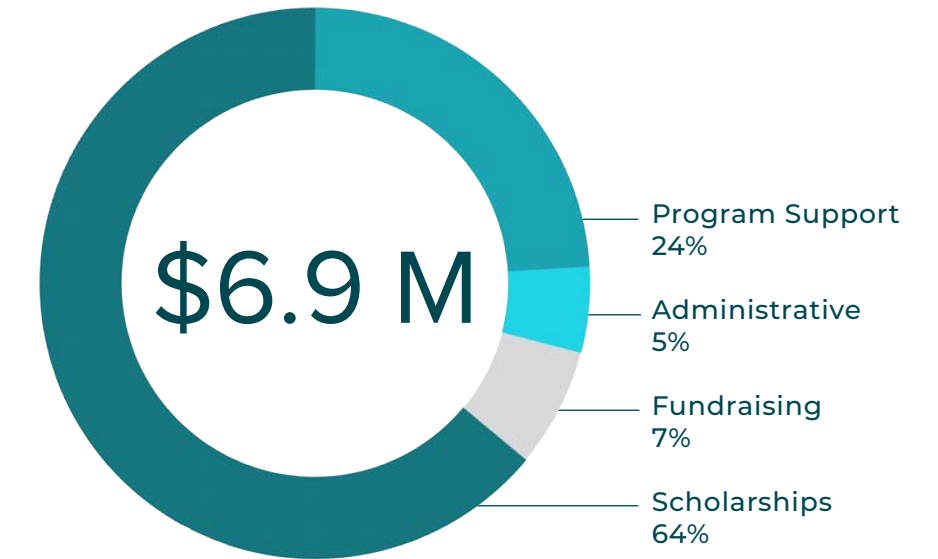
Investing in Scholars

88% of funds used for direct support of Wallin Education Partners Scholars

Support and Revenue



Expenses



The information on pages 22-24 is from our FY2021 audited financial statements, Olsen Thielen & Co. LTD. The statements are available on our website or upon request.

Statement of Financial Position

Fiscal Years Ended June 30	2021	2020
		(As Restated)
Assets		
Cash and Investments	\$13,506,891	\$10,626,089
Receivables	8,746,656	10,162,904
Prepays	58,209	45,350
Total Assets	\$22,311,756	\$20,834,343
Liabilities and Net Assets		
Liabilities	\$297,167	\$222,461
Net Assets		
Without Donor Restrictions	1,441,845	1,338,501
With Donor Restrictions	20,572,744	19,273,381
Total Net Assets	\$22,014,589	\$20,611,882
Total Liabilities and Net Assets	\$22,311,756	\$20,834,343

Statement of Activities

Fiscal Years Ended June 30	2021	2020
		(As Restated)
Support & Revenue		
Contribution	\$6,975,260	\$6,327,232
Event and Other Income	6,250	9,965
Investment Income	38,326	204,881
Total Support & Revenue	\$7,019,836	\$6,542,078
Expenses		
Program Services	\$6,066,966	\$5,131,536
Support Services		
Management and General	351,845	468,387
Fundraising	497,681	255,808
Total Support Services	\$849,526	\$724,195
Total Expenses	\$6,916,492	\$5,855,731
Change in Net Assets	\$103,344	\$686,347
Net Assets at Beginning of Year - Without Restriction	1,338,501	652,154
Net Assets at End of Year - Without Restriction	\$1,441,845	\$1,338,501
Net Assets - With Restriction	\$20,572,744	\$19,273,381
Total Net Assets	\$22,014,589	\$20,611,882



Sadia Khyber
University of Minnesota

DONORS

Thank you for rising to the occasion

Your support makes graduation possible for so many scholars. Thank you for believing in them and in us.

\$1,000,000+

NorthStar Education Finance Inc.
Wallin Foundation

\$100,000 - \$999,999

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Bush Foundation
Mary Ann and Looe Baker
Joan and Ron Cornwell
Enterprise Education Foundation
Tom and Kim Holman
Medtronic Foundation
Otto Bremer Trust
Robert and Ardis James Foundation
Thrivent Foundation
U.S. Bank
Frank Zink and Katie Resch

\$50,000 - \$99,999

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Richard M. Schulze Family
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David Koehner and
Nancy Dunnigan

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Family Foundation

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Brian and Mia Sullivan
Jennifer Thienes and
Dave Hinnenkamp

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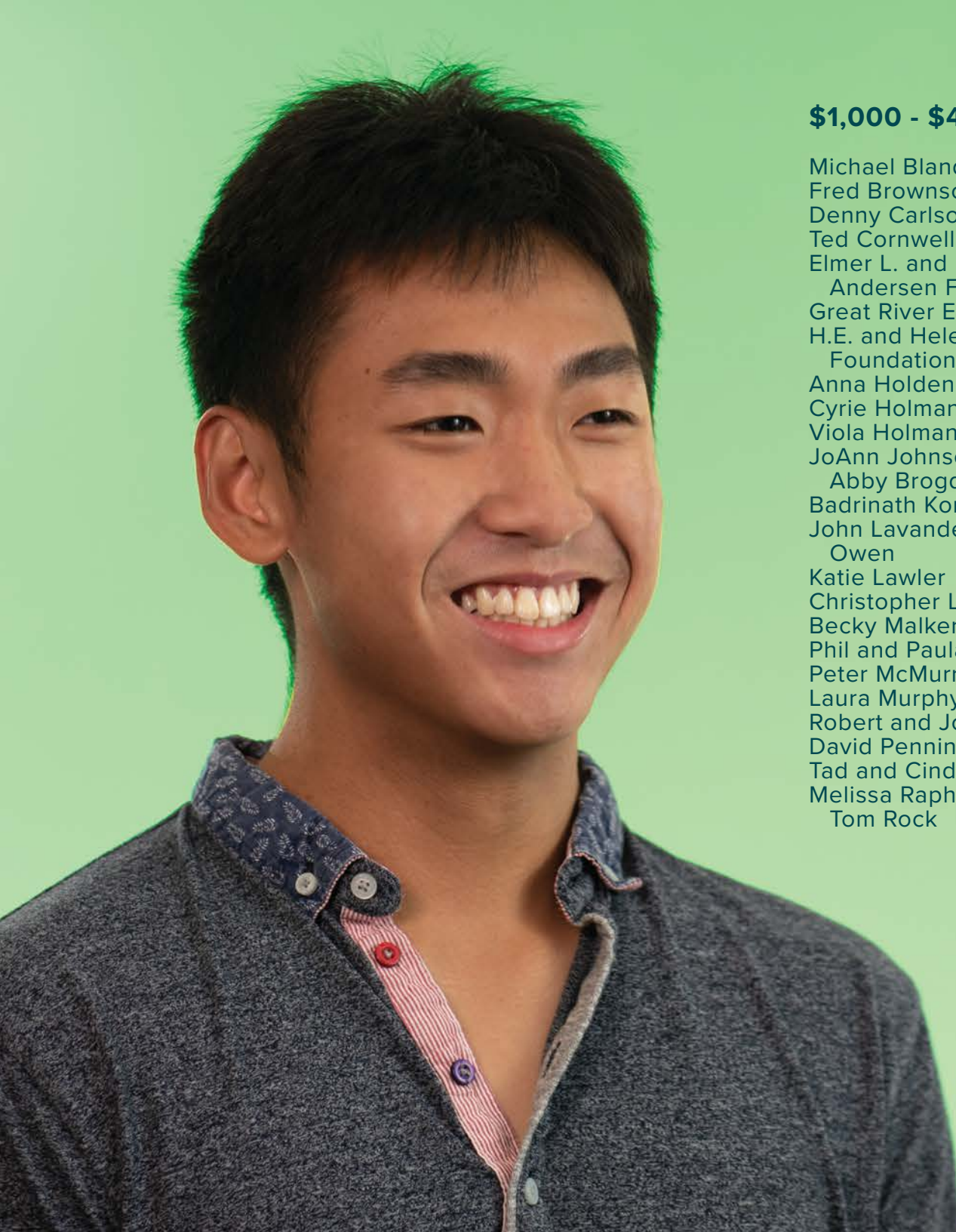
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\$1,000 - \$4,999

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 Noreen Tyler
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 David Wheaton
 Ann Wiessner
 Rachel Wolff
 Timothy (Tim) Wong
 Nancy Wynn
 Linda Xiong
 Kalia Xiong
 Amy Yang
 Meian Yu

ALUMNI BOARD

Our Alumni Board is comprised of remarkable leaders and volunteers who connect, engage, and inspire over 5,000 former scholars.

Romi Dehler
 Macalester College
 Class of 2014

Davis Johnson
 University of Minnesota - Twin Cities
 Class of 2015

Meghan Johnson
 Gustavus Adolphus College
 Class of 2009

Sorany Ka
 University of St. Thomas
 Class of 2013

Jenna Kallestad
 St. Olaf College
 Class of 2020

Prince Kendema
 St. Olaf College
 Class of 2018

J.C. Madison
 St. John's University
 Class of 2012

Paul Maniffa
 Minnesota State University - Mankato
 Class of 2007

Kelly Rodriguez
 University of St. Thomas
 Class of 2010

Minette Saulog
 University of Minnesota - Twin Cities
 Class of 2018

Amy Yang
 University of Minnesota - Rochester
 Class of 2017

PARTNERS

Rise with us

For almost 30 years, Wallin has partnered with high schools, colleges, organizations, companies, and donors to serve our expanding community of scholars. Join us as we create a future where every scholar can rise.



WHERE SCHOLARS RISE • WHERE SCHOLARS RISE
WHERE SCHOLARS RISE • WHERE SCHOLARS RISE
WHERE SCHOLARS RISE • WHERE SCHOLARS RISE



Alumni

Our incredible alumni community supports scholars during and after college.



Donors

Our generous donors leverage their resources to support scholars through college.

5,000+
Alumni

58

High Schools
across Minnesota

47

Community-based and
Nonprofit Organizations

57

Midwest Colleges
& Universities

98

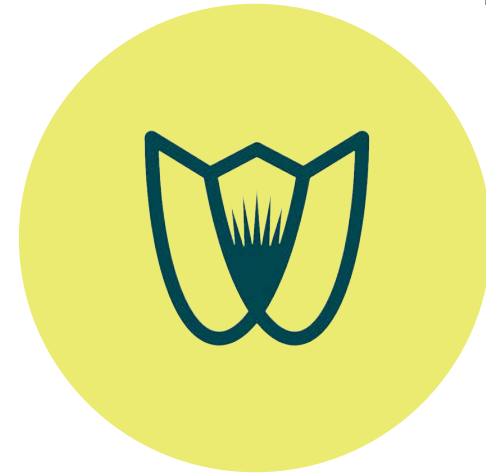
Current Donor
Partners

11

Historically Black
Colleges & Universities

27

New Donor
Partners



High Schools and Colleges

Our educational partners help us recruit new scholars and coordinate support on campus.



Companies

Our corporate partners mentor and hire students, and provide many 2- and 4-year scholarships.

24

Corporate
Partners



WALLIN
EDUCATION PARTNERS

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