

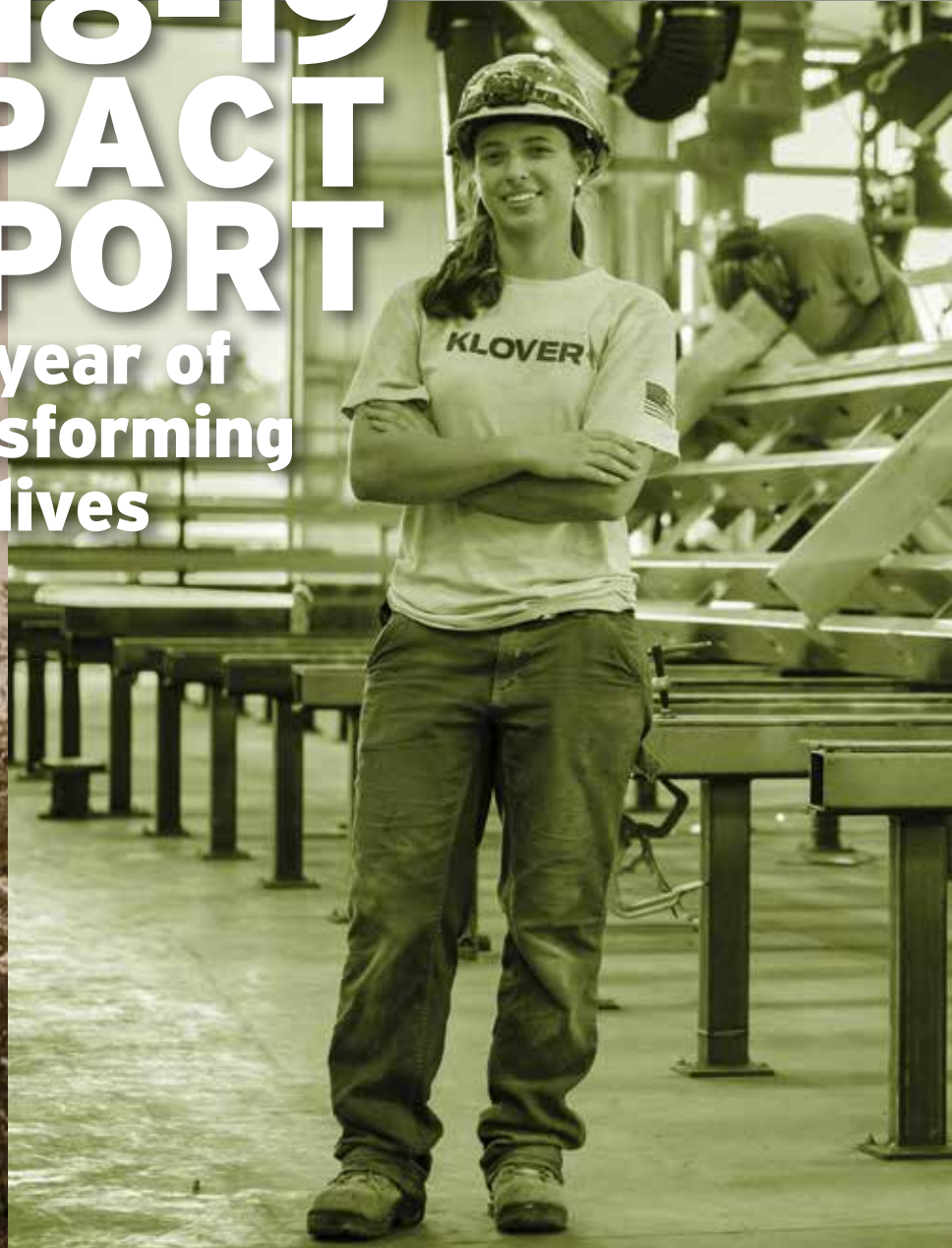
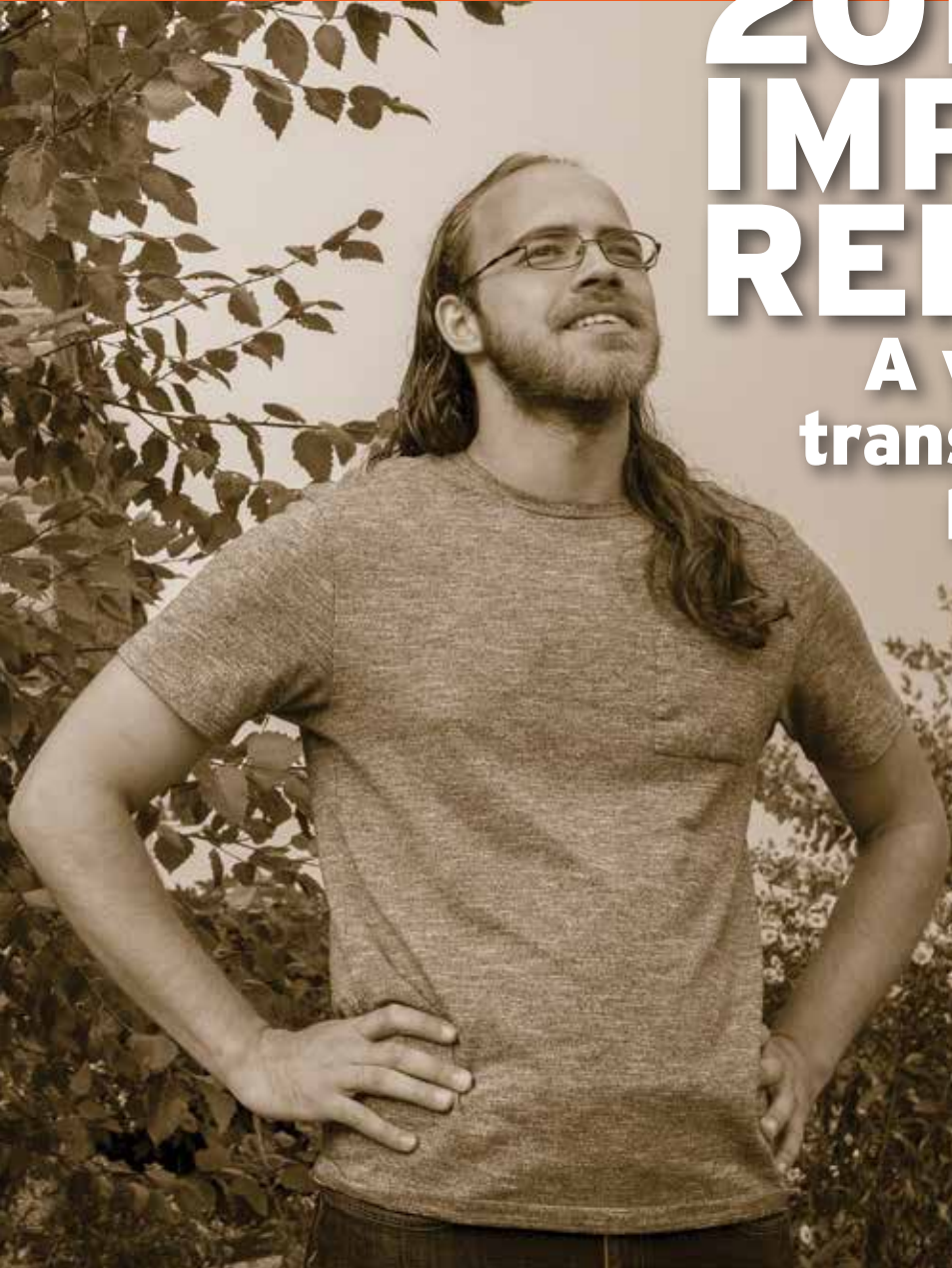
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NORTHAMPTON
COMMUNITY COLLEGE



2018-19 IMPACT REPORT

A year of
transforming
lives



NCC

YOUR COMMUNITY COLLEGE

Northampton is a college OF the community.

For more than 50 years, we have served residents of every city, town and township in our region, transforming lives, launching bright futures and helping retool careers. Tens of thousands of professionals have prepared for their careers right here. Most have stayed in the Lehigh Valley and Monroe County to live, work, raise families and grow our local economies.

Northampton is a college BY the community.

Philanthropy has enabled Northampton to become one of the most highly regarded community colleges in the country – a place where outstanding students come to learn from top professors in more than 100 fields. We manage our resources carefully, stretching every dollar to offer students access to a high-quality education at a cost they can afford. In fact, NCC is the most affordable college in Pennsylvania.

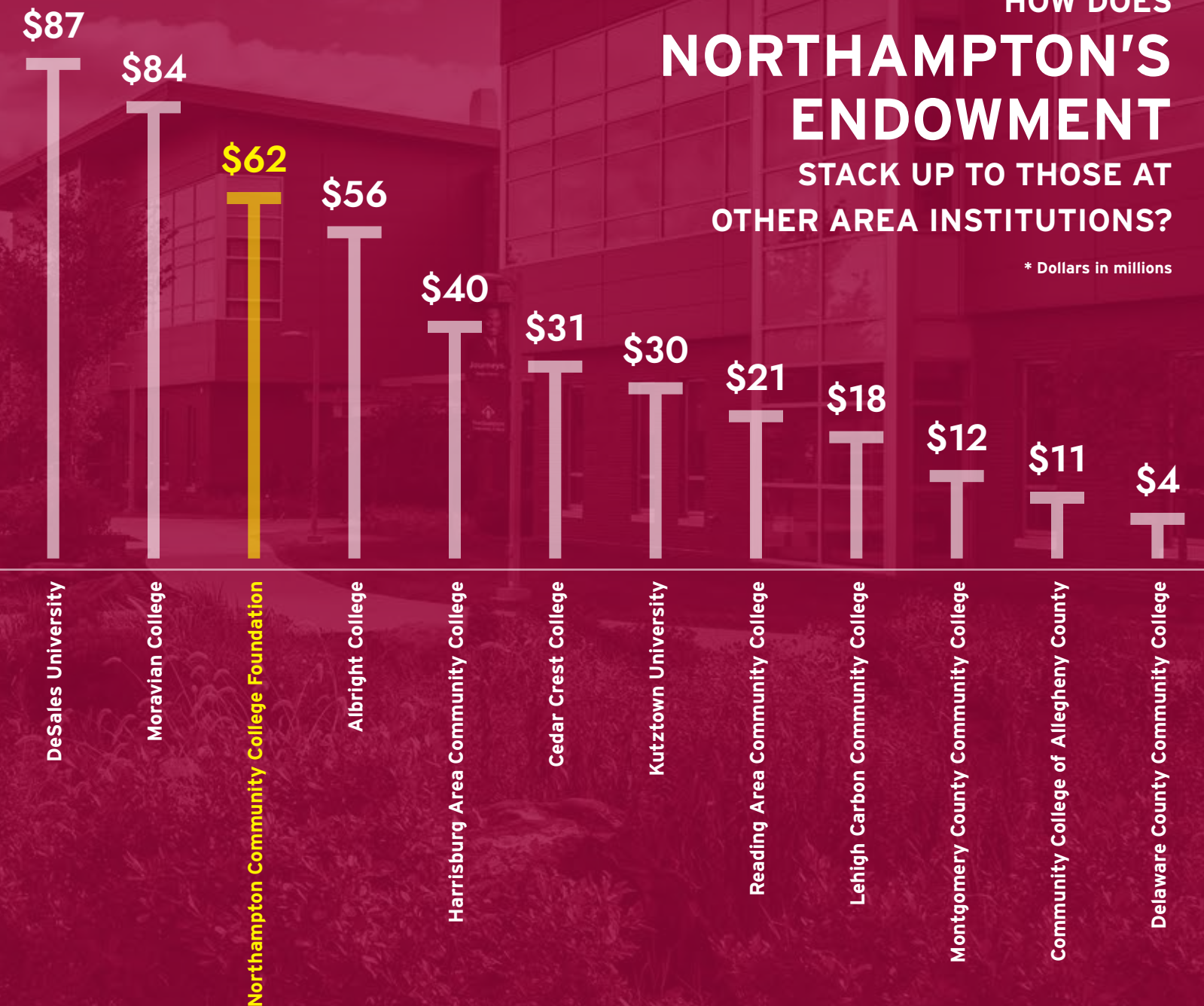
Northampton is a college FOR the community.

Community is our middle name. We have never forgotten that. Since 1967 the College has been an invaluable resource not only for individuals of all ages, but also for businesses and non-profit organizations of all sizes who partner with us. Our students, faculty, staff and alumni share a deep commitment to community service. None of this would be possible without you, our most generous friends and supporters. In the 2018-2019 year, NCC provided \$45 million in scholarships and student aid. Thank you for making this possible. Your continued support gives students the power to realize their dreams and change the trajectories of their lives.

Transforming lives. It's what Northampton does. Through education, encouragement and support, NCC changes lives, often in dramatic ways. We do it side-by-side with the vibrant communities we are a part of, and the caring friends of the college who understand the incredible, transformative power of their work with our students and the community through their support of Northampton. The NCC Foundation provides the largest private scholarship program of any community college in Pennsylvania, with an endowment over \$60 million.

HOW DOES NORTHAMPTON'S ENDOWMENT STACK UP TO THOSE AT OTHER AREA INSTITUTIONS?

* Dollars in millions



GIFTS THAT TRANSFORM

Thanks to our donors, each year more students are able to continue their education, despite the hardships they encounter. Northampton is continually inspired by the dedication and generosity of our valued supporters.

HERITAGE SOCIETY

Special appreciation is given to Northampton's Heritage Society, made up of forward-looking donors who have planned a gift to Northampton through a bequest, trust, life insurance policy or similar provision as means of creating a lasting legacy. This past year, five friends made this commitment to the college, increasing the membership total to almost 100.

LIFETIME GIVING SOCIETIES

Northampton's Lifetime Giving Societies recognize donors who have made significant cumulative financial commitments to transform student lives and support economic growth in our communities.

In 2018/2019, 10 donors joined the ranks of our most committed supporters, bringing total membership in all societies to 228. Thanks to our most loyal supporters who have earned membership in the following lifetime giving societies: Founders (\$1 million plus), Legacy (\$500,000 - \$999,999), President's (\$250,000 - \$499,999), 1967 (\$100,000 - \$249,999), and Laureate (\$50,000 - \$99,999).

FUNDRAISING EXCELLENCE RECOGNIZED

The Council for Advancement and Support of Education (CASE) recognized NCC with a 2019 Sustained Excellence Award for consistent fundraising success over a five-year period. It is the 10th CASE award NCC has received for its fundraising efforts.

SCHOLARSHIPS

MORE IMPORTANT THAN EVER

For the 2018-19 academic year, the college awarded \$45 million in student aid to 7,088 students. The unmet need was \$35.6 million. Without assistance from an outside source, this puts a higher education out of reach for many of our students. Scholarships provide an opportunity for those with no other options and endowed scholarships create an enduring legacy while benefiting generations of students. We're pleased to announce that due to the generosity of our donors, this year Northampton has added multiple new scholarship opportunities for our students, bringing the number of total scholarships offered by NCC's Foundation to 373.

NEW SCHOLARSHIPS

The MCS Industries Endowed Scholarship

The Adam Blake Irvine Memorial Endowed Scholarship

Dr. Joseph and Margaret Conahan Endowed Scholarship

Easton Lions Club Scholarship

Bakerly Endowed Scholarship

St. Luke's University Health Network Annual Scholarship

Greater Lehigh Valley Auto Dealers Association Endowed Scholarship

The Steve and Mathilda Sheptak Annual Scholarship

The Papillon Annual Scholarship in Memory of Patsy Ann Papillon

The Fredericks Family Annual Scholarship

Sandra Preis and George Jain-Cocks Endowed Mathematics Award

John and Mary Louise Parker Annual Scholarship

Mark and Wendy Lichty Annual International Experience Scholarship

Todd and Shari Nelson Family Foundation Endowed Scholarship

The East Penn Endowed Scholarship

Dr. W. Edmund Magann Jr. and Joann Magann RDH '94 Endowed Scholarship

George J. Libricz Sr. Memorial Endowed Scholarship

The Victaulic Endowed Scholarship

Scott Kalamar Annual Scholarship

Entrepreneur

EXTRAORDINAIRE

Richard Thompson, managing partner of Factory LLC, never held a job he didn't create himself. That desire to chart his own course began in high school, when he made and sold candles to a local Pizza Hut. Thompson went on to create over \$3 billion in enterprise value as CEO of American Italian Pasta Company, The Meow Mix Company and Freshpet.



EVERY PROJECT I LOOK AT AS AN ADVENTURE. IF YOU LOVE TO DO IT, IT'S NOT A JOB. I'VE ALWAYS TRIED TO LIVE BY THAT CREED.



Innovation in action

As Thompson sees it, Factory LLC is an "innovation campus" for small food, beverage and pet health companies looking to grow. The 40,000-square-foot incubator, located in a former Bethlehem Steel mill not far from the NCC's Fowler Center, is the perfect playground to help entrepreneurs grow their companies, leveraging Factory staff experts for all facets of business development.

Perfect partner

One of the reasons Factory calls Bethlehem home is its access to 20,000 area college students, including those from NCC! Partnering with student interns provides innovation, energy and new ideas. In the case of NCC students, it also provides scholarships.



Supporting Students

Using Factory-developed products, NCC culinary students have competed in the Kitchen Innovation Center, cooking up new ideas to showcase tasty products. Winners of the competitions receive scholarships supporting their culinary training, making the partnership between Factory and NCC a win-win.



Hardworking AND HOMELESS



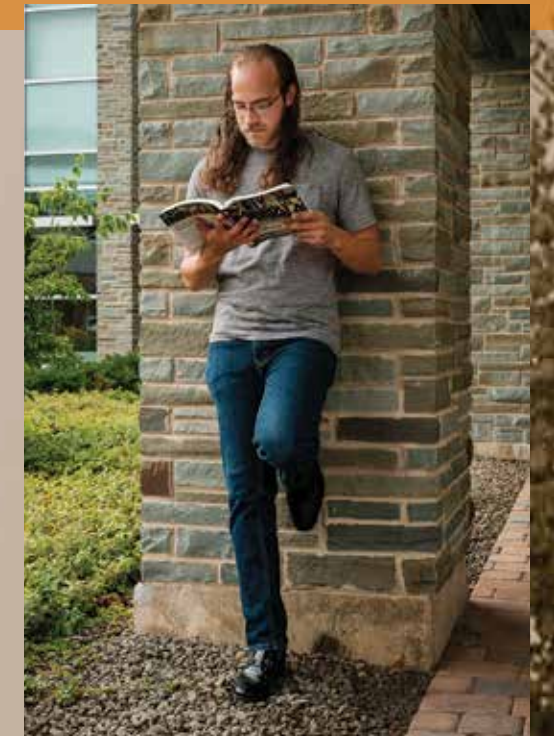
Game changer

Two of Lopez's siblings, who graduated from NCC, encouraged him to apply. A scholarship made it possible. Instead of working to barely survive, his life had new purpose: to get an education so he could be a force of change in the world.

Vincenzo Lopez, communication studies major, has managed to hold a job ever since he was 10 years old, even after being exposed to alcohol and drugs by his father at the age of eight. His strong work ethic couldn't prevent him from becoming homeless when his family imploded and he was out on his own at age 15. Sleeping wherever he could lay his head, whether on a pool table at work or a friend's couch, was how he got by.

Peace and love

The communication studies major has plans to transfer after graduation to major in international relations with a minor in peace studies. His ultimate goal is to work for the United Nations to forge a new era of global peace.



First steps

In addition to his studies and work, Lopez ventured deep into Costa Rica's Talamanca mountains to volunteer with a remote indigenous group, the Cabecar. With The Good Project, headed by NCC adjunct professor David Good, he helped in the construction of a hospital clinic. It's just the start of his quest to change the world, one step at a time.



MY GOAL IS TO CREATE A SENSE OF A GLOBAL COMMUNITY, MUCH LIKE THE COMMUNITY ATMOSPHERE THAT I'VE EXPERIENCED HERE AT NORTHAMPTON.

Music

TO HER EARS

When Allana Karo '15 toured the Bethlehem Area Vocational-Technical School as a high school freshman, the sound of hammers pounding in the carpentry area made her feel like she was right at home.

I LEARNED EARLY WHAT IT'S LIKE TO BE FEMALE IN A MALE-DOMINATED FIELD.



Constructing her future

After graduating from the Vo-Tech, she enrolled in NCC's construction management program as a recipient of the Donald B. and Dorothy L. Stabler Scholarship Endowment. She landed an internship with Klover Contracting Inc., which turned into a full-time job. She's held many job titles as she's climbed the ranks there, including carpenter and project management assistant.

Woman in charge

Her biggest project to date was as project coordinator for the building of a hospital in Maryland. She oversaw more than 150 employees and subcontractors. While it's challenging, Karo loves her work and hopes she can inspire more young women to follow their passions.

Paying it forward

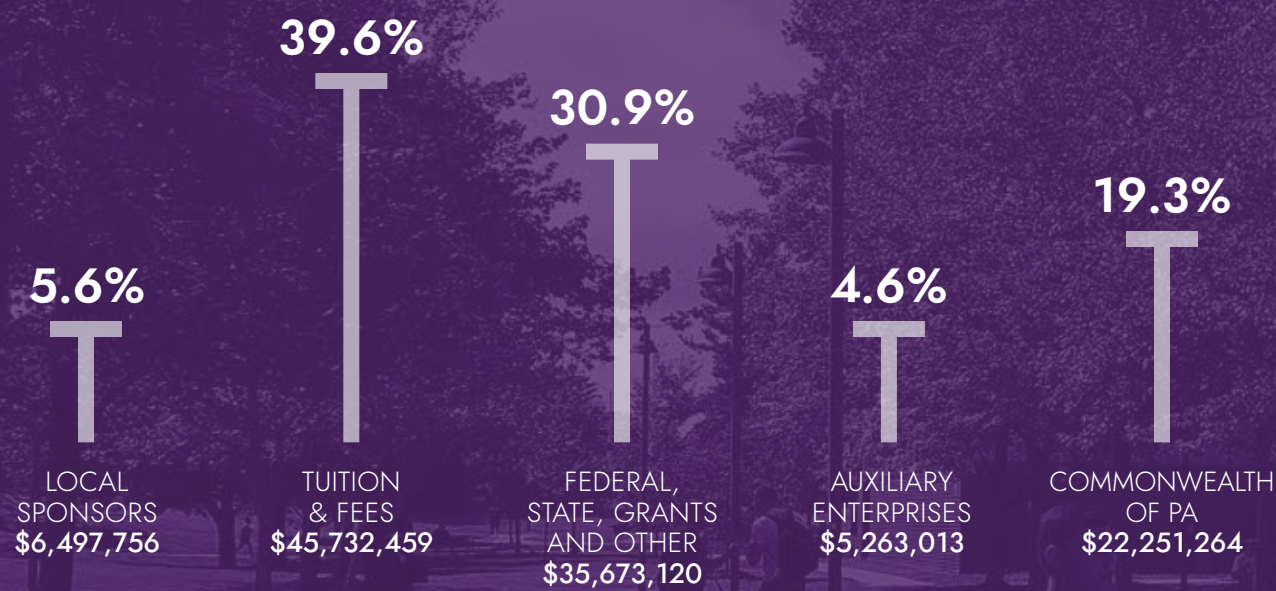
She's repaid her Donald B. and Dorothy L. Stabler Scholarship to help the next generation of students get their start. In high school, Karo never dreamed about being a success story. Her only motivation was to get a job to make ends meet. But receiving a scholarship made her feel like someone believed in her ability, even when she didn't. She wants to do the same for another student.



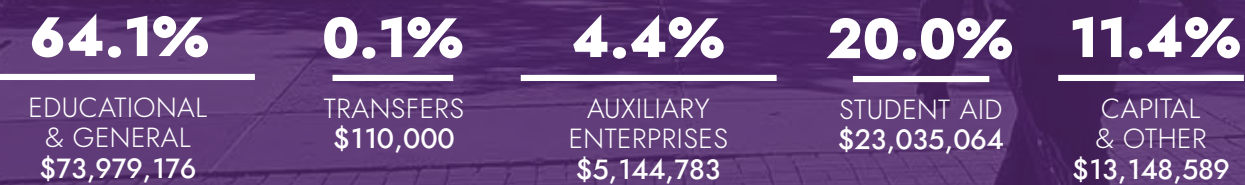
COLLEGE FINANCIALS

FISCAL YEAR 2018–19 • UNAUDITED • FINANCIALS

Income Resources **\$115,417,612**



Income Application **\$115,417,612**



FOUNDATION FINANCIALS

FISCAL YEAR 2018–19 • UNAUDITED • FINANCIALS

FUNDS WERE TRANSFERRED TO THE COLLEGE FOR USE IN THE FOLLOWING AREAS:

Scholarships and Student Aid	\$842,469
Faculty Development	21,550
Library, Academic & Student Services, Program Equipment & Development & Capital Renovations	2,812,287
Foundation Related Salaries	378,399
Total	\$4,054,705

STATEMENT OF RECEIPTS AND DISBURSEMENTS

For the Fiscal Year ended June 30, 2019

Receipts

Unrestricted	\$557,577
Restricted Funds & Awards	228,573
Restricted Funds/Non-Awards	369,566
Loan Funds	5,090
Capital Funds	360,605
Quasi Endowment Funds	2,548
Endowment Funds	2,269,322
Monroe Campus Building	325,213
Housing Rental	2,951,349
Administrative Fee	154,609
Earned Interest Income	1,654,592
Unrealized Gains/(Losses)	2,869,649
Pledge Receivable, Annuities, etc.	(233,284)
Total Receipts	\$11,515,409

DISBURSEMENTS

Administrative	\$45,211
Development	285,361
Charitable Annuity Distributions	71,317

Fundraising Expenses

Golf Tournament	\$23,548
Chef in Residence	5,035
Food and Wine Festival	128,566

Other

Presidential Discretionary	\$3,342
Awards, Scholarships and Other Expenses	3,181
Administrative Fees	154,609
Housing Expenditures and Depreciation	2,824,557
Monroe Center Depreciation	33,760
Allowance for Doubtful Pledges/Write-offs	(19,939)

Total Disbursements \$3,558,548

TRANSFERS TO THE COLLEGE

Unrestricted Funds	\$318,809
Restricted Funds - Awards	245,019
Restricted Funds/Non-Awards	372,148
Loan Funds	7,549
Quasi Endowments	207,524
Endowment Funds	1,329,750
Capital Funds	1,238,906
Monroe Campaign	335,000
Total Transfers	\$4,054,705
Total Disbursements & Transfers	\$7,613,253
Net Increase (Decrease) for the year	\$3,902,156

INVESTMENT PERFORMANCE

For the Fiscal Year Ended June 30, 2019

Equities/Alternatives/Other	\$ 48,650,320	79%
Fixed Income/Cash	\$12,835,012	21%
Total Investment Pool	\$61,485,332	
Investment Pool Performance for Year		7.4%

Dunning
Art Gallery

TRANSFORMING LIVES

ONE STUDENT AT A TIME

Serving as the manager of scholarship programs at Northampton Community College has been the most fulfilling professional experience of my career – one that I have spent working in human-service focused non-profits and higher education. Every day, I am fortunate to see the life-changing results that come from scholarship support and the sheer gratitude with which students receive this generosity.

Our students' stories are all unique, but most have a common thread. Despite their lack of financial resources, working part- and often full-time, raising families, volunteering in their communities, overcoming disabilities and dealing with the stresses of life, NCC students are resolute in their pursuit of education.

They stretch to take one more class that will get them to their goal - even though money and time are in short supply. They invest in themselves, their families and our communities with the hope and expectation that things will be better, and they have chosen education and NCC to help them on their path.

When friends, faculty, staff, businesses, board members and others support scholarships for NCC students, we want them to experience the overwhelming gratitude that our students show for this support. Often, through tears and grateful, relief-filled smiles, students ask, "How could this happen? Who made this possible?" That is when the true gravity of the gifts donors make to NCC is revealed.

One student who stands out in my mind found a way to pay for her tuition and fees, but could not afford her books, which can cost over \$500 for some academic programs. Resigned to taking a semester off so that she could work more hours to save for future semesters, her academic advisor encouraged her to submit an application for an NCC Foundation scholarship.

She was eligible for a scholarship, and after it was awarded, she stopped by my office. She had to know who made her scholarship possible so that she could properly thank them.

With the excitement of someone who had just received some of the best news of her life, she shared how much the scholarship meant to her and her loved ones. Her family was struggling with a serious illness and the financial hardships that came with it. Education was her way to a better career to help get her family back on their feet. The words she used epitomize the transformation that our donors make possible.

"They (her scholarship donors) need to understand," she said, "this changes everything." Those are the moments when it is clear that acts of generosity and kindness, though sometimes small, will transform lives. I am proud of our students and proud to be part of the NCC community.

By PATRICK HOCKENBERRY MANAGER OF NCC'S SCHOLARSHIP PROGRAMS



...THIS CHANGES
EVERYTHING.

STUDENT
SCHOLARSHIP
RECIPIENT

Transforming LIVES



THANK YOU

When NCC's Transforming Lives Campaign was publicly launched in November 2017, we asked for all NCC alumni, friends, board members and faculty and staff to help reach our goal of \$17 million to enable the college to:

- Transform students' lives by providing affordable education through scholarships
- Offer experiential learning programs including study abroad opportunities
- Create a Center of Innovation and Entrepreneurship to give students and the community resources to change and solve problems facing our world today.

To help reach this goal, faculty and staff raised a total of \$235,000 from 350 donors in 2018. NCC faculty and staff from all campuses led by example NCC's mission of putting students first, illustrated by their support and generosity. Thank you to all faculty, staff and NCC retirees who served on a committee, spoke about the campaign and made a commitment to transform the lives of our students.

We are deeply grateful for all those who contributed, whether they be faculty or staff or friends and alumni. However, our work is not done. We invite you to continue to support the Transforming Lives campaign. Your gift can change the trajectory of our students' lives and future generations. Visit northampton.edu/transforminglives or call the Institutional Advancement office at 610-861-5451.

To those who have already generously supported the Transforming Lives Campaign, you have made a significant impact to Northampton and our students. Thank you!