Announcing New Incentives for Scholarship Giving

Trustee and Campaign Chair George Weiss, W’65, recently announced a new University program designed to help leverage scholarship philanthropy. Introduced at the spring Scholarship Celebration, the Excellence to Eminence Initiative for Undergraduate Financial Aid provides new matching funds for a wide range of undergraduate scholarship gifts. Matches are available for donors creating new scholarships or making additions to existing scholarships. Moreover, donors who have previously received a match can now take advantage of new matching levels to expand the reach of their scholarship (see chart on page 2 for details).

The Excellence to Eminence Initiative increases the impact of scholarship giving, benefitting both donors and students. By opening doors to students of talent and high potential regardless of their financial circumstances, Penn helps these men and women achieve their promise as individuals and creates an academic community that expands perspectives. This is a fundamental element of the University’s academic mission and one of President Amy Gutmann’s highest priorities.

Alumni, parents, and friends are already taking advantage of this new program. The Excellence to Eminence Initiative added a $50,000 match to Richard, W’79, WG’80, and Robin Pzena’s $250,000 commitment to create the Pzena Family Scholarship for Wharton undergraduates. Richard and Robin were thrilled to increase the impact of their philanthropy and help talented students afford a Penn education.

For Lisa Grushkin, C’01, establishing the Lisa A. Grushkin Endowed Scholarship was a golden opportunity to celebrate her 10th reunion and begin giving back to Penn by making a difference in the life of a current student. The Excellence to

continued on page 2 >
Eminence Initiative provided a spectacular new dollar-for-dollar match, transforming Lisa’s $75,000 gift into a $150,000 scholarship. Thanks to the generosity of our donors, endowed gifts to undergraduate financial aid have increased significantly over the last decade; however, the University’s undergraduate student aid budget has also steadily grown. In 2011-12, Penn will provide a record-breaking $161 million in undergraduate financial aid, 78 percent of which must be funded from operating expenses. At this pivotal time — as we simultaneously strive to meet our ambitious $350 million Making History goal and the strains of the economy mean our students require more support than ever — we are delighted to offer more matching incentives for scholarship donors.

President Gutmann and the Trustees of the University of Pennsylvania stand firm in their commitment to offer one of the nation’s premier financial aid programs. “When we make a Penn education accessible to talented and hardworking students, regardless of their economic circumstances, we draw from a much larger pool of exceptional and deserving applicants,” George Weiss explains. “Simply put, financial aid is key to Penn’s ability to accept the best and the brightest — and to propelling Penn from excellence to eminence.”

### EXCELLENCE TO EMINENCE

The Excellence to Eminence Initiative enhances our matching gift program by giving donors new opportunities to support our $350 million Making History goal for undergraduate aid. For more information please contact Undergraduate Financial Aid Development at 215.898.4551.

<table>
<thead>
<tr>
<th>Amount</th>
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<tr>
<td>$2 Million</td>
<td>Creates a Men and Women of Pennsylvania scholarship or challenge fund. A gift of $1.5 million can be matched with $500,000 in challenge funds.</td>
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<tr>
<td>$1 Million</td>
<td>Creates a scholarship supporting one high-need student each year in perpetuity. A gift of $850,000 can be matched with $150,000 in challenge funds.</td>
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<tr>
<td>$500,000</td>
<td>Creates a scholarship meeting the average grant need of one student each year in perpetuity. A gift of $400,000 can be matched with $100,000 in challenge funds.</td>
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<td>$300,000</td>
<td>Creates a scholarship providing more than half of the average grant need of one student each year in perpetuity. A gift of $250,000 can be matched with $50,000 in challenge funds.</td>
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<td>$150,000</td>
<td>Creates a scholarship supporting one student each year in perpetuity. A gift of $125,000 can be matched with $25,000 in challenge funds.</td>
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<td>$75,000</td>
<td>Creates a scholarship supporting one student each year in perpetuity. A gift of $75,000 from donors up to 10 years past graduation can be matched with $75,000 in challenge funds.</td>
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Lifting the Shadow of Debt

Penn couple Donna, C’86, and David, C’85, Gerson, count their undergraduate years among the very best of their lives. “It was a transformative experience for both of us,” says Donna Gerson, now an attorney, author, and speaker in Philadelphia. The place where they met, expanded their intellectual horizons, and challenged themselves to excel, Penn shaped their lives in countless ways. And while the Gersons are still reaping the benefits of their undergraduate years at Penn, for nearly a decade and a half after graduation they also experienced a less welcome residual burden: student debt.

“College debt is with you for a long time,” says Philadelphia corporate attorney David Gerson, “coloring all the life choices you make.”

With the Gerson Endowed Scholarship, awarded to an undergraduate otherwise unable to meet the cost of a University education, the couple is working to change that. The scholarship, which the Gersons established in 2005 and recently contributed to again, is their effort to ensure that today’s students have the benefit of an extraordinary Penn education without the burden of debt.

Both Gersons paid for Penn through a combination of financial aid, student loans, work-study, and summer jobs. Intent on legal careers, they went on to law school, piling more debt onto what they already carried from their undergraduate years.

“Coming out of school,” says David Gerson, “like everyone else, I had a handful of life goals: buy a home, pay a mortgage, start a family, save for my children’s education and my retirement, and contribute to causes I care about. Given my student debt, though, doing all those things seemed impossible unless I took a certain career path. I love what I do, but as a young person starting out, I never felt that I had the opportunity to consider being of service in a different way.”

“When you are looking at hundreds of thousands of dollars in loans — undergraduate, graduate, or both,” adds Donna Gerson, who started her career in private practice with a mid-sized law firm, “taking a public interest job that pays $30,000 a year just isn’t an option.”

That reality has become all too clear to the Gersons, not just through their own experiences, but also through Donna’s work as director at the University of Pittsburgh Law School’s Career Services Office. “To sit with someone in their early 20s just getting ready to graduate from law school and hear about their passions and dreams, and then find out that doors are closed for them because of debt,” says Donna, “is just heartbreaking.”

So, when a Penn development officer suggested in 2005 that they think about setting up an endowed scholarship, the Gersons didn’t hesitate. Having finally made the last payments on their own student loans, the couple was experiencing for the first time since high school what it felt like to be free of debt, and thinking more and more about what they could do to ensure that undergraduates would not have their life choices narrowed by the shadow of student loans.

Penn President Amy Gutmann’s strong commitment to eliminating loans from University aid packages, as well as her advocacy of a move to no-loan aid on a national scale, made supporting scholarships at Penn even more compelling for this alumni couple. “Watching Penn broaden its support for no-loan over the last few years,” says David of the University’s pathbreaking no-loan policies that now encompass low income through upper-middle income families, “has made us even more enthusiastic” — and more confident that for today’s Penn undergraduates, the future will be different.

It’s a future that this committed couple can easily see. “Just imagine what would happen if all bright students at this University could make career choices based on their interests and talents,” says Donna Gerson. “If we remove the debt issue from education, just think of the talent we would free up in the world.”

A Revolutionary Promise

“We promise all admitted students who qualify for financial aid that they will be able to attend without loans,” said President Amy Gutmann earlier this year of the University’s now fully implemented initiative to replace undergraduate loans with scholarships and outright grants. Six years of personal and institutional commitment and the strength of Penn’s most ambitious fundraising campaign to date lay behind that unprecedented promise. With close to 45% of the undergraduate population eligible for aid, it’s a promise that has had an immediate impact on a significant segment of Penn undergraduates. But its implications reach far beyond — transforming the Penn community and the world. Paying for that promise remains one of the most urgent priorities of Making History: The Campaign for Penn.
Home to an impressive international student population, Penn’s student body includes undergraduates from 106 different nations across the globe. These international students shape and enrich the Penn community, making Penn into a truly global campus. One of these extraordinary students is Juan Bernardo Alvarez, C’14, from Quito, Ecuador.

The recipient of the Andrew and Vanesa Hart Endowed Scholarship for a student from Latin America, Juan graduated magna cum laude from the American School of Quito, where he was Class President, a Model United Nations delegate, World Genocide Convention representative, and National Honor Society member. For as long as he can remember, Juan has been fascinated by social and political activities and has shown a passion for community service. Not afraid to dream big, he aspires to become President of Ecuador one day. Juan has also earned the distinction of being a named a Penn World Scholar, a unique academic program that brings exceptional students from around the globe to Penn’s campus.

Despite his high school achievements and honors, attending college in the United States was not guaranteed. As Juan wrote to his scholarship donors Andrew, W’86, and Vanesa Hart:

“Growing up in Quito has truly been an experience for me. Surrounded by a country full of poverty, injustice, and corruption, my parents have raised an amazing family. They live with the idea that the only heritage parents can leave to their children are two things: a good name, and a good education. Thus, their priority has always been to provide us with deep-seated values and ideals as well as with the best education available. But the process of applying to a college in the U.S. is daunting because so much depends on financial aid. When my acceptance letter arrived with the financial award, my mother’s eyes filled with tears. We could not believe it.”

Juan’s words describe the tremendous challenge faced by many international students who dream of attending a world-class American university. Attracting the brightest young minds from around the world requires competitive aid packages, making named scholarships for international undergraduates an important element of the University’s strategy for enrolling a geographically, linguistically, and culturally diverse pool of students.

During the Making History Campaign, Penn’s international financial aid endowment has nearly tripled, allowing us to meet the financial need for some, but by no means all, applicants from outside of North America. Each scholarship designated for an international student has a huge impact on our ability to attract the best and brightest international students, many of whom would be unable to attend Penn without financial aid. Ideally, Penn will one day be able to offer need-blind admission packages across the board so that no student will be discouraged from applying to Penn because the resources for international aid are limited.

Fostering exceptional global citizens is a priority at Penn, where teaching and learning across cultural differences is part of how the University defines education in the 21st century. Tomorrow’s leaders need the ability to skillfully navigate both the connections and the divides between the myriad communities across the globe. Juan hopes to become such a leader, declaring, “I want to tear things down, shake things up, and paste them back together to build a better world. At Penn, I can and will be a helping hand towards a positive change.”
Starting Small Leads to Big Impact

For Jonathan Kolker, W’57, a leader of his family’s business and charitable foundation, a modest initial gift to a term scholarship for Penn undergraduates led to a powerful and lasting partnership. “We are a Penn family — my daughter, son-in-law, and I are all alumni,” he says. So it made perfect sense to join forces with the University to help realize our shared philanthropic goals.

During his early involvement with the program, Kolker remembers being “impressed by its value and Penn’s inspirational implementation and management.” The family established an endowed scholarship fund in 1996 and they have made additional contributions on a semi-annual basis. “We are now up to supporting four students per year, and we hope one day to create some type of exchange among the Kolker Scholars,” he says with pride.

The Jonathan W. Kolker Endowed Scholarship and the Fritzi K. and Robert J. Hallock Endowed Scholarship, named in honor of his daughter Fritzi, C’83, W’83, and son-in-law Robert, W’71, provide financial aid awards for Maryland students in the College of Arts and Sciences. Fritzi is also a volunteer leader at the School, serving on the Arts and Sciences Board of Overseers.

Over the last decade and a half, the Kolkers have steadily built their scholarship endowment at Penn to a level that will provide financial aid funding for four undergraduates each academic year. By choosing to make scholarships the focus of their giving, they have expanded their reach — and their “Penn family” — systematically building a substantial resource from a humble beginning. Since Alice Cheuk, C’00, and Cassandra Hume, C’01, were named the first beneficiaries, a total of thirteen students have received financial aid from the Kolker and Hallock scholarships to date.

“We were motivated by President Gutmann’s writings on the relationship between access to education and a vibrant democracy. Plus, the scholarship program enables us to support Penn’s need-blind admissions policy, which we value so highly,” Jonathan explains. “And of course, we enjoy the personal interaction with ‘our’ students and witnessing their growth as they pass through their college years.”

This dedicated support has made a world of difference for Kolker Scholar Ayobami Ajayi, C’13, who came to Penn from New Town High School in Baltimore. Working toward a chemistry major and African Studies minor, Ayobami plans to go on to medical school and feels extremely lucky to have the opportunity to attend Penn. “I am constantly motivated and inspired by the ambitions of other Penn students; undergraduate and graduate,” Ayobami says. “Having all the schools on the same campus multiplies the amount of resources available to undergraduates. I have become particularly close with a third year medical school student, and it is wonderful knowing she is just a phone call away. Penn is a great place to be, and your generous support is a real blessing.”

The impact of the Kolker Scholarship on Ayobami’s college experience illustrates how growing a scholarship fund over time can have a profound and lasting influence. Jonathan describes why his involvement in the University’s undergraduate financial aid program is so rewarding, saying, “As Penn scholarship donors, we are helping to maintain access to a quality education for students with great promise while at the same time supporting one of America’s most historic and important institutions. And, our philanthropic participation at Penn enables our family to maintain a meaningful connection to the University that has played such an important role in our lives.” There is no limit to what the Kolkers might make possible for future generations of Penn students.

**Penn’s Financial Aid Policy Among Best in the Nation**

The Washington Post’s College Inc. blog recognized the University of Pennsylvania as providing one of the 12 best college financial aid policies in the United States. Touted for its bold initiative to eliminate loans from student aid packages in 2009, Penn keeps company with a select group of institutions that share a commitment to grants-based student aid. Visit Penn News at www.upenn.edu/pennnews/node/17127 and follow the link to read the entire list online.
Peter and Geri Skirkanich Scholarship

“I’ve stayed busy at Penn. School work alone would be enough, but with so many amazing opportunities, it’s difficult to not fill your plate! However, I wouldn’t trade the busy-ness for anything; it’s a reflection of how eager I am to get all I can out of these four years. Thank you so much for your help. My life will forever be enriched by my experiences as a Penn student.”

For small-town Texan Kaitlin Douglass, ENG’12, earning a degree in chemical biomolecular engineering has been one of the most difficult tasks she’s faced thus far, but that hasn’t stopped her from challenging herself to go outside her comfort zone. In addition to her rigorous course load, Kaitlin plays viola in the Penn Symphony Orchestra, tutors West Philadelphia math students, is Vice President of Service for the Alpha Phi Omega service fraternity, and recently completed her first marathon and triathlon. She is already looking ahead to law school and a career in environmental law.

KAITLIN DOUGLASS, ENG’12

Quinn Family Endowed Scholarship
John A. Nelson Endowed Scholarship

“All I ever wanted in life was one chance to succeed. Through your generosity, I have been afforded the opportunity of a lifetime. By attending Penn, I realize I have a platform to give back to the community. Some people go to college for a degree. Penn is a place you go to be a difference maker.”

Wharton student Quincy Lane is pursuing a management concentration and a minor in sociology. At Lake Highlands High School in Dallas, Texas, he was a member of the National Honor Society, played football, ran track, and was nominated by his peers to join a high school mentoring organization called PALS (Peer Assisted Leaders/Peer Helper). As a Peer Assisted Leader, Quincy mentored classmates and local elementary school students, speaking frequently about the value of an education and the importance of going to college. “I firmly believe that kids can’t be what they can’t see!” Quincy says. “Now I can share my own story with them.”

QUINCY LANE, W’14

Schwartz Family Endowed Scholarship
John A. Nelson Endowed Scholarship
Welcome to Penn, Class of 2015!

“This has been Penn’s most competitive selection process ever,” said Eric J. Furda, Dean of Admissions.

The members of the incoming Class of 2015 were chosen from an applicant pool 18% higher than last year. Here is a look at the newest cohort of Pennsylvanians by the numbers:

- Average SAT scores for enrolled students is 2156
- 22% increase in enrolled African-American and Latino students
- Forty-nine states (not North Dakota) represented in the class, including 403 students from PA
- 12% of students are citizens of countries other than the U.S., from 66 countries

MAYA BRANDON, C’13

Barbara Ellen Miller Endowed Scholarship

“When I learned that I’d received a generous scholarship to attend Penn, I was overjoyed. Now, after having begun my college career, I understand just how lucky I was. I am honored to be a member of this esteemed academic community that fosters both intellectual pursuits and professional, practical ends.”

A Romance Languages major and fluent in Spanish, Maya hopes to attend law school and become either an immigration or international attorney. She also hopes to be one of the few Penn students with a physical disability (Maya has MS) to study abroad. “Studying abroad is my main goal, for both personal and academic reasons,” she explains. “Though I worry about traveling, I won’t let the potential risk supersede the potential gain of an experience that could help me forge my place in the world.” For Maya, Penn is an opportunity to pursue her passions to the fullest and to prepare for the future she envisions. She plans to begin her Master’s Degree in Hispanic Studies this year.
A CELEBRATION FOR ALL SEASONS

First row, l-r: Monica Peisach Sasson, C’91 and President Amy Gutmann. Stephanie McIntyre, C’11; Ariel Herman, C’11; Faridah Gbadamosi, C’11; Trustee George A. Weiss, W’65; Renata Sotomayor, C’11; Petry Ubri, W’11.

Second row, l-r: School of Nursing Dean Afaf I. Meleis, FAAN, RN; Kyle O’Connor, NU’14; Krista Malovany Pinola, NU’86; Kathleen McCauley, NU’74, GNU’77, GRN’90, GNC’96. Professor and Associate Dean of Academic Programs at Penn Nursing. Angel A. Contrera, W’13, C’13 and Heidy Medina, W’11. Brittney Exline, ENG’11; Harry S. Gross, W’44; Helen Gross.

Third row, l-r: Melvin J. Chisum, M.D., C’43, M’52; Christopher Griffin C’12; Gloria Twine Chisum, Ph.D., GR’60, HON’94; Ryan Jobson, C’11; Charmaine Hanson, W’11; Luba Polyak, C’11; Lori Konolige, CW’75; Rebecca Konolige, C’14; Kit Konolige, WG’89.

Fourth row, l-r: Diane H. Drutt and Michael Mele, ENG’12, GEN’13.
When my Penn acceptance letter arrived with a scholarship endowed by a ‘Ms. Amy Gutmann and Mr. Michael Doyle,’ I turned to my mother, and proclaimed, “Well I don’t know who this Amy Gutmann is, but wow she sure is nice to send me to college!” After a quick Wikipedia detour divulged their identities and my shock wore off, I was left with utter amazement that someone who had never met me was willing to invest in my future.

I soon began to call Penn home. Within weeks of arriving on campus I was spending every waking moment with my fellow Bloomers, Penn’s (and the nation’s) only all-female sketch comedy troupe. For the last two years I served as the chair of the Performing Arts Council, attending five or more shows a week, everything from dance to a capella, theatre to jazz combos, and more. The Platt Student Performing Arts House is my home, and I never would have found this creative community anywhere else.

It wasn’t all just fun and games for me at Penn! I changed my major more times than I have fingers before finding my passion in psychology and linguistics. After learning American Sign Language, scarcely offered in most colleges, I set out to study how children acquire language at Penn’s Infant Language Center. With a grant from the Center for Undergraduate Research and Fellowships, I collaborated with audiologists at Children’s Hospital to research language development in infants with hearing impairments. This project has shown potential to revolutionize current clinical and diagnostic methods for detecting and treating language disorders two years earlier than previously thought possible. Without Penn’s resources, undergraduate research of this magnitude would never have been possible for me, nor would I have considered a career in academia. Now, I have devoted my life to researching childhood language disorders, and next year I will continue with graduate work at University College London.

Throughout my four years — as my family’s financial situation progressively worsened — Penn repeatedly came to the rescue, increasing my aid package to include the Liu Family Scholarship. When I decided to apply to Penn from my small-town Tennessee home, I was told I was reaching for the stars, yet with my family of donors as my wings, I was able to make my stellar flight.
A CELEBRATION FOR ALL SEASONS


Second row, l-r: Deborah Kleinman; Kristin Mullen, C’14; Steven C. Kleinman, W’64. Vani Sastri, W’12 and Vinit Sethi, C’95, W’95. Robert J. Chalfin, W’78, WG’78; President Amy Gutmann; Arthur H. Penn, W’85, WG’86.

Third row, l-r: President Amy Gutmann; Hyung Soo Byun, W’11, ENG’11; Stephanie McIntyre, C’11; Trustee George A. Weiss, W’65. Stephanie Yang, ENG’14; Alexandr Samocha, C’12; Susan Frier Danilow, CW’74, G’74; Jeffrey Hallock, ENG’14; Kristen Bryant, C’11, GED’12.

Fourth row, l-r: Jungwon Han Chai, W’88; Jeffrey Ng, C’11; Nelson J. Chai, C’87.
SPRING IN NEW YORK 2011

EXCERPT FROM REMARKS BY HYUNG SOO BYUN, W'11, ENG'11
Andrew and Denise Saul Scholarship

I was born in Korea, but before attending Penn I lived in Holland due to my father’s position at the United Nations. I was young, energetic, and optimistic, and came to Penn on a United Nations scholarship. After my freshman year I decided, as every Korean male citizen does, to serve in the armed forces. I joined the Korean army and served in the Special Forces, being deployed in Lebanon as a UN peacekeeper and also as a platoon leader near the North Korean border. Lessons learnt were tough, challenging, yet discretely meaningful.

But things fall apart, as a book title suggests, and when they indeed do, they fall apart spectacularly. During my military service, banks fell, corporations fell, and countries fell. So did my family’s financial situation. After military service, I arrived in America with luggage over twice my weight. This time, my excitement was overshadowed by worry that I was running a reckless risk on my family. Due to my service in the Korean military, I was no longer eligible for the UN scholarship I had previously received. My family was close to being broke.

I decided that I would have to give up the Jerome Fisher Management and Technology program, graduate from Wharton in 2.5 years, and begin working as soon as possible to pay off family debt. When I had almost given up, some professors and faculty members offered help. They said that surely there would be a way, so I submitted my application for aid. On the 23rd of August, 2010, help arrived — much more help than I had ever expected. Penn met my need. This was more of a miracle than a reality.

Ever since I finished military service, I’ve been taking at least 7 courses a semester, working at minimum 10 hours a week, and been involved in extracurricular activities. This was definitely challenging, but also rewarding. I wouldn’t say my life has been the easiest. But it sure has been exciting, and thanks to all of you here, I have had the luxury of continuing this dream. It’s my version of the American dream.

I hope that in twenty years (or perhaps even earlier), I can be in your shoes, helping others pursue their dreams at the University of Pennsylvania. Thank you, thank you, and thank you.

EXCERPT FROM REMARKS BY STEPHANIE McINTYRE, C’11
George A. Weiss Leadership Term Scholarship; David and Helen Dwyer Endowed Scholarship

I was raised in a small town in New Jersey by a loving single mother who was devoted to her children. Although my mother worked hard for years, there is no way she would have been able to afford to send me to Penn. Had it not been for the help of my donors, I would not be at the University of Pennsylvania today.

Not only does being at Penn mean that I am surrounded by ambitious, intelligent, future world leaders, but I am also taught by the highest caliber of professors and get to study with the most brilliant minds of today.

During my time at Penn, I helped to found Strong Women at Penn, an organization that celebrates the astounding women of this University and brings them together to discuss the issues females face as they strive to reach their academic, professional, social and/or community goals. One of my greatest joys has been dancing for the Strictly Funk dance team before and after jumping for the Women’s Varsity Track team.

I also got the opportunity to study abroad in London at the London School of Economics. One person’s reaction when I told them I’m from America really stuck out. He said, “You’re from America, the land of dreams!” I laughed it off, but when I reflect on what that man said to me, I realize he is completely right. I live in the land of dreams and opportunity. A land where a girl from a struggling, single parent household can get a scholarship to a world renowned institution. A country where a determined student can work hard so that she can become the first member of her family to receive an Ivy League education. I hope to take this opportunity and go far in life.

As a senior, I will be graduating and working for Towers Watson as an Executive Compensation Analyst, and then continuing my education to get a joint J.D./Ph.D. degree. Had it not been for my donors, the generous George Weiss, and David and Helen Dwyer, I would not be here today. Thank you so much!
Welcome Aboard!

Thank you to the generous alumni, parents, and friends who contributed over $38 million to undergraduate financial aid in Fiscal Year 2011*. In addition to the many donors who supported our program by either increasing an existing scholarship or establishing an additional scholarship, the following donors made first-time gifts to create new undergraduate named scholarships.

Anonymous (12)
David F. Adler, Parent
Hedy Ann Kangeser Adler, C’82, Parent
Daline Ariburnu
Richard A. Axilrod, WG’85
Arthur Becker, Parent
Philip Edward Berney
Jonathan S. Blue, C’89
Jennifer Butler, Parent
Dalinc Ariburnu
Richard A. Axilrod, WG’85
Arthur Becker, Parent
Philip Edward Berney
Jonathan S. Blue, C’89
Jennifer Butler, Parent
James Butler, Parent
Jill E. Braufman
Chungha Cha, W’79, Parent
Kyungwha S. Cha, Parent
The Lee Chang Family
Ferdinand Cheuk, W’96
Clifford K. Chiu, W’80
Jane Drittel, W’83, Parent
Peter Drittel, WG’83, Parent
Estate of Adolphus O. Ehrlich, W’32
Estate of Jean L. Figliu
Karen L. Finerman, W’87
Jeffrey G. Fluhr, ENG’96
Claire Fluhr
Holly J. Fogle, C’96, W’96
Rita Sue Gold
Alan J. Gold, W’55
Goldman Sachs Gives
Lawrence Golub
Brian Gonzick, W’86
Dawn M. Gonzick, GFA’94, GFA’97
Lisa A. Grushkin, C’91
Edward James Hahn, W’86
Michael J. Halpern, W’83
Haim Handwerker
Jamie O. Handwerker, C’83
Finley B. Hess Trust
Alexander B. Hurst, C’01
Andrew S. Jhawar, W’93
The Kerko Family
Kathleen M. Kopp, CW’74
Douglas R. Korn, W’84
Elizabeth B. Korn
Robert M. Krammer, W’86
Susan M. Krammer, W’86
Mukund Krishnaswami, ENG’96, W’96, WG’98
Raphael Langenscheidt, C’10
Hyung Soon Lee, W’93
Susan Choi Lee, W’93
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Mukund Krishnaswami, ENG’96, W’96, WG’98
Raphael Langenscheidt, C’10
Hyung Soon Lee, W’93
Susan Choi Lee, W’93

*July 1, 2010 – June 30, 2011

Planned Giving Supports Penn’s Future

With wise and thoughtful planning, we all have the power to “make history” and to make a difference for generations of promising students. Penn’s Office of Gift Planning is ready to help alumni, parents and friends of the University of Pennsylvania establish a lasting legacy by funding undergraduate scholarships. Our values-based, donor-centered approach helps you meet both your personal planning and charitable giving objectives through creative gift planning solutions.

To learn more about the many ways to support scholarships using a legacy gift, contact the University of Pennsylvania’s Office of Gift Planning at 800.223.8236 or visit www.makinghistory.upenn.edu/giftplanning.