

FOUNDATION FOCUS

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News from the Montgomery College Foundation

Fall/Winter 2016

TRANSFORMATIONAL PHILANTHROPY



Hillman Entrepreneurs Program Raises Future Leaders

Amanda (on left) and Allison Hishmeh '14

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Ken Becker Assumes Foundation Chair
Ken Becker remembers his dad's gift of philanthropic inspiration.

Twin Sisters Epitomize Spirit of the Hillman Entrepreneurs Program

When identical twin sisters, Allison and Amanda Hishmeh, were deciding where to attend college, they had many options. After all, they were both excellent students at Northwest High School, where they juggled demanding advanced placement courses with numerous extracurricular activities. They knew, though, that they wanted to stay in Maryland, and because they weren't sure of their career paths, they decided that Montgomery College would be a great place to start their academic pursuits because of its excellent reputation and the low cost of tuition.

Once at MC, they both were accepted into the prestigious Hillman Entrepreneurs Program, a three-year scholarship and educational program whose mission is to “support, develop, and graduate ethical leaders who want to energize and give back to their local communities.” Through the Hillman program, students complete their associate's degree at MC and then transfer to the University of Maryland (UMD), where they receive a bachelor's degree with a minor in technology entrepreneurship.

After graduating from MC, both Amanda and Allison were accepted into the Robert H. Smith School of Business at UMD and graduated in May 2016. True to form, both young women, who were the first women in their family to receive their bachelor's degrees, wasted no time starting their professional careers:

Allison as a consulting analyst for Accenture and Amanda as a solution sales specialist at IBM. In both positions, they apply the skills and knowledge they acquired while at MC and UMD on an everyday basis.

The Hillman Entrepreneurs Program was established by a gift from the David H. and Suzanne D. Hillman Family Foundation. Initially, the program accepted students only at Prince George's



“It is a model program for growing the future entrepreneurs and business leaders for our community, county, and state. We are incredibly grateful to the Hillman family for their transformational philanthropy.”

Community College, but in 2013, the program grew to include Montgomery College students as well. Currently, 167 students are enrolled in the program, and 100 students have graduated and either started their careers or continued on to graduate school.

Rebecca Razavi, program director for the Hillman Entrepreneurs Program at Montgomery College, believes that what sets this program apart is the emphasis on its graduates “becoming full citizens and members of their community.” According to Razavi, this is also the vision of David Hillman, owner and CEO of Southern Management Corporation and founder of the Hillman Family Foundation. “Mr. Hillman believes that, with guidance, support, and opportunities, students can reach their full potential as leaders and game changers. His generosity is making the difference for our students—like Allison and Amanda—who exemplify

the ideals of a Hillman Entrepreneur Program graduate.”

Participants in the program receive two-thirds of their tuition and fees, funds for books, and the opportunity for a one-time \$500 merit scholarship. Additionally, students receive one-on-one advising and mentoring, take credit courses to develop entrepreneurial/leadership skills, join a network of aspiring entrepreneurs, and complete paid internships.

According to David Sears, senior vice president for advancement and community engagement at MC, “The Hillman Family Foundation's support and generosity are fostering great outcomes for the students in the Hillman Entrepreneurs Program. They understand well that supporting programs that combine academics with student supports, mentoring, and experiential learning opportunities lead to greater student engagement, retention, and ultimately completion. It is a model program for growing the future entrepreneurs and business leaders for our community, county, and state. We are incredibly grateful to the Hillman family for their transformational philanthropy.”

FOUNDATION FOCUS

Montgomery College Foundation's newsletter is produced by the Office of Advancement and Community Engagement.

David Sears, senior vice president for advancement and community engagement

Carol Rognrud, executive director of the foundation and director of development

Katie Kumkumian, donor relations and board stewardship interim director

Pete Vidal, photographer

Heather Milke, strategic communications director

Montgomery College Foundation, Inc.
40 West Gude Drive, Suite 220; Rockville, MD 20850
240-567-7900; montgomerycollege.edu/foundation
www.montgomerycollege.edu/onlinegiving

For major gifts, contact Carol Rognrud, executive director of the foundation, at 240-567-7493 or carol.rognrud@montgomerycollege.edu.

ACHIEVING THE DREAM

Youngentobs Host Reception Focused on College Completion

The torrential rain held off until the very last guest left the reception at the home of Linda and Bob Youngentob on June 16, thereby ensuring a truly picture-perfect evening for all. The Achieving the Dream-themed reception was held to raise support and awareness about the growing need to help students in our community complete their college education and have more opportunities to achieve economic success.

As the co-chair of the MC2020 Campaign, a member of the Montgomery College Foundation's Board of Directors, and an adjunct faculty member in the Macklin Business Institute, Linda is committed in every sense of the word to ensuring Montgomery College students have access to an education. She is also committed to ensuring that our students not only begin their education



(from left) Dr. Pollard, Catherine Scott, MCF board member, Tillman Neuner, and Carol Rognrud, MCF executive director

at MC, but that they are able to see it through to completion. It is with this in mind that Linda facilitated a question-and-answer session between Dr. DeRionne Pollard, president of Montgomery College, and Kavitha Cardoza, education correspondent for



(from left) Bob Youngentob, Kavitha Cardoza, Dr. Pollard, College president, and Linda Youngentob, MCF board member and MC2020 co-chair

@educationweek and @NewsHour and formerly for WAMU.

After cocktails and dinner, guests gathered in the Youngentob's family room to listen as Dr. Pollard and Ms. Cardoza discussed the ways in which the College is working to make sure students complete their studies—whether it be to earn a certificate or an associate's degree or to transfer to a four-year college program.

Dr. Pollard shared with the guests that, like so many MC students, she experienced occasions in which she seriously considered dropping out of college. She credits many people with helping to get her back on track and encouraged everyone in the room to do the same for the College's students. Ms. Cardoza shared examples from her documentary, *Lower Income Higher Ed*, in which she interviewed students who struggled to stay in college because they face many outside difficulties that have much more to do with poverty and lack of support than their academic capabilities.

The panel agreed that, in a time when a college degree or career training is most important, residents in Montgomery County are increasingly unable to afford to pursue their educations.

Linda pointed out that, when a student receives a full scholarship to the University of Maryland, for example, it includes housing, which means transportation is not an issue. Full scholarship recipients at Montgomery College, on the other hand, are still required to provide their own transportation, housing, and food, and in many instances, they are responsible for contributing to their family income. It is because of these realities for many students that the Youngentobs have set aside a portion of their generous gift to the Montgomery College Foundation in order to ensure that emergency funds are available to help MC students fulfill their educational goals.

Following the Q&A, the reception continued with guests enjoying dessert and conversation.

DID YOU KNOW?

Montgomery College Celebrates 70th Year

This year, Montgomery College celebrates its 70th anniversary. The College was created at the end of World War II in borrowed classroom space at Bethesda-Chevy Chase High School. Although the College has changed, its grounding in the community and its mission to bring a high-quality, reasonably priced education within the reach of any local resident who wants one are still the hallmarks of its mission.

Since its inception, the College has achieved many milestones, including the opening of the first hospital in the nation located on a community college campus. MC engages with the Holy Cross

Germantown Hospital in an innovative educational partnership to train the next generation of health care professionals. MC has also become the largest engineering transfer institution in the country. Each year, the College graduates students in the arts and a wide variety of academic disciplines who have gone on to earn four-year degrees and beyond, and have become leaders in their fields.

To appreciate how things have changed and how, in many ways, they remain the same, here are some “MC Facts,” many of which will surprise readers.

Montgomery College
was founded in

1946

and the first class met at
Bethesda-Chevy Chase
High School



Tuition per semester during
the 1946–1947 academic year was

\$150

considerably less than the
\$410 average tuition at other
local colleges back then



MC employed

8

full-time faculty members
when it first opened, and

186

students attended

The Rockville Campus opened in

1965

the Germantown Campus opened in

1978

and the Takoma Park Campus
was renamed
“Takoma Park/Silver Spring”
in 2005



MC now offers more than

130

degree and certificate programs
in a wide variety of disciplines
and a full menu of online courses



Today, MC has more than

60,000

students across its three
campuses and online. Its student
population represents

The first campus—known then as the Takoma Park Campus—opened in

1950

159

countries

LET YOUR LIFE SPEAK

Call Me Elizabeth

Dr. Lisa Fronc described her mother as the kindest, most selfless and giving soul, who loved her family above all else. When Mrs. Fronc, born in 1921, graduated from high school in Grabill, Indiana, she moved to Washington, DC, to “work for the war effort.” While here, she married and raised three children, and it was only then that she decided to enter college.

Mrs. Fronc was a feminist for her generation. She believed that everyone has potential, and she proved it by going back to school later in her life. She began by taking courses at Montgomery College, which she saw as accessible because it was in her community and it allowed her to pursue her education while juggling her responsibilities as a wife and mother. In 1990, she received her associate’s degree from MC and then entered the University of Maryland, where she completed her BS and passed the licensure to become a registered nurse. She was 69 years old when she completed her college degree.

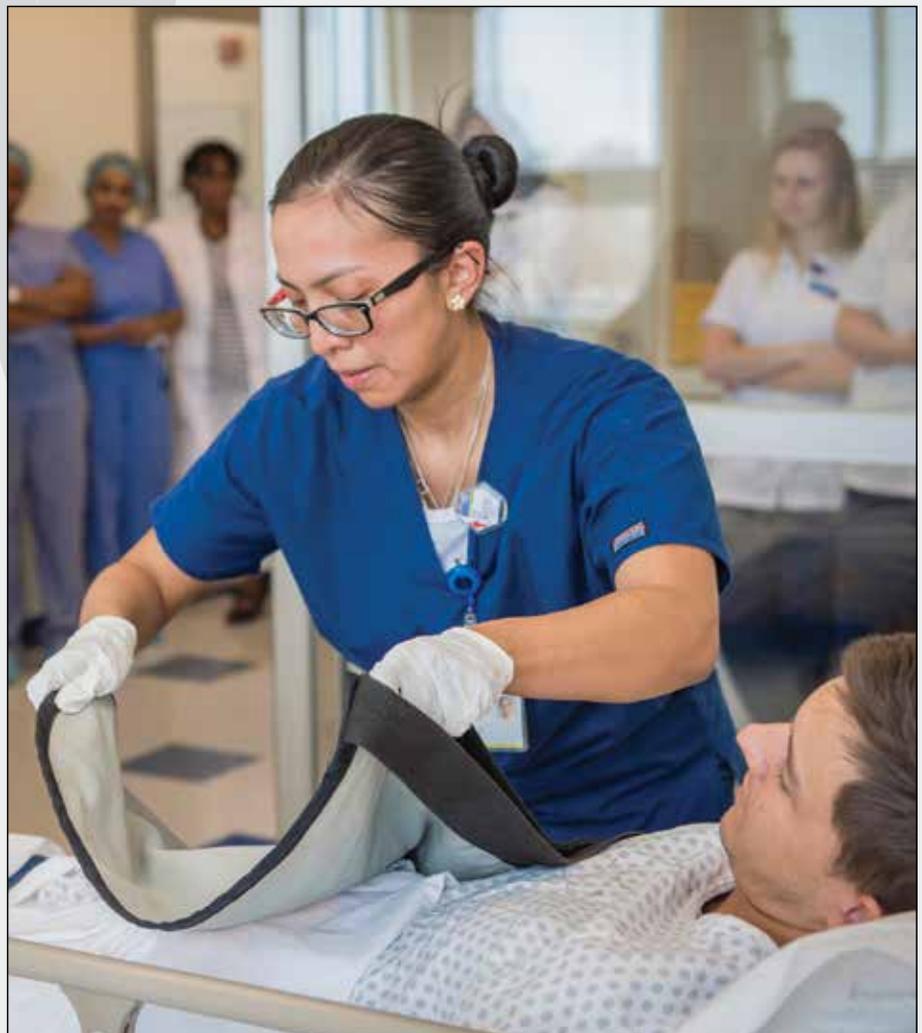
On July 2, 2016, Mrs. Fronc died surrounded by her family. Her legacy of loving others, caring for family, and giving back through her work as a nurse will be remembered through the Elizabeth R. Fronc Endowed Scholarship, established with a gift from her daughter, Lisa. The scholarship will support nursing students with financial need, particularly students who are returning to college to pursue degrees leading to careers as registered nurses.

When Lisa Fronc established this scholarship, she had in mind an old Irish saying her mother was often heard saying, “Let your life speak.” Elizabeth Fronc’s life spoke through her time as a student at Montgomery College, where she loved interacting with the younger students, and they resonated with her as well. Her life still speaks through her children and grandchildren, who followed in her

footsteps and pursued their education in the medical field—Lisa as a pediatrician, her granddaughter as a psychologist, and her grandson, who is currently applying to medical school. Through this scholarship, her life will always speak as she continues to inspire others. Montgomery College helped Elizabeth Fronc take her first step toward higher education. Now, through the Elizabeth R. Fronc Endowed Scholarship, generations of students will have that same opportunity.

When Mrs. Fronc entered MC, she asked to be known as Elizabeth, and no

longer Betty, as she had been known all her life. It was as if she had taken on a new identity as she became a college student and, later, a highly regarded nurse. She was recognized not only for her unshakable professionalism, but also for her vitality and genuine and heartfelt empathy for her patients and all others. Attending Montgomery College represented a transformation in the life of Elizabeth Fronc—a transformation that will continue through the recipients of the scholarship that bears her name.



COMPETING FOR A CAUSE

Record Amount Raised at 31st Annual Golf and Tennis Classic

Many thanks to everyone who participated in the Montgomery College Foundation's 31st Annual Golf and Tennis Classic, which took place on Monday, October 17, at Lakewood Country Club. Due in no small part to the tireless efforts of this year's golf committee, the foundation raised an estimated \$150,000 for unrestricted scholarships.

Special thanks to Carl Buch '86, Peter Bulcavage, Steve Bulcavage, Doug Firstenberg, Bill Hard, Sam Spiritos, and Morgan Sullivan for serving on the golf committee. We also want to thank David Lee of ESPN 980 for his support of our tennis program.

This year, the event had two very generous presenting sponsors, Lexus of Rockville, which has long been a supporter of MC Foundation's mission, and Buch Construction. The foundation is thrilled to count Buch Construction as a sponsor and is also proud to count its, president, Carl Buch, as an MC alumnus.

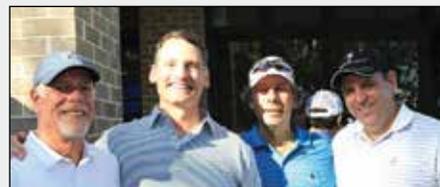
The winner of this year's trip to Pebble Beach, which is generously provided by Lexus of Rockville, is Michael S. Paukstus. Additional scholarship dollars were raised through a live auction for sporting event tickets and a silent auction of gift cards donated by area restaurants. Once again, Dr. Ken Weiner, retired faculty member, stepped up as auctioneer and did a fantastic job raising funds for the students.

Congratulations to the winners of this year's golf tournament, representing AMF Walls & Ceilings: David Schanuel, Tim Stolz, Scott Sullivant, and Ben Tew. Their score was 56. The men's tennis tournament winner was Dean Burch, and the women's tennis tournament winner was Alana Smith.

The MC Foundation looks forward to welcoming all golfers, tennis players, sponsors, and friends to next year's tournament at Lakewood Country Club.



2016 Golf Committee with Dr. Pollard. (from left) Peter Bulcavage, Steve Bulcavage, Bill Hard, Dr. Pollard, Morgan Sullivan, Sam Spiritos (back), Doug Firstenberg, and Carl Buch '86



(from left) Mitchell Rubenstein, Ken Cook, MCF board member, Rusty Davis, and Steve McAuliffe, MCF board vice chair



(from left) Tim Stolz, Dave Schanuel, Scott Sullivant, Ben Tew, winners of this year's golf tournament



(from left) Cliff Kendall, major donor; Doug Firstenberg, MCF board member; and Bill Hard, MCF board member



(from left) Morgan Sullivan, MCF board member, Kevin Verdi, Jim Wallace, and John Bowers



MC Raptor behind the wheel!



Tennis participants with (center) David Lee, tennis tournament chair



Dean Burch, men's tennis tournament winner



Presenting Sponsor, Lexus of Rockville, representatives: (from left) Robert Marr, Jim Baker, Ray Lee, and Andy Yankanich



(from left) Dr. Pollard, president of MC; Craig Rice, Montgomery County councilmember

Many Thanks to Our Generous Tournament Sponsors

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FY 2016 Gifts and Pledges

\$5,047,627

Total gifts and pledges received as of June 30, 2016

FOUNDATIONS AND ORGANIZATIONS

48.9%

\$2,469,644

The Healthcare Initiative Foundation was one of 74 foundations and organizations that provided gifts and support to the foundation.

INDIVIDUAL DONOR-ADVISED FUNDS

1.5%

\$78,119

There were 27 individuals who made gifts through donor-advised funds.

FACULTY, STAFF, RETIREES

18.7%

\$942,747

Dr. Judy Ackerman, vice president and provost emeritus, and 282 other retirees and employees pledged or contributed gifts.

CORPORATIONS

10.5%

\$532,367

WGL and 94 other corporations provided gifts and support.

FRIENDS OF THE FOUNDATION

9.9%

\$500,550

Dr. Leslie Levine, member of the Montgomery College Board of Trustees, was one of 678 friends of the foundation who pledged or donated gifts.

ALUMNI

10.4%

\$524,199

Carl Buch '86 and 471 other alumni pledged or made gifts.



FY 2016 Support Provided by Gifts

\$4,047,566

Total support provided by gifts as of June 30, 2016

GRANTS

28.3%

\$1,144,310

This includes emergency assistance for students with urgent needs, such as food, transportation, or housing costs, as well as grants that support unique programs, such as the Hillman Entrepreneurs Program, Macklin Business Institute, and the Global Humanities Institute.

GENERAL/ADMIN.

4.5%

\$183,705

The foundation pays legal fees, bank fees, and audit fees.

FUNDRAISING

7.5%

\$304,966

The Annual Golf and Tennis Classic, direct mail, and the Annual Fund drive are examples of our fundraising efforts.

SCHOLARSHIPS

59.7%

\$2,414,585

Scholarships include need-based, honors, transfer, and book awards.



To make a gift online, visit montgomerycollege.edu/onlinegiving

Family Foundation Issues ACES Scholarship Challenge

Hundreds of students will benefit from scholarships and book awards at Montgomery College, thanks to a \$250,000 grant award by The Morris and Gwendolyn Cafritz Foundation.

The scholarships are designated for students in the Achieving Collegiate Excellence and Success (ACES) program, which serves approximately 1,879 high school and college students. Through a collaboration between Montgomery College, Montgomery County Public Schools, and the Universities at Shady Grove, ACES creates a smooth educational pathway from high school to community college to university, using a one-on-one case management approach for students often underrepresented in higher education.

“The Morris and Gwendolyn Cafritz Foundation has been an invaluable partner in supporting the success of ACES students for several years,” said Dr. DeRionne P. Pollard, president of Montgomery College. “We are grateful for its support as together we help every student complete the promise of a college education.” The \$250,000 award includes an outright gift of \$100,000 and \$150,000 offered as a dollar-for-dollar match for additional scholarship and book award funds raised for ACES students.

“As an organization, we look for models in education that provide comprehensive services to help students improve their academic success. At the same time, we recognize that financial need often is the greatest barrier blocking a young person from attending college or completing a degree,” said Calvin Cafritz, president and CEO of The Morris and Gwendolyn Cafritz Foundation. “We are pleased both to provide this scholarship support to keep these students in school and to leverage our support to encourage others to invest in these promising young people.”

The Morris and Gwendolyn Cafritz Foundation is committed to building a stronger community for residents of the Washington, DC, metropolitan area through support of programs in the arts and humanities, community services, education, health, and the environment. The foundation is the legacy of Morris Cafritz, one of Washington’s leading commercial and residential builders from the early 1920s to the mid-1960s.

CURRENT ACES ENROLLMENT

MCPS (at 10 high schools):	1,165
Montgomery College:	682
Four-year institutions:	32
TOTAL:	1,879

HIGH SCHOOL PARTICIPANTS

-  **98%** of 430 ACES seniors graduated from high school
-  **95%** completed applications to two-year and four-year colleges
-  **89%** enrolled in college—just under 46% at MC and 43% at other institutions

MONTGOMERY COLLEGE PARTICIPANTS

Course pass rates
77% for ACES, 72% for others



Grade point average
2.65 for ACES, 2.12 for others



Fall-to-spring retention
91% for ACES, 71% for others



FIRST CHALLENGE GIFT

Happy Birthday, Scott Brickman!



Patrice Brickman wanted to surprise her husband, Scott, on the occasion of his birthday this past summer. She thought long and hard about finding a gift that he would appreciate. In addition, she wanted to give him something that would represent their family values, which include a shared recognition of the life-changing opportunities only education provides.

When Patrice heard about Montgomery College’s ACES program, she knew that supporting it represented everything that her family values. Through their family foundation, Patrice and Scott Brickman have touched the lives of individuals and families in our community who live in poverty. They view their

philanthropy as an investment in organizations and programs that support people who work hard to achieve their personal goals, especially when those goals reach far beyond what their circumstances would appear to allow.

Patrice describes Montgomery College as “a great resource in our county” and says that she and Scott both “believe in the social justice movement community colleges represent.” The Scott and Patrice Brickman Family Foundation Endowed Scholarship, established in Scott’s honor, does two important things: it celebrates a momentous occasion in the life of a man who believes in paying it forward, and it provides students in our community with access and opportunities to higher education and the possibilities it provides in perpetuity.

When deciding how to recognize Scott on his birthday, Patrice realized she found a gift like no other.

SMART INVESTING

MC Consolidates Administrative Services in New Building



(from left) Cris White; Donna Pina, director of foundation finance; Ken Becker, chair of the board; Dr. Pollard, president of MC; Bill Hard, real estate committee chair; Carol Rognrud, MCF executive director; and Sam Spiritos, real estate committee member. Doug Firstenberg is not shown.

In 2014, Bill Hard, chair of the Montgomery College Foundation's Real Estate Committee, and his fellow committee members, including Ken Becker, Doug Firstenberg, Sam Spiritos, and Cris White, brought an incredible opportunity in the real estate market to the attention of their fellow board members, College Board of Trustees, and College leadership. They advised Montgomery College to take advantage of the historically low interest rates and high commercial vacancy rates and purchase a building. This would be an opportunity to save a substantial amount of money by consolidating the properties MC was leasing.

So began the arduous process of reviewing the College's current lease rates and comparing this information with the cost of purchasing a building that would accommodate hundreds of MC employees. The committee began identifying properties that met certain criteria including size, location, and building condition.

After the list of properties was narrowed down and a property was selected, the really hard work began, and through it all, the committee remained actively involved, providing pro bono their decades of experience. Because of the Real Estate Committee's hard work, formidable negotiating skills, and the dedication of their time

and talent, a partnership was formed between Montgomery College, the Montgomery College Foundation, and the Montgomery County Government, which enabled the foundation to purchase a building within the county to house the College's central services.

The 115,000-square-foot, four-story building located at 9221 Corporate Boulevard in Rockville will consolidate services performed at three separate locations. These include information technology, advancement, academic affairs, student affairs, and other administrative functions. This consolidation is expected to save the College approximately \$40 million over a 30-year span because it will no longer be paying leases for two service locations. Beyond the savings, the purchase of this property plays a critical role in the College being able to better support student success. By vacating the Mannakee Building, the campus capacity will increase, allowing the College to reallocate more space to instruction, labs, and offices.

Thanks to the members of the Real Estate Committee, especially Bill Hard, for pulling together a deal that the *Washington Business Journal* referred to as "a textbook example of how the college timed the market just right."

From the Chair

Still fresh with the honor and responsibility of our board's vote for my chairmanship, I turn now to maintaining the high bar set by our foundation leadership and governance and exemplified by all of our prior chairs, most recently Marty Colburn and Doug Firstenberg, with whom I had the privilege to work. But the true inspiration for my commitment to the life-changing work of this foundation was my dad, Arthur Becker, who embraced the mission of Montgomery College and served on the foundation board many years before my own involvement.

A particular example of his commitment that I vividly remember was when he suggested to my siblings and me that he and my mother would prefer that we make contributions to the scholarship fund they established instead of purchasing gifts for them. This, he emphasized, would have far greater impact and meaning to them than any material token ever could. All of us willingly complied, but I would not truly appreciate this request until years later when my wife and I had the pleasure of meeting some of our scholarship recipients at the annual Montgomery College Foundation Scholarship Recognition Luncheon, where we came to fully understand the true life-changing impact of these scholarship dollars. We heard compelling stories from our scholarship recipients of how this assistance made a big impact on both them and their families. Often, we were told, it represented the difference between their being able to pursue their education or not. In their voices we heard gratitude, relief, and hopefulness for the future. It was then that I truly appreciated that my dad, in almost a casual manner, had yet again passed on a great life lesson to his family.

In recent years, my wife and I have been thrilled when our adult daughters were able to join us at the luncheon so they could fully appreciate the gift of giving for themselves. And, yes, my wife and I also proudly accept gift acknowledgements from the Montgomery College Foundation in lieu of traditional gifts from our daughters, and we do so while fondly recalling the origins of these gifts with my dad's beautiful request many years ago.



— Ken Becker
Chair, Montgomery College Foundation

What will your legacy be?



Bequest: Make a Difference for Future Students

You can change the course of a student's life by including Montgomery College in your estate plans with a bequest. After you ensure that your family is taken care of, you can name Montgomery College as residuary beneficiary of your estate. Find out how simple it is to leave your legacy. Call us today.

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Where Students and Donors Meet

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