

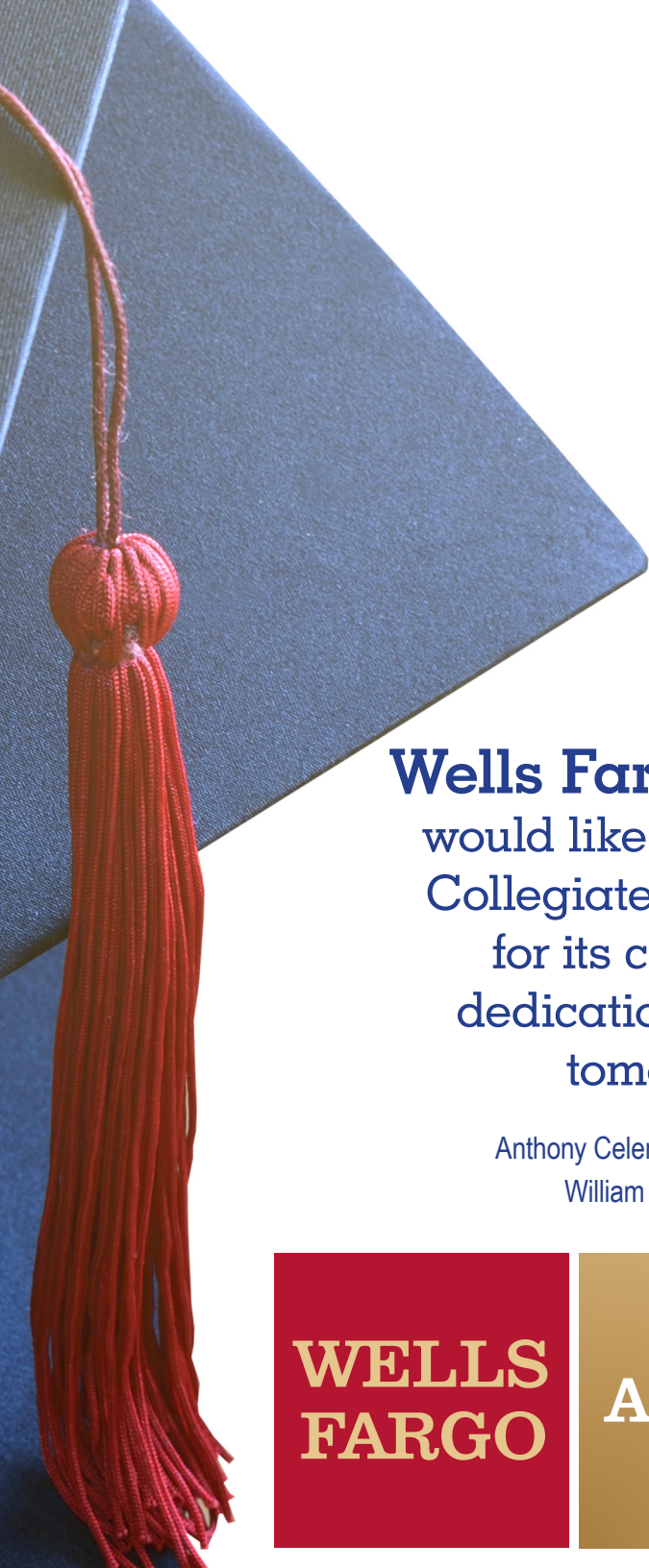


COLLEGIATE  
DIRECTIONS

*8th Annual  
Spring Benefit*



Thursday, May 3, 2018



**Wells Fargo Advisors**  
would like to congratulate  
Collegiate Directions, Inc.  
for its commitment and  
dedication to supporting  
tomorrow's leaders!

Anthony Celentano  
William Lane

Chip Kurtzman  
Bryan Rogers

**WELLS  
FARGO**

**ADVISORS**

## FROM THE PRESIDENT



On behalf of CDI, our 216 active Scholars, 139 alumni, and 640 students at our college advising consultation partner schools, I am honored to welcome you to Collegiate Directions, Inc.'s 8th Annual Spring Benefit.

In 2005, Nina Marks founded CDI, alongside her husband Jonathan Marks, and set out to address the education opportunity gap that presented itself for low-income, first-generation-to-college high school students. Today, more than 250 CDI Scholars have matriculated at over 85 selective, four-year colleges and universities

across the country and have a 97% college graduation rate. The three-pronged core mission remains as relevant today as it was thirteen years ago in that CDI works to: (1) identify gifted, low-income, primarily first-generation-to-college high school students and helps get them to and through college; (2) create leaders by serving as mentors for the personal and academic goals of our Scholars; and (3) leverage its college counseling expertise and partner with other organizations to improve their college advising operations. A unique attribute of our approach is that we stay with our Scholars for six years. This has been the cornerstone of our 97% college graduate rate versus the 11% national average for their low-income peers. Our high-touch model includes intensive one-on-one educational counseling, assistance in navigating the college application and financial aid processes, tutoring and test preparation, family engagement and decision-making support on selecting the best-fit college. We do what is required to facilitate their aspirations for higher education.

Through our School Support Program, we work with partner high schools to enhance their college advising offices by developing college-going practices based on their self-identified areas of need. E.L. Haynes Public Charter School and D.C. International School together enroll 640 high school students that benefit from CDI's comprehensive college advising consultation services.

As you can see, our work continues and I want to thank our patrons and each one of you for all of your invaluable support. This year, we have achieved our goal to reach a broader audience and share our message with more of you. Thank you for answering the call!

We are grateful that you have chosen to join us this evening as we advance our mission to help more Scholars fulfill their dreams. We hope that you are inspired by our work and continue to be a champion for our cause to help our Scholars, alumni and partner high schools to Achieve What's Possible!

Warmest regards,

A handwritten signature in black ink that reads "Amma Felix". The signature is fluid and cursive.

Amma Felix

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## BENEFIT CHAIRS

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Nancy Carr • Brooke Fernandez • Manisha Kapani • Alice Leiter

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CDI would like to thank our corporate patrons for their generous support

PRESIDENT

**LOCKHEED MARTIN**



DEAN



THE COMMUNITY BANK OF THE NATION'S CAPITAL



DEPARTMENT CHAIR





## COLLEGIATE DIRECTIONS

### **8TH ANNUAL SPRING BENEFIT**

Thursday, May 3, 2018

The Four Seasons, Georgetown

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#### PROGRAM

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#### **Welcome & Opening Remarks**

Stephen A. Weiswasser

*Board Chair*

#### **Overview of the Evening**

Agnes C. Underwood

*Master of Ceremonies*

#### **Remarks**

Amma Felix

*President, CDI*

#### **Marks Medal Presentation**

#### **Keynote Address**

Eric L. Motley, Ph. D.

*Executive Vice President, Institutional Advancement  
and Corporate Secretary, Aspen Institute*

#### **Scholars Program Alumni Speaker**

Isel Otero-Vera

*CDI Class of 2008*

#### **Paddle Raise for Mental Health**

Open Appeal

#### **Closing Remarks**

Agnes C. Underwood

*Master of Ceremonies*



## AGNES C. UNDERWOOD

*Vice President, Carney Sandoe & Associates*

“Aggie” earned a bachelor’s degree in Economics from Connecticut College, and a Master of Business Administration from Columbia University Business School.

Aggie served as Headmistress of National Cathedral School, Washington, D.C., from 1989-2003. She formerly served as Headmistress of Garrison Forest School in Baltimore, MD from 1978-1989. Her board leadership experience includes: President of the Headmistresses Association; President, the Headmasters Association; President, National Association of Principals of Schools for Girls; Vice-President, Country Day Headmasters Association; Vice-President of A Better Chance; Trustee, Washington Episcopal School; Canon, Washington National Cathedral; Chair, National Association of Episcopal Schools’ Bicentennial Conference 2004; Trustee, National Association of Independent Schools.

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## ERIC L. MOTLEY, Ph.D.

*Executive Vice President, Institutional Advancement  
and Corporate Secretary, Aspen Institute*

Eric L. Motley, Ph.D., is an executive vice president at the Aspen Institute, responsible for Institutional Advancement and governance. Prior to joining the Aspen Institute, he served as the Director of the U.S. Department of State’s Office of International Visitors within the bureau of Public Diplomacy. In 2003, he became Special Assistant to President George W. Bush for Presidential Personnel, where he managed the appointment process in the White House for over 1,200 presidentially-appointed advisory board and commission positions. He joined the White House staff as Deputy Associate Director, Office of Presidential Personnel, in 2001.

In February 2017, he published a memoir, *Madison Park: A Place of Hope*, telling the story of the small community he grew up in Montgomery, AL, that was founded in 1880 by a group of freed slaves.

Eric earned his bachelor’s degree in Political Science and Philosophy from Samford University. As a Rotary International Ambassadorial Scholar at the University of St. Andrews in Scotland, he earned a Master of Letters in International Relations and a Ph.D. as the John Steven Watson Scholar.

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## ISEL OTERO-VERA

*CDI Class of 2008*

Isel Otero-Vera currently works at The Food Trust, located in Philadelphia, coordinating projects to increase access to healthy, local foods, gardening opportunities, and food-based activities in early care and education settings. Prior to joining The Food Trust, Isel coordinated a food access program in San Juan, Puerto Rico and a sustainable farming entrepreneurship program in Kerala, India.

Isel earned a bachelor’s degree in Political Science with a concentration in International Sustainable Development and NGOs from from Bryn Mawr College, and a Masters in Public Administration and Public Policy from Rutgers University.

Isel was born and raised in Puerto Rico and has lived on the U.S. mainland for over 11 years.

## SCHOLARS PROGRAM

CDI provides comprehensive college counseling, tutoring, test preparation, study skills training, leadership training, and ongoing support, beginning in 10th grade and continuing through successful college graduation.

# 361

Students enrolled in the CDI Scholars Program since 2007

# 59.3%

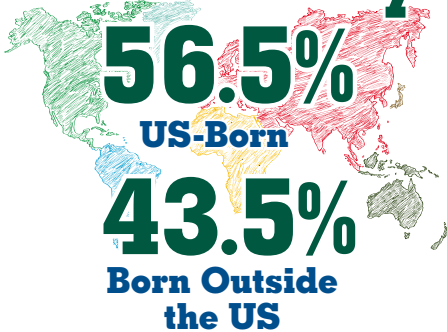
**Female Scholars**



# 38.2%

**Male Scholars**

## Nationality



## Race & Ethnicity

Hispanic	<b>37%</b>
African-American	<b>40%</b>
Asian/Pacific Islander	<b>19%</b>
White	<b>2%</b>
Multi-racial/Other	<b>2%</b>

## COLLEGE GRADUATION PERCENTAGES

**CDI**

# 97%

Percentage of CDI Scholars who graduate from college within six years



**NATIONAL**

# 11%

National percentage of low-income, first-generation-to-college students who graduate from college within six years



# \$36,741 { Household Income



The average CDI Scholar household size is 4.26 people



## FARMS

Free and Reduced Meals

# 86.7%

of CDI Scholars qualify for FARMS



# 6+

CDI spends more than 6 years assisting students, beginning in 10th grade and extending through college graduation



# \$32,000


CDI Scholars receive an average of \$32,000 in college grants and scholarships vs. the national average of \$14,400

## SCHOOL SUPPORT PROGRAM

CDI extends our work to high school college advising offices through tailored consulting focused on helping school counselors and staff improve college advising and supporting students to find their best-fit college.

# 640

The number of area students who will receive more comprehensive counseling through CDI's School Support Program this year



# 494:1

The ratio of students to one counselor in DC

# 371:1

The ratio of students to one counselor in Maryland

# CDI College Acceptance and Matriculation List, 2007 – 2017

Allegheny College	<b>Elon Univ.</b>	<b>Middlebury College</b>	Tufts Univ.
American Univ.	Emory Univ.	Mount Holyoke College	<b>Univ. of Chicago</b>
<b>Babson College</b>	Fairfield Univ.	<b>Muhlenberg College*</b>	Univ. of Mary Washington
<b>Barnard College</b>	Franklin & Marshall College	<b>New York Univ.</b>	<b>Univ. of Maryland-BC*</b>
<b>Barry Univ.</b>	<b>Frostburg State Univ.</b>	<b>North Carolina A&amp;T</b>	<b>Univ. of Maryland-CP*</b>
<b>Boston College*</b>	<b>George Mason Univ.</b>	Northwestern Univ.	Univ. of Miami
Boston Univ.	George Washington Univ.	<b>Notre Dame of Maryland Univ.</b>	Univ. of Michigan
Bowdoin College	Georgetown Univ.	<b>Oberlin College</b>	<b>Univ. of NC-Chapel Hill</b>
<b>Brigham Young Univ.</b>	Georgia Inst. of Tech.	<b>Occidental College</b>	Univ. of Notre Dame
<b>Brown Univ.*</b>	<b>Gettysburg College*</b>	<b>Ohio State Univ.</b>	Univ. of Pennsylvania
<b>Bryn Mawr College*</b>	<b>Goucher College*</b>	Penn State Univ.	<b>Univ. of Pittsburgh</b>
<b>Canisius College</b>	<b>Guilford College</b>	<b>Pomona College</b>	<b>Univ. of Richmond*</b>
<b>Carnegie Mellon Univ.*</b>	<b>Hamilton College</b>	<b>Princeton Univ.*</b>	Univ. of Rochester
Case Western Reserve Univ.	Harvard Univ.	<b>Randolph-Macon College*</b>	Univ. of Vermont
<b>Catholic Univ.</b>	Harvey Mudd College	<b>Rensselaer Polytechnic Institute</b>	<b>Univ. of Virginia*</b>
<b>Cedar Crest College</b>	<b>Haverford College*</b>	<b>Rice Univ.</b>	Villanova Univ.
College of the Holy Cross	<b>Hofstra Univ.</b>	Rutgers Univ.	<b>Virginia Commonwealth Univ.*</b>
<b>College of William &amp; Mary</b>	<b>Hollins Univ.*</b>	<b>Scripps College</b>	Virginia Tech Univ.
<b>Colby College</b>	Howard Univ.	Simmons College	Washington College
College of Wooster	Ithaca College	<b>Smith College</b>	Washington & Jefferson College
<b>Colgate Univ.*</b>	<b>James Madison Univ.</b>	<b>Spelman College</b>	<b>Washington Univ. in St. Louis</b>
<b>Columbia Univ.*</b>	<b>Johns Hopkins Univ.</b>	<b>Stanford Univ.</b>	Wesleyan Univ.
<b>Dartmouth College</b>	<b>Juniata College</b>	<b>St. Mary's College*</b>	<b>West Virginia Univ.</b>
Connecticut College	<b>Kalamazoo College</b>	<b>Stevenson Univ.</b>	Wheaton College (MA)
<b>Cornell Univ.*</b>	<b>Kenyon College</b>	<b>Sweet Briar College</b>	Williams College
<b>Daemen College</b>	<b>Lafayette College*</b>	Syracuse Univ.	Yale Univ.
<b>Denison Univ.</b>	<b>Lehigh Univ.*</b>	Temple Univ.	
<b>Dickinson College*</b>	<b>Loyola Univ.*</b>	<b>Towson Univ.*</b>	
<b>Drexel Univ.</b>	<b>Marymount Univ.</b>	Trinity College (CT)	
Duke Univ.	<b>McDaniel College*</b>	<b>Trinity Univ. (DC)*</b>	
	<b>MIT*</b>		

*This list is a representative sampling. Bold text indicates colleges at which CDI Scholars have matriculated. Asterisks highlight colleges at which two or more CDI Scholars have matriculated. Updated 5/2017.*

# Thank You

Abrielle Fine Linens and Lingerie

Allan Woods Flowers

Amano

David Bell

Helen and Brendan Bechtel

Jessie Brown

Jena and Matt Carr

Nancy Carr

Center for Plastic Surgery

Center for Vein Restoration

A Cut Above

The Family Foundation

Amma and Henry Felix

Brooke Fernandez

The Four Seasons Hotel

Samantha Guilder

Jeni Hansen

Manisha Kapani

Mary and Terrence Keaney

Jennifer Knoll, TTR Sotheby's  
International Realty

Alice Leiter

Little Red Fox

Milk Bar

Richard Miller

National Association of Broadcasters

Orangetheory Fitness Tenleytown

Jane and Thad Paul

Leah and Josh Pollack

Samir Rao

Schneider's of Capitol Hill

SkinDC

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SoulCycle

South Block

Ann Sullivan

Tori Thomas

The Tiny Jewel Box

Tuckernuck

Ultra Violet Flowers

Lee Verstandig

Martha Vicas

Vineyard Vines

Williard Intercontinental Hotel

*Achieving What's Possible!*