



Texas Association of Community College Foundations

2016 Annual Conference



Dr. Jennifer Graham Executive Director of the Temple College Foundation

Jennifer Graham spent 20 years in education as a teacher, principal and professor before commencing her role as the Executive Director of the Temple College Foundation 6 years ago. She continues her mission to improve lives through education by providing access to higher education and opportunity for advanced employment, rewarding teaching excellence, and maintaining the high profile of the College in the community

With a passion for teaching, Jennifer received her undergraduate liberal arts degree from the University of San Diego, her masters in educational administration from the University of Phoenix and a doctorate in higher education policy from Bernelli University. At all three institutions, her focus was on inner city and third world education, which allowed her to teach in four countries, on three continents and in three states. She has served as the principal of elementary, middle and high schools with her favorite position being the principal of a K-12 grade Disciplinary Alternative School in Temple. As an adjunct professor at the University of Mary Hardin Baylor, Graham taught lower and upper division classes in special education.

Jennifer's leadership roles include serving as president of the Rotary Club of Temple, Program Director for a Youth Leadership camp, and GSE Team Leader to the Philippines. She also serves as the president of the board of the Entrepreneur Center of Central Texas, and founding member of the Bend Of The River Botanic Garden. She and her husband have hosted 12 foreign exchange students, and two foreign interns. Jennifer never says no to a new idea, and considers herself a window jumper. When windows of opportunity open up, she's the first to jump. Whether she heads out feet first, or dives in, she often lands on her butt, but has the tenacity to brush herself off and be glad for the flight time.



LEOPARD LOANS

Assistance with Accountability



TEMPLE COLLEGE
FOUNDATION

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John Bailey
Temple College Trustee

KEEPING THE COMMUNITY CONNECTED TO THE COLLEGE



WHAT STARTED AS A FEAR OF GIVING MONEY AWAY

Grew into an innovative solution



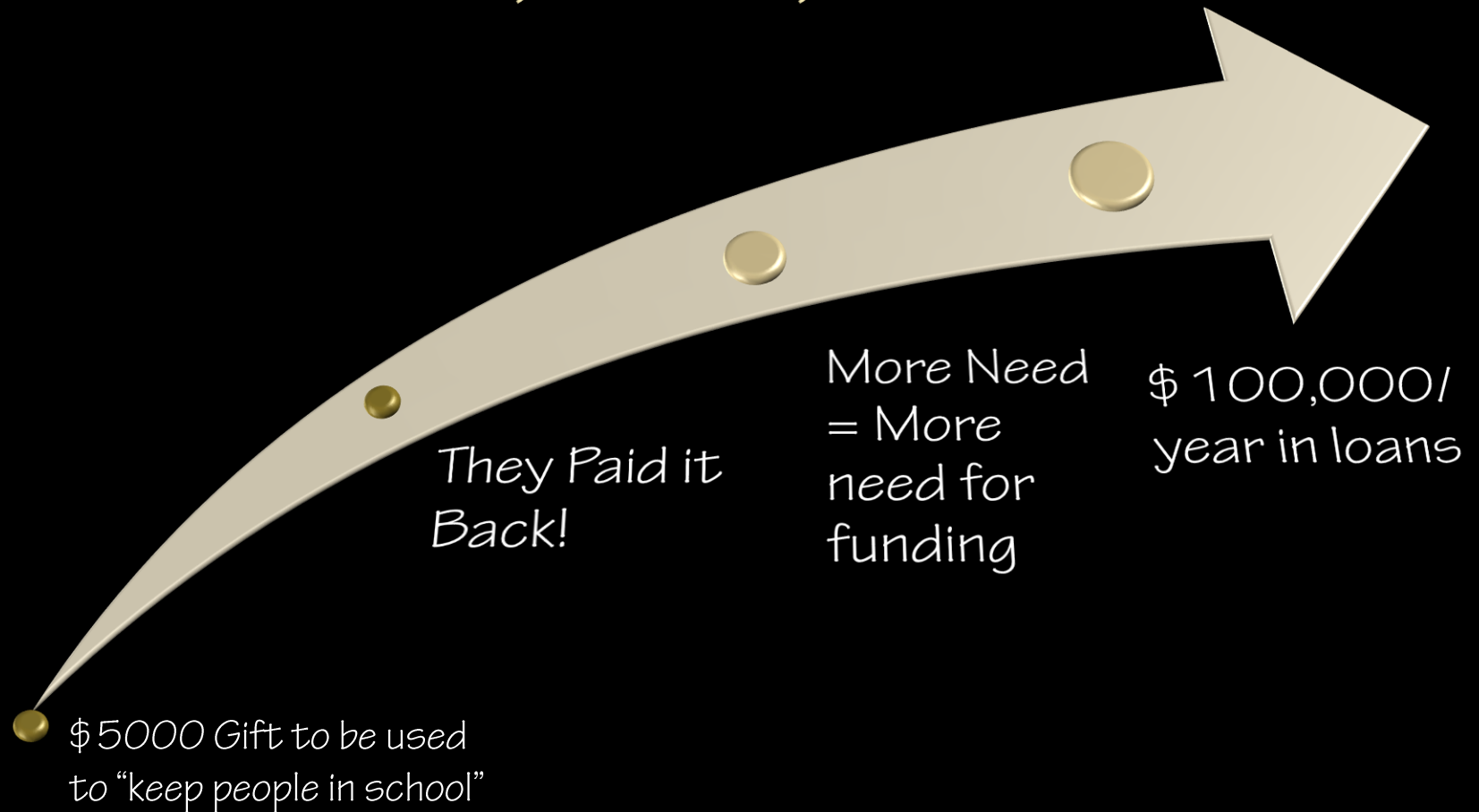
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GIFTS, GAIN, GROWTH



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KEEPING THE COMMUNITY CONNECTED TO THE COLLEGE

WHO, WHAT, WHY

INDEPENDENT LOAN PROGRAM

- Small Amounts
- Short Time

DONOR MAGNET

- Recycled Dollars
- Realize full amount of donation

STUDENT SAFETY NET

- Gets them in school
- Keeps them in school



BENEFIT, BELIEF, BARGAIN



0% INTEREST

- No Interest charged
- Teachable moment regarding student/ title/payday loans



\$5 - \$25 FEE

- Fee depends on the size of the loan
- Very few loans made for more than \$1000



RENEWABLE

- As long as the loan is repaid, it can be renewed
- Donor funds are recycled

STRATEGY, SERVICE, STANDARDS



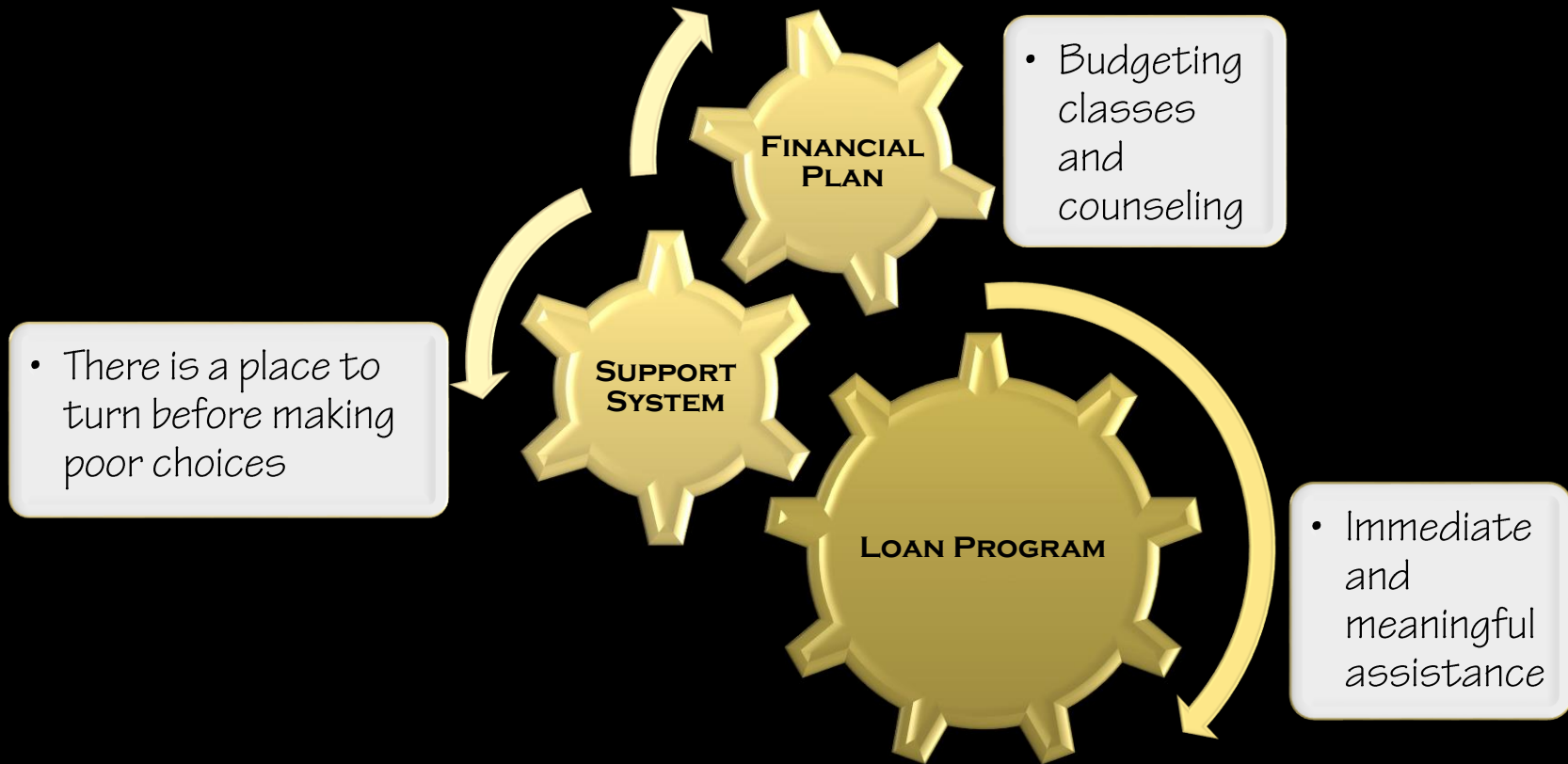
STUDENT SUCCESS!



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KEEPING THE COMMUNITY CONNECTED TO THE COLLEGE

LITERACY, LOANS, LIFELINES



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PRIORITY, PURPOSE, POLICY

Tuition and Fees

Books

Housing

Utilities

Crisis



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LIVE, LEARN, LOVE

COUNSELING

Take a risk,
but insure
that risk

THEY WOULDN'T
BE COMING TO
YOU IF THEY
DIDN'T NEED HELP,
BUT FIND WAYS TO
PROTECT THE
INVESTMENT

RUN THIS ONE BY YOUR
ACCOUNTANT

Set up a
separate
accounting
system

ACCOUNTING

AUTOMATION

Automate
your
mechanisms

USE TECHNOLOGY
AND DEFINED
PROCESSES SO
NOTHING FALLS
THROUGH THE
CRACKS.

Jennifer Graham
Temple College Foundation



THE PARTNERSHIP BETWEEN COLLEGE, STUDENT AND FOUNDATION

Separate entities that are stronger together



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KEEPING THE COMMUNITY CONNECTED TO THE COLLEGE

AUTONOMY, AUTHORITY, ACCOUNTABILITY

NOT A BANK

- We have a 98% payback rate
- We aren't bound by regulations

NOT THE COLLEGE

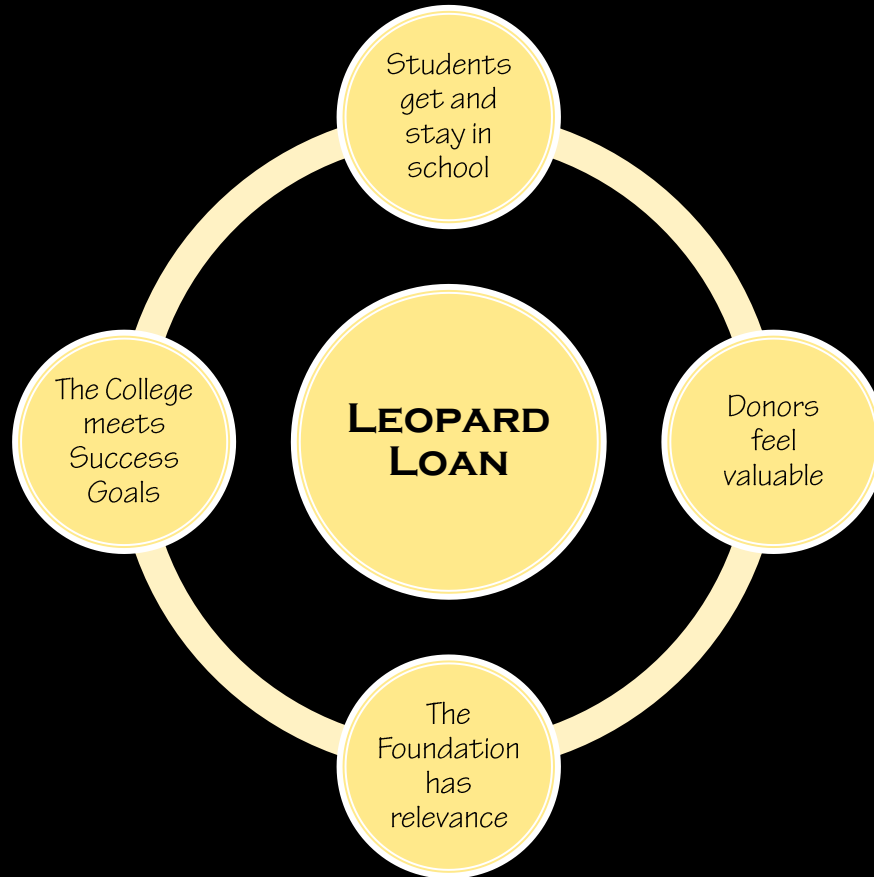
- No risk to the College
- We aren't bound by regulations

THE FOUNDATION

- We act independently
- We are bound by our board and the law



WORK, WONDER, WIN



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KEEPING THE COMMUNITY CONNECTED TO THE COLLEGE

MONEY, METRICS, MISSION

ATTEND

64%

Access

RETAIN

93%

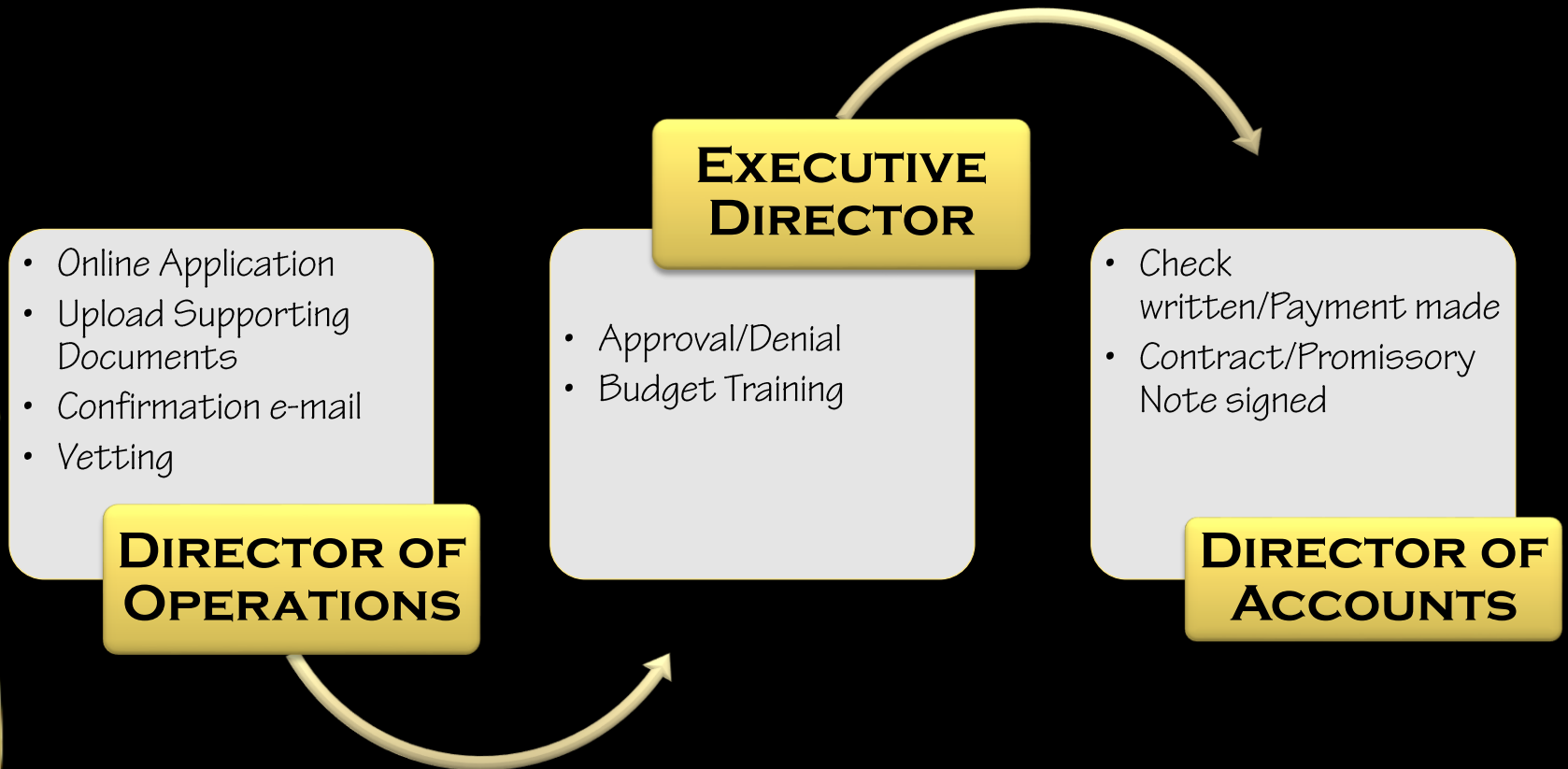
Crisis

COMPLETE

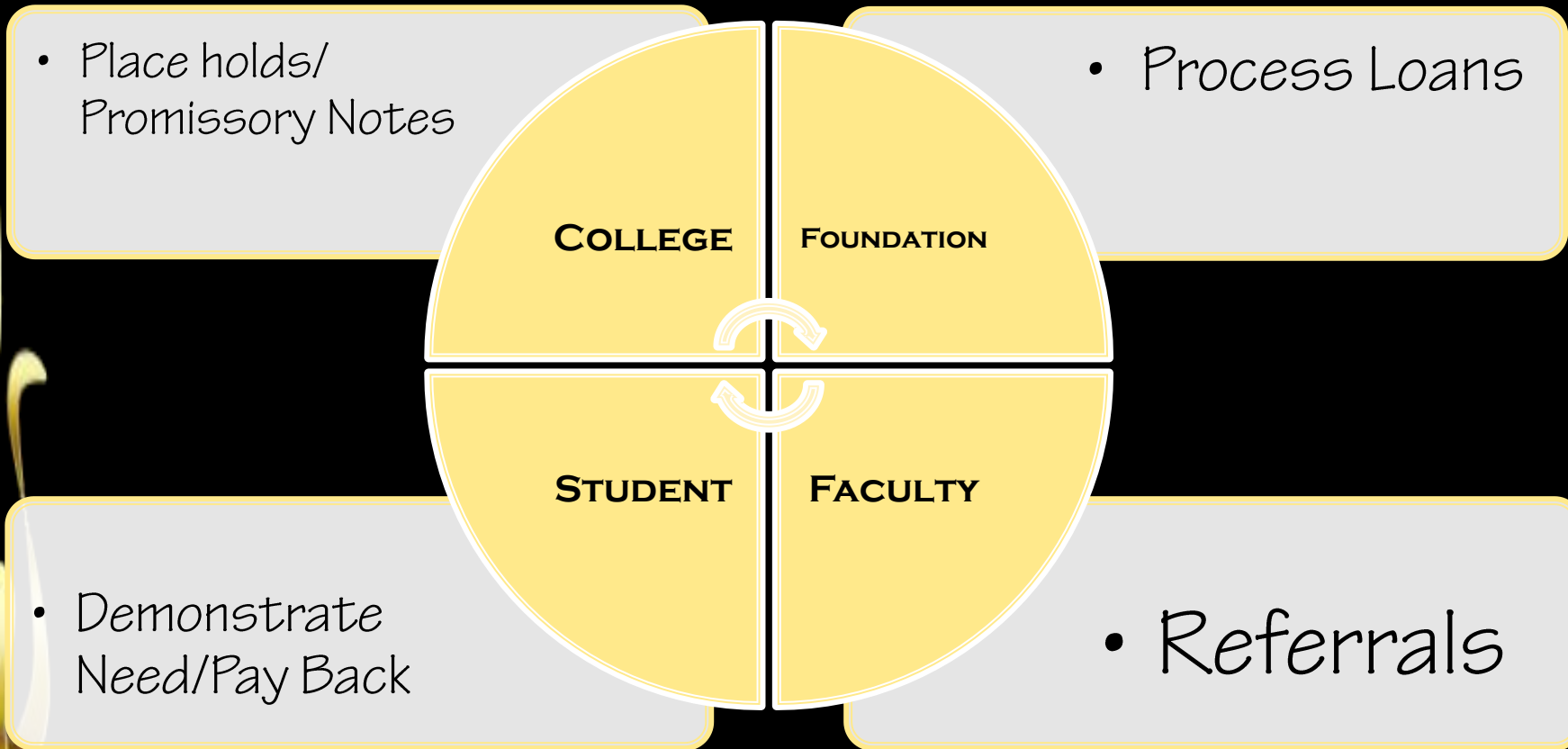
87%

Hope

PROCESS, POTENTIAL, PAYBACK



PARTNERSHIP, PRIVACY, PERSONALITY





THE TRANSFORMATIVE NATURE OF ACCOUNTABILITY

Loans have changed giving altogether



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KEEPING THE COMMUNITY CONNECTED TO THE COLLEGE

MESSAGE, MEANING, MERCY

SCHOLARSHIPS

LOANS

Lost money when
students drop out

We are here to help you

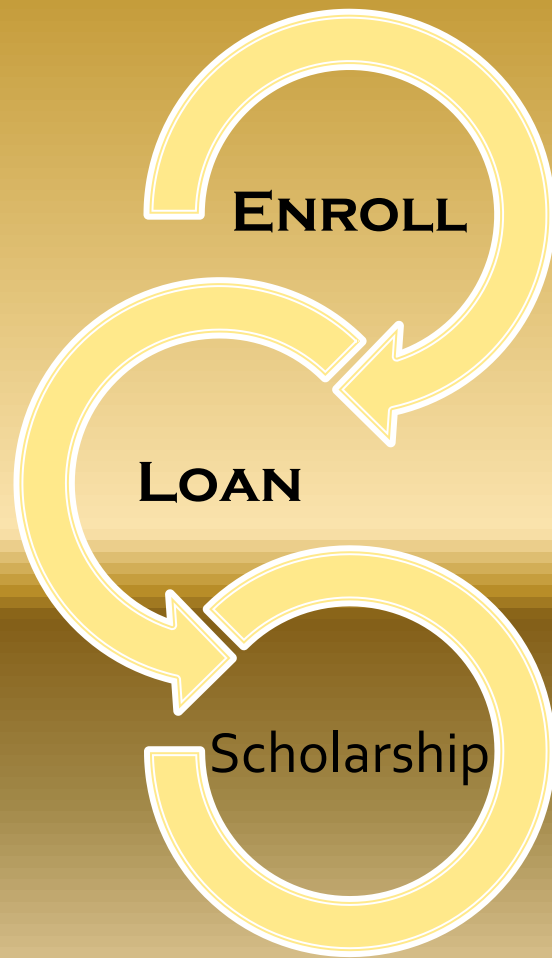
Charitable Giving

The student loses money if
they drop out

Emergency Aid

We are here to save you

CYCLE, CIRCLE, CENTER



RETROACTIVE, RESPONSIBLE, REWARD

AWARD

- Eligible students awarded scholarships

LOAN

- Provide award amount in the form of a loan

REWARD

- Forgive the loan after successful course completion



GIVING USED TO REQUIRE
NOTHING MORE THAN GRATITUDE.

Now the gift requires accountability too.



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