

Lamp of Learning

ANNUAL REPORT

Originally inspired as a way to give back and re-engage with education, now a full non-profit awarding scholarships to San Diego county



Isis Gutierrez
Scholarship Recipient
University of California, Los Angeles
Major: Pre-Med (Dentistry)

2022

+95%
College
graduation
rate

100%
of donations
go to
scholarships

45%
of our
students go
on to post-
grad work



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CHAIR'S STATEMENT

Lamp of Learning has been a passion project of mine for many years. The impact we are making goes far beyond helping students pay for college. Our Lamp of Learning program empowers our recipients more than a traditional scholarship program. While a plethora of scholarships exist, and the funds assist students financially, they are awarded far too late to make the significant impact that we do. Our program is different.

Giving a scholarship to a high school senior does little to empower that student. Most scholarships are awarded after the student selects and applies to universities or the student has committed to a particular school. While these awards are helpful, Lamp of Learning's approach empowers the students ahead of time, giving them the best chance for success.

The Lamp of Learning interviews scholarship candidates at the end of their junior year of high school. This is a pivotal point in a high school student's life. It's right before they need to start looking at universities. Many of our students report that the interviews have positively impacted their college preparation. Their chance to practice interview skills is extremely valuable. The experience of being faced with a panel of business leaders is empowering and frightening. They can see their future when a top business leader looks at them and says, "We think you have what it takes, and we are ready to help you get there."

Lamp of Learning is a mentoring program at its core. Over the past few years, a plan to expand the program has come to fruition. The junior year in high school is a milestone in a student's life. I'm pleased to announce that Lamp of Learning has developed a new college planning boot camp for high school juniors. In March of 2023, we'll run a one-day workshop for all Lamp of Learning scholarship applicants. The program will feature skills and training focused on helping first-generation students navigate college selection, finances, interviewing, and emotional preparation for this monumental step in their lives.

Adding this new Lamp of Learning program to the existing student and business mentoring programs strengthens our goal and commitment to our brightest, underserved youth.

This program is poised to make a difference in the next generation's lives by giving them the tools to succeed. Tools they wouldn't otherwise have access to. Tools many of us take for granted. Join me by supporting Lamp of Learning as we take the next step to empower and inspire future generations.

Thank you for your support,

Paul Bergman
Chair, Lamp of Learning



Education is the most powerful weapon which you can use to change the world.

Nelson Mandela

Philanthropy is not about money, it's about feeling the pain of others and caring enough about their needs to help.

Timothy Pina

TO OUR DONORS

Thank you!



A different approach to scholarships

— “Many high achieving, low-income students don’t apply but that’s not because they don’t exist.”, Caroline Hoxby from Stanford’s Hoover Institute says. “They simply aren’t applying to the most selective schools because of the perception of higher costs.”

The Lamp of Learning is more impactful than many college scholarship programs for a number of reasons. First, we engage students early enough in the college application process to have an impact. By the time most scholarship programs meet their students, choices have already been made.

The second reason the Lamp of Learning is so successful is that the students we are supporting are already showing the promise of high achievers. We partner with the internationally known AVID program based right here in San Diego. AVID is a program we require our students to be enrolled in, and graduate from the AVID program.

While we would love to take credit for the success of our scholars, the simple fact is that they are already on the path to success. They already have the skills to success in college. They simply lack the financial means. We have an amazing degree completion rate because we select students that we know will succeed.

What does this mean to you?

Simply the confidence that your donations are being used well. Not only are we able to promise that 100% of your donation will go to scholarships for students, but that those scholarships will be awarded to students that will be able to capitalise on your investment.

\$18K
IN ANNUAL AWARDS

OUR AWARDS HELP CHANGE LIVES



For College
1 2 3 4 5 6 7 8 9 0 0 1 2 3 4 5 6 7 8 9 0 1 0 0 0 1

Lamp of Learning
Authorized Signature

SUPPORTING SUCCESS.

OUR STUDENTS HAVE A

95%

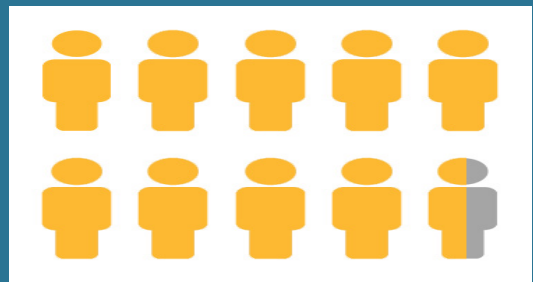
COLLEGE GRADUATION RATE!

Proven Results: Degree Completion

First-generation, low-income Lamp of Learning alumni who go to college are nearly **NINE** times more likely to graduate than their national peers.

95%

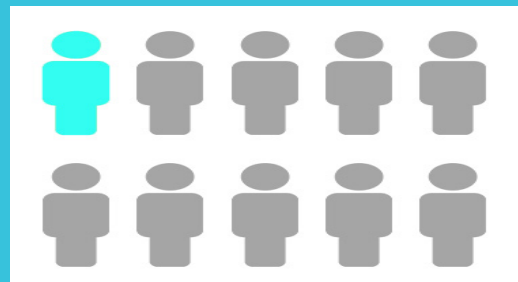
of first-generation, low-income LOL college students graduate with a four-year degree within six years*



*Source: Lamp of Learning Graduation rate, 2020

11%

of peers nationally graduate within the same timeframe**



**Source: Engle, J. & Tinto, V. (2008). Moving Beyond Access. Washington, DC: The Pell Institute

“The interview process was intimidating. Going into it at sixteen years old, it was my first time talking to successful people in such a professional setting. However, the Lamp of Learning Board made me feel really comfortable right off the bat. They made me feel really cared for and made sure that I knew that they were proud of all my accomplishments.”

- Ashley M.

THE CASE FOR INTERVIEWING JUNIORS.

As Ashley points out, there is no doubt our Interview process is intimidating, but that’s not a bad thing.

First, and most importantly, we first interview our students in their junior year of high school. Often the first interview they have ever had.

We hold interviews at the University Club atop of Symphony Towers. Not only is this possibly the tallest building many of our students have ever been in, the club is full of business executives. They often have to wait for their their interviews in the common area.

They then enter a panel interview and 6-8 business professionals ask them a series of questions about their academic achievements and goals.

Its a tough gauntlet but in the end they know 4 things

01 They have proof that scholarships are real

Every student has heard that scholarships can help but how they get them and what that means is often mis-understood.

02 They understand what school really could cost

With a scholarship under their belt, they know that the “sticker price” may not be what their family needs to come up with.

03 They already know they have financial support

Having qualified and been pledged a scholarship, our students are empowered to seek our more and be less restrictive looking at schools.

04 A room full of successful people chose them

That intimidating interview was impactful because a room full of successful people looked at them and said ‘Yes, you have what it takes.’



THE UNIVERSITY CLUB
ATOP SYMPHONY TOWERS



THE UNIVERSITY CLUB
ATOP SYMPHONY TOWERS



THE UNIVERSITY CLUB
ATOP SYMPHONY TOWERS



OUR 2022 STUDENTS



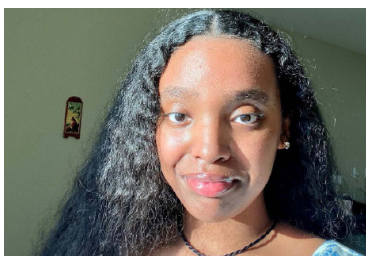
Adrian Romero

High School: El Camino High School

AVID Teacher: Devin Demerjian

Will be attending: University of California, Santa Cruz

Expected Major: Aerospace Engineering



Arsema Aklog

High School: San Diego High School

AVID Teacher: Gail Dershem , Kelly Reed

Will be attending: Harvard University

Expected Major: Public Health



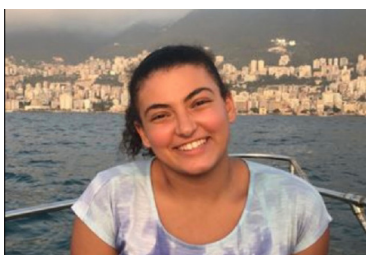
Isis Gutierrez

High School: Montgomery Senior High

AVID Teacher: Tala Kosa, Leslie Millholland

Will be attending: University of California, Los Angeles

Expected Major: Pre-Med (Dentist)



Joy Abdelmalak

High School: Escondido High School

AVID Teacher: Matthew Gonzales

Will be attending: University of California, Los Angeles

Expected Major: Political Science (with minor in Arabic)



Kenya Jackson

High School: Escondido High School

AVID Teacher: Matthew Gonzales

Will be attending: Biola University

Expected Major: Law

The Lamp of Learning creates significant and lasting impact with our students with the help of supporters like you. Thank you for helping us make a difference!

FINANCIAL REPORT

Lamp of Learning Profit & Loss July 2021 through June 2022

Accrual Basis

	<u>Jul '21 - Jun 22</u>
Ordinary Income/Expense	
Income	
Direct Public Support	
Individ, Business Contributions	43,065.65
Total Direct Public Support	43,065.65
Investments	
Interest-Savings, Short-term CD	148.12
Total Investments	148.12
Program Income	
Membership Dues	-2,000.00
Total Program Income	-2,000.00
Total Income	41,213.77
Gross Profit	41,213.77
Expense	
Awards and Grants	
Scholarships 2020	2,500.00
Scholarships 2021	1,500.00
Awards and Grants - Other	10,500.00
Total Awards and Grants	14,500.00
Business Expenses	155.30
Contract Services	
Accounting Fees	1,262.40
Total Contract Services	1,262.40
Operations	
Postage, Mailing Service	28.00
Printing and Copying	56.29
Scholarship Trunks	1,039.75
Website	216.00
Total Operations	1,340.04
Travel and Meetings	
Travel	110.00
Total Travel and Meetings	110.00
Total Expense	17,367.74
Net Ordinary Income	23,846.03
Net Income	<u>23,846.03</u>



DONATE TO LAMP OF LEARNING TODAY!

<https://donate.lampoflearning.org>

OUR VISION YOUR FUTURE We all share responsibility for the future



Total given in scholarships

\$276,000



Total Students

62



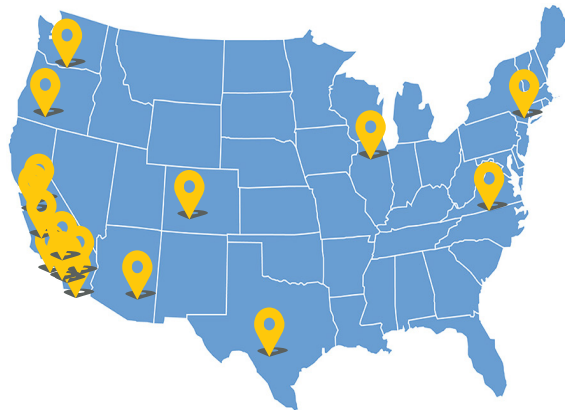
Total Universities

21



**75
LAPTOPS**

**EACH JUNIOR INTERVIEWED
RECEIVES A STUDENT PACKAGE
INCLUDING A LAPTOP COMPUTER!**



IN-STATE MAY BE GREAT BUT NOT ALWAYS CHEAPEST

Most LoL students stay in-state to lower costs but that may not be the best choice..

Research by Stanford professor Caroline Hoxby shows that the most selective schools (often private universities with the highest “price-tags”) can be the most cost effective schools to attend.

This is a result of those schools having stronger student aid packages and endowments that less selective schools can’t match.



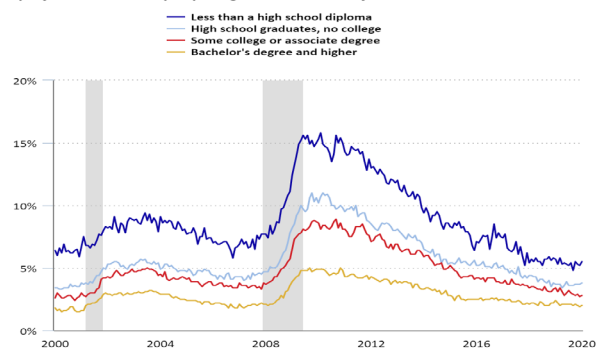
WOMEN OUTNUMBER MEN ACHIEVING DEGREES

■ According to the U.S. Department of Education. Women received nearly 60 percent of the degrees in the US in 2019.

60%

COLLEGE GRADUATES ARE OVER 50% LESS LIKELY TO BE UNEMPLOYED

Unemployment rates for people age 25 and older by educational attainment



Shaded areas represent recessions as determined by the National Bureau of Economic Research. Source: U.S. Bureau of Labor Statistics.



**WE ENJOY STAYING IN TOUCH
WITH OUR STUDENTS. ALL
OUR ALUMNI ARE INVITED TO
OUR EVENTS.**

COME MEET THEM!

Corporate Directors

Paul Bergman, Chair

Cheri Pierre, Treasurer

Candice Dodge

Melissa Day

Steve Codraro

Jeanne Hurwitz

Analia Reggio

Pam Marcheski

Wendy Joyce

Brian Lee

Jaye Lee Goodin

Victoria Jensen

Audrey Hom (Intern)

[HTTPS://EVENTS.LAMPOFLEARNING.ORG](https://events.lampoflearning.org)



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