

Annual Report 2017-18



“Take chances ... march toward your goals no matter how lofty they seem.”

— Dr. Peter Eden, President

Dear Friends,

On behalf of the Landmark College Board of Trustees, I thank you for your support in so many areas. Without you, we would not be experiencing such strong, forward momentum. The future, of course, must be built upon a firm foundation that was laid by the hard work and strong backs of so many who have been dedicated to the LC mission.

This past year, the entire Landmark College community was saddened by the passing of two former trustees of the College, John Perkins and Nan Strauch. Indeed, both of these individuals had been key supporters of LC since its first days. John served as one of the first trustees of the College, gave invaluable legal and strategic advice, and provided generous financial support. Nan was the mother of one of our first students, the spouse of founding trustee Charles A. Strauch, and a trustee herself for more than 10 years, stepping down only last November. The Strauchs have been the single most supportive family in the history of Landmark College. These individuals can never be replaced and will never be forgotten. (See opposite page for more about Nan and John.)



Robert Lewis, Chair

As we move onward, we can look with pride at the advancements we've made. During the past year we had our largest number of bachelor's degree graduates and awarded our first Bachelor of Arts in Studio Art and Bachelor of Science in Computer Science degrees. We launched a new baccalaureate degree program in psychology and expanded our online programming. Our newly created Center for Neurodiversity is assisting the College in its strategic direction, as well as providing guidance and outreach to a growing number of corporations seeking more neurodiverse thinking and action in their workplaces. A number of leading corporations that are engaged in these efforts visited the Putney campus this year and are working actively with us through their employment programs.

The momentum we are now experiencing is carrying us forward. Soon we will launch a new baccalaureate degree program in Communication and Entrepreneurial Leadership, and we will continue to build our online programming. You'll learn more about these exciting developments in the following pages, and you'll meet our current Board of Trustees. As always, we will continue to focus on our greatest asset, our talented, intelligent, and inspired students. They energize us to support this institution and to work toward providing access to more deserving students in the future. With your continued support, we will succeed in these efforts.

Sincerely,

Robert E. Lewis
Chair, Board of Trustees

In Memoriam

Nan Strauch, a longtime Landmark College community member and a member of the LC Board of Trustees, died at her home in Hilton Head, South Carolina, on November 17, 2018.

Nan joined the Board in 2006. Under her guidance, the College transitioned from an associate degree-granting institution to a more highly developed and complete baccalaureate degree-granting institution. Nan's husband, Charles S. "Chuck" Strauch, is a founding board member and chair emeritus of the Board of Trustees.

"The effect Nan and Chuck have had on the College since its founding in 1985 is, truly, immeasurable," said Dr. Peter Eden, president of Landmark College. "Chuck and Nan gave 61 years of their lives to each other in an energized and enviable marriage. Nan's insight, foresight, and guidance as a Trustee directly supported the tremendous development and growth of the institution."

Nan Strauch



Photo by Suzanne Sutcliffe Photography

The Strauchs' financial support of the College has contributed to many capital improvements to campus, including the Strauch Family Student Center, Charles Drake Field, and the MacFarlane Science, Technology & Innovation Center. Earlier this year, the Strauchs made a lead stimulus gift toward LC's growing online education programs. (See related letter from Chuck Strauch, page 31.)

Nan and Chuck's son, Charley, was among the first students enrolled at LC in the 1980s, and in the years since, some of Nan and Chuck's grandchildren have been enrolled here, as well.

Nan is survived by her husband, Chuck; five children; and many grandchildren.

"Nan was a very close friend to us and a respected colleague to many," said Dr. Eden. "She will be dearly missed."

John A. Perkins, a founding trustee of Landmark College and the first chairman of the Board of Trustees, died October 12, 2018. In 2004, LC conferred on Perkins an Honorary Doctorate of Humane Letters during the College's convocation ceremony. Following are excerpts from his convocation speech.

I have been privileged to be a sideline participant in a great story. My involvement in the story of Landmark College began as an attorney, first to Charles Drake, out of whose vision Landmark College came into being. My role had by then already become that of a committed participant in the development of the College and in defining its mission.

This College started with a purpose to address a specific learning disability. We have come to understand that challenge and that opportunity in a larger perspective.

John A. Perkins



Photo by Peter Wrenn

The premise of the College was that students with capacities for superior college work were being needlessly denied that opportunity. This seemed a giant step forward, and it was. But even at that time, Dr. Drake recognized that the issue existed in much broader terms. He believed that there were students and adults at every intelligence level and at every age who were in fact being handicapped by a specific learning disability.

I believe that at Landmark we have always had a broader focus, looking to the capacities that define us as human beings and to the diversity that makes each of us a unique person.

What we at Landmark are about is ultimately a moral imperative. Every human has the right to pursue the gifts with which he or she is blessed and the needs and aspirations at the heart of our being. The world is a long way from that. But this College is to be hailed for its major role in defining and bringing reality to this human commitment.

Adrienne Ansay is president of MJE Enterprises. She has a bachelor's degree from Marquette University and lives in Milwaukee, Wisconsin. Adrienne's son Peter attended Landmark College, and Adrienne joined the Board in 2018. She serves on two board committees, Audit and Finance and Academic and Student Affairs.



Adrienne Ansay



Robert E. Banta

Robert E. Banta has served on the Board since 2009. Robert and wife, Terry, live in Atlanta, Georgia. Daughter Sallie received an associate degree from LC in 2010. Robert is a graduate of Davidson College and Vanderbilt Law School, and he holds a master's degree in French from Duke

University. He practices business and employment-based immigration law at Banta Immigration Law Limited.

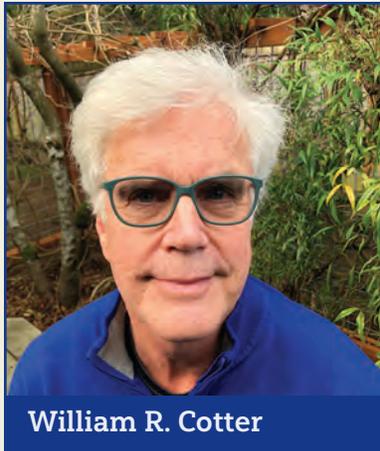
Robert Lewis and his wife, Anette, have been actively involved with Landmark College since their son, Daniel, attended LC and achieved his associate degree in 2005. Their son, William, also attended LC for a summer program in 2006. Bob has served on the Board of Trustees since 2006 and has chaired the Board since 2011. He is retired after working 37 years in the financial services industry, most recently as senior vice president of AIG, Inc. Bob is currently active as a private investor. The Lewises live in New York City.



Robert Lewis, Chair

Board of Trustees

William R. Cotter has served on the Board of Trustees since 2014. He earned a B.A. from Western Washington University and a J.D. from Seattle University School of Law, and he is now retired from his family-owned food manufacturing business. Bill and his wife, Debra, live in Seattle, Washington. Their son Samuel earned an associate degree from LC in 2012.



William R. Cotter



Brett Himsworth '90

Brett Himsworth '90 has been a member of the board since 2013. He is also an active and engaged LC alumnus, frequently returning to campus to speak to students and participate in events. After LC, Brett earned a B.S. from Old Dominion University, and he is now vice president of

CentralEd, which provides consulting services to schools and libraries. He lives in Westbury, New York.

Linda Kaboolian, Ph.D., is a lecturer in public policy at Harvard University's Kennedy School of Government. She has served on the Board since 2011, the same year her daughter Jessica graduated from LC. Linda is also involved with the Victory Educational Fund Inc. Linda's husband, Harold Nahigian, is a member of the Landmark Advisory Resource Council (LARC).



Linda Kaboolian



John D. Lobrano

John D. Lobrano and wife, Helen, have been active contributors to LC for many years. John has served on the Board since 2012, and Helen has served on LARC since 2010. Son Jack received an associate degree from LC in 2011. John is a graduate of Amherst College and NYU Law

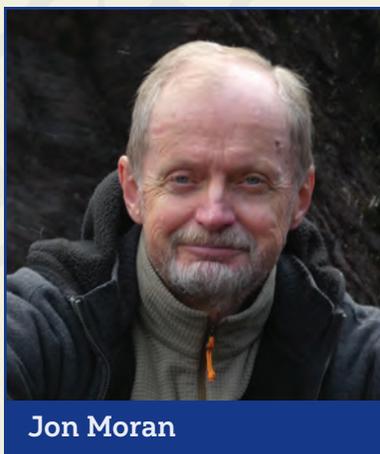
School, and a partner of the law firm Simpson Thacher & Bartlett LLP. He lives in Old Greenwich, Connecticut.



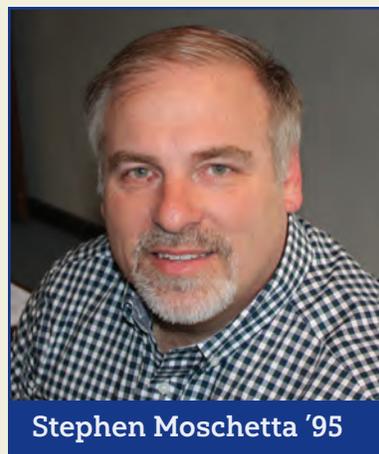
Barbara H. Epifanio, Vice Chair

Barbara H. Epifanio has been a member of the Board since 2016 and is parent of current B.A. candidate William E. Epifanio III. William earned his associate degree in 2016. Barbara holds a B.A. from Amherst College, majoring in art history. She has worked in interior design for the firms of Mark Hampton Inc. and Sandra Morgan Interiors. Barbara currently works in women's fashion for Worth New York, Inc. She resides in Darien, Connecticut.

Jon Moran, M.D., and wife, Linda, have been active contributors to LC for many years. Jon has served on the Board since 2010, the year after son Michael received an associate degree from LC. Jon is a graduate of Yale College and Washington University School of Medicine. He taught and practiced cardiothoracic surgery at four academic medical centers for over 41 years before retiring in 2014. Jon lives in central Indiana.



Jon Moran



Stephen Moschetta '95

Stephen Moschetta '95 attended LC, and earned an undergraduate degree from Washington & Jefferson University and his J.D. from Western Michigan University's Thomas M. Cooley Law School. He joined the Board in 2007, and he currently serves on three board

committees. Stephen lives in Washington, Pennsylvania, where he is a partner at the Moschetta Law Firm.

Belle Brooks O'Brien has been a trustee since 2004, currently chairing the LCIRT Committee. Belle and husband, Morgan, have had a family love affair with LC since son Brooks enrolled. He earned an associate degree in 2003. Belle works with many community organizations and tutors at an inner city school in Washington, D.C.



Belle Brooks O'Brien



Maryellen D. Rancourt

Maryellen D. Rancourt, Ed.D., has spent her career as a teacher and administrator in public school districts in Massachusetts. Currently, she is the grants administrator at Essex North Shore Agricultural and Technical School in Danvers, Massachusetts. Dr. Rancourt received her doctorate in Education from the University of Massachusetts Lowell.

Daughter Jessica graduated from LC in 2004. Dr. Rancourt has served on the Board since 2014.

Peter A. Eden, Ph.D., became Landmark College's fourth president in 2011. He previously served as dean of arts and sciences and professor of biotechnology at Endicott College. Dr. Eden earned a B.S. at the University of Massachusetts at Amherst, a Ph.D. at the University of New Hampshire, and completed post-doctoral training at MIT. His background informs his belief that neurodiversity is one of the pillars of diversity, and he works closely with faculty and staff to ensure that LC remains the leader in the field of learning differences.



Peter A. Eden, President

Board of Trustees

Brooks Stough is a partner in the San Francisco office of Gunderson Dettmer, a law firm that specializes in representing emerging growth high-tech companies and venture capital funds. He received a B.A., J.D., and M.B.A. from Stanford University. Brooks joined the Board in 2018, and his daughter Paige is a current student.



Brooks Stough



Diane Tarbell

Diane Tarbell is chief operating officer and partner at Rhodes Associates, a global consulting and executive search firm. She has a B.S. in psychology from Purchase College. Her daughter Sarah earned an associate degree in 2010, and Diane joined the Board in 2012. Sarah is now working toward a graduate degree in elementary and middle school special education.

New Program Highlights

Initiatives Support Wellness, Academics, Internships



LC became the first **Neurodiversity Hub** in the United States through partnership with DXC Technology Company. This collaboration aims to create internships and employment opportunities for neurodivergent students, and raise awareness about the strengths and benefits of a neurodiverse workforce. Jan Coplan, director of LC's Office of Career Connections and a member of the Center for Neurodiversity steering committee, serves as an advisor to the hub.



A \$16,000 grant from the **Doug Flutie Jr. Foundation for Autism** allowed LC to create a course, Introduction to Fundamentals of Sports and Exercise, for students with autism. Rooted in the College's social pragmatics program, the course was designed using evidence-based best practices to familiarize students with the basic principles and social skills needed to take part in sport and exercise opportunities.



jedfoundation.org

The **JED Foundation** selected LC as a partnering institution on a multi-year program aimed at improving mental health for students. Through a \$22,000 in-kind grant, a dedicated JED Campus advisor will provide ongoing, in-depth support over four years to help build a multi-disciplinary, cross-campus team focused on students' mental health. JED Campus is a nationwide initiative to enhance existing college and university efforts in the area of student mental health.



LC's fourth baccalaureate degree, a **Bachelor of Arts in Psychology**, began enrolling in Fall 2018. With an emphasis on learning differences and neurodiversity, the degree is designed to prepare students for graduate study or entry-level positions in a number of fields. LC continues to expand its degree offerings, including a Bachelor of Arts in Communication under development for launch in Fall 2019, pending approval from our accrediting body.

TaC

The College designed **Transition at College (TaC)**, a gap-year track for high school graduates, to begin enrolling students in Fall 2019. TaC is designed for students who are unsure if college is the right choice for them, allowing a slower transition to build confidence and maturity. Students may be placed into the track with a reduced credit load after they are admitted to the College's Associate of Arts in Liberal Studies program.

First Olivier Scholarship Awarded to Spring Transfer Student

The Jim and Carolyn Olivier Endowed Scholarship, motivated in 2018 by early LC alumni **Kristin Pieracci Killin '87** and **Doug Killin '87** (pictured), has awarded its first scholarship to incoming Spring 2019 transfer student Peter Newara of Cranberry Township, Pennsylvania.

The scholarship honors Landmark College's first president, Jim Olivier, and his wife, Carolyn, who was admissions director during the College's early years. To date, the fund has raised more than \$50,000 with contributions from more than 50 alumni, parents, faculty, and staff.

The Olivier Scholarship recognizes the impact Jim and Carolyn had on Landmark College. The award is given to a student who transfers to LC and who demonstrates perseverance, self-awareness, and a drive to learn despite his or her learning differences.

Photo by James Tensuan



To donate, please visit landmark.edu/give

LANDMARK COLLEGE CHARLES DRAKE SOCIETY



Genevieve (Friend) Land '96 has been named volunteer chair of the Charles Drake Legacy Society. In this role, Genevieve will give voice to the value of the Legacy Society and the impact a legacy gift has on Landmark College and its students, encouraging others to follow the example of Legacy Society members who have included LC in their estate plans.

Making a planned gift through the Charles Drake Legacy Society "not only shows what's important to me in my life, but what made me the person I am today," Genevieve says. Genevieve will reach out to fellow alumni with personal messages, and she will assist in planning and coordinating Legacy Society outreach.

Through a deferred gift, you will help ensure that LC continues to change lives and help future generations of students thrive. To learn how you can become a member of the Charles Drake Legacy Society by making a planned gift to Landmark College, please contact Ellen Smith, vice president for institutional advancement, at ellensmith@landmark.edu or 802-387-6870.

Visit landmark.edu/legacy for information and details.

Charles Drake Legacy Society Members

Anonymous (4)
Robert E. Banta
William & Debra Cotter
Nurjehan & Moaiz Daya Family
Peter & Joanne Eden
Bretton L. Himsworth '90
Genevieve (Friend) Land '96
Mr. & Mrs. Robert E. Lewis
John D. Lobrano
Jon A. MacClaren &
Christopher B. Sink
Jon & Linda Moran
Stephen P. Moschetta '95
Dr. Harold Nahigian &
Dr. Linda Kaboolian
Dr. & Mrs. Robert Patton
Ellen D. Smith
Bruce & Ivy Stevens
Mary Schopp Stoner
Charles & Nan* Strauch
Diane Tarbell
Theodora A. van Roijen '00

*Deceased

A Message from Charles S. Strauch, Board Chair Emeritus

Landmark College President Peter Eden and I have been working on a critical priority for LC: the **Landmark College Online Initiative**. As a founding trustee, I cannot overstate the potential positive impact of this program in expanding its extraordinary offering beyond the Putney campus into a brand new market.

My wife, Nan, who passed away in November, also served on Landmark College's Board, and together we witnessed the transformative effect LC has had on students who pass through its doors. It was, and remains, our wish to greatly expand that impact via online offerings.

Landmark College's founder, Dr. Charles "Chad" Drake, was ahead of his time. In the early 1980s, Chad stood alone in recognizing the large population of high school graduates in need of a specialized college education. In 1983, by boldly convincing others to make a substantial incremental investment, he achieved the unheard of: starting a new college from scratch!

Since then, LC has led the way with programs designed for neurodivergent students with learning differences (LD). The College could stay the course and focus on an existing, acclaimed brand and reputation. In the spirit of Dr. Drake and the ethos of the institution, LC has instead decided to take steps to reach more students using technology-based educational platforms that are increasingly the norm, except in the realm of LD.

Thanks to President Eden's leadership and courage, LC is expanding its market through the **Landmark College Online Initiative**, providing dual enrollment college-level courses to high school juniors and seniors (and those in "post-grad," transition-year programs) who struggle with

LD. These students are challenged with generic online formats and, like most high school students, want and need to earn college credits. The LC dual enrollment product meets an unmet need, and serves a deserving student population and market.

The **LC Online Initiative** specifies an initial investment of \$600,000. Last April, my

wife, Nan, and I committed \$300,000 as a lead/seed gift through the Strauch Family Foundation, with the remaining \$300,000 to be matched through LC's fundraising efforts. LC has successfully raised \$100,000, and the need remains for an additional \$200,000. We are counting on our supporters — hopefully including you — to help us reach an additional \$200,000 by June 30, 2019.

I hope you agree that this initiative will enhance Landmark College's reputation while promising to be pivotal for the College, as it works to remain the gold standard in a very challenging and competitive higher education industry.

On a personal note, I want to honor my wife Nan's enthusiasm and hard work on behalf of the College, and I hope you will join me in the initial funding of this initiative so the College can put this program into full force.

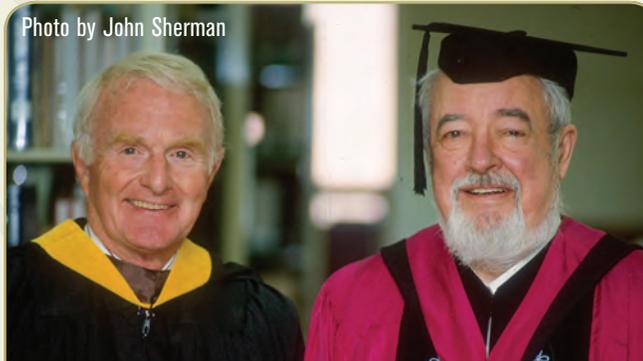


Photo by John Sherman

Charles Strauch with LC founder Dr. Charles Drake in 1995.

Online Dual Enrollment by the Numbers

97

Number of students enrolled in
Fall 2018
(110% increase over Fall 2017)

80

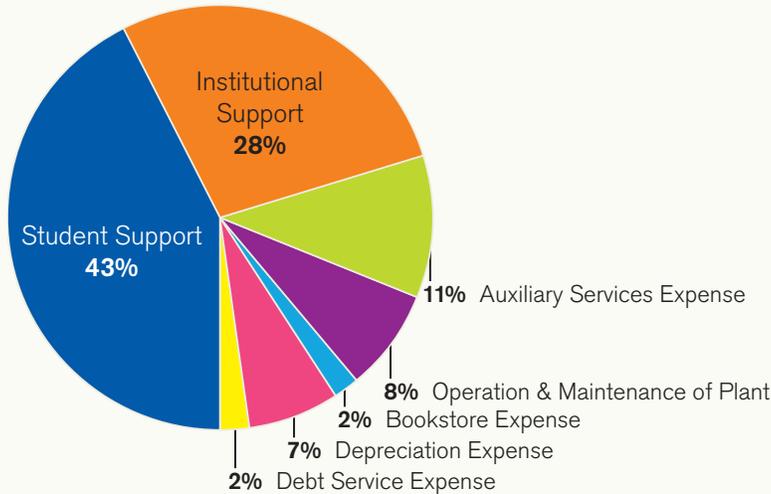
Number of students enrolled in
Spring 2019
(23% increase over Spring 2018)

10 campuses
7 schools

Partnered with LC as of Fall 2018

2017–2018 Financial Summary

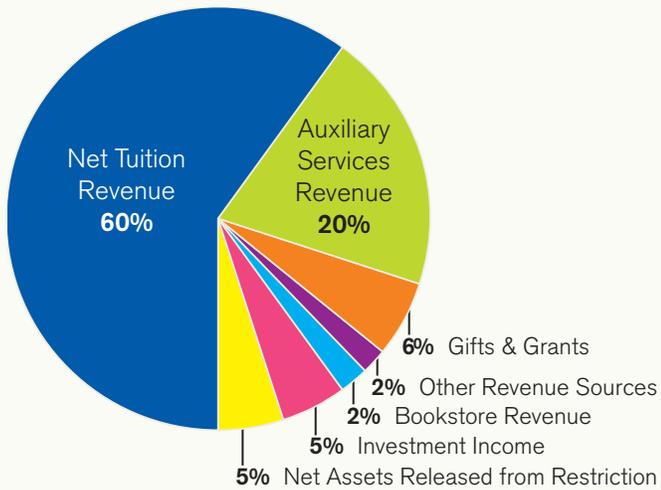
Statement of Unrestricted Activities for the Year Ending June 30, 2018



Unrestricted Expenses

Student Support	\$ 11,536,224
Institutional Support	7,537,577
Auxiliary Services Expense	3,085,396
Operation & Maintenance of Plant	2,046,781
Bookstore Expense	509,767
Depreciation Expense	1,906,464
Debt Service Expense	497,380

Total Unrestricted Expenses **\$ 27,119,589**



Unrestricted Revenues

Net Tuition Revenue	\$ 15,734,706
Auxiliary Services Revenue	5,371,347
Gift & Grants*	1,483,836
Other Revenue Sources	450,361
Bookstore Revenue	546,152
Investment Income	1,336,515
Net Assets Released from Restriction	1,327,446

Total Unrestricted Revenues **\$ 26,250,363**

**Includes Temporarily Restricted Gifts*

2017–18 Annual Fund Quick Facts

\$1,145

The average gift from donors
(20% increase over 2016–17)

\$7,935

The total amount of alumni gifts
(13% increase over 2016–17)

\$44,126

Phonathon pledges received
(58% increase over 2016–17;
additional phonathon held in 2017–18)

Donor Profile

"I'm not different here at Landmark College. I'm just like everyone else."

— Mark Broomer '18

Mark, at right, with Dylan Gebel '18 at the LC greenhouse.

Photo by Lulu Lovering '09



Lisa and Steven Broomer

by Chris Lenois

Lisa and Steven Broomer were struck by the certainty with which their son, Mark, decided to attend Landmark College. Mark had been diagnosed with ADHD in the third grade and, as he grew older, he became more withdrawn from social life. Steven began looking into Landmark College, and his research led to a campus visit and Mark's declaration of intent from the back seat. Steven and Lisa soon saw a marked difference in their son.

Mark played baseball, basketball, and soccer, and won Male Athlete of the Year. He was the student speaker at the President's Reception during a Parents' Weekend. He tutored math, gave tours to prospective students as campus ambassador, and served as an RA. All this while staying on the Dean's List and maintaining a job at the gym on campus.

"Mark is confident and fun-loving and deserves the credit for all these achievements," said Lisa. "But it is the experience he has had at Landmark College

that has helped him grow into the wonderful young man he has become."

In advance of Mark's graduation in December 2018, Steven and Lisa matched up to \$25,000 in gifts to the Annual Fund.

Lisa encourages others to support LC. "We cannot imagine what our lives would have been like without Landmark, and we want to do what we can to give other students the same opportunity to attend. Each student has a different story, but all students, families, and friends share a special place as members of the Landmark community."



To Make Your Gift

ONLINE: landmark.edu/give

BY CHECK: Make your gift payable to Landmark College and mail to:

**Office of Institutional Advancement
19 River Road South
Putney, VT 05346**