



Shared Vision.
Thoughtful Giving.

EXCEPTIONAL OPPORTUNITIES

Bridgewater State University | 2017 - 2018 Philanthropic Impact Report



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SATURDAY  OCTOBER 13, 2018



Dear Friends,

In keeping with the demands of an ever more competitive and global economy, the educational experience at Bridgewater State University now provides our students with many “experiential” learning opportunities. While the BSU curriculum is still deeply rooted in a liberal arts education, we are seeking to further expand equitable access to more intensive and active learning opportunities, including internships, honors-level work, study abroad and undergraduate research.

BSU has one of the leading undergraduate research programs in the nation, with more than 1,700 students working alongside faculty members in conducting research, writing papers, and even presenting at prestigious national conferences. This past year, BSU eclipsed the 500 mark in its number of paid student internships – more than halfway to President Clark’s goal of 1,000 annual paid internships. BSU now boasts 75 study abroad programs in 35 countries, and this past year the Louis M. Ricciardi College of Business launched two student-managed \$100,000 investment funds.

These opportunities are vital to the success of our students, and have been proven to positively impact the rates at which students persist, progress and graduate. Further, these opportunities help students develop the very skills that employers are seeking – oral and written communication, analytical thinking, the ability to work in teams, and applying knowledge to real-world issues and problems.

The results of this focus are evident. This year, for the first time in our history, three Bridgewater State University alumni, who graduated in 2017 and 2018, were awarded Fulbright teaching and research grants, among the most prestigious academic awards in the world.

The stories in the *2017-2018 Philanthropic Impact Report* are a testament to the remarkable work our students are doing, but they are really the story of how you – our generous donors – enabled those opportunities. Without your support, these opportunities would not be possible.

We want to encourage each and every one of you to join us in helping provide impactful opportunities to future generations of BSU students. You will find enclosed an envelope as well as online giving information by which you can contribute to bettering the lives of our students and in the process enriching our economies and supporting our communities. We hope the next story we share is yours.

Frederick W. Clark Jr., Esq., '83
President
Bridgewater State University

Thomas Caron, '75
Chairman
Bridgewater State University Foundation





Dear Friends,

The success of any enterprise, public or private, relies on a shared vision. Since its founding in 1840, Bridgewater State University not only has succeeded in realizing its shared vision of creating exceptional opportunities for students to serve, to give and to grow, but also has reliably provided business leaders with a skilled, community-minded workforce.

We have done that, in part, thanks to BSU's leaders through the years, men and women with the knowledge, skills and wisdom to guide our institution to ever higher levels of excellence.

However, we could not have accomplished this without your thoughtful giving. The generosity of our alumni, family and friends fuels BSU's core mission to graduate students well prepared to take their place in today's increasingly complex world and, importantly, eager to make a difference.

This *2017-2018 Philanthropic Impact Report* honors the contributions of all our donors. It is a tribute to our students, past and present, whose gratitude knows no bounds and whose efforts demonstrate the tremendous impact financial assistance has on students and, ultimately, on the communities in which they work and serve.

We offer the giving stories herein as a testament to our partnership. Each student profile is representative of hundreds more students whose lives are transformed through your generosity. Each donor story represents the commitment of untold others whose support for public education and belief in Bridgewater State University is unparalleled.

On behalf of the Bridgewater State University we all love and the students we serve, I thank each of you.

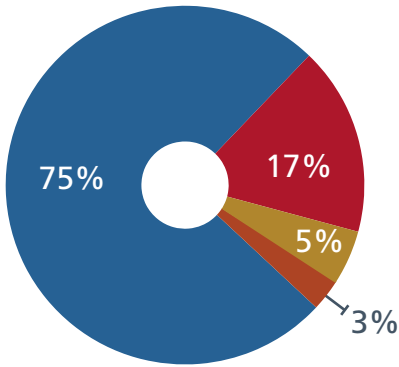
Sincerely,

Brenda Molife, PhD

Vice President for University Advancement

Executive Director of the Bridgewater State University Foundation



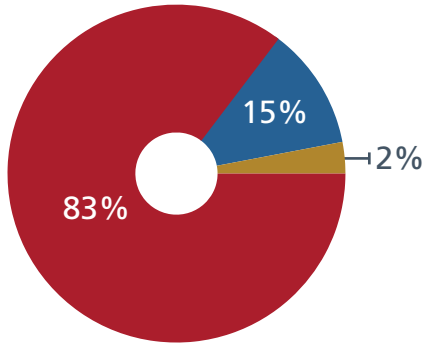


GIFTS

Alumni.....	\$9,199,000
Bridgewater State University.....	\$2,050,000*
Corporate and Foundation.....	\$678,000
Friends, Parents, Employees and Faculty	\$371,000

Total..... \$12,298,000

**Gift in-kind from Bridgewater State University to the Bridgewater State University Foundation for annual operating expenses*



DISBURSEMENTS

Student Support	\$1,700,000
Academic Programs	\$300,000
Faculty Support	\$50,000

ENDOWMENT NET ASSETS



REVENUE

In fiscal year 2018, Bridgewater State University received approximately **23 percent of its revenue from the Commonwealth of Massachusetts**. The remainder of its revenue is from local tuition and fees, government and private grants, contracts, gifts and auxiliary enterprises.





Bruce, '68, and Patricia A. (Quinn), '67, Bartlett

Our todays are the sum total of all our yesterdays. We mature; we learn; we grow. It's our personal history, woven into the fabric of who we are and who we become.

For Bruce and Patricia Bartlett, much of their personal history lives on in the walls of two buildings and 25 acres of land on Industrial Park Road in Plymouth's Industrial Park. Last December, the Bartletts donated the entire parcel, valued at \$8 million, to Bridgewater State University.

The fact that it's the largest donation ever given to Bridgewater State University is only part of the story – an important part, but not the only one.

To understand its significance, we need to look back in time to the late 1960s when the couple launched Bartlett Nuclear. The nuclear energy industry was in its infancy, and the time was ripe for intelligent, entrepreneurial individuals who knew how to get things done. And get things done, the Bartletts did. Over time, Bartlett Nuclear became the central player in the industry, working for 55 major utilities in the U.S., including seven public utilities from the Power Authority of New York to the Sacramento Utility District. Bartlett Nuclear also worked for 10 of the nation's nuclear weapons facilities.

Which brings us full circle to Industrial Park Road, home of Bartlett Nuclear until 2004 when the Bartletts sold their majority ownership; the company is now known as BHI Energy.

**“Everyone can do his or her own part...
whether a small gift or large – the feeling and
intent is the same. To give back to the university...
that is the spirit of paying it forward.”**

- Patricia Bartlett

“We have so many fond memories of working in those buildings,” said Mrs. Bartlett, who personally designed each of the two colonial-style brick buildings to keep with the architecture and history of Plymouth.

“They represent years of hard work, our hearts and souls, and the investment and risks we took as a young couple raising our family. I'm happy that with BSU receiving the buildings, I can easily visit, and our memories will still be there.”

The Bartletts' gift to BSU is unrestricted, although BSU and the Bartletts share a vision that somehow civic education be woven into the present-day plan.

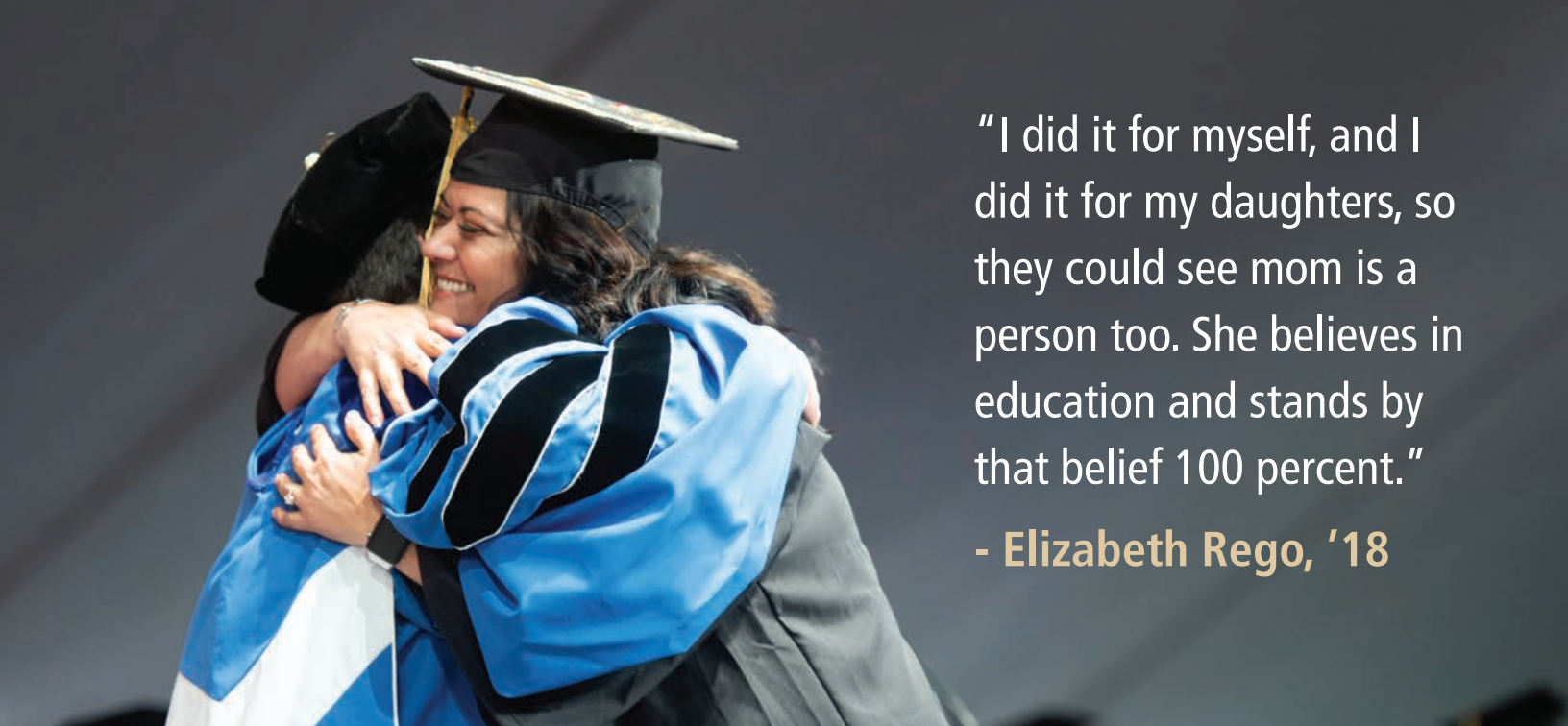
“It is so important that students understand the deeper meaning of the contributions of our forefathers and how those contributions factor into our lives today,” said Mrs. Bartlett. “We are all so fortunate to be citizens of the United States.”

“We also hope that it may be used to train and encourage history teachers, professors and administrators to increase the time allotted for teaching civics,” said Mr. Bartlett.

The Bartletts believe that education is much more than imparting knowledge. It is, they say, as much about fostering critical thinking skills and graduating civic-minded individuals ready to take their place in our increasingly complex society.

The Bartletts' gifts to the university total more than \$13 million. President Clark and the entire BSU community are grateful for the Bartletts' support, which will continue to translate into meaningful transformation for generations to come.

“However,” said Mrs. Bartlett, “Everyone can do his or her own part. When people bring something to the table – whether a small gift or large – the feeling and intent is the same. To give back to the university, to express gratitude for the education received, to help students now or into the future – that is the spirit of paying it forward.”



“I did it for myself, and I did it for my daughters, so they could see mom is a person too. She believes in education and stands by that belief 100 percent.”

- Elizabeth Rego, '18



Elizabeth Rego, '18 Major: Social Work

Some folks are busy. Other folks are crazy busy. Take Elizabeth Rego, '18. She's a full-time single mother of two teenage daughters (Olivia, 17; and Sophia, 14), a full-time student, and a full-time intern at STEM Academy, Sandwich High School – all the while dealing with some serious health issues. As her commitments mounted, Ms. Rego cut her full-time job to part time. Eventually, with graduation in sight, she resigned altogether, the better to keep her eye on the prize. In spring 2018, Ms. Rego accomplished her goal of graduating with a degree in social work.

Needless to say, finances were tight. Two things happened. First, Ms. Rego applied for the Bruce Bartlett, '68, Endowed Scholarship Fund, which was created by Mr. and Mrs. Bartlett to benefit students with high financial need and a GPA of 3.0 or higher. Second, Elizabeth was one of 15 students to receive the coveted award.

“Honestly, I was so overwhelmed. I felt so blessed and honored to be chosen as a Bartlett Scholar,” said Ms. Rego. “I can't find the words to thank Mr. and Mrs. Bartlett enough. The award takes away many of my financial burdens. It's helping with food, bills and heating our home.”

Ms. Rego transferred to BSU from Cape Cod Community College the first semester of her sophomore year. A few weeks later when seeking relief for constant headaches, she was diagnosed with a brain aneurysm. She was rushed to Boston, underwent surgery, recovered at home and returned to Bridgewater for the spring semester, determined to meet her goal of graduating on time.

“I really feel proud of myself. I feel like if I can do what I did, anyone can do it. I say, 'Never give up.' I live by that. I never gave up on my goals. I did it for myself, and I did it for my daughters, so they could see mom is a person too. She believes in education and stands by that belief 100 percent.”

With that goal firmly in mind, Ms. Rego is pursuing her graduate degree in social work at Boston University. After earning her master's degree, she hopes to work in a hospital-based setting, eventually opening her own counseling services, concentrating on children and families.

“Someday, I would like to give back to the community through the work I'm doing,” she said, “or help a person who needs financial assistance.”



Pictured above, Elizabeth Rego and her family, (back, from left), Alves Medeiros; daughters Olivia Amaral and Sophia Amaral; (front, from left) Amanda Medeiros; Elizabeth Rego; and her parents Maria G. Rego and José M. Rego. Bottom photo, Elizabeth shakes hands with President Clark as she receives her bachelor's degree in social work.



Philip DeSilva, '85 Owner, CAG Logistics Management Services

Excellence is a tradition at Bridgewater State University where access, affordability and rigorous academics offer students a menu of extraordinary opportunities. Many of these opportunities come about thanks to the support of BSU alumni whose allegiance to their alma mater is steadfast.

Such is the case with Philip DeSilva, '85. Mr. DeSilva graduated with a degree in management and went on to become a very successful entrepreneur and longtime donor to his alma mater. His latest project, however, demonstrates that support comes in many shapes and sizes and is not limited to financial assistance alone.

Like many projects, the journey from there to here involves the time, effort, support and creativity of many individuals. In this case, the university is fortunate to have had a long-time relationship with Bruce, '68, and Patricia A. (Quinn), '67, Bartlett, successful entrepreneurs and elite donors to their alma mater.

“As a student at Bridgewater, I learned great leadership skills. My success has everything to do with those early lessons. I wanted to see how I could help my alma mater, and that’s been my philosophy for a while.”

- Philip DeSilva

As it happens, the Bartletts had just gifted BSU a 25-acre parcel of land in Plymouth complete with two office buildings and a warehouse. On the other hand, Mr. DeSilva, owner of CAG Logistics Management Services, a vendor fulfillment provider for Fuji, was interested in establishing a facility in the New England area.

The rest is history. Working with former dean of the Louis M. Ricciardi College of Business, Dr. Elmore Alexander, and at the urging of BSU President Frederick Clark, Mr. DeSilva chose the Plymouth property to set up his fulfillment center.

Mr. DeSilva then hired Kasey Ritz, '18, as a human resource manager to oversee the hiring of all personnel. Beginning with a staff of 20 well-paid part-time workers, Mr. DeSilva will ramp up the number of employees to more than 100 part-time workers during his peak season between October and December.

Dr. Alexander, now a consultant to the project, acknowledges the enormous benefits to BSU as a result of Mr. DeSilva’s recent endeavor. “Obviously, the employment opportunities are very attractive,” he said. “But also, the opportunity to integrate real-world experience into coursework is very significant. Instead of reading about an example of a production and fulfillment cycle or viewing a film, students can experience the process.”

Mr. DeSilva’s reasons for locating the facility within close proximity to BSU are simple. “As a student at Bridgewater, I learned great leadership skills,” he said. “My success has everything to do with those early lessons. I wanted to see how I could help my alma mater, and that’s been my philosophy for a while.

“Working with Dr. Alexander made me realize this was the perfect opportunity not only for me, but also to bring something of enormous value to the university by having a functional company nearby where students can get jobs, participate in internships and get experience while in college.”

“Mr. DeSilva is everything you could ever hope for in terms of an alum’s involvement with his alma mater,” said Dr. Alexander. “He’s someone who remembers his Bridgewater experience and the difference the university was able to make in helping him key up his unbelievable career. By facilitating this partnership, Mr. DeSilva is helping us to make things even better for Bridgewater State University.”



“Bridgewater is an exceptional school. All the professors are really invested in student success. They’re willing to help in any way they can, whether in class or even in finding a job after college.”

- Kasey Ritz, '18



Located on 25 acres of land in Plymouth’s Industrial Park, the two office buildings pictured above were gifted to BSU by Mr. Bruce, ’68, and Mrs. Patricia A. (Quinn), ’67, Bartlett. Philip DeSilva, ’85, owner of CAG Logistics Management Services and a vendor fulfillment provider for Fuji, has established his newly created New England office in the building above right. Kasey Ritz, ’18, has been hired as human resource manager.

Kasey Ritz, '18

Major: Finance and General Management

Kasey Ritz, ’18, couldn’t be more thrilled. Several days before she graduated from BSU with a degree in accounting and finance, and management, she accepted a job as a human resource manager with CAG Logistics Management Services, a vendor fulfillment provider for Fuji.

Philip DeSilva, ’85, owner of CAG Logistics Management Services, is pleased to have hired a BSU alumna as his first full-time hire for this venture.

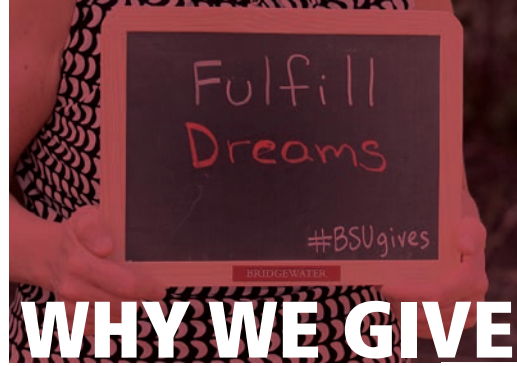
“Locating the facility in such close proximity to BSU was not an accident,” said Mr. DeSilva, who credits his education at Bridgewater as a major reason for his success. “It’s a win for the students who have access to well-paid, part-time jobs, and it’s a win for me as I have access to a readily available workforce.”

“I was excited even to get an interview for the position,” said Ms. Ritz. “Getting this job was an even greater feeling.” June 1 of this year, Ms. Ritz arrived at Mr. DeSilva’s Plymouth facility for her first day on the job. The offices and warehouse were a work-in-progress; today, things are humming right along.

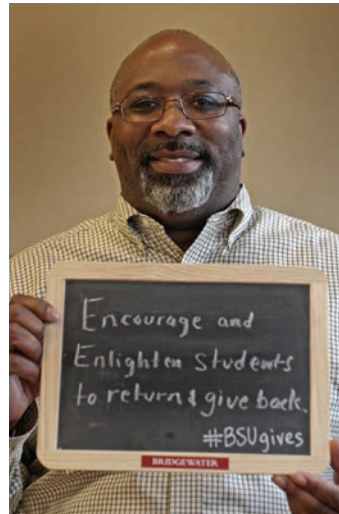
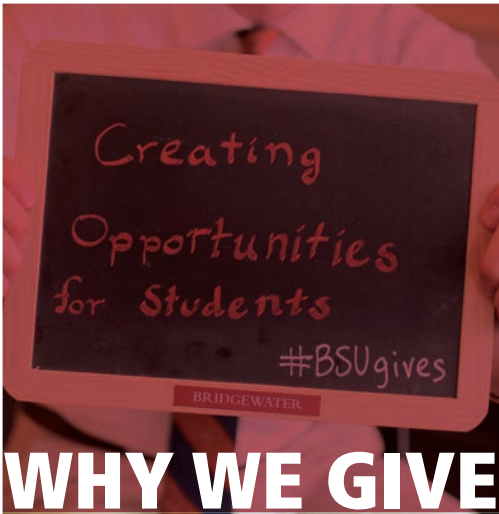
Ms. Ritz was uniquely qualified to handle her responsibilities. Her major aside, she participated in several internships while at the university. One was as a logistics intern for the Louis M. Ricciardi College of Business, organizing and planning all the details for the business college excursion to Boston, where, based on their interests, students shadowed a BSU alum for a day.

In addition to her academic studies and internships, Ms. Ritz found the time to engage in community-service projects, “Gifts to Give” and “Relay for Life” being two nonprofits high on her priority list. She was a resident assistant for three years, a member of the equestrian team, and also held part-time jobs as a student security officer and in BSU’s print shop. Suffice to say, Ms. Ritz is a hardworking, multi-tasker more than capable of getting the job done.

Ms. Ritz speaks highly of her BSU experience. “Bridgewater is an exceptional school,” she said. “All the professors are really invested in student success. They’re willing to help in any way they can, whether in class or even in finding a job after college.”



WHY WE GIVE



WHY WE GIVE

WHY

Throw Back and Give Back BSU's Day of Giving Exceeds Goal

Ordinary people create extraordinary opportunities. That's the power of the philanthropic spirit. It's what happens when ordinary people share an authentic desire to make a difference. The philanthropic spirit does not reside in wealthy hearts alone.

BSU's "Throw Back and Give Back" Day of Giving is one of many remarkable examples of how giving at every level is a powerful difference-maker.

For starters, BSU's Day of Giving was fun. Last May, for 1,840 minutes – slightly more than one day but reflective of the year of BSU's founding – alumni and friends of the university were encouraged via Facebook, Instagram and Twitter to make a difference in the lives of today's students by giving a gift – of any size – to BSU. In a little over 24 hours, BSU's \$50,000 goal mushroomed into more than \$71,000 raised, proving once again that partnering for the common good is enormously impactful.

BSU's partners in this effort included strong support by members of BSU's Board of Trustees and the BSU Foundation and Alumni Association board members plus alumni of all ages, faculty and staff, community members and business leaders. Participation was lively, as individuals posted Throw-Back photos illustrating their days on campus, while, at the same time, taking the time to give back.

"I think the great success of this effort was the level of involvement from the board members and the general alumni and community members," said Betsy Dubuque, G'11, director of development. "Not only

were there lots of new gifts and lots of second gifts, but also we received hundreds of really neat photos. It was a powerful visual perspective illustrating how much our donors care about BSU, and it was fun to follow along."

Among the successful participatory elements of the campaign was the launch of the Instagram takeover. John Pine, '04, joined his fellow alumni from Abu Dhabi and posted a live video to help promote the day.

Encouraging alumni engagement is key in developing life-long supporters of the university, especially in light of unpredictable diminishing state support.

Dr. Edward (Ned) Murphy, a member of the BSU Board of Trustees and retired executive chair of

"...the great success of this effort was the level of involvement from the board members and the general alumni and community members."

- Betsy Dubuque, G'11



\$71,000 raised in 1,840 minutes.

the Board of Directors of Civitas Solutions, was impressed with the results of BSU's Day of Giving. Dr. Murphy sees private support for BSU as a strong endorsement of Bridgewater's public-service mission. "What impresses me most about Bridgewater is its commitment to its mission to provide a high quality, accessible education to the citizens of Southeastern Massachusetts," said Dr. Murphy. "That may seem simple, but it's complicated. To succeed you need committed faculty and capable administrators... Bridgewater does a great job in finding both and remains focused on getting better and better."

Ms. Dubuque can't say enough about her staff who worked tirelessly to make the campaign happen. "Our donor relations coordinator, Sarah Landers, did a fantastic job, partnering with the Marketing and Communications team and working with alumni ahead of time to identify those who would be ambassadors for the university," she said. "Honestly, so many people were involved in the success of this day, it's impossible to name them all. But on behalf of the university and our students, I sincerely thank each of them."

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- Mr. Michael Volpone, '88, G'90



Pictured from left to right: William Clifford, James Clifford, Gale Clifford, Robert Clifford and Jonathan Clifford. Pictured above is a photo of Dr. Guy C. Clifford sitting in his classroom.

The Guy C. Clifford Public Service Internship Fund

The spirit of Dr. Guy C. Clifford lives on in the hearts of all who knew him – his family, friends, BSU colleagues and, of course, the hundreds of students whose lives he influenced. You couldn't know Dr. Clifford without being changed in some positive way. That is the strength of his legacy, which lives on even a decade after his passing.

Most recently, Dr. Clifford's son Robert Clifford – along with his brothers William, James and Jonathan – established the Dr. Guy C. Clifford Public Service Internship Fund as a tribute to their father.

It came about when President Frederick W. Clark Jr. visited Mr. Clifford in Los Angeles and shared his vision that internships be accessible to all BSU students who wish to participate. However, as President Clark explained, that is a difficult vision to realize; most internships are unpaid and most BSU students have to work – sometimes as many as three jobs – to pay for their education. It was at that time that President Clark presented Mr. Clifford with the idea of establishing an internship fund in his father's name.

Mr. Clifford immediately embraced the idea, and his brothers felt the same way. "Our dad cared deeply about public service, both professionally and personally," he said.

In keeping with their father's passion for public service, and as a complement to the existing Guy Clifford Scholarship Fund, the Clifford internship fund benefits political science juniors or seniors enrolled full time at BSU. Preference is given to students with a grade point average of 3.3 or higher who intend to participate in a public-sector internship that is otherwise unpaid.

"Now we are supporting students' professional aspirations in addition to recognizing their academic achievements."

- Robert Clifford

The Clifford family believes the internship fund represents the perfect extension to the Guy Clifford Scholarship Fund. "Now we are supporting students' professional aspirations in addition to recognizing their academic achievements," said Mr. Clifford.

Guy's wife, Gale Clifford, added yet another dimension to her four sons' decision to establish the internship fund, bringing things full circle in a most unexpected way. "Fred Clark was a student of Guy's," she said. "Guy was so fond of him, so supportive of all his ambitions and goals, so it worked out just right that Fred approached Bob.

"Then, as I look back to the 70s, I remember Guy started his own internship program for political science students. He pounded the pavement, traveled to Boston, Brockton, even Washington D.C.; he talked with councilors, representatives, senators, anyone he thought would be open to working with a BSU student."

Of her husband, Mrs. Clifford said, "Guy was beloved by all. He was thrilled to be teaching at Bridgewater. It meant the world to him... I'm so proud of my sons, and I know Guy is too."



She [Paula Ribeiro] proved that success was possible for anyone, regardless of circumstances, when you work hard and study hard.



Above: Paula Ribeiro sits at her desk in the Plymouth District Attorney's Office where she works as a bilingual victims/witness advocate thanks to her internship that she acquired while at BSU.

Paula Ribeiro, '17 The Guy C. Clifford Public Service Internship Fund Recipient

Paula Ribeiro, '17, credits her older sister, Karla Lopes, with encouraging her to seek an internship; Diane Bell, director of the Internship Program office, for helping with the logistics; and the Clifford family for making it possible financially.

It was in the spring of her last semester that Ms. Ribeiro secured an internship at the Plymouth District Attorney's Office in Plymouth and was awarded the Dr. Guy C. Clifford Public Service Internship. In May 2017, she graduated with a double major in political science and Spanish, an impressive feat given she worked a demanding full-time job while attending BSU full time. In June of the same year, she accepted a full-time position with the District Attorney's Office as a bilingual victims/witness advocate working out of the Plymouth District Court.

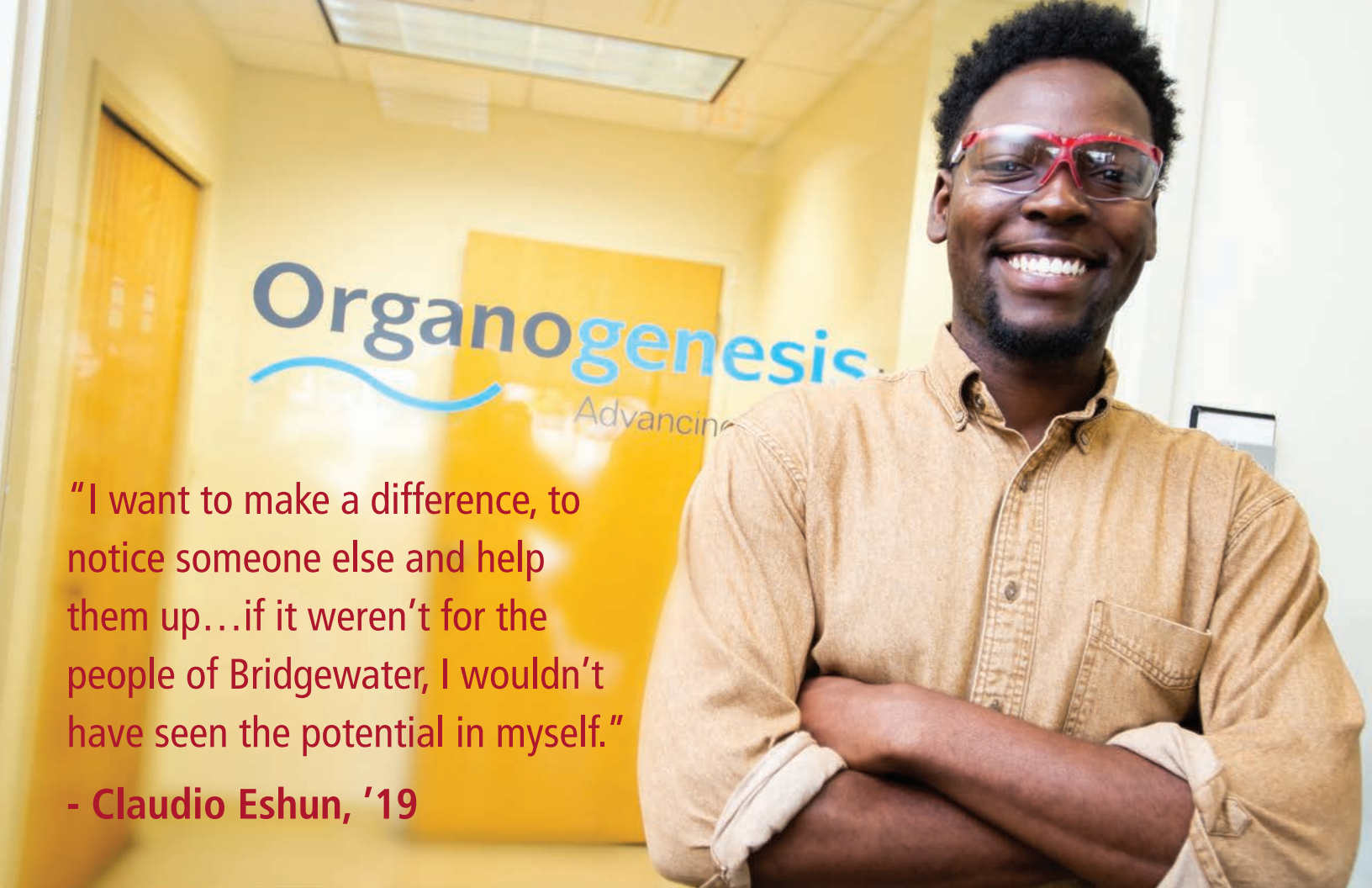
The Clifford family created the Clifford internship fund to honor their father's passion for public service. Ms. Ribeiro exemplifies the spirit in which the fund was created. She found her passion for public service when, as a sophomore, she took her first political science class.

The internship fueled that passion. "I am very honored to have received the Clifford internship," she said. "I'd like to express my gratitude to the whole Clifford family. I'm so grateful.

"I had the opportunity to observe court proceedings, the pre-trials, trials, arraignments virtually everything that happens with a case once it's in the hands of the district attorney's office, and I learned an awful lot."

So much that the Plymouth district attorney offered Ms. Ribeiro the full-time advocacy position. "As a bilingual victims/witness advocate for the court, I work specifically with domestic violence victims," she said. "I make sure they're heard throughout the criminal case. I make sure they're aware of all the court dates, that they understand the proceedings and that they're ready for trial. I make sure they have the resources they need and that they know their rights."

Born in Brazil, Ms. Ribeiro immigrated to America with her parents when she was six years old. College was financially challenging, but she proved that success was possible for anyone, regardless of circumstances, when you work hard and study hard.



“I want to make a difference, to notice someone else and help them up...if it weren’t for the people of Bridgewater, I wouldn’t have seen the potential in myself.”

- Claudio Eshun, '19

Claudio Eshun, '19

Major: Biological Sciences

The journey from there to here was, as many are, long and challenging. Biological sciences major Claudio Eshun, '19, was born in Ghana, raised in Worcester, overcame the language barrier, studied hard, worked several jobs, and enrolled in Bridgewater State University, the first in his family to attend college.

He said that his laser focus on making a difference combined with his high energy and a generally positive attitude helped him to push through all the challenges of mastering life in America. But he never envisioned the opportunity to work for a company as prestigious and relevant as Organogenesis Inc.

But that’s exactly what’s happened. Thanks to financial assistance from BSU donors, Claudio was awarded a paid summer internship at this leading regenerative medicine company based in Canton.

“It is an honor and a privilege to receive this award,” said Claudio. “I thank BSU’s donors from the bottom of my heart. I’m a first-generation college student, an African-American individual who grew up in a low-income neighborhood. What you have given me, I will expand upon and work to provide access for the next individuals. By the time I earn my PhD, I plan to do the same for others as these donors have done for me.”

Organogenesis describes its company as “a leading regenerative medicine company focused on the development, manufacture and commercialization of product solutions for the advanced wound care, surgical and sports medicine markets.”

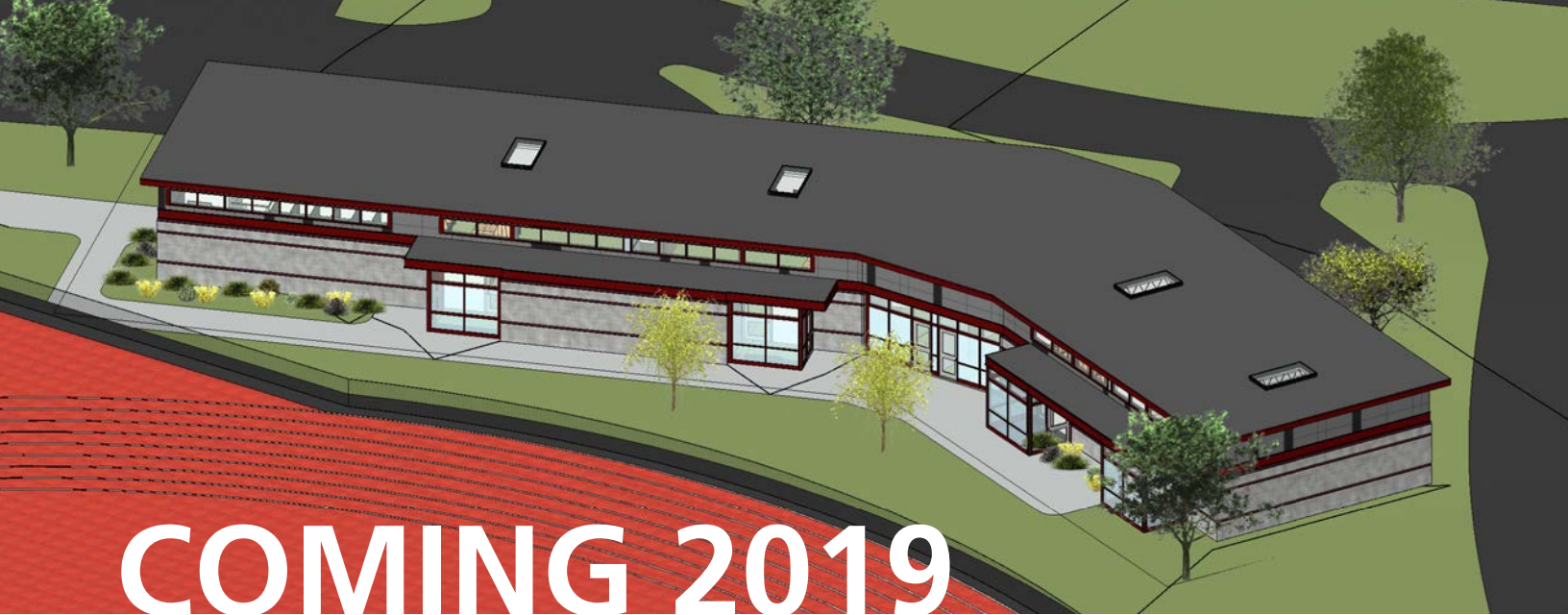
Claudio works in the Quality Control Department. “These are innovative therapies,” he said, “and it’s critical that they are effective and safe. The

opportunity to learn about good manufacturing practices, FDA regulations and more is the opportunity of a lifetime.”

At BSU, Claudio not only focuses on his academic goals, he mentors undergraduates in biological and research practices; is a resident assistant in Pope Hall; earned an Adrian Tinsley Undergraduate Research Grant and more.

“When I was a kid,” he said, “I was afraid people would look at me and judge me. No more. I want to show kids who are in my shoes that if I can do it, they can do it. I want to make a difference, to notice someone else and help them up. Bridgewater brought out this side of me and if it weren’t for the people of Bridgewater, I wouldn’t have seen the potential in myself.”

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