



REPORT  
OF THE  
PRESIDENT  
1993

WILKES UNIVERSITY



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## REPORT OF THE PRESIDENT 1993 — WILKES UNIVERSITY

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*A report presented to alumni and friends of Wilkes University in celebration of the success of the Wilkes Tomorrow campaign and addressing the role of Wilkes University today with a look to the future of the University. Published in lieu of the Fall 1992 Quarterly.*

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**Wilkes University**  
**Wilkes-Barre, Pennsylvania 18766**

**Christopher N. Breiseth, Ph.D., President**  
**J. Michael Lennon, Ph.D., Vice President for Academic Affairs**  
**Thomas B. Hadzor, Vice President for Development**  
**Paul A. O'Hop, Vice President for Business Affairs/Auxiliary Enterprises**



## Lesson #1: Try Something New

Christopher Breiseth was new at the helm of Wilkes.

Patricia Davies was new as chairman of the Board of Trustees.

Into the mix, they dropped one more new thing — a board meeting in the foyer of the old gymnasium.

And from it they developed plans for something new — and something big.

From that gym foyer meeting came plans for a new sports and conference center as the centerpiece of the biggest fund-raising campaign ever attempted at Wilkes.

The meeting place was key to the decision, Davies said. When Breiseth suggested it, he told her, "You and I both know it's the weak link on the campus. Miracles had been performed there, particularly by John Reese and his wrestlers, but there was no question that the gym would have to be attended to if we wanted to attract scholar athletes."

That meeting alone could not have made the campaign a success, she said.

It needed a leader and a commitment from the Board.

## Lessons from the Campaign

### Patricia Davies

A graduate of Wellesley College, Patricia Davies began her career as a writer with Scholastic Magazines, then



joined the Marshall Plan in Paris. When she married, she left those glamorous careers behind for the twin responsibilities of family and volunteerism. Just before joining the Wilkes Board, she had worked to merge the Wilkes-Barre and Scranton symphony orchestras into today's Northeastern Pennsylvania Philharmonic.

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aper by Llewellyn & McKane, Inc.

When Gene Roth agreed to lead the campaign, "he was the hero. He was a spellbinding speaker," she said. "When he talked you just wanted to go out and empty the bank account."

Commitment from the Board came at a retreat where Fred Ness, who had led the college's self-evaluation and presidential search, helped the Wilkes Board take up the challenge.

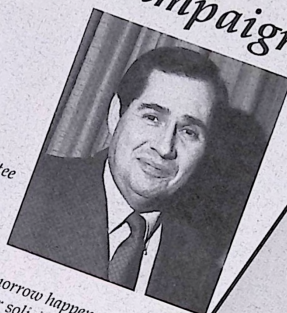
With recognition that the Board was to begin raising more money — lots more money — than ever before, Davies recalls her qualms. "I'm already in over my head," she remembers thinking. But in retrospect she says, "It was a very happy stretching of myself."



# Lessons from the Campaign

## Eugene Roth

A Wilkes-Barre attorney, Wilkes trustee and a Class of '57 alumnus, Gene Roth is identified by friends and colleagues as the man who made Wilkes Tomorrow happen. All look to him as the master solicitor, no pun intended. When he talks about Wilkes, they say, his listeners are awestruck and they respond generously. "I've had a love affair with Wilkes for nearly 40 years — 35 out and 4 in," he said.



behalf throughout the community.

But he sees a changing community. "More and more major corporations are coming in with satellite operations. They don't have the commitment to the community and its institutions that has historically existed."

Universities like Wilkes, he said, must depend more and more on their alumni. "Our alumni gifts have improved dramatically. But still they are behind the expectations of an institution that has matured to the point that Wilkes has."

Unfortunately, alumni don't always jump on Roth's bandwagon. "Too often, alumni feel Wilkes doesn't have the prestige they equate with their personal success."

"It's like the whole Wyoming Valley. If you feel second rate, you are. Alumni need constant reassurance about the success of graduates. Moreover, we need graduates who are successful to remember Wilkes in their success."

"There is a real potential for Wilkes," Roth concluded, "but it will never achieve its potential unless the alumni are prepared to help it achieve."

"I really think we owe Wilkes and have a responsibility to support the institution."

## Lesson #2: Best of the American Dream

An intense and captivating speaker even as he relaxes in an easy chair in his 10th floor office at Rosenn, Jenkins and Greenwald, Attorney Gene Roth says, "Anybody who takes a look at Wilkes and takes a moment to think and is not profoundly affected by what they find just doesn't care. We are the only non-denominational, non-public university in Northeastern Pennsylvania. Most colleges and universities were created by religious bodies or government. Most colleges and universities are 100-plus years old. The community leaders in this area did not address the need for higher education until 1933. We were late comers and have had to play catch-up ever since. "And yet we represent, in terms of the American dream, what is in fact its best." The difficulty lies in telling that story passionately and extensively. The ability to tell the Wilkes story is just what fellow trustees admire in Roth, said former Board Chair Patricia Davies. "Gene Roth is a spellbinding speaker," Davies said. "When he talked you just wanted to go out and empty the bank account." Roth does admit to being a zealot on Wilkes's

## Lesson #3: Generous leadership promote gene

Except that his grandfather's house became of the Wilkes campus, Allan P. Kirby has ties to the University until he joined the Board of Trustees in 1986.

Building on that new tie, however, Kirby played a key role in preparing the University for tomorrow.

Born in Wilkes-Barre, he moved to Eastern P in 1939, returning to Eastern P to visit the family summer home. When his family gave that summer home to the Kirby Episcopal House, Kirby's influence waned even as his benevolence strengthened. Later, he was involved in planning and construction of the Sutherland Kirby Library.

But Kirby was not satisfied with Wilkes, even as a trustee. "Now, I'm heavily involved," he began to come up with ideas. I saw, Christopher Kirby's good leadership. He was a very good leader. He was closely involved in the University. T



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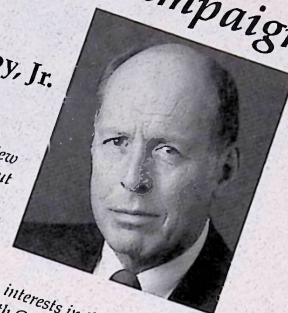
Born in Wilkes-Barre, he moved to New Jersey in 1939, returning to Eastern Pennsylvania only to visit the family summer home at Glen Summit. When his family gave that summer home to be the Kirby Episcopal House, his personal ties waned even as his benevolent ties were strengthened. Later, he was to oversee the planning and construction of the Marian Sutherland Kirby Library in Mountaintop.

But Kirby was not sure how close he would feel to Wilkes, even as a member of its Board.

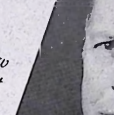
"Now, I'm heavily involved," Kirby said. "As I began to come up to board meetings, I liked what I saw. Christopher Breisath was new and he had good leadership qualities for a small university. He was a very enthusiastic president. The Board was closely involved with a great pride in the University. They were all anxious to make a

# Lessons from the Campaign

**Allan P. Kirby, Jr.**  
*A Wilkes*



Arby, Jr.



A Wilkes-Barre native, Allan P. Kirby moved to New Jersey as a child. But he has never left behind his generosity toward the community that nurtured him. His philanthropic interests in the region include the Kirby Health Center in Wilkes-Barre, the Kirby Episcopal House in Glen Summit, the Marian Sutherland Kirby Library in Mountaintop and Wilkes University. A graduate of Lafayette College, he says, "I feel a kindred toward Wilkes that I don't feel toward anywhere else except my own college."

contribution of some kind. The more I saw, the more I liked it."

Before the end of his first major campaign with the Board, Kirby arranged through a family foundation for a \$1 million grant to the Wilkes Tomorrow campaign.

Now, Kirby reflects on what it takes to kindle the same enthusiasm in alumni, who, he believes, must assume the leadership for supporting the institution.

"We have to help alumni become proud of the fact they were here," Fride can come through through athletics, a fine academic program and through learning about the success of other graduates.

Many times, alumni are just waiting for somebody to ask them to do something. If they're never asked, they're never going to come back and never going to do anything for the institution."

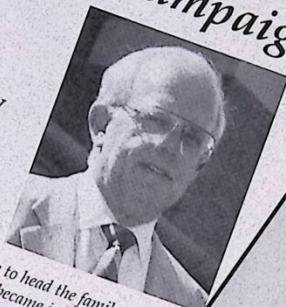
A major focus for Wilkes must be finding alumni, organizing regional events and bringing alumni back to campus. "They will be proud when they come back," he said.



## Lessons from the Campaign

### Frank Henry

Henry, who is chief executive officer of Frank Maritz Coach Barre, is a graduate of Yale University, who came home to Wilkes-Barre to head the family business. Little by little, he became involved with Wilkes until it became a significant part of his life and he of its. He chaired the Wilkes Board of Trustees during the heart of the Wilkes Tomorrow campaign.



### Lesson #4: Be part of the community

"Wilkes was founded to give local people a chance to go to college," said Frank Henry. Nearly 60 years later, more than half of Wilkes students still hail from Luzerne County, although there is a good mix of students who represent a dozen other states and many other countries.

No matter where students are from, the University retains its role as a great community asset, Henry said. "Wilkes is a source of talent for the community," he began, counting off the ways it serves its hometown. "It adds prestige to the town when you bring people in. There are resources available in various departments that community people can call on for help. It offers big business events for the community. Because of its crucial role in the community, Wilkes has enjoyed financial support from the board member's commitment, he said. "It's exciting to walk around the campus and think that you've had an impact."

### Lesson #5: Put something back

From the moment they moved to the Wyoming Valley, Arnold and Sandy Rifkin appreciated Wilkes for the cultural events it provided for their community.

But they never felt committed to the school until the flood.

Their middle child, Michael, began school at Wilkes just two weeks after the flood. Even in a time of trauma for the institution, every professor was willing to help.

"You got very fond of the place," Sandy said.

The school has changed. "It's a big beautiful school, but it's still warm and friendly," she added.

As a business person, Arnold has watched one employee send five children to Wilkes. Again, "it convinced me of the importance of Wilkes in the community and its value to people," he said.

"We've been taught since childhood that it's important to put something back in the community," the Rifkins said. "We view Wilkes as a wonderful opportunity to do just that. It's a chance to participate in an organization that's building and growing — a place to put something back for future generations."

### Arnold & Sandra Rifkin



Graduates of the University of Pennsylvania, Arnold and Sandra Rifkin were returning to his roots when they came to the Wyoming Valley in 1948. A Wilkes trustee since 1980, he is president of A. Rifkin Co., manufacturers of bank bags which are marketed worldwide. She is a leader in community affairs.

### Richard Ross

Recently retired chairman and chief executive officer of First Eastern Bank, Ross joined the Wilkes Board in 1975 and was elected chairman in June, 1990. Active in the banking business statewide, Ross has also filled a variety of key community roles, chairing the Committee for Economic Growth and the Pennsylvania Chamber of Business and Industry. He has also chaired and continues as a member of the Pennsylvania Health Cost Containment Council.

### Lesson #6: Keep in touch

"People like to belong," said Ross, who served as honorary national chairman of the campaign.

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"People like to belong," said Joe Pinola, who served as honorary national chair of the campaign.

The Wilkes Tomorrow campaign gave Wilkes alumni the chance to belong again, he said.

Instead of mailing out flyers, the University sent out people — people to gather others for fun and the chance to see what Wilkes is up to now. "Chris Breiseth really went out and worked — he went out and met with alumni," Pinola said.

In his view, that's what made the difference in this campaign. And Pinola is a campaign expert if ever there was one.

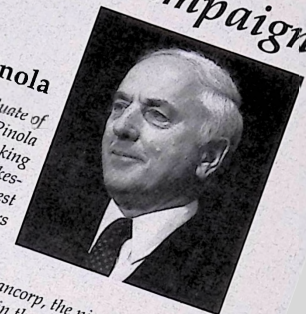
"In the banking business, you spend half your life banking and half running campaigns," he said.

The big gifts — the six and seven figure gifts — are still the responsibility of Wilkes's home community, Pinola said. But the alumni need to assume a major role now.

Reaching those alumni and reminding them of what Wilkes has meant "was one of the treasures of the campaign. Now they have memories of how valuable the school has been to them."

## Lessons from the Campaign

**Joseph Pinola**



A 1949 graduate of Wilkes, Joseph Pinola pursued a banking career from Wilkes-Barre to the West Coast. After 25 years with BankAmerica, he moved on to head First Interstate Bancorp, the ninth largest bank holding company in the nation. Retired for two years, he is now chairman of the executive committee of First Interstate's Board. He served as a Wilkes trustee from 1979 to 1991, when he was elected trustee emeritus. A veteran campaigner for non-profit institutions, Pinola says, "All of us have obligations to the community and to education, and so we do these things."

## Lesson #7: Keep the momentum

"I had the easy part," said Board Chairman Richard Ross as he presided behind his desk on the executive floor of the First Eastern Bank building on Public Square.

Pattie Davies had to make the decision to increase the goal. "All I had to do was unveil the plaques."

But wrapping up in style is more complicated than it sounds, he concedes. "You have to make sure everybody gets properly recognized — with calls, notes and plaques."

"And you have to make sure that the momentum built so carefully during the campaign doesn't get lost when it ends."

Alumni must now accept the responsibility that the community once took. "It's to their best interest to keep Wilkes healthy," Ross said. And the base of support established during this campaign holds the key to the future for Wilkes, Ross said. Now we have to keep it up.



# Lessons from the Campaign

## Beverly & Harry Hiscox



Beverly and Harry Hiscox have made their mark not only at Wilkes but on the Wilkes-Barre community as well. A 1951 graduate and an attorney, Harry is a partner with Rosen, Jenkins and Greenwald. A life-long volunteer and a member of the Wilkes Class of 1958, Beverly had credits with the public schools, the Northeast Pennsylvania Philharmonic and the Wilkes-Barre General Hospital Auxiliary before taking a leadership role in the Wilkes Alumni Association. She was elected a trustee of the University in 1985.

## Lesson #8: Rekindle those old school ties

For Bev and Harry Hiscox, the Wilkes of Wilkes yearbooks. For three years, her volunteer role as alumni chair of the campaign took them round the country, meeting alumni from all eras and sharing new chapters in the Wilkes story. "The surprise of the campaign was to find out what alumni are doing," said Bev, a trustee since 1985. "It's like uncovering a gold mine. So many are in very important positions. All alumni can take collective pride in that." Whether they were cruising the Susquehanna on a paddlewheel boat, lunching in the dean's office at the University of California law school or enjoying a clam bake on the beach in Maryland, the alumni get-togethers were a place to talk about Wilkes. "We urged people to talk about their experiences," said Bev. "The more they talked, the more great memories they recovered. And the more they realized just how important Wilkes has been in their lives and careers." As they talked and listened to what's happening at Wilkes now, they jumped on the Wilkes bandwagon. Many took the next step, too, and decided to be benefactors of their University.

That progression ought to be normal, she and her husband point out. "One of the strengths of a Wilkes education has always been the special, close relationship among students and faculty — building a sense of family," said Harry. "It's a natural thing to respond to that sense of family with pride, loyalty and generosity." In their travels, however, the Hiscoxes discovered that alumni hadn't always been asked to help. Some felt out of touch with Wilkes today. With Bev's continuing guidance on the Board, Wilkes has pledged to keep alumni better informed and to keep arranging events that bring alumni together. "Keeping in touch is so important," said Bev. "Renewed communication will be the legacy of this campaign."



# Wilkes University: The 1992 Perspective

"Wilkes University: A Private University with a Public Mission." As we approach our 60th birthday in 1993, this slogan captures a mission that has roots in Bucknell University Junior College. Organized in 1933 to meet the educational needs of the youth of the Wyoming Valley, BUJC, and then Wilkes College after 1947, developed a curriculum simultaneously to provide a first rate intellectual challenge for students and to address the urgent problems of an economically depressed region that was losing its industrial base.

Now after six decades and with a new century coming into view, Wilkes is a university with 45 baccalaureate degree programs and 7 master's degree programs. Wilkes still serves the young — and not so young — students of Northeastern Pennsylvania. Some 65% of 1,965 full-time undergraduates plus 580 part-time students, with a median age of 25, hail from this region. But it is also the University of choice for students from outside the region, with 460 from 21 states and 16 foreign countries. Our graduate programs serve 880 students from a broad geographic area. The new Weekend M.B.A. program is drawing students from three states and as far away as 150 miles from Wilkes.

As I start my ninth year as President here, the Wilkes characteristic that strikes me most is the strong link between the University and the region. When the anthracite industry collapsed in the late 1950s, local business leaders worked with Dr. Eugene S. Farley, the first President of Wilkes, to attract an R.C.A. solid state physics plant to Mountaintop. Wilkes College committed itself to add the Master of Science degree in physics and chemistry, with a longer-term commitment to add the third and fourth undergraduate year in electrical engineering. That plant, now owned by Harris Semiconductor, Inc., has survived the roller coaster ride of the electronics industry and has a rich complement of Wilkes alumni on staff. Maintaining the partnership, Harris has recently donated a \$200,000 Varian DF4 ion implanter for the education of Wilkes students and research activities of the Wilkes faculty. For its share, Wilkes has created a School of Science and Engineering in which 51 faculty members hold the Ph.D., an extraordinary investment for a relatively small, private university.

Reminiscent of the Wilkes-Hahnemann program that forestalled a regional physician shortage in the 1970s and 1980s, Wilkes has entered a new partnership with Packer Medical Center in Sayre, Pennsylvania, and Hahnemann Medical School in Philadelphia. We have just admitted our second class of freshmen at Wilkes who were simultaneously admitted to Hahnemann, contingent on their maintaining a 3.2 GPA at Wilkes. Students, who will work at the Guthrie Clinic for experience, college credit and financial assistance as undergraduates, will return to the hospital for internships and residencies, with the expectation that some each year will stay to serve the region permanently.

Health care is the largest industry in Northeastern Pennsylvania. Wilkes has long prepared large numbers of nurses and doctors. We have offered students a variety of health care specialties, building upon partnership programs with many professional schools. When an increasing number of health care professionals were enrolling in our regular M.B.A. program in the mid-1980s, we made a commitment to offer a Master of Science degree in

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MISSION



Christopher N.  
Breiseth, Ph.D.  
President



Health Administration. The M.H.A. program has brought together graduate students from all parts of the health care industry to improve their understanding of the challenges facing them and their institutions.

Facing the demographic realities of our region, which has the nation's oldest population outside of South Florida, our nursing program added a Master of Science degree in Nursing with an emphasis on gerontology. For several years in a row, nearly 100 per cent of our nursing graduates, both at the B.S. and M.S. levels, have been employed in their fields of expertise.

Another cooperative arrangement will lead to enhanced abilities to collect meaningful information for regional decision makers. The *Times-Leader* has requested that Wilkes University develop the appropriate technological and human resources to conduct valid and reliable telephone survey research. The School of Business, Society and Public Policy accepted this challenge as an opportunity to both serve the region and provide an excellent learning environment for students. The first poll, which appeared on the Sunday before election day, accurately predicted victory for Bill Clinton and a dead heat between Sen. Arlen Specter and challenger Lynn Yeakel.

Two other areas reflect this special relationship between Wilkes and its host region as we look to the future. One is education, the other the environment. Wilkes has played a leadership role in Project LEARN (Local Education Action Resource Network) to bring together teachers at all levels, kindergarten through university, in the Greater Wilkes-Barre Area to work together as part of a single educational system (public, private and parochial) to improve student learning. Starting with the Council of Presidents of the five colleges and universities in the Wyoming Valley, we have worked with our school superintendent colleagues through the Educational Leadership Council to create networks among our teachers to improve their expertise, using state of the art techniques and technologies, to better equip students for the 21st Century. Our Wilkes Education Department is leading new cooperative ventures with colleagues in the public schools to prepare our new teachers and strengthen the curriculum for teacher preparation in all of the arts and sciences disciplines.

The environment of Northeastern Pennsylvania poses many challenges. Some such as radon are natural; many are the result of pollution from the industrial activity of the last century and a half. Wilkes College made an early commitment to develop an environmental science curriculum. Gradually we have built laboratories where water, air and radon can be tested. We now have linked our environmental sciences with environmental engineering.

Wilkes has taken a lead role in a new, dramatic venture to confront the pollution problems left over from the coal mining era and discover ways to transform such problems into new, beneficial products through the Earth Conservancy. Our involvement was highlighted in the Spring, 1992, *Quarterly* cover story. The brainchild of Congressman Paul Kanjorski, a Wilkes alumnus and trustee, the Earth Conservancy is a not-for-profit corporation that has applied for a large federal grant to purchase nearly 16,000 acres from the bankrupt Blue Coal Corporation — a seven-mile-wide band of land south of Wilkes-Barre that has stood unimproved and undeveloped for seventeen years. The land will provide a laboratory for experimentation through an applied research center, the collaborative effort of Wilkes University, King's College, and the University of Missouri at Rolla, to demonstrate ways of cleaning up the environment, including the recycling for productive use of stockpiled and obsolete military ammunition. This ambitious project has many hurdles to jump before it becomes a reality. I accepted the position as Chair of the Board of the Earth Conservancy with full recognition of Wilkes's traditional role as a leader of higher education expected to help meet the needs of the Northeastern Pennsylvania region. Out of this effort, we plan to develop new industries built upon the refuse of the old, contributing to the future prosperity and beauty of Northeastern Pennsylvania.

In focusing this report on Wilkes's service to the region, a relatively rare emphasis for a private rather than a public university, I want also to convey the benefit of this relationship for our students, whether they be local or from outside the area. Again, Wilkes has long prided itself on the opportunities it has afforded students for hands-on learning. The performance emphasis of the music, theater and dance curriculum is analogous to the clinical experiences of our nursing students, or to the practice teaching of our education students, the accounting internship of our accounting majors and the research activities of our juniors and seniors in all of the sciences and engineering. Dr. Sheldon Cohen, a member of our new University



Council and long-time scientific advisor in the National Institute of Allergy & Infectious Diseases at the National Institutes of Health, wrote an article in *New England and Regional Allergy Proceedings* on the opportunities for biological research by his undergraduate students at Wilkes in the 1950s and 1960s. Dr. Cohen's research and discovery tradition continues throughout the University.

These two characteristics of a Wilkes education, service to region and hands-on learning, come together again and again. The opportunity for undergraduates to apply their new learning in the diverse institutions of the Wyoming Valley provides a model relationship of university and community. Wilkes students learn and contribute through cooperative education and field experiences. The students also share their competencies through community outreach programs, volunteering their skills and efforts on the behalf of others.

The progress Wilkes continues to make is built upon an ever-stronger support network of faculty, staff, students, trustees, alumni, parents, and friends. Our recently completed Wilkes Tomorrow capital campaign and the newly launched Wilkes Today student recruitment effort highlight this network.

## THE NETWORK OF SUPPORT

When the trustees decided in the autumn of 1985 that Wilkes needed a capital campaign to raise funds for a sports and conference center and to build the endowment to support faculty salaries and student scholarships, they quite literally secured the future of Wilkes. In the six years between 1985 and 1991, the Wilkes Tomorrow campaign raised \$13.3 million for capital projects and \$12.2 million for operating expenses. The trustees' personal contributions (including gifts from corporations and foundations secured by trustees) exceeded \$5 million. Under the inspired guidance of Development Committee Chair Eugene Roth '57, and with strong personal support from successive Board Chairs Patricia Davies, Frank M. Henry and Richard M. Ross Jr., Wilkes trustees gave leadership to the largest and most successful fundraising effort in the University's history.

Previous capital campaigns had been built upon the generosity of the Wyoming Valley community and special friends who appreciated the unique role played by Wilkes in rebuilding Northeastern Pennsylvania. With some distinguished exceptions, previous fundraising efforts had not tapped deeply into the alumni base. Aware of the need to hold down tuition and increase scholarship assistance while improving facilities and enhancing faculty salaries, the Board charged the administration to do everything possible to bring alumni from around the country into the Wilkes Tomorrow campaign. I believe that in future years this campaign will be remembered for the dramatic increase in Wilkes alumni participation.

A total of 3,000 alumni contributed more than \$1 million to the final capital campaign result. Participation in the Annual Fund rose to 25% of the total alumni, up from 8% contributing to the Annual Fund efforts prior to Wilkes Tomorrow. This Annual Fund effort must be the centerpiece of our development work during the next several years. These dollars support annual operations and student financial aid. They can have a direct impact in holding down tuition, on which 75% of our budget is dependent. We have established a goal of 30% alumni participation within the next two years and need to move beyond to 40% before we reach the alumni participation level of comparable colleges and universities. In the changed economic circumstances of the nation, such support by alumni will be a strong factor in determining the quality and character of Wilkes University in the future.

The Arnaud C. Marts Center was the centerpiece of the Wilkes Tomorrow campaign. At a cost of \$7.5 million, this building was a mighty undertaking. Its success as a facility is evidenced in expanded student activity and special programs for both the Wilkes family and the surrounding community in its handsome conference rooms and athletic and recreation spaces. The decision to name this major building for Dr. Marts was belated recognition of the pivotal role he played in saving B.U.J.C. in the 1930s and finding, then faithfully supporting, Dr. Eugene S. Farley as the educational leader for the latter's entire career as president of Wilkes College. I was fortunate to know Mrs. Anne McCartney Marts for several years before her death this past autumn. She was deeply touched by the naming of The Marts Center. It is particularly appropriate that the combined estates of Dr. and Mrs. Marts, that will eventually reach about \$2.3 million, will help with the financing of The Marts Center.

An outgrowth of the Wilkes Tomorrow campaign and of the efforts to improve our



athletic facilities for both intermural and intramural competition is a \$1 million campaign to renovate the locker room facilities at Ralston Field. Again led by individual trustees, the campaign is also reaching out to alumni who were student athletes to ask for their help in improving this essential building.

The other outcome of our new and more vigorous alumni participation is the Wilkes Today campaign aimed at mobilizing student recruiters among alumni, parents, and other friends of Wilkes. We want those who know Wilkes best and who are most eager for its long-term success to be inspired to share the good news of the University with prospective students. This network of recruiters provides another opportunity for alumni involvement with their alma mater.

## FINANCIAL CONDITION AND STRATEGIC PLANNING

This has not been an easy period financially for institutions of higher education. I am proud of the efforts of trustees and staff to manage the University successfully through this difficult time. A shortfall in enrollment in the autumn of 1991 led to some rightsizing and some refinement of enrollment projections in our Strategic Long-Range Plan. Now working to reach 2,000 rather than 2,100 full-time undergraduates during the next five years, we opened the fall semester with about 1,900 full-time undergraduate students. We also are committed to holding down tuition to keep Wilkes accessible to local students and a real bargain for students from higher cost areas of New England and the Middle Atlantic states. At \$9,500 tuition this year, plus \$4,500 for room and board, Wilkes University is competitive even with the public universities of some of our neighboring states as well as of Pennsylvania itself. Our average increase in tuition and required fees during the past five years (7.7%) has been the lowest of any of the four-year institutions in Northeastern Pennsylvania.

With the help of the Wilkes Tomorrow campaign led by Tom Hadzor, vice president for development, the management improvements orchestrated by Paul A. O'Hop, vice president of business affairs and auxiliary enterprises, and the Board leadership of Allan P. Kirby Jr., the market value of the endowment has grown during the past nine years from \$6 million to \$15.5 million. During my first two years we were drawing down 8% of the market value of the endowment for the operating budget. We have reduced this drawdown to 5%. Our total debt is \$8.7 million, of which \$6.4 million is principal. Our annual budget for 1992-1993 is \$31.2 million.

Through a demanding analysis of organizational functions we eliminated several jobs this past year and absorbed several positions created by retirements or resignations. We must continue with this rightsizing and must make careful decisions about what positions to fill to maintain the integrity of the academic program. At the same time, we are making plans for program expansion in some new curricular areas where there is demonstrable need. For example, we are currently assessing the need for a program in public administration. If the assessment so indicates, we will develop a curriculum leading to the MPA degree. We will even be considering carefully how we may help to bring doctoral programs to Northeastern Pennsylvania. Our curricular development and academic staffing will be in the hands of our new Vice President for Academic Affairs, Dr. J. Michael Lennon.

As a major focus for this academic year, I have asked the new faculty associate to the president, Dr. Anne Heineman Batory '68, to chair a task force on recruitment and retention to help reach prospective students from an ever expanding geographic area and then help these students complete their baccalaureate degrees. More than 150 faculty, staff, students and trustees are involved in working groups of the R and R Task Force.

I conclude this report to those interested in the progress and prospects of Wilkes University with expressions of gratitude for the support during the past eight years. I look forward with optimism to the next eight years and the end of this century because I am convinced that Wilkes's network of support from those on campus, those in our Wyoming Valley community, and those alumni, parents, and friends throughout the nation and the world, will invest their talents, time, and resources to fulfill the vision of the founders of B.U.J.C. sixty years ago. Together we can build Wilkes University into a nationally recognized, high quality, medium-size urban university committed to its students' intellectual and personal development and its region's improvement and prosperity. In both missions, we can be a model for the rest of the nation.



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 Mr. Richard J. Sullivan '76  
 Mr. and Mrs. William F. Sullivan  
 Mr. and Mrs. Andrew J. Summa  
 Mr. John A. Supplee '88  
 Mr. John A. Supplee '87  
 Mr. Jeffery S. Surovi '82  
 Mr. Joseph J. Survilla, Jr. '85  
 Mr. and Mrs. Richard E. Swalina  
 Ms. Mary Lou Swank '88  
 Mr. Raymond F. Swankoski, Jr. '85  
 Mrs. Josephine A. Swansen  
 Mr. Joseph G. Sweeney '42  
 Mrs. Patricia Demko  
 Sweeney '80  
 Mr. Stephen L. Swett '90  
 Ms. Barbara M. Karta  
 Swiatek '75  
 Mr. J. Murray Swim '85  
 Mr. Thomas J. Swirbel '85  
 Mrs. Dayle Hemingway  
 Swisher '69  
 Mr. John F. Szczepanski '81  
 Mr. Raymond S. Szczucka '89  
 Ms. Corinne L. Szekeres '87  
 Dr. Joseph J. Szustak '75  
 Mr. Clemens M. Szychowski '86  
 Mr. and Mrs. Carl M. Szymanski  
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 Mr. and Mrs. William A. Tadelosky  
 Dr. and Mrs. George W. Taggart  
 Mrs. Stacy Gunn Tague '90  
 Mr. and Mrs. Joseph Takarewski  
 Mr. Joseph John Takarewski, Jr. '90  
 Ms. Geraldine M. Tarantini '63  
 Mr. Robert Donald Taylor '79  
 Dr. Wagha A. Taylor  
 Mr. John R. Telencho '70  
 Mr. Andrew J. Telenz '84  
 Mrs. Carole Armstrong Tellie '88  
 Mr. Frank J. Tencza '74  
 Mr. and Mrs. Ronald S. Teneyck  
 Mr. George J. Tensa '62  
 Ms. Lisa A. Tercha  
 Mr. and Mrs. William S. Terrell  
 Dr. Robert S. Tether '51  
 Mr. Jeffrey Robert Teufel '82  
 Mr. Charles J. Tharp '69  
 Mr. William Jame Thede '86  
 Mr. William H. Theurer, Jr. '71  
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 Mr. Arthur W. Thomas  
 Ms. Carole A. Thomas '67  
 Mr. Jay G. Thomas '77  
 Mr. Mark C. Thomas '82  
 Mrs. Mary Kachmar Thomas '61  
 Mr. Richard D. Thomas '75  
 Mr. Thomas E. Thomas, Jr. '55  
 Mr. Wayne W. Thomas '62  
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 Mrs. Catherine Read  
 Thompson '52  
 Mrs. Gail H. Thompson '69  
 Mrs. Patricia K. Thompson '61  
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 Mr. Michael H. Tinney '68

Ms. Helen M. Tinsley '62  
 Mr. and Mrs. Michael A. Tokach  
 Mrs. Barbara P. Tokarz '71  
 Mrs. Marguerite McCormick  
 Tolan '84  
 Ms. Patricia A. Tomalis '89  
 Mr. Sidney Tomberg '35  
 Mr. James Tomedi '87  
 Dr. Joseph Michael Toole '80  
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 Mr. Michael T. Toribik '79  
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 Mrs. Mary Ellen Pointek  
 Tracy '71  
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 Mr. and Mrs. Francis M. Trakes  
 Mr. and Mrs. Benito A. Tranguh  
 Mrs. Deborah A. Traugh '83  
 Mr. John E. Trednick '63  
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 Dr. Anthony P. Veglia '82  
 Ms. Ellen Veneski '87  
 Mr. Robert W. Verespy '60  
 Colonel Dennis M. Verzera '72  
 Mr. Michael Veseke  
 Mr. Stephen J. Vidal '85  
 Ms. Karen M. Visintainer '89  
 Mrs. Susan Brislin Vitanovec '88  
 Mr. and Mrs. Norman G. Vittori  
 Mrs. Ruth Tischler Voelker '44  
 Mrs. Donna Somers Vogel '69  
 Dr. Margaret H. Vogelsson '66

Mr. Harold B. Vogt '64  
 Mr. Lawrence Paul Vojtko '79  
 Mr. Lawrence R. Volke '71  
 Dr. Joseph F. Voystock, Jr. '87  
 Mr. Michael Voystock '87  
 Mr. Eugene J. Wacławski  
 Mr. and Mrs. Vincent R. Wade  
 Mrs. Carol Ann Wagner, Jr. '54  
 Ms. Alison Geise Wagner '87  
 Mr. Wesley G. Waite '77  
 Mrs. Theresa Weigal  
 Walasck '77  
 Dr. Michael H. Walczyk '82  
 Mr. Timothy Walker '88  
 Mr. and Mrs. Corey L. Wall  
 Ms. Diane Wallace '65  
 Mr. and Mrs. William R. Wallis  
 Mr. Robert R. Walp '71  
 Mr. and Mrs. Frank H. Walser  
 Mrs. Deborah B. Walsh '72  
 Mr. Jerome W. Walsh '73  
 Mrs. Joan Walsh '51  
 Mrs. Robyn Speak Walsh '76  
 Mr. James Ward '58  
 Megan A. Ward, Esq. '81  
 Mr. Patrick A. Ward '77  
 Dr. William C. Ware '82  
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 Watkins '81  
 William E. Watkins, D. D. S. '62  
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 Mr. and Mrs. Kenneth Wayne  
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 Mrs. Cheryl L. Weiss '78  
 Mr. and Mrs. Alexander C. Wejkszner  
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 Mrs. Dolores Neff Wells '69  
 Ms. Judith Alinikov  
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 Mr. Dennis C. Wenders '84  
 Dr. Kimberly A. Kresovich  
 Wendler '84  
 Mrs. Virginia Bolen Wenz '51  
 Mr. Ronald M. Werner '64  
 Ms. Ruth Werts '73  
 Mr. Ronald Wesp '90  
 Mrs. Mary Esheleman West '59  
 Ms. Debra Brown Westcott '89  
 Mrs. Barbara A. Whalley  
 Mrs. Robert A. Whitney  
 Dr. Nina Stuccio White '79  
 Ms. Elaine Whitman '62  
 Mr. David K. Whitmer '78  
 Mr. David B. Whitney '53  
 Mr. Michael Wilgus '59  
 Mr. and Mrs. Anthony W. Wilk  
 Mr. Edward J. Wilk '63  
 Mr. Drew Wilkins '84  
 Mrs. Bernadine Zapatoski  
 Willard '60  
 Mr. Daniel E. Williams '44  
 Mr. Donald J. Williams '85  
 Mr. Donald R. Williams '76  
 Ms. Kelly A. Williams '89



Mr. Lawrence P. Williams '60  
 Ms. Marilyn J. Williams '57  
 Mr. Michael J. Williams '84  
 Mr. and Mrs. Myron R. Williams  
 Mr. Raymond G. Williams '89  
 Mr. Richard E. Williams '53  
 Mr. Scott L. Williams '85  
 Mr. Thomas P. Williams, Jr. '69  
 Mrs. Elaine L. Willis '68  
 Mrs. Karen Poli Willis '72  
 Mrs. Rebecca Goobie Willis '75  
 Mrs. Esther Sipple Wilson '54  
 Mr. Michael Vance Wilson '80  
 Mr. and Mrs. Thomas W. Wilson  
 Mrs. Eleanor W. Winsor '86  
 Mrs. Jule Znamecki  
     Wnorowski '61  
 Mr. Frank C. Wodarczyk '67  
 Mr. John R. Wodarska '70  
 Mr. David T. Wojtowicz '74  
 Mr. David L. Wolfe '88  
 Mrs. Patricia P. Wolfinger '72

Mr. John A. Wolfkeil '52  
 Mr. William J. Woll '60  
 Mr. Kenneth J. Woody '81  
 Mrs. Lucretia G. Woolf '71  
 Mr. and Mrs. Albin F. Wozinski  
 Mrs. Sharyn Thomas  
     Wozniak '87  
 Mrs. Marla Brodsky Wright '81  
 Ms. Therese L. Wright '78  
 Mr. and Mrs. John J. Wrubel  
 Mrs. Stephanie Guise  
     Wychock '82  
 Mr. Joseph Wydawska '84  
 Ms. Lisa Wydawska '88  
 Mr. and Mrs. John K. Wyman  
 Dr. Edward G. Wyshock '80  
 Mr. Thomas A. Yahara '58  
 Mrs. Kathy Jaken Yamrus '75  
 Mrs. Charlene L. Yanchuk '65  
 Mr. Michael Yanchuk '77  
 Mr. and Mrs. Martin W.  
     Yanchunis

Mrs. Donna E. Yankovich '84  
 Mr. and Mrs. Gerald J. Yankow  
 Ms. Jill L. Yanoshak '72  
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 Mr. Matthew P. Yanushchewski '90  
 Mr. Vincent G. Yarnell '69  
 Mrs. Barbara Carpenter  
     Yarosh '89  
 Mr. Joseph G. Yaroshinsky '53  
 Mr. Benedict A. Yalko '81  
 Mr. Joseph Douglas Yeager '64  
 Mr. Albert P. Yefko '84  
 Sander Yelen, Esq. '53  
 Ms. Mary Beth Yemola '84  
 Mr. and Mrs. John F. Yench  
 Ms. Janet Marie Yenkowski '85  
 Mr. and Mrs. Glenn Yeomans  
 Mr. Robert H. Yetter '62  
 Mrs. Martha H. Yohe '73  
 Mr. James C. Young '85

Mr. Richard B. Young '89  
 Mr. Julius Yurchak '60  
 Mr. Paul M. Yurchak '75  
 Mr. Bruce L. Yurko '73  
 Mr. Stanley Yurkowski '58  
 Ms. Barbara Ann Yuscavage '64  
 Mr. Edward Michael  
     Zaborney '76  
 Mr. John Robert Zachmann '57  
 Mr. Maxime Zafrani '85  
 Mrs. Lisa Berkowski Zaleski '87  
 Mrs. Mary Butkoski Zaleski '65  
 Mr. Anthony A. Zaleta, Jr. '64  
 Mrs. Linda Boock Zanoline '85  
 Mr. and Mrs. James B. Zaroda  
 Mr. David K. Zarzecki '89  
 Mrs. Jean Rostock '74  
 Mr. Paul P. Zavada '56  
 Mr. William A. Zdzanciewicz '58  
 Mr. Matthew J. Zedolik '81  
 Mr. Guy C. Zehner '84

Mr. Don Zelek '88  
 Mr. and Mrs. Joseph C. Zellner  
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 Mr. John H. Ziminski '82  
 Mr. John Barden  
     Zimmerman '76  
 Mr. Emmanuel J. Ziobro '60  
 Mr. Joseph Emmanuel Ziobro '85  
 Mr. Michael Zobel '87  
 Mrs. Charmaine Conrad  
     Zoller '84  
 Mr. and Mrs. John V. Zukas  
 Mr. Michael A. Zupanovic '90  
 Mr. and Mrs. George Zupko  
 Mr. Michael James Zwiebel '82  
 Mr. Theodore Zwiebel '82

# Named Gifts at the Marts Center

## THE FIRST FLOOR

### Gymnasium

*Frank M. & Dorothea Henry*

### Multi-Purpose Room

*In Memory of Frances & Benjamin August and  
 Kathleen & David Rifkin  
 By Mr. & Mrs. Arnold Rifkin*

### Elevator Area

*Dedicated to Howard & Dorothy Tremayne  
 By William H. & Ronald D. Tremayne Families*

### Equipment Room

*Mr. & Mrs. Robert Morgan*

### Classroom/Conference Room

*Mr. & Mrs. Richard Pearsall*

### Reception Area

*Mr. & Mrs. Joseph Savitz*

### Secretary Area

*Dr. & Mrs. Dan Kopen*

### Entry Vestibule

*Merchants Bank*

### General Office Area

*Golden Business Machines, Inc.*

### Ticket Booth Area

*In Memory of Marion Withers Escridge  
 By Liz Slaughter*

## THE SECOND FLOOR

### Multi-Purpose Room/Registrar

*Mr. & Mrs. Abram Nesbitt III*

### Lobby/Balcony

*Mr. & Mrs. Eugene Roth*

### Multi-Purpose Room/214

*Mr. and Mrs. David Hall*

### Conference Seminar/203

*CBI Conference Room  
 By Richard Emanski & David L. Davis*

### Hallway

*In Honor of Tom Kiley  
 By First Eastern Bank*

### Exterior Balcony

*Mr. and Mrs. Harry Hiscox*

### Conference Seminar/213

*In Honor of Sylvester "Westy" & Martha Postupak  
 By Bruce & Carl Postupak Families*

### Interior Balcony

*John A. & Constance McCole*

## THE LOWER LEVEL

### Wrestling Locker Room

*Stanley S. & Patricia Davies*

### Lobby

*Ruth B. & Clifford K. Melberger*

### Exercise/Dance Area

*In Memory of Louis & Frances Maslow  
 By Richard & Marilyn Maslow*

### Fitness Center

*The Aeroflex Foundation*



## FINANCIAL OVERVIEW

The day-to-day financial and budgetary functions of the University are managed by the Financial Management Office. Under the direction of the vice president for business affairs and auxiliary enterprises, the staff provides

services to the campus community including student accounts receivable, accounts payable, investment analysis, financial management and budgeting.

The University operates on an accrual basis within a June 1 - May 31 fiscal year. The financial records, which are maintained in accordance with the generally accepted principles of accounting, are audited annually by Cavalari, McHale, Matlowski and Company, Certified Public Accountants.

During the fiscal year ended May 31, 1992, the University continued to successfully manage its financial operation as evidenced by achieving its nineteenth consecutive year without a deficit. Since its charter, the University had only one deficit, that being in 1973 immediately following the Agnes flood.

The pie charts shown on the following page display the sources of revenue into the University and the use of these funds by functional category. The bar chart for endowment indicates that the market value of the endowment has grown by \$10.5 million during the last decade. Similarly, financial aid to students (provided by the University) has grown by more than 300 per cent to a FY92 total of \$3.2 million.

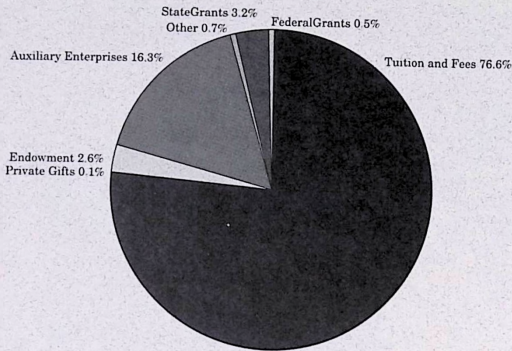
## Statement of Current Unrestricted Fund Revenues, Expenditures and Other Transfers for the Years Ended May 31, 1992 and 1991

|                                             | Fiscal 1992  | Fiscal 1991  |
|---------------------------------------------|--------------|--------------|
| <b>Revenues:</b>                            |              |              |
| Educational and General:                    |              |              |
| Tuition and Fees                            | \$21,749,284 | \$21,273,816 |
| Federal Grants and Contracts                | \$133,443    | \$115,017    |
| State Grants and Contracts                  | \$908,778    | \$939,081    |
| Private Gifts/Grants/Contracts              | \$19,414     | \$64,966     |
| Endowment Income/Similar Funds Income       | \$749,411    | \$616,858    |
| Other Sources                               | \$199,983    | \$263,746    |
| Total E & G Revenues:                       | \$23,760,313 | \$23,273,484 |
| Sales and Services of Auxiliary Enterprises | \$4,619,327  | \$4,768,644  |
| Total Revenues:                             | \$28,379,640 | \$28,042,128 |
| <b>Expenditures:</b>                        |              |              |
| Educational and General:                    |              |              |
| Instruction                                 | \$10,388,883 | \$10,433,924 |
| Research                                    | \$5,397      | \$0          |
| Public Service                              | \$194,302    | \$187,748    |
| Academic Support                            | \$1,502,512  | \$1,634,410  |
| Student Services                            | \$2,379,369  | \$2,297,369  |
| Institutional Support                       | \$4,455,444  | \$4,107,251  |
| Operations and Maintenance of Plant         | \$2,793,286  | \$2,967,946  |
| Scholarships/Fellowships                    | \$3,199,520  | \$2,752,282  |
| Mandatory Transfers                         | \$1,313,858  | \$1,450,073  |
| Total E & G and Mandatory Transfers         | \$26,232,571 | \$25,831,003 |
| Auxiliary Enterprises                       |              |              |
| Expenditures                                | \$3,408,290  | \$3,638,727  |
| Transfers                                   | \$0          | \$218,111    |
| Total Auxiliary Enterprises                 | \$3,408,290  | \$3,856,838  |
| Total Expenditures and Mandatory Transfers  | \$29,640,861 | \$29,687,841 |
| Other Transfers                             | \$1,271,471  | \$1,652,846  |
| Net Increase in Fund Balance                | \$10,250     | \$7,133      |



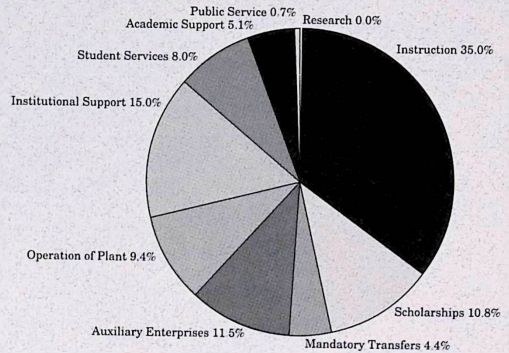
## Current Unrestricted Revenues

*Fiscal Year Ended May 31, 1992*

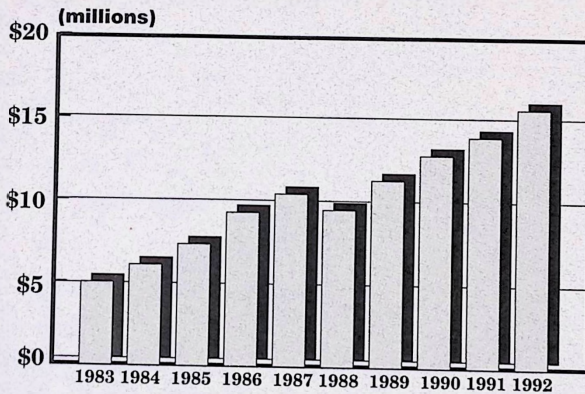


## Current Unrestricted Fund Expenditures

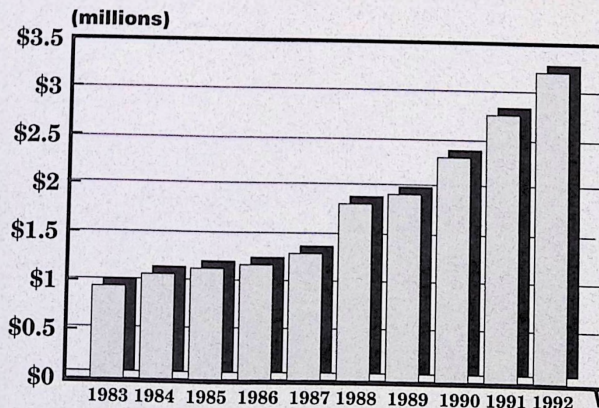
*Fiscal Year Ended May 31, 1992*



## Market Value Endowment Fund 1983-1992



## Institutional Financial Aid 1983-1992





# Looking to the future of Wilkes

AN AFTERWORD  
FROM THE  
VICE PRESIDENT  
FOR  
DEVELOPMENT

It is a bit daunting to summarize the six-year Wilkes Tomorrow Campaign and this President's Report. There have been so many wonderful experiences not only for me, but also for the University during this period of dramatic growth for Wilkes. To capture the remembrances of the President as well as the ten individuals quoted in this issue is formidable and to distill six years of work by a variety of people is impossible. Nevertheless, I've been asked to do so and suggest a thought or two about Wilkes Tomorrow and the future of Wilkes. I've concentrated on the latter.

The most important thing that can and should be said is "Thank you." We are attempting to say thanks to a variety of groups in this Report of the President. The group to which we owe our deepest gratitude is the long list of donors which you have already seen. The donors represented herein, for the most part, have made the largest gifts to the University that they have ever made. For that generosity, we are indebted. The number of people represented here is a record for Wilkes and proves that we are coming of age on the eve of our 60th anniversary. The original goal of \$18 million was scoffed at, yet here we are with a result of \$25.5 million. This has been a break-through effort for Wilkes as well as for the Wyoming Valley. The conduct and success of this campaign has proved to be a model for other campaigns. This should give us all pleasure as well as signal a maturing of philanthropy in the Wyoming Valley.

And giving in this place of the wide river valley is growing more sophisticated. It had been twenty-five years since Wilkes received a gift of \$1 million dollars or more and this campaign's success was built upon the University achieving two gifts at that level. I heard it said that many did not think of local institutions when large gifts were made. For some reason, people did not think of them, or at least think of them as worthy recipients. Fortunately, this campaign proved that our University could both attract and deserve

those major contributions.

Continuing to attract these sizable gifts and broadening support will be important to the Wilkes future. We have seen dramatic increases in the numbers of donors to the University, a fact which pleases many of us in Wilkes-Barre. It is also pleasing to report that a growing number of alumni are supporting this institution, up from 8% to 25% in just the last six years. As a maturing institution, we need to consolidate the gains of the capital campaign and the lessons learned therein. One of the most important challenges is to try to engage greater numbers of alumni in the Annual Fund. At the same time, we must also continue to attract those largest of gifts to achieve some of our largest ambitions.

And we have increasing ambition. Already, we are engaged in another mini capital campaign to renovate the fieldhouse facilities at Ralston Field. To date, \$635,000 towards a \$1 million goal has been pledged. This is remarkable, considering how closely it follows the Wilkes Tomorrow campaign. But we knew that smaller, strategic campaigns would be required. There are a variety of unfulfilled needs at Wilkes and the fieldhouse is just one of them. The University trustees and senior administrators will determine periodically an important project to be undertaken outside the operating budget, such as the fieldhouse. A year ago it was a \$2 million overhaul of the science laboratories in the Stark Learning Center. Next year, it could be any of a variety of much needed projects. Whether we look to easily visible projects, like the science laboratories and the fieldhouse, or whether we direct our attention to the less visible parts of our operation, such as endowment, we need for all our constituents to stand ready to be supportive. Our plant and program are significant, and they require this stewardship.

As George Ralston says, "Keep us in your intentions."

Thomas B. Hadzor





**The Arnaud C. Marts Sports and Conference Center  
Centerpiece of the Wilkes Tomorrow Campaign**

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Wilkes-Barre, PA 18766  
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