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UDENT APPLICATION ENCOURAGEMENT COMMITTEE (BSAEC)

The Black Student Application Encouragement Committee efforts comprise a three pronged attack:

Fall Term travel to selected high schools throughout the country lasting anywhere from two days to two weeks. This occurs during late September, early October, November and early December.

During the late fall and early winter term, mailings are made to lists of students from anywhere in the neighborhood of 800 to 1000 names in all, sent to the Admissions Office by NSSFNS, Aspira, Metco, the College Bound Corporation, Talent Search, National Achievement Scholars of the National Merit Testing Service, Ask Us of ACAC, and Project Access of the College Board Program.

Early January is follow-up time, when all applicants who haven't filed formal papers are sent letters reminding them of deadlines, fee waivers etc. Anywhere from 500 to 800 follow-ups are mailed.

Spring term finds the student group engaged in writing acceptance, rejection, and waiting list letters. Sending booklets, calling, and visiting with accepted candidates. During this same period of time, future applicants are being contacted by attending conferences, visiting high schools and agencies.

The annual expenses for (1969-1971) travel have ranged from \$5000 to \$8000. The cost for one student for one week on the road has averaged \$500 plus or minus 20% depending on the distance from Hanover. All arrangements for travel visits, school contacts, alumni contacts etc. are handled by the student manager of the BSAEC, monitored by the Admissions Office.

Attendance at conferences, luncheons and group meetings involving prospective applicants averages in cost anywhere from \$50 to \$100 per meeting. This is not inclusive of travel nor lodging costs.

Special printing of booklets etc. for the Classes of 1974, 1975, and 1976 has averaged \$300 to \$500 a year.

Under the item student employment, if the Admissions Office employees three students for three terms and approximately 45 hours per week for 30 weeks, the cost then is \$3000 per year. This can vary a few hundred dollars depending on rush periods, special assistance for typing, follow-up letters and the like.

The following is a listing of those student recruiters who have worked in the past three seasons for the Admissions Office. Anderson J. Lonian, Class of 1968, who is a returning veteran, four years in the USAF; has worked in the program since the fall of 1969 and is presently the manager/coordinator of the total undergraduate involvement. Albert L. Knight, Class of 1973 has worked for two years plus as a student assistant. William D. Oldham, Class of 1973 worked for more than a year but transferred from Dartmouth to another institution last year. George Riley, Class of 1973 worked for two terms in 1971. Ben Bridges, Class of 1974 worked for two terms during 1971. Frank Walker, Class of 1973 and Marvin Johnson, 1973, worked as summer recruiters with the Afro-American for Educational Opportunity based in Boston in June, July and August of 1970; under work study at a cost of approximately \$2000. Daniel Calloway, Class of 1972 worked during the winter term of this year, Tommy Baugh, Class of 1974 is in his third term and should continue, assuming the program operates in the same manner next year. This is also true of Al Knight, 1973, who is in line by seniority as student

Manager for the program. Gary Gibson, Class of '74, has been very active in traveling to the Texas, Louisiana region of the country and to the West Coast up-dating the Black Student booklet. Carl Grey a special student has been in the year in the beginning of the program in 1969. Keith Jackson worked for the year 1969 also Melvin Perkins a special student who is now in the Class of '75 and a typist. Volunteer recruiters to mention a number of different types, range anywhere from Wally Ford, Class of '78 and Larry Spangler, Class of '78 who took the West Coast trip of 1970, down through Edison Hillman, Class of '78, Lattimore, Class of '73, Nelson Armstrong, Class of '72, Eugene Imbelbert, Class of '72, Wade Smith, Class of '71, all of whom having been involved for their years as recruiters traveling officially and on their own. Jesse Spikes and Charles Jordan, 1970, are note worthy recruiting as undergraduates, Lawrence Evey, Ronald Brown, Gary Baker, Bernard Baker, Ellis Rowe, Wayne Guerrant, and Walter Singleary have taken a number of shorter trips over the past two years. Paul Edwards, Class of '72 has been one of the better jobs recruiting for the Admissions Office this past year. Recruiters (members of the College staff) who have travelled for the Admissions Office would include John Holmes, who was a intern with the Comptroller's Office, in the Carolinas during this past fall. Jerry Nunally who was an intern in the Admissions Office for a year, travelled in the southern states down to Louisiana during the academic year 1970-71, Greg Smith, an assistant to the Director of Financial Aid, travelled for the Admissions Office during the academic year 1970-71 and Nelson Armstrong and Gene Thibodeaux who are presently members of the Counseling Staff, travelled extensively this academic year during the fall and early winter, south to Louisiana and West to Texas. These two men did the bulk of the long distance traveling for the Admissions Office recruiting effort for black students. I should also mention Dean Roy Keith, Delvin Benjamin, Mrs. Brunetta Wolfman, and other black members of the College staff who also actively recruited for the Admissions Office in their various vacancies and during their vacation periods.

BSAEC STAFF

Student Staff; Present to 1969 w/s salary

A.J. Lonian '68 senior 3 years Manager
 Albert Knight '73 two years and 1 term
 Thomas Baugh '74 1 year
 Gary Gibson '74 winter '72
 Dan Calloway '72 1 term (winter '72)
 Wm. D. Oldham '73 (W/D S '71) 1 year 70-71
 George Riley '73 2 terms winter/summer '71
 Ben Bridges '74 1 term summer '71

Frank Walker '73 summer '70 for AAEO as field recruiters in Baltimore &
 Marvin Johnson '73 Newark

Melvin Perkins '73 winter '71

Keith Jackson 1 year (F.W.S. '69) resigned for personal reason fall '70

Carl Grey 3 fall term '69 W/D winter '69

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manager for the program. Gary Gibson, Class of '74, has been a very active recruiter, traveling to the Texas, Louisiana region of the country and also writing the Black Student booklet. Carl Grey a special student worked for one year in the beginning of the program in 1969. Keith Jackson worked for one year in 1969 also Melvin Perkins a special student who is now in the Class of '73 worked as a typist. Volunteer recruiters to mention a number of different types, range anywhere from Wally Ford, Class of '70 and Larry Stephens, Class of '70 who took the West Coast trip of 1970, down through Edison Tillman, Class of '72, Matt Lattimore, Class of '73, Nelson Armstrong, Class of '71, Eugene Thibodeaux, Class of '71, Wade Smith, Class of '71, all of whom having been involved for three years as recruiters traveling officially and on their own. Jesse Spikes and Charles Stewart have done note worthy recruiting as undergraduates, Lawrence Ivey, Ronald Brown, Larry Thomas, Bernard Baker, Ellis Rowe, Wayne Guerrant, and Walter Singletary have taken a number of shorter trips over the past two years. Paul Edwards, Class of '74 has done one of the better jobs recruiting for the Admissions Office this past year. Non-undergraduates recruiters (members of the College staff) who have travelled for the Admissions Office would include John Holmes, who was a intern with the Comptroller's Office, travelled in the Carolinas during this past fall. Jerry Nunally who was an intern in the Development Office for a year, travelled in the southern states down to Louisiana during the academic year 1970-71, Greg Smith, an assistant to the Director of Financial Aid, travelled for the Admissions Office during the academic year 1970-71 and Nelson Armstrong and Gene Thibodeaux who are presently members of the Counseling Staff, travelled extensively this academic year during the fall and early winter, south to Louisiana and west to Texas. These two men did the bulk of the long distance traveling for the Admissions Office recruiting effort for black students. I should also mention Dean Roy Keith, Delvin Benjamin, Mrs. Brunetta Wolfman, and other black members of the College staff who also actively recruited for the Admissions Office in their various categories and during their vacation periods.

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REGIONAL TRAVEL STATISTICS

Region No. ISAAC

Date 1971-72

STUDENT	Dist.#	Cities	Days Spent	Alumni Workshops	Counselor Sessions	Open Houses	Schools Visited	Counselors Seen	Statistics Seen
Mike Hollis		Atlanta, Ga.							
A.J. Lonian		Providence, R.I.	1						
Wade Smith		NYC							
Greg Wheeler		Detroit	2						
		Chicago	2						
Gene Thibodeaux		Atlanta, Ga.							
		Lake Charles, La.							
		New Orleans, La.							
		Mobile, Ala.							
		Birmingham, Ala.	10						
Walter Singletary		New Jersey (Bergen Co.)	2						
Paul Edwards		Westchester, NY	2						
Barry Jones		Baltimore							
		Washington DC							
John Holmes		Asheville, NC							
		Henderson, NC	2						
		Greenwood, SC							
		Greenville, SC	2						
		Spartanburg, SC							
Lawrence Ivy		Cinn. Ohio	2						
Ron Brown		NYC	2						
Larry Thomas		Dallas							
		Ft. Worth, Tex	3/4						
Gary Gipson		San Antonio							
		Austin, Tex	2						
Nels Armstrong		Kentucky, Louisville							
		Indiana							
		Richmond, Va.							
Tom Baugh		NYC							
Al Knight		Boston, Mass.							
Vernon Baker		North N.J.							
		Teaneck							
		Tenafly							
		Englewood, NJ							
Ellis Rowe		Miami, Fla.							
Wayne Guerrant		Cinn. Ohio							
Nels Armstrong		Camden, NJ							
ith Jackson		NYC	3	1					
Ben Wilson		Memphis, Tenn.							
Geo. Bullock		NYC							
Chas. Stewart		St. Louis, Mo							
Jesse Spikes		St. Louis							

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COMPARATIVE TRAVEL STATISTICS BY YEAR 1969-1972

	1974	1975	1976 (as of May 6)
Number of major trips of 1 week or more	15	15	15
Number of minor trips of 1 to 3 days	15	5	20
Number of conferences attended - hotels, meals, etc.	8	10	20
Number of formal vacation visits - minor expenses paid (lunch, gas, etc.)	25	30	30
Number of informal vacation visits - no cost to admissions	15	25	30
Number of school visits	100	128	142
Number of counselors seen	100	145	150
Number of candidates seen	800	856	852
Number of alumni seen	30	25	40

EFFICIENT REFERRAL AGENCIES WHICH HAVE CONTACTED US 1969-1971

Urban League	Chicago, Ill.
Palmer Memorial Institute	N.C.
Greater Boston Center for Opportunity for Progress in Education	Mass.
Childrens Aid Society	NY
Contra Costa College	California
U. of N.C.	N.C.
Education Ass't Center	NYC
Project Success - Chicago City College	Ill.
Harlem College Ass't Program	NYC
Sponsors for Educational Opportunity	NYC
Philadelphia Comm. College Placement YMC	Pa. Pittsburgh, Pa.
Albert Einstein College of Medicine	Bronx, NY
Community & Neighborhood Dev. Org.	Jersey City, NJ
Board of Education	NYC
St. Peter Claver Academy of College Bound	San Antonio, Texas
Summer Pilot Project Johns Hopkins U.	Baltimore, Md.
Project RAP	Brooklyn, NY Buffalo, NY
Sports Unlimited	Brooklyn, NY
Higher Education Guidance Center	Chicago, Ill.
Chicago Comm. on Urban Opportunities	Chicago, Ill.
Neighborhood College Oppor. Project	Brooklyn, NY
Harlem Teams for Self-help	NYC
Urban League	Westchester, NY
Good Neighbor Inst. and Orientation Ctr.	NYC
Stuyford Action Council	Brooklyn, NY
ABC	Amherst, Mass.
South Boston Action Ctr.	Mass.
Urban League of Pittsburgh	Pa.
Project Open	D.C.
Project Memo	Mich.
Set-Go (Y)	Chicago, Ill.
Info. Retrieval Ctr. on Disadvantaged	
Qualicap	L.I. NY
Bridgehampton Child Care Center	L.I. NY
Temple Opportunity Program	Pa.
Kilmer Job Corps.	
Emmanuel Baptist Church	Brooklyn, NY
Bethaney Baptist Church	Brooklyn, NY
St. Phillip's Community Youth Ctr.	NYC
Boys Harbor	NYC
Cambridge Advmt. Project	Mass.
Urban League of NYC	NYC
Temple U. Upward Bound	Pa.
Youth Corps. (NAE)	Cinn. Ohio
Human Resources Adm.	NYC
Kansas City Metro. Area Talent Search Center	Kansas City, Mo.
Neighborhood House Assoc.	Plainfield, N.J.
Inner City Student Counseling Ctr.	Buffalo, NY
Urban Lezgue of New Haven	New Haven, Conn.

SPONSORING AGENCIES WHICH HAVE CONTACTED US 1969-1971

Urban League	Chicago, Ill.
Palmer Memorial Institute	N.C.
Greater Boston Center for Opportunity for Progress in Education	Mass.
Childrens Aid Society	NY
Contra Costa College	California
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Education Ass't Center	NYC
Project Success - Chicago City College	Ill.
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Sponsors for Educational Opportunity	NYC
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Info. Retrieval Ctr. on Disadvantaged Qualicap	L.I. NY
Bridgethampton Child Care Center	L.I. NY
Temple Opportunity Program	Pa.
Kilmer Job Corps.	Brooklyn, NY
Emmanuel Baptist Church	Brooklyn, NY
Bethaney Baptist Church	NYC
St. Phillip's Community Youth Ctr.	NYC
Boys Harbor	Mass.
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