President’s Message............................................1
Chairperson’s Message .................................2
A Year in Review............................................3-9
Peirce Sponsors ..........................................10-11
Peirce Enhancements .................................12-15
141st Commencement Ceremony .........................16-17
Peirce Experiences............................................18-21
Peirce Scholarship Competitions..............22-23
Peirce People.............................................24-29
Peirce by the Numbers .................................30-31
Board of Trustees ....................................32-33

Peirce College®, a corporation exempt under section 501 (c) (3) of the Internal Revenue Code, is incorporated under the non-profit corporation laws of the Commonwealth of Pennsylvania.
President’s Message

Since 1865, Peirce College has emphasized practical learning in support of workforce and economic development. For years, the vast majority of students resided in the Greater Philadelphia area (Pennsylvania, New Jersey and Delaware). Today, Peirce has a national scope and international reach.

The graduating class of 2006 typified the Peirce College of today. The members ranged in age from 20 to 60 years old, with an average age of 35 years. They hailed from the Far West, including California, Oregon and Washington; the Southwest, including Colorado and Texas; the Midwest, including Illinois, Indiana, Michigan, Nebraska and Ohio; the Southeast, including Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, Tennessee, and West Virginia; the Middle Atlantic, including Delaware, Maryland, New Jersey, New York, Pennsylvania and Virginia; and New England, including Massachusetts. This year’s graduates included representatives of twelve other countries. As the College’s strong reputation spreads throughout the region, the nation and the globe, a Peirce degree becomes increasingly more valuable.

Thomas L. Friedman’s recent best selling book, *The World Is Flat*, chronicles the vast changes in the world of work and the competitive global economy. Peirce College has been, and will continue, addressing the major educational challenges brought on by this flattening phenomenon.

Peirce is well positioned educationally and financially for future growth without geographical boundaries. The College will remain a prime provider of high quality degree programs for working adult learners. Flexible scheduling, outstanding student services and three delivery systems (on campus, on site and online) are key elements for Peirce’s continued success in meeting our historical commitment to maximizing student and employer opportunity in the 21st century.

Arthur J. Lendo, Ph.D.
President and Chief Executive Officer
Professor of Management
Chairperson’s Message

After serving on the Board of Trustees for over thirty years, including chair for the past four years, I will be retiring on October 26, 2006. It has been my honor to serve this dynamic institution which has become increasingly well recognized for embracing state-of-the-art technologies and partnering strategically with employers.

The College provides unprecedented access and opportunity to working adult learners. This is done primarily by combining affordable tuition with three interchangeable delivery formats: on campus, in Center City Philadelphia; on site, at corporate and community locations; and online, through web-based distance learning. The Board of Trustees and I are again pleased to report that Peirce has received extraordinary qualitative recognition from educators, employers and government, including the following:

- While on a recent trip to Philadelphia, the President of the United States presented the prestigious Volunteer Service Award to a recent Peirce graduate, Reginald Waller, for his significant, long-standing community activity.
- The National Federation of Paralegal Associations (NFPA) selected a current Peirce student, Phyllis Johnson, as the top recipient nationally of their annual scholarship award. Ms. Johnson was recognized at the NFPA’s national conference held in Chicago.
- The International Information Systems Security Certification Consortium (ISC)² recently approved the College to become only the second higher education institution worldwide to offer a comprehensive Certified Information Systems Security Professional (CISSP®) certification program. Peirce is further distinguished by being the only college in the country, to date, to offer the CISSP program for college credit.

As proud as ever of Peirce’s high quality, innovation and positive future outlook, I present the 2006 Annual Report.

Thomas J. Foga, C.P.A. ’52
Chair, Board of Trustees
Managing Director, Advisory Board Associates
Chief Operating Officer & Chief Financial Officer, Allan Collautt Associates
Peirce College serves degree-seeking students from 43 states, the District of Columbia, and the U.S. Virgin Islands.

Peirce enrolls students in 17 of 19 U.S. congressional districts in the Commonwealth of Pennsylvania.

A 21st century institution with international reach, Peirce’s high quality degree programs extend to students in 36 foreign countries.

Building Awareness through External Relations

Dr. Arthur J. Lendo, President & CEO, and Dr. Patricia A. Rucker, Vice President, Academic Advancement & CAO, continued Peirce’s close association with Pennsylvania legislators. For example, they recently visited with U.S. Representative Jim Gerlach (R) of the 6th Congressional District in Exton, PA. In addition to providing an overview of the College and its history, Dr. Lendo emphasized the number of 6th district constituents who are current students or alumni of Peirce. He explained that Peirce has partnership agreements with Delaware County and Montgomery County Community Colleges, both located in the 6th district, and that Peirce has relationships with a number of employers located in the district.

Peirce’s institutionally-funded Protect & Serve® Grant, which provides substantial discounts for first responders, their spouses and dependent children, was a significant topic of interest. Congressman Gerlach discussed several organizations that may prove helpful in sharing information about the grant.

Pictured l. to r. – Dr. Arthur J. Lendo, President & CEO; Dr. Patricia A. Rucker, VP & CAO; Congressman Gerlach.
Peirce Contributes to Global Learning

The 2006 Summit on Global Learning Industry Challenges was held in Indianapolis, IN, and hosted by the IMS/Global Learning Consortium. Peirce President & CEO, Dr. Arthur J. Lendo, participated in a keynote panel session regarding “The Big Picture: Focusing on a Vision of What Constitutes A Better Higher Education: Taking the Non-Profit/For-Profit Debate in a More Productive Direction.” The Summit on Global Learning Industry Challenges was a gathering of industry leaders to introduce and debate issues impacting the growth of learning worldwide.

Dr. Lendo and his fellow panelists took a futuristic look at the next generation of quality higher education. They discussed how to accelerate workforce and economic development; enhancement of learning skills; reinvestment to improve the delivery of learning; building access; addressing the rapid growth of knowledge and improving admissions processes.

President Lendo appears on CNBC

Dr. Lendo was invited to provide a field report of Dr. Allan Collautt’s latest book, “Community Well-Being and Public Welfare,” which was televised on World Business Review, a popular newsmagazine, hosted by former White House Chief of Staff and Secretary of State, General Alexander Haig. Dr. Allan Collautt is Founder & CEO of Allan Collautt Associates (ACA), based in Broomall, PA. Peirce Board Chair, Thomas J. Foga, who serves as Chief Operating Officer and Chief Financial Officer of ACA, was instrumental in introducing Dr. Lendo to Dr. Collautt.

The segment regarding Dr. Collautt’s book aired on Sunday, August 27, 2006 on CNBC as paid programming. It will also be available for viewing after that date, on United Airlines in-flight TV, through video on demand via www.wbrtv.com and at more than 90 prestigious colleges and universities, including Carnegie Mellon University, the University of Notre Dame, Dartmouth College and Georgetown University.

ACA is a professional business entity committed to assisting organizations that administer the delivery of public welfare services to those in need. Dr. Allan Collautt has authored numerous books and articles regarding our public systems of care.

Dr. Lendo describes Dr. Collautt’s most recent treatise as “a refreshing and poignant commentary regarding care systems” and suggests that “as election season gets into full swing, politicians would be wise to consider Collautt’s views.” In Dr. Lendo’s opinion, “we should look forward to further works from Collautt who offers new ideas and approaches for a sector which touches almost every citizen.”
Peirce Graduate Receives President’s Volunteer Service Award

For Reginald Waller, a 2005 Peirce graduate, May 24, 2006 was a very important day. Reggie joined a special group of individuals when he received the President’s Volunteer Service Award from the Commander-in-Chief himself in Philadelphia. President Bush presented the award to Reggie for his work with Big Brothers, Big Sisters of Southeastern Pennsylvania.

“It is an honor to be recognized at the national level,” Reggie said. “Being with my little brother for the past eight years and understanding how one person can impact another life has been quite an experience. Helping him to stay focused academically and in his personal life and watching him graduate on time and prepare for college next year has been very rewarding. Although his little brother graduated from high school this year and his Big Brother program involvement officially ended, Reggie said their relationship as brothers will continue.

The President’s Volunteer Service Award was created by President Bush to recognize outstanding volunteers, who complete a significant amount of service to their communities. Reggie was the 505th recipient of the award since it was established in 2005. The Volunteer Service Award is part of the USA Freedom Corps (USAFC), implemented to build on the countless acts of service, sacrifice and generosity that followed September 11th.

Peirce Student Wins National Paralegal Scholarship

The high standards that Peirce Paralegal student Phyllis Johnson constantly sets for herself were recently recognized on the national stage by the National Federation of Paralegals Association (NFPA) and West Thomson. NFPA selected Ms. Johnson as the national winner of their 2006 scholarship award.

NFPA is a not-for-profit association with the largest number of individual paralegal members in the nation and is the national voice and the standard for excellence for the paralegal profession. Ms. Johnson was recognized at the NFPA’s national conference in Chicago, where she also received a monetary award. “Winning the scholarship enables me to accelerate my education and reach my career goals faster.” Phyllis said, “It is definitely a confidence booster, too.”

Ms. Johnson is an employee in the Office of General Counsel for the School District of Philadelphia, and uses a combination of on campus and online studies. She is actively involved as an ambassador for the Peirce Paralegal Student Association.

Ms. Johnson is also the recipient of the Joan Weldon Scholarship Award through the Philadelphia Association of Paralegals, of which she is a student member and the Executive Women International Adult Students in Scholastic Transition (ASIST) scholarship.

Reginald Waller

Phyllis Johnson
Peirce Online Helps Katrina Victim

Eve Colby was only hours away from beginning her freshman year at Loyola University in New Orleans. It was exciting and different and she had so much to look forward to. Then, one day before classes were officially to begin, right after she had moved in, Eve and all the other students had to evacuate. Hurricane Katrina had hit and was threatening lives, infrastructure and even their dreams of college.

Located in the Garden District of the city, Loyola was particularly vulnerable. Eve had no choice but to leave—in a hurry. She stayed with family members in Louisiana for two weeks before returning to her home in Southern California. By the time Eve arrived home, the colleges in California were already more than four weeks into their classes, which made catch-up very difficult.

Faced with the dilemma of what to do, Eve spoke with a family friend who had taken online courses at Peirce. She recommended Peirce because the online access was a perfect fit with her career as a model, which required extensive travel.

Eve selected two general studies online classes—English and Macroeconomics; each class was seven weeks. “Online was great because of my schedule,” she said. “I was working two jobs. After work or in between shifts I could just log on anytime. It was very easy for me.” Adjusting to a new college environment went smoothly for Eve, too. “It was a good experience. The distance wasn’t a problem. The advisors at Peirce were a lot of help to me in dealing with all the different people and getting the classes set up. “Overall, it was extremely convenient and easy to handle. I would definitely recommend Peirce.”

AICUP Awards Commonwealth Good Citizen Scholarship to Peirce Student

The Association of Independent Colleges and Universities of Pennsylvania (AICUP) presented Celeste Little, a current Peirce student, with a Commonwealth Good Citizen Scholarship for the 2006-07 academic year.

The $1,000 scholarship award is reserved “for students who have shown an extraordinary commitment to community service, and who have demonstrated creativity in shaping their volunteer activities. Applicants also had to complete an essay on their college experiences while they participated in community initiatives. Celeste, of Morrisville, PA, was one of only six award recipients statewide.

Celeste is active in the Friendship Baptist Church in Trenton, as well as The Trenton Family Preservation House, a shelter which provides child care and other much-needed services to homeless women and their families. At Peirce, she is currently studying Business Administration with a concentration in business law. One of her professors calls her “one of the finest adult students I have taught at Peirce…she takes the initiative in class, and I would view her as a classroom leader.”

A single mother, working full-time, Celeste somehow finds the time to volunteer and is already planning to pursue a master’s degree in the near future. “Volunteering has become my way of making a difference in other people’s lives,” she said. “I want to help someone accomplish their dreams, while at the same time accomplishing mine.”
Paralegal Studies Program Receives ABA Re-approval

A formal visit by an American Bar Association site team found the Paralegal Studies program to be strong, on target and exactly what is required of an ABA-approved program. It was an excellent opportunity to demonstrate the College’s capabilities to a very important third-party validation organization.

Peirce submitted an extensive, written self-study for ABA review before the visitation team came on campus. The visitation is a very rigorous, multi-level, re-approval process, which culminates with a review by the full house of ABA delegates; Peirce passed through each step with very positive reports and received re-approval. The full re-approval period is seven years with two interim reports due at two- and four-year intervals.

“The re-approval is so important in terms of validation.” said Edwin B. Miller, Esq., Professor and Program Manager, Paralegal Studies, “It is good to know that the ABA has significant confidence in our program, just as we do.”

Peirce Partners for Growth

Peirce has furthered its partnership with Montgomery County Community College (MCCC), which has recently established a University Center on its expanded campus in Pottstown, Pennsylvania. The Center will increase access to higher education beyond the associate degree level for the residents of Pottstown and the surrounding tri-county area. Peirce will offer our ABA-approved bachelor’s degree in Paralegal Studies on the University Center Campus. The pilot program is scheduled to begin in the 2006-07 fiscal year.

This agreement will make Peirce’s bachelor’s level Paralegal Studies program the only one of its kind offered in the Pottstown region. Commonwealth of Pennsylvania job growth statistics indicate that employment opportunities for paralegals will grow by 14 percent in Montgomery County through 2010.

Our participation with The University Center is a natural progression—Peirce has had a formal articulation and dual admissions agreement with MCCC to provide bachelor’s degree completion for the college’s associate degree graduates since 2003. Plus, Peirce has conferred nearly 140 degrees on Montgomery County students in recent years and enrolls approximately 150 students each year from the area.
Symposia Success Continues

Peirce’s successful symposia series continued this year with dedicated events for both the Information Technology and Business Administration programs. The series was designed to commemorate the College’s 140 years of excellence and reflect Peirce’s commitment to providing practical, leading-edge education for primarily working adults. The series offers students the opportunity to share information, ideas and experiences with notable professionals in business and industry.

Information Technology Symposium

Two distinguished Information Technology (IT) professionals from Children’s Hospital of Philadelphia (CHOP)—Mr. George J. Marshalek, Vice President of Information Services, and Mr. John P. Donohue, Director of Technology Solutions—addressed an enthusiastic group of IT students and faculty, some of whom attended the event online via a simulcast audio feed. Each spoke about leveraging IT within the healthcare industry to improve efficiency and quality of patient care. They explained the need for information security and rapid disaster recovery and how some of these issues are addressed at CHOP.

Students learned that the role of IT professionals is becoming more complex and vital, and that this has translated into greater career opportunities for highly qualified, degreed and certified IT professionals—one of the goals of the Peirce IT program.

The event helped students understand how IT spans the critical components of the organization and reinforced to the students the importance of their education in terms of addressing the latest technologies and employing sound project management skills. Messrs. Marshalek and Donahue mingled with students after the presentations and stated that they were impressed with the Peirce College IT curriculum and its timely relevance to employer needs.

Business Symposium

The question “What are employers looking for in graduates with business degrees?” was the major focus of Katy K. Theroux, keynote speaker at the Peirce Business Symposium. Theroux, Senior Vice President & Chief Human Resources Officer for GS1 US, and a member of the Peirce Board of Trustees, discussed issues facing today’s human resource managers, including the rising cost of healthcare, the retirement of the Baby Boomer generation and the global marketplace.

Keynote speaker: Katy K. Theroux

I.T. Symposium. Pictured l. to r. - George Marshalek (CHOP); Denise Padavano; John Donohue (CHOP).
Ms. Theroux told students that despite the “win at all costs” attitude that seems to prevail in today’s business environment, they must apply their “moral compass” to make sound business decisions. She emphasized that students have to be responsible for their career plan and build a diverse base of cross-functional knowledge and experience. “Critical thinking and keeping up-to-date with technology are important,” Theroux explained. “Companies want to hire smart people because they are curious. Curiosity drives innovation.”

Marie Gould, Associate Professor and Program Manager, Business Administration, said, “Ms. Theroux’s presentation was particularly relevant as we have just added a concentration in Human Resource Management to the Business Administration degree program. The students enthusiastically participated in the event.” When asked by students which skills were needed for success, Ms. Theroux described the top three skill sets employers are seeking as problem-solving abilities, critical thinking and flexibility.

Paralegal Graduates’ Networking Event

Ms. Lynne Abraham, District Attorney for the City of Philadelphia, was the keynote speaker at Peirce College’s annual Paralegal Graduates’ Networking event. The goal of the event was to give students and graduates perspectives on the expectations, demands, realities and transition issues that paralegals face in the business world.

District Attorney Abraham’s message was clear: the legal system in the United States is relying more and more on the unique role of the paralegal. “Their role is increasing both in volume and value and has evolved into an important component of a law firm’s ability to get its work done in a highly professional and qualified manner,” she said. To Abraham, this behind-the-scenes work has become much more significant to the successful handling of casework and other issues at law firms. It was noted that employment opportunities for paralegals is projected to grow much faster than many other professions.

A strong proponent of paralegals in the profession, Abraham told the packed audience that highly skilled, highly motivated and highly placed paralegals can make a major difference. She explained that the Philadelphia District Attorney’s office itself relies heavily on paralegal support in its prosecution of over 70,000 criminal cases each year. Many of its paralegals take law school entrance exams and several go on to law school.

To Abraham, the ingredients to be a successful paralegal are an intense desire to be the best, the need to keep up with evolving technology and the commitment to work harder than almost anyone else. “In fact, all the great qualities that you require to succeed in almost any business and profession,” she said. “In this profession, the need for highly motivated, well trained, intelligent people continues to grow.”
Peirce College is fortunate to have the support of many generous individuals—alumni who enjoyed the Peirce experience and who chose to give back. We thank them for their contributions, which benefit the College in fulfilling its mission.

Vera D. Bruestle ’34

After graduating from Peirce, Miss Bruestle was employed as Executive Assistant to the President of Scott Paper Company for 25 years. Later, she joined the Curtis Institute of Music as an Executive Assistant and was promoted to Assistant Director. During her tenure at the Curtis Institute, Vera Bruestle was involved in fundraisers and capital campaigns. Her name was seen relating to these charity events numerous times in the society pages of the Philadelphia Inquirer. Miss Bruestle passed away on January 29, 2006. Peirce College is grateful for the generous bequest made from her estate.

James C. Newborn ’25

Mr. Newborn was a successful electrical contractor in the Royersford area of Pennsylvania for many years and was inducted into the Pride of Peirce in 1984. This honor was given to alumni who represented the College in their work, volunteer service and community involvement. Mr. Newborn passed away in January 2006 in his one hundredth year. We very much appreciate his bequest to the College and thank him for his kindness.

Edna M. Thompson ’32

Edna M. Thompson graduated from Peirce in 1932, a time when it was still unusual for women to attend college or receive professional education. Ms. Thompson was employed by Girard Trust as an Investment Analyst. The College is grateful for Ms. Thompson’s generous bequest gift from her estate.

J. Linford Snyder ’33

On October 16, 2001 Peirce College dedicated its courtyard that is located outside of Alumni Hall in honor of alumnus, J. Linford Snyder, class of 1933. The Snyder Courtyard contains engraved bricks purchased from alumni, faculty, staff and friends of the College. Mr. Snyder continues to be an annual donor to the College.

Mr. Snyder’s relationship with Peirce has been one of steadfast commitment and service. Peirce recognized him in the First Assembly of Pride of Peirce in 1983. Peirce honored him again with the Trustee Award for Distinguished Achievement in 1988. Mr. Snyder was inducted into Peirce’s Wall of Fame in 1996.

Mr. Snyder came to Peirce on a scholarship. In 1941, he became an agent for Nationwide Insurance, a lifelong career position that he still actively holds today. His philanthropic ideals can be summed up in his own words, “I hope we can challenge other people to want to give to things that are worthwhile.”

Mr. & Mrs. J. Linford Snyder
A Tribute to Mary Walker ’33

Miss Mary W. Walker, extraordinary alumna from the class of 1933, was honored on October 16, 2001 when Peirce’s new state-of-the-art, student support services center was dedicated to her in recognition of her many years of sponsorship. The Mary W. Walker ’33 Center for Academic Excellence, located on the second floor of Alumni Hall, offers support services in the areas of academic counseling, advising, tutoring, mentoring and career planning for Peirce students.

Miss Walker’s relationship with Peirce College has been long-standing. She was awarded Peirce’s 1995 Board of Trustees Distinguished Service Award and inducted into the College’s Wall of Fame in 1996.

Until last year, Miss Walker was employed full-time at Wachovia Bank. In 1943, she started at one of its predecessor banks, Germantown Trust Company. After 62 years and many mergers, Miss Walker still worked as a member of the bank’s Trust Department.

In 2005, Wachovia Bank selected Miss Walker as the person who best exemplified the core values of its organization. The previous year, Wachovia recognized her for outstanding community service. Miss Walker’s career has been featured in The New York Times and The Philadelphia Inquirer, and many local media publications throughout the U.S., including the Peninsula Clarion in Soldotna/Kenai, Alaska.

Miss Walker exemplifies Peirce’s tradition of excellence. She said, “You need to judge and value yourself. The biggest reward is knowing that you’ve done your very best and are satisfied with your own performance.”

Miss Walker passed away August 21, 2005.
Time Capsule

On September 16, 2005, Peirce tucked away a little history for future generations to find: a time capsule containing a snapshot of the year that Peirce celebrated its 140th anniversary.

Defined as “a container used to store for posterity a selection of objects thought to be representative of life at a particular time,” a time capsule can give individuals, families and organizations an independent voice to the future. For Peirce, the goal was to let employees in the future know what technology was around and what was happening at Peirce and in Philadelphia in 2005. Each department provided an item, such as samples of current technology, how Peirce was advising students, course syllabi and student information materials that were available, as well as demonstrations of how courses were offered on campus, on site and online. One item described the cost of certain items in the City of Philadelphia and even the status of Philadelphia’s sports teams.

A stone marker was placed over the time capsule on site at the Peirce Center City campus. Toasts and speeches highlighted the ceremony, which was attended by a large number of employees.

Peirce Enhancements

New Program Concentrations

Peirce continually looks at the future of technology and business trends, including information security, a technology area that has grown beyond all others. Our Information Security concentration now encompasses two professional certifications: Systems Security Certified Practitioner (SSCP®) and Certified Information Systems Security Professional (CISSP). The goal is to bring an emerging concentration that has a global presence and was of high value to the industry.

Expansion of the bachelor’s and associate degree programs in Business Administration was implemented with the addition of two new concentrations: human resource management and entrepreneurship/small business management. “These are highly relevant concentrations for today’s business environment,” said Marie Gould, Associate Professor and Program Manager, Business Administration. In fact, both programs were developed in response to student interest. The two new tracks have been met with a lot of excitement.
Information Security

Peirce is part of an elite group as only the second higher education institution worldwide to receive approval from the International Systems Security Certification Consortium (ISC)² to offer a comprehensive educational program in information security, based on the consortium’s compendium of global information security best practices.

The two new professional certifications for Peirce’s information security concentration—Systems Security Certified Practitioner (SSCP) and Certified Information Systems Security Professional (CISSP)—are viewed as career differentiators for Peirce students. The CISSP is the most widely recognized industry information security certification and is considered by many to be the “gold standard” of information security management credentials. Peirce is further distinguished in that it is the only college in the country awarding credits for the CISSP certification.

Human Resource Management

The new human resource management concentration offers extensive coverage of topics identified by the Society for Human Resources Management (SHRM). Students will begin preparation for the Professional in Human Resources (PHR®) certification exam while following a course of degree-based study that goes beyond traditional HR administration. The program is aimed at developing the 21st century HR professional who understands the integration of human capital as a valuable business resource and how it relates directly to the development and growth of a company’s revenue and profitability. This concentration appeals to those who want to be a key part in a company’s talent recruitment, development and retention efforts.

Entrepreneurship/Small Business Management

The largest growing segment of the business economy is small business. The entrepreneurship/small business management concentration evolved when a number of students discussed their interest in beginning their own business ventures.

Peirce’s entrepreneurship/small business management provides the skills necessary for business success. It has a strong foundation in business basics such as finance and marketing and maintains an emphasis on the entrepreneur’s and small business owner’s unique challenges. Students will learn how to avoid the pitfalls that typically cause new businesses to fail and will benefit from the experiences of faculty who have owned and/or managed small businesses.
Peirce Customer Service

Companies and organizations are frequently measured by their service standards. Academic institutions are certainly no exception, especially as the higher learning marketplace becomes much more competitive.

At Peirce, customer service is a major reason students select and remain with the College. It is a testimonial to our unending efforts to provide superior student support services. Peirce faculty and staff participate in ongoing initiatives to maintain very high service levels.

To ensure our service stays at the highest levels, we constantly seek opportunities for continuous quality improvement (CQI) and to reward achievements that reflect our high standards. Peirce’s annual STAR Gala Awards event recognizes employees for their outstanding contributions to service excellence.

Customer Service Week

*You are the Magic* was the theme for Peirce’s celebration of the nationwide Customer Service Week in October 2005. Week-long activities enabled the College to put an even brighter spotlight on the importance of customer service at Peirce and provided a special opportunity to give thanks to our colleagues for their support. It also reminded student customers of our full commitment to quality service.

The guest speaker for this year’s event was Chas Hermann, Senior Vice President of Retail Marketing from Commerce Bank, who presented on the value of marketing and branding and their relationship to customer service.

Annual Customer Service Survey

Each year, a detailed evaluation by student customers is formally conducted at Peirce to measure service in all areas of the College. Survey results consistently demonstrate that Peirce maintains high levels of customer satisfaction across all major functions of the College.

First Day Class Team

A student’s first day at college can be challenging, which is why Peirce implemented the First Day Class Team. Now in its second year, the First Day Class Team provides new on campus students with information on Peirce in an informal environment. Orientation sessions are also held throughout the year to familiarize students with studying at Peirce and ensure they are aware of all support services.
First Year Initiative

The first academic year for college students, especially working adults, is usually the most challenging for a variety of reasons. Peirce’s First Year Initiative (FYI) program was formulated, in addition to other advisory services offered by the College, to help students in their first academic year to be successful.

Program elements include a welcome pack for new students, an orientation session, meeting with a Program Advisor each term, FYI workshops and access to a special FYI area of the College website for information purposes. Students also learn how to develop effective time management and study skills as they move through their courses.

To motivate students during their first year, the FYI team will recognize students for academic success, and successful completers of the FYI program will receive a certificate.

New Data Center

In preparation for future growth, Peirce reviewed the needs of the data center, which houses the College’s servers and network hardware. To manage increased power requirements, Peirce Chief Information Officer Chris Duffy, together with Vito Chimenti, Manager, Auxiliary Services, discussed options with key data center vendors. The result was a plan to more than double the capacity for storage, cooling and power.

Today, the College has a fully redundant data center, running in a 24/7, year-round environment which can be monitored remotely and provides a perfect balance of leading-edge technology and expanded capabilities.

Smarthinking

Launched in November 2005, SMARTHINKING is Peirce’s online tutoring partner and a new service that is free to Peirce students.
415 bachelor’s and associate degrees were conferred during the Commencement Ceremony as the graduating class enjoyed an evening of celebrating their achievement. Graduates of the Class of 2006 included: 221 on campus, 74 on site, and 120 online students.

“Let your graduation be the stepping-stone to bigger and better things. Let your education be the first step in making a real difference in this society.”

Richard L. Williams, News Anchor 6ABC Commencement Speaker
“You have overcome many obstacles to be here tonight. Somehow, you found a way to balance family, work, education...you often demonstrated near fanatical determination and commitment—you zealously drove yourselves to the mountaintop of academic excellence.”

Arthur J. Lendo, Ph.D.
President & Chief Executive Officer
Professor of Management
As Peirce College continues to evolve, pushing the boundaries of individual achievement, we are pleased to celebrate the aspirations and the successes of our students. How many have come to Peirce “just to earn a degree,” only to graduate with honors? How many have kept their promises to themselves and to their families through determination? As members of our faculty often say, their stories are the reason we do what we do.

Peirce students represent many backgrounds. Their goals, motivations, accomplishments and sacrifices are the experiences which have inspired others. Some of those stories are shown in the following pages.

Continuing a Family Tradition

Peirce College has been a positive influence in the lives of Wendy St. Dennis and her family members for nearly 80 years. Wendy is the third generation in her family to attend Peirce. Her mother attended in 1957-58, and her grandmother graduated from Peirce in 1927. Now she carries on the family tradition as an Information Technology major with a concentration in desktop applications for business.

Wendy is attending college part-time while she works as an executive assistant at Korn/Ferry International, an executive recruiting service located in Philadelphia. She looks forward to attaining her bachelor’s degree in 2010.

“Peirce is a great experience,” Wendy said. She explained that the flexibility in attending classes, combined with the level of personal contact and service she and other students receive, has made it easier to attend college and advance her career. If the level of attention and service offered at Peirce has impressed Wendy, it had double the effect for her grandmother. Wendy relates that upon graduating, her grandmother, Ms. Isabel Mitchell Mair, used the Peirce job placement service to obtain employment. As years passed, Ms. Mair left the workplace to raise her family. Then, in the 1970s, she once again sought employment and turned to Peirce for assistance. “It had been nearly 50 years since my grandmother graduated from Peirce,” Wendy said, “yet the College still helped her find a job. To help her after all that time—that’s just amazing!”
Providing Security – at Home and Overseas

In 2005, Michael Reuter, from West Grove in Pennsylvania, was a long way from home. He was an army reservist deployed to Kuwait in support of Iraqi Freedom. Fortunately, his studies didn't suffer. Prior to leaving for Kuwait, Michael was attending a community college, where he heard of Peirce’s online programs from an instructor there. While he had not studied online before, he welcomed the opportunity to keep the momentum of his education moving forward. “Access online was good most of the time,” Michael said, although there were some Internet outages on the Kuwait end due to the location. “My advisor was great,” he said, “especially when communications were challenging due to the time difference. Her support was a big help with course selection and other issues.”

Upon his return to the U.S., Michael put his Peirce bachelor’s degree in Information Technology with a concentration in network security to good use. He landed a position as network administrator and supervisor of information technology support at Groundwater and Environmental Services, Inc. (GES).

“The courses at Peirce certainly helped me,” Michael said. “Since my return from Kuwait, I also received my Comp TIA A+ and Security+ certifications, which are certainly résumé builders and helped me with my position at GES. The courses I studied at Peirce enabled me to complete those certifications.”

Featured Learner Program Debuts

Peirce students are the focus of our Featured Learner program, in which achievements inside and outside the classroom are recognized. Faculty and staff nominate students who have excelled in the classroom and whose stories they feel will motivate others. A new student is highlighted six times per year.

The featured leaner series began in 2005 and the following Peirce students were recognized: Carl Connolly, Heather Duke and Tya Moore.
Honor Society Update

Delta Mu Delta

Peirce’s Kappa Nu chapter of Delta Mu Delta, a national honor society for business students, held on campus and virtual induction ceremonies for all Kappa Nu members. Due to the wide geographic distribution and differing schedules of its 142 members, a major goal of the chapter is to identify opportunities for its participants to get to know each other better. Committees were established to select events to bring chapter members closer together. A number of events are planned for the current year.

Delta Mu Delta is affiliated with the Association of Collegiate Business Schools and Programs (ACBSP). Members must have a minimum grade point average of 3.25, be in the top 20% of their class and have completed at least 60 credits toward a bachelor’s degree at the time of invitation.

Chi Alpha Epsilon

Peirce students are also active in Chi Alpha Epsilon, a national honor society that recognizes the achievements of students who benefit from Educational Opportunity Programs such as TRIO/SSS, Act 101 and the Carl D. Perkins grants.

The Alpha Iota Chapter of Chi Alpha Epsilon was founded at Peirce College in 1998 and has inducted 107 students into the honor society.

Associate Professor & Program Manager, Business Administration, Marie Gould, inducts Peirce student, Sally Bonilla, into the Delta Mu Delta Honor Society.

Peirce student, Kishia Curtis, is inducted into the Chi Alpha Epsilon honor society by fellow student, Juan Natal.
Working Adults Honored by W.W. Smith Charitable Trust

Nineteen students shared this year’s W.W. Smith Charitable Trust grant, which recognizes the academic performance of working adults in the Delaware Valley region. The Trust is a private foundation based in Conshohocken, PA, and makes grants available for college scholarships, cancer and AIDS research, heart research as well as food, clothing and shelter for children and the elderly.

A reception was held at Peirce to honor W. W. Smith scholars and to provide staff members of the Charitable Trust the opportunity to meet the students they assist financially. W.W. Smith Charitable Trust staff in attendance were Executive Director Esther Mallouh and Louise Havens, the daughter of W. W. Smith Trustee, Mrs. Mary Smith.

2005-06 W.W. Smith Scholarship Winners

Spring 2006 saw Peirce complete the second year of scholarship competitions in Business Administration, Information Technology and Paralegal Studies. Two competitions are held each year for each degree program and are based on essays and presentation abilities. Winners are announced in the spring and fall for each of the three programs and can receive up to a full tuition scholarship.

The competition has been very successful—fall 2006 entries promise to be the largest number so far, as interest in the competition with potential students continues to increase. In addition, the high caliber of competitors for scholarships has resulted in many outstanding entries and personal commitments to higher education.

2005 Fall Scholarship Competition Winners

Business Administration

Joe Tizol promised himself that, when it comes to his career, he will never allow an opportunity to pass him by. “Life is full of choices,” he says, and “some of those choices are easy, while others are difficult. When fear of failure prevents you from making difficult decisions, you leave yourself vulnerable to missed opportunities.” Joe believes a college education helps “to remove your weak points, fine-tune your strong points and express yourself in a professional manner, which are important in the business world.”

He emphasizes that, “Turning a job into a career comes from a willingness to succeed and the confidence gained from a solid education.”

Information Technology

James Hill transferred to Peirce with very high recommendations from the community college he was attending and where he had maintained a 4.0 grade point average in the computer information systems curriculum. A veteran of the U.S. Air Force, James had a strong desire to further advance his education and fulfill his goal of acquiring a bachelor’s degree and become a successful information technology professional.

“I have found that a bachelor’s degree is preferred in the IT industry and a degree will make me a more desirable employee to many companies,” James said. “Peirce College offers that degree along with the specific concentration and a wide variety of specialized courses I need…which is why Peirce was my first selection among the four-year institutions I researched.”

Paralegal Studies

Karima Boldin is currently with the Internal Revenue Service. Karima is a fine example of our working adult student population who is seeking to increase her credential base so that she can increase her career progression.

Karima, who returned to school after a nine-year absence, feels that only a school like Peirce could help her succeed in combining work, school and family life. She praised the “close, intimate atmosphere” of Peirce and the support of her instructors in helping her to succeed. She states that her scholarship has been “a blessing” and credits her studies at Peirce with affording her a broad perspective of culture and life that one can gain in a college setting.
Spring 2006 Scholarship Competition Winners

Business Administration

Shalewa Bell attended another college in Philadelphia but found that it was not conducive to the needs of adult learners. She chose Peirce because she thought it would allow her to reach the goal she had set for herself ten years ago: earn her degree. Shalewa is majoring in Business Administration with a concentration in real estate management, the field in which she currently works. After obtaining her degree at Peirce, she would like to pursue her master's in Real Estate with a concentration in asset management.

Information Technology

Dereck Lewis is a Senior Airman in the U.S. Air Force. He has a focused career plan with a specific time horizon: obtain his bachelor's degree and go on to officer candidate school, with the ultimate goal to work for the National Security Agency (NSA) or Department of Homeland Security, handling information security administration. Dereck plans to study online.

Paralegal Studies

Jo-Ann Cardello is a woman who has worked hard to find the right direction for her career path. She worked two jobs while carrying a full course load in an associate degree program at a community college. Not only did she complete that associate degree program with a strong grade point average, but she was able to secure a position as a paralegal with a small general practice firm, where the owner offered a glowing letter of reference for Jo-Ann, making strong note of the tremendous attributes she brings to his firm's practice. She is eager to continue with the bachelor's degree of study, so that she can advance to greater heights in her profession.
New Heights in Teaching Excellence

Dr. Beverly Elliott, Professor and Program Manager, General Education, was named Distinguished Teaching Professor, the first such designation at Peirce College.

The special designation surpasses full professorship as the highest level faculty rank. It is a rare and elite recognition reserved only for exceptional instructors who have had significant positive impact over a sustained period of time on the College’s overall high academic quality.

During her 35-year career at Peirce, Dr. Elliott has consistently demonstrated:

- Highest standards of teaching excellence and commitment to learning
- Positive student evaluations attesting to her expertise in teaching
- Ongoing, quality completion of committee and other responsibilities
- Student-centered activities: advising and promoting academic, career and personal growth
- Exceptional mastery of and enthusiastic commitment to the pursuit of innovation in teaching and to her discipline
- Ongoing commitment to Continuous Quality Improvement (CQI) and expansion of learning at Peirce College

Dr. Elliott joined Peirce as a full-time instructor in 1971, after earning bachelor’s and master’s degrees from Wheaton College and Western Michigan University, respectively. She earned a Ph.D. in Theater Arts from Temple University. She received Peirce’s Hamilton Award for academic leadership. She has served as chair of the Curriculum Committee and as a member of the Paralegal Advisory Board for several years. She has been a department chair or program manager.

The designation was a surprise to Dr. Elliott. “I was absolutely shocked,” she said. “I love this College beyond belief, so to receive this recognition means a lot to me. There are few who have worked in one place as long as I have and can say the later years of their career are even better than they were at the beginning. What Peirce is doing now is exciting. Peirce has been constantly changing for the good: better for students, faculty, staff, in every way.”

Dr. Elliott has led by example as one of the early adopters in the College’s conversion to online delivery. Her course designs stand out for their creativity in technique and student friendliness. In some cases, she has taught three generations of Peirce students.
Finnegan Named Program Manager of Information Technology

Brian Finnegan, Assistant Professor and Program Manager, Information Technology, joined Peirce from Drexel University, where he was the Director of the Pennsylvania Governor’s School for Information Technology.

Mr. Finnegan brings to his new position several years of experience teaching IT, directing IT academic programs, designing curriculum, overseeing course development and assessing outcomes. He has taught courses in database management, programming, systems analysis, project management, interface design, e-commerce and web development.

Mr. Finnegan graduated with a B.S. with honors in Applied Economics & Business Management from Cornell University in 1993, and received his M.S. in Information Systems from Drexel University in 2000.

Gould Honored for Teaching Excellence

Marie Gould, Associate Professor and Program Manager, Business Administration, recently received the 2006 Teaching Excellence Award for the Association of Collegiate Business Schools and Programs (ACBSP) in the Northeast Region. ACBSP is the leading specialized accreditation association for business education with 403 educational institutions as members and nearly 4,600 individual members. ACBSP encourages faculty involvement within the contemporary business world to enhance the quality of classroom instruction and to contribute to student learning.

Ms. Gould was selected by her regional colleagues for her exemplary teaching ability in communicating with students, planning, preparing and delivering effective classroom presentations, establishing a positive rapport with students and establishing teaching practices that enhance learning. In addition, she was involved in curriculum and professional development, as well as community commitments.

Pictured l. to r. - Larry Zachrich, President, ACBSP Conference Co-Chair; Marie Gould; Steve Hunter, Director, Retirement and Savings, Wal-Mart.
Dean Carr Receives 2006 Hamilton Award

The Hamilton Award is named for Dr. William J. Hamilton, former Peirce Vice President and Dean of Academic Affairs. Each year, the College recognizes with this award a faculty member or academic administrator who exemplifies academic excellence and integrity.

This year’s recipient, Christine M. Carr, Dean, Academic Instruction, is enrolled in the Doctor of Business Administration degree program at Argosy University. She holds an M.B.A. from DeSales University and a Bachelor of Arts from Eastern University. Dean Carr joined Peirce in 1995 and is responsible for the quality control, design and delivery of academic programs.

Upon receiving the award, Dean Carr said, “It is overwhelming to receive such respect and appreciation from my colleagues.” She describes academic excellence as keeping current, maintaining third-party validation and graduating capable students who move on to rewarding careers. “Seeing students become successful is itself a gratifying experience,” she pointed out. “It is why I come to Peirce every day.”

Dr. Brooke Quigg

In May 2006, Professor Brooke Quigg received a D.B.A. with a concentration in Marketing from Argosy University, Sarasota campus. The degree is important to Dr. Quigg for many reasons. “I have gained an appreciation for research activities in marketing,” he said. “Also, my dissertation, which took me eighteen months to complete, is in sales. I did a detailed study on the use of certain sales tactics in the early stages of the sales presentation.”

For Dr. Quigg, this is a perfect complement to the textbook on sales that he co-authored for Prentice-Hall. “Sales has always been my primary area of interest in marketing,” he added. He said the degree means several things to Peirce: not only does it help in re-accreditation efforts, as now a larger percentage of the business faculty is terminally qualified, but also, “If the need arises, I would be qualified to teach in a master’s program the College may eventually offer.”

Dr. Brooke Quigg
CIO Duffy Represents Peirce on Information Technology Issues

Peirce played an important role at a number of global and regional information technology conferences in 2005-06.

Chief Information Officer Chris Duffy was invited to discuss a range of topics during speaking engagements, which included Voice-over Internet Protocol (VoIP) in New York, Las Vegas and Hawaii. VoIP is a technology that allows users to make telephone calls via a broadband Internet connection instead of a regular (analog) phone line. The Pacific Telecommunications Council conference in Hawaii was attended by companies and organizations from all over the Pacific Rim. Mr. Duffy also shared IT experiences from Peirce. He discussed the many challenges companies can face, including cultural, technological, implementation and support issues of implementing an enterprise VoIP solution.

At several regional meetings and expositions, Mr. Duffy presented on federal and state compliance challenges and IT security, including perspectives applicable to employees’ security issues. One topic, “Protecting the Person, the PC and the Paycheck,” covered identity theft (the person); viruses, spyware, patches, phishing (the PC) and social engineering, which plays on the personal elements of compassion, fear and authority to illegally obtain information (the paycheck).

Peirce’s DeValerio Discusses Effects of Transformational Leadership at International Conference

Two thousand scholars from all over the world gathered in Dresden, Germany, in June 2006 to discuss a wide range of communication research issues. One of the topics was presented by Amanda DeValerio, Facilitator, Academic Operations at Peirce, who successfully submitted a paper as part of her master’s program in Organizational Communication and Leadership.

Ms. DeValerio explained to attendees that her paper—“Increasing Motivation and Morality in Education: Does Transformational Leadership in K-12 Schools Affect Teachers and Students?”—emphasized the importance of communicating a vision and providing shared goals, as well as building follower commitment through motivation, increased morals, values and beliefs. She stated that, in an educational setting, it is important to study the effects of transformational leadership on teacher outcomes, such as teachers’ perceived satisfaction with the leadership and teachers’ perceptions of their own effectiveness.

“Personally and professionally, it was a wonderful opportunity to interact with other scholars,” Ms. DeValerio said, “as well as discuss ideas and new areas.”
Retiring Employees

We thank the following individuals for their excellent service to Peirce College. They will always be a part of the Peirce family.

Jack (John W.) Bolte

Jack Bolte wore many hats during his years with Peirce. Forty-one years ago, he joined Peirce as a bookstore attendant where he eventually became the manager. Spending time in Auxiliary Services, Purchasing and Administrative Services, as well as Budget and Billing Services, Jack probably saw more of the College than anyone else.

Says Vito Chimenti, Manager, Auxiliary Services, “Jack was someone we could always draw on for information…a very valuable resource because of his knowledge of the physical infrastructure and operations of the College.”

During the four years Jack worked for Jim Vitale, Vice President, Finance, he worked as a financial specialist. “He handled various financial analysis assignments, which covered development of quantitative data reports and analyses of student volumes and year-by-year comparisons,” Jim said. He was also a big New York Mets fan.

A quiet, low-key person, Jack aims to enjoy plenty of vacation and golf, a major hobby.

Rosemary Fadden

Thirty-three years ago, a young woman returned to her higher education roots. After completing her B.A. and M.A. in Humanities from Pennsylvania State University, Rosemary Scanlon Vanderpool Fadden, a Peirce graduate, was back and looking for a job. There was an opening, and she was hired practically on the spot, thanks in equal parts to her educational abilities and a personality brimming with confidence and individuality.

During her tenure at Peirce, Rosemary specialized in General Education and was an active participant in the production of selected College publications and the honor society. Her classes were always popular, and she sees former students everywhere she goes. Rosemary embraced online instruction with the same energy she had always demonstrated on campus and facilitated the introduction of many online classes.

Ro has always lived in the city, but now she is moving to the mountains of rural Pennsylvania in Factoryville. She and her husband have purchased an 1870 Victorian house where Baseball Hall of Fame great Christy Mathewson was born.

Dr. Beverly Elliott, Professor and Program Manager of General Education, said it best: “Ro has made a profound difference in so many lives: faculty, staff and most importantly, students. Some of us have known her for years; others have met her only recently. However, we will all remember Ro for her love of all things Peirce.”

Pictured l. to r. - Rosemary Fadden and Christine Carr at Rosemary’s retirement celebration.
**Pat (Patrick B.) Gordon**

From the day he was hired in 1967 as an elevator operator (yes, we had them way back when) until the day he retired in 2005, Pat Gordon was an upbeat, fun-loving member of Auxiliary Services, where his talents as a housekeeping technician blended with his talent as a musician.

In fact, Pat and the Blenders, the group of which he was lead singer, were popular for their soul sound. They had fairly sizable national recognition in the U.S., but were and are still talked about in the U.K.

As he moved around Peirce, Pat would hum or sing, say hello and greet people. He would often entertain at Peirce’s holiday parties, where he performed on the stage in his signature colorful suit and brim hat, leading the employees in singing.

Pat was presented with a framed copy of one of his hit records at his retirement celebration in October 2005.

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**In Memoriam**

**Dr. William Moore**

Dr. William (Bill) Moore, Vice President, Academic Affairs and Student Development from 1992 to 1997, passed away in 2005. Dr. Moore led the Peirce faculty, where he was a popular figure, presiding over many of the changes that the College experienced during its transition years.

“Bill hired me in 1994 and encouraged me to earn my doctorate, which I did,” said Pat Rucker, Vice President, Academic Advancement & Chief Academic Officer. Dr. Moore played a key role in the application process for the College’s charter change to baccalaureate status, which Peirce received from the Commonwealth of Pennsylvania.

After his retirement, Dr. Moore moved back to Richmond, VA, his home town. He loved to play golf and was very close to his children and grandchildren.

We extend our sympathy to Dr. Moore’s family and friends.
Peirce by the Numbers

Overview

A Private, Non-Profit, Four-Year Specialized Institution

Number of student registrations during FY ’06 ..................14,495
Number of states represented in our student body ...............43
Plus the District of Columbia, U.S. Virgin Islands & 36 foreign countries
Average age of our working adult students .........................34
Persistence rate: students, upon completion of one class, register for another ......................84.3%
Number of annual registration sessions offered through accelerated degree format ..................12

Statement of Activities and Changes in Net Assets for the Period Ending June 30, 2006

Operating revenues:
- Student tuition and fees - net ..................$16,468,252
- Private gifts and grants ..................$1,507,566
- Federal, state and local grants ..................$1,723,294
- Investment income and realized gains ..................$454,744
- Other ..................$86,839
- Total operating revenues ..................$20,240,695

Operating expenses:
- Instruction ..................$6,803,847
- Institutional support ..................$4,438,680
- Academic support ..................$1,256,878
- Student services ..................$2,233,278
- General institutional ..................$1,872,435
- Auxiliary enterprises ..................$57,355
- Administrative, financing and collections ..................$257,070
- Total operating expenses ..................$16,919,543

Change in net assets from operations ..................$3,321,152

Non-operating revenues:
- Investment income ..................$30,655
- Net unrealized gains ..................$457,605
- Total change in net assets from non-operating revenues ..................$488,260
- Total change in net assets ..................$3,809,412
The third year of a three year national marketing and advertising campaign was completed and new student enrollments increased by 31% compared to the prior year.

Total gifts and grants revenue exceeded two million dollars for the fourth consecutive year. Gifts and grants revenue rose by 59.7% compared to the prior year.

Tuition and fees revenue increased by 10.9% compared to the prior year.

Student registrations increased by 7.8% compared to the prior year.

Annual student credit hours attempted increased by 6.1% compared to the prior year.

Investments increased by 8% compared to the prior year.
Peirce Welcomes New Trustees

Peirce College is proud to welcome five new members to its Board of Trustees. “We are confident that the combined skills and experience of these individuals will help Peirce College continue to evolve as a more recognized institution with national scope and international reach,” said Peirce College President & CEO, Dr. Arthur J. Lendo. According to Board Chair Thomas J. Foga, “The new members bring very relevant expertise to the Peirce Board as the College expands programmatically.”

Peter A. Caputo

Mr. Peter A. Caputo is currently President of Caputo & Associates, LLC. In his previous roles as Chief Development Officer at St. Joseph’s University, Widener University, and Main Line Health System, he led teams and volunteers to reach new heights in fundraising and program effectiveness. Mr. Caputo holds an M.A. from Duquesne University and an M.P.A. from the University of Pittsburgh.

Paul J. Killion, Esq.

Mr. Killion’s notable career spans roles as a trial lawyer for the United States Department of Justice, as Director of the Medicaid Fraud Unit for the Pennsylvania Office of the Attorney General, and as Managing Partner in his own law firm. He currently serves as Chief Disciplinary Counsel, the Disciplinary Board of the Supreme Court of Pennsylvania. In his current role, Mr. Killion directs the operations of a four-office, statewide agency responsible for the investigation and prosecution of ethical complaints against Pennsylvania attorneys.

Eileen Santos

Ms. Eileen Santos is currently Vice President of Organizational Effectiveness for Access Group, Inc. in Wilmington, DE. Ms. Santos has held strategic management positions with Handshake Dynamics, IBM Global Services and Andersen Consulting. She holds a Bachelor of Science degree in Electrical Engineering from Rutgers University and an M.B.A. from the Columbia University Graduate School of Business.

Lawrence Scanlan, Jr., CPA

Mr. Scanlan, who attended Peirce College, is a CPA with over 25 years experience in finance and executive management within the healthcare industry. As a consultant, he has assisted CEOs and boards in developing and implementing innovative approaches to performance improvement, productivity and long-term financial management and mergers. Mr. Scanlan has also played a key role in advising some of the nation’s leading academic medical centers such as VCU Health Systems, University of Illinois at Chicago Medical Center, University of Pennsylvania Health System and the University of Texas Southwestern Medical Center.

Margaret E. Sofio

Ms. Margaret Sofio is currently Director, Human Resources for Sunoco Logistics Partners in Philadelphia. Previously, she held executive management positions for various divisions of ARAMARK. Ms. Sofio has a Bachelor of Science degree from the University of Wisconsin and has attended the Friedt School of Business at Nova University for the M.S. program in Human Resource Management.
Retiring Trustee

Linda Gloss ’69

After nine years of dedicated stewardship, Linda Gloss, Class of ’69, completed her term as a Peirce Trustee in October 2005.

At the celebratory luncheon hosted by President Lendo, she praised Peirce staff and the entrepreneurial and responsive culture of the College. “Today is bittersweet,” she said. “I have thoroughly enjoyed my involvement at Peirce. It has been most rewarding.”

Ms. Gloss first heard about Peirce through her aunt, who attended Peirce in 1960. Her aunt worked for a law firm and attended college to improve her own income and her family’s, so that they could stay together. She added, “When you attend Peirce’s graduation ceremony, you see the impact that Peirce has on the lives of its students and their families.”

Ms. Gloss is currently president of Carelift International, a humanity group that specializes in procuring donated medical equipment that can be exported to Third World countries.

Pictured l. to r. – Dr. Arthur J. Lendo, Peirce President & CEO; Linda Gloss; Thomas J. Foga, Chair, Peirce Board of Trustees.

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