

FALL 2022

NEW ENGLAND COLLEGE

M A G A Z I N E

THE ENTREPRENEURSHIP ISSUE

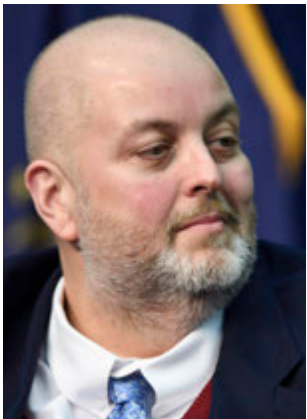
HALIMA AUDU | MS IN CYBERSECURITY '23

For 2022, NEC's annual Shark Tank-style competition expanded its format to include NEC's online student demographic. Halima competed in this group and won for her idea called Hair Pass. Read more on page 14.



GREETINGS

FROM BRIDGE STREET



The winds of change have swept across New England College since our spring issue of the *New England College Magazine*. As you may know, our esteemed President Dr. Michele Perkins transitioned into a new role effective September 1, that of Chancellor. In her new role, Dr. Perkins will focus on NEC's overall strategy and continue her development efforts on the College's behalf. During her 15 years as president, her stalwart commitment to both strategy and development took NEC to new heights, resulting in greater prestige, increased academic programming and enrollment, and a flourishing endowment that has placed the College on excellent financial footing. She has been NEC's strongest advocate.

It has been my honor to work alongside and learn from Dr. Perkins for the last 15 years, and I will pull from those experiences as I serve New England College as Interim President.

I arrived at NEC in 1999 as an Assistant Professor of Political Science. For 17 years, I was very pleased to live the life of a college professor working with our amazing students, staff, and colleagues to support our students' success. My transition to administration took place six years ago when I became Dean of Residential Undergraduate Programs. I miss the classroom every day. But I've found a new way to serve the College that is very rewarding. I have served as Director of the Center for Civic Engagement; Vice President of Academic Affairs; and most recently, Provost. As a political enthusiast, I had moved to New Hampshire in 1999 to take advantage of the State's special place in presidential politics. My love of the political process helps me lead NEC's civic engagement focus.

Over the last 23 years, my family and I have truly found a home in New Hampshire and at New England College, and I have loved being part of the College's academic leadership. I look forward to leading the College administratively during this time of transition.

As I look to NEC's future, I see a college community that continues to embrace and thrive on its entrepreneurial spirit, a trait Dr. Perkins wholeheartedly supported. This issue of *New England College Magazine* celebrates that spirit. Enjoy!

Warm regards,

Dr. Wayne F. Lesperance, Jr., DLP
Interim President

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NEW ENGLAND COLLEGE
MAGAZINE

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New England College Magazine is published two times a year, in the fall and spring, by New England College, 98 Bridge Street, Henniker, NH 03242. It is sent to alumni, donors, current students, prospective students, and friends of the College. The magazine is part of College Advancement, led by Vice President Bill Deptula.

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You practically cannot have a conversation about New England College without hearing words like innovative, adaptable, visionary, proactive, open-minded, and risk-taker. What do they all have in common? They all serve as evidence of NEC’s entrepreneurial spirit. Every day, this spirit drives NEC to look for new ways to transform the world. It also inspires students and alumni to transform their worlds. In this issue, you will read stories of the NEC community taking risks and making its entrepreneurial visions reality.

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GRIMS FORWARD

TOTAL ACHIEVEMENT IN FUNDRAISING
\$5.16 million for fiscal year 2022
Up \$2.9 million from fiscal year 2021

This total includes \$717,527 of government support

| | |
|---------------|---|
| \$607,368 | Annual Fund total for fiscal year 2022 |
| \$149,923 | Total gifts from NEC parents |
| | Up from \$116,898 in 2021 |
| \$2.4 million | New gifts to NEC’s endowment |
| \$1,141,750 | Athletic Center gifts and commitments |
| 997 | Total number of donors to NEC, of which |
| | 257 were first-time donors |

Thank you to everyone who contributed this year! Your gift makes a real difference in the lives of our students.

Make your gift at alumni.nec.edu/giving

END OF AN *ERA*



6th from left: Dr. Michele Perkins breaking ground for the Putnam Center for the Performing Arts, October, 2017.



Dr. Perkins speaks at the Don Melander Turf Field groundbreaking.

The average tenure of a college president is six and a half years. Dr. Michele Perkins more than doubled that at New England College. She became NEC's 15th president in 2007, after serving as senior vice president and vice president for enrollment. Her commitment to NEC combined with her sharp strategic vision and sound financial management grew NEC to unprecedented numbers and set the College on a firm foundation for continued success.

The NEC Board of Trustees appointed Dr. Perkins Chancellor on September 1. In this new role, she will continue to secure financial support and develop high-level strategy as she helps guide NEC into its next chapter.

Here is a look back at some of Dr. Perkins' biggest achievements as president.

Since 2007, overall enrollment has quintupled to over 5,000 students across NEC's delivery models: on campus, online, on location, and low residency.

Dr. Perkins led the founding of NEC's School of Graduate and Professional Studies, which offers diverse master's and doctoral programs on campus, online, and in various remote locations throughout New England.

She initiated and led NEC's first capital campaign, Bridge to the Future. This campaign raised over \$42 million, more than twice its initial goal, and helped fund the John

Lyons Center, the Rosamond Page Putnam Center for the Performing Arts, and the Nathan Bisk Center for Online Studies, among other major capital projects.

In 2019, Dr. Perkins led NEC to a successful merger with the Manchester-based New Hampshire Institute of Art, forming the Institute of Art and Design at New England College.

During her tenure, Dr. Perkins remained committed to the financial stewardship of NEC. She contained debt to an appropriate level and grew NEC's endowment sixfold to over \$30 million.

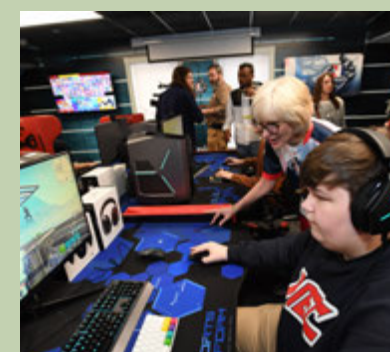
She has been appointed to numerous national and regional higher education boards, including the National Association of Independent Colleges and Universities, Council of Independent Colleges, New England Board of Higher Education, New England Council, and New Hampshire College and University Council.

Her efforts over the last 15 years have brought NEC national recognition for its civic engagement opportunities, experiential learning, and growth and success of its NCAA Division III athletics program.

On Dr. Perkins' watch, NEC has established a three-year cooperative Bachelor of Science in Nursing and has begun offering online undergraduate degree programs in Spanish in South America.

"New England College has seen much positive change over the last 15 years, and I have been honored to lead the College through this period of growth and prosperity. I am confident that this steady growth will continue with Dr. Wayne Lesperance as Interim President. When an institution has an accomplished internal candidate to take up this critically important role, it will maintain its positive momentum. Wayne understands all of NEC's qualities and strengths and has advanced the institution from the moment of his appointment. He is dedicated to the College and works tirelessly to ensure its success. We are in good hands."

—Chancellor Michele D. Perkins



PRESIDENT'S ADVISORY BOARD

With the 2022 theme of Innovation, the President's Advisory Board (PAB) gathered in New York City in April for its first of two yearly meetings (the second is held in Henniker) to discuss key strategic initiatives and opportunities for NEC.

Dr. Perkins, senior leadership, and the PAB discussed the following topics and academic programs, some of which you can read more about in this issue:

- MS in Clinical Mental Health Counseling
- Federal funding for renovations of the Science Building in Henniker
- The launch of online programs delivered in Spanish for students in South America
- International programs
- The ongoing plan to scale the size and scope of the School of Graduate of Professional Studies
- NEC's willingness and ability to evolve and meet opportunities and challenges
- NEC's new Bachelor of Science in Nursing and the creativity of its design and curriculum

Dr. Perkins founded the PAB in 2010. Its members, currently 16, hold significant expertise and provide advice and feedback to the president as needed. Invited by the president, PAB members have an established relationship with the College; come from various professional backgrounds such as business, law, and higher education; and share the president's dedication to NEC's success.



ACCOMPLISHMENTS IN ATHLETICS

- Pilgrims rank in top 25 nationally.
- Women's softball went to the NECC tournament.
- Men's baseball made it to and hosted the NECC tournament as the #1 seed for the first time in College history.
- 11 men's ice hockey players named AHCA/Krampade All-American Scholars.
- Women's lacrosse competed in the NECC Championship and won their second title in four years.
- Three men's lacrosse players named to NEILA All-Academic Team.
- Men's lacrosse competed in the NECC Championship, winning their third straight championship and sixth straight North Atlantic Conference title.



PILGRIMS RANK IN TOP 25 NATIONALLY

The NCAA released its final 2021–2022 Division III Statistics rankings over the summer. Twelve New England College teams and 16 individual athletes finished in the Top 25 in various categories for their respective sports. NEC's 21 athletic programs accounted for 23 Top-25 rankings, while the 16 athletes notched 29 Top-25 performances last year.

The Pilgrims, collectively, led the New England Collegiate Conference (NECC) in 90 different team categories, and 16 individual NEC athletes combined to lead the NECC in 53 categories during the 2021–2022 academic year.

11 MEN'S ICE HOCKEY PLAYERS NAMED AHCA/KRAMPADÉ ALL-AMERICAN SCHOLARS

The American Hockey Coaches Association (AHCA) recognized 11 New England College Men's ice hockey players as Krampade All-American Scholars for the 2021–2022 season: Zane Angelopoulos, Anthony Cinato, Connor Dunn, Connor Inger, Andrew Kormos, Tim Lopez, Connor Lefkov, David Novotny, Linus Udd Hellgren, and Nikita Pintusov.

Players who attained a 3.6 GPA each semester and participated in 40% of their college's contests achieved All-American Scholar status.

THREE MEN'S LACROSSE PLAYERS NAMED TO NEILA ALL-ACADEMIC TEAM

Andrew Noorigian, Josh Owen, and Connor Smith were recognized for their efforts on and off the field this summer when they were named to the New England Intercollegiate Lacrosse Association (NEILA) All-Academic team. In addition to a grade point average of 3.0 or better, these student-athletes made outstanding contributions to their team.

Noorigian has been a staple in the Pilgrims' defense for 49 games over four years. He scored two goals and added one assist this season while tallying 97 career groundball and 50 caused turnovers.

Owen played in 44 games, scoring 12 goals and 35 assists for 53 points. This year, he set a career-high in assists (35) and groundballs (44).

Smith appeared in 56 games in his five-year career, as he tallied 123 goals and 22 assists for 145 points.

BASEBALL

Junior pitcher Shayne Audet became NEC's first baseball player to be named an All-American by D3baseball.com. He

secured a spot on the fourth team and was the only New England Collegiate Conference (NECC) player to make the list. He logged 50.1 innings with a 1.61 ERA. With a 130 opponent batting average and 14.13 strikeout per nine innings, he struck out 79 batters and allowed only five extra-base hits. Audet was named NECC Pitcher of the Week three times this year and 2022 NECC Pitcher of the Year.

SOFTBALL

In May, our women's softball team went to the NECC tournament and made it to the second day of the double-elimination format.

LACROSSE

The women's team played Mitchell College in the NECC Championship in April and won their second title in four years.

In May, the men's team also competed against Mitchell College in the NECC Championship, winning their third straight championship and sixth straight North Atlantic Conference title.

NEC ATHLETICS JOINS THE GNAC CONFERENCE

In September, NEC announced that it will compete in the Great Northeast Athletic Conference (GNAC) beginning in the 2023–2024 academic year. Thirteen of NEC's 20 varsity sports will join the GNAC: baseball, men's and women's basketball, men's and women's cross country, field hockey, men's golf, men's and women's lacrosse, men's and women's soccer, softball, and women's volleyball.

"We are thrilled to be able join the GNAC as full members. We know this new affiliation will be a great fit for our athletic programs, and we look forward to bringing more value to the conference," said NEC Director of Athletics Dave DeCew. "The league's core values of community, sportsmanship, and integrity align with our beliefs and holistic approach to student-athlete development."

The GNAC is an NCAA Division III association made up of 14 member institutions and over 3,500 student-athletes across the New England region. Founded in 1995, the GNAC annually sponsors and administers 22 championships, while balancing academic integrity, athletic opportunity, and community involvement to enhance the student-athlete experience.

COLLEGE IN THREE

At the sunset of World War II, New England College's enterprising founder Boone Tillett had the vision to establish a college that would serve America's returning veterans who were eager to pursue higher education and enter the workforce.

In its earliest days, NEC offered a three-year bachelor's degree on a year-round trimester schedule, which met the needs of these students who were eager to enter the workforce as quickly as possible.

In the decades that followed, NEC moved away from the three-year bachelor's degree in favor of the now-standard four-year degree.

Dr. Robert Zemsky—Professor, Higher Education Division and Graduate School of Education, University of Pennsylvania—and Dr. Lori Carrell, Chancellor at the University of Minnesota Rochester propose returning to a three-year bachelor's degree model. As higher education as a whole continues to face a variety of challenges, from budgetary concerns to closures, Zemsky and Carrell believe that the industry must be willing to ask difficult questions about the current model and then be willing to reform higher education. In their *project précis* "For a Fundamental Recasting of the Undergraduate Educational Experience," Zemsky and Carrell note that at least 25 percent of first-year students do not return for a second year at approximately half of America's four-year institutions and that this poor retention rate is largely among underrepresented populations. "How can our institutions become more successful with more students while simultaneously driving down the costs students and their families are asked to bear?" Zemsky and Carrell ask.

Together, they have launched College in Three, a national pilot program that will "refocus the industry's priorities from credit hours to student learning success," explained Cynthia Burns Martin, Associate Dean of Institutional Effectiveness and Professor of Business Administration at NEC. A bachelor's degree that is redesigned to be completed in three years, Zemsky and Carrell posit, will lead to a college experience that better represents liberal arts values and responds to society's call for more purpose and equity in education.

Zemsky, aware of NEC's commitment to innovation, invited the College to participate in the College in Three pilot program. Dr. Michele Perkins, now Chancellor of NEC, presented Zemsky's invitation to senior leadership in the fall of 2021 and has challenged the College to consider participating in the program that will include 12 other colleges and universities across the country and last several years.

Senior leadership expanded the conversation about College in Three to others around campus, including Martin, Interim President Wayne Lesperance (Provost at the time), Associate Dean for Liberal Arts Education Fran Chelland, the General Education Committee, the Humanities Division, NEC's full faculty, and a focus group of Criminal Justice students.

NEC's Bachelor of Arts in Criminal Justice is, at this time, the only degree program being considered for the College in Three pilot program because the program's enrollment is "large enough to support two cohorts running simultaneously: the pilot program cohort and the existing program control-group cohort," explained Martin.

The earliest start date for a three-year BA in Criminal Justice is the fall of 2023. NEC will need to obtain permission from its accreditors, the New England Commission of Higher Education, before joining Zemsky's experiment.

Martin shared that NEC has long allowed industrious students to complete the 120 credit hours needed for a bachelor's degree in three years, if they are able to maintain a heavy course load and minimum grade point average. Should NEC choose to join the College in Three pilot, its participation would formalize the three-year time to completion and track student success within this model over time. She added that NEC's potential involvement with College in Three is an ongoing and evolving discussion.

NEC HIGHLY VALUES INNOVATION IN HIGHER EDUCATION, STUDENT SUCCESS IN AND OUT OF THE CLASSROOM, AND REAL-WORLD LEARNING THAT PREPARES STUDENTS FOR LIFE AFTER COLLEGE.

On the surface, NEC and College in Three seem like a good fit. NEC highly values innovation in higher education, student success in and out of the classroom, and real-world learning that prepares students for life after college. While NEC's leadership weighs the decision to participate in College in Three, Martin said it well: "The fact that New England College was invited to the table, to participate in this important conversation, is a great credit to the institution."

A *SHARKINGLY* GOOD IDEA



Eli Leonard '23 and David Novotny '25, both Business Administration majors, have already launched successful businesses, and they haven't even graduated yet. Leonard co-founded Leonard Media, a startup marketing company that has created over 100 social media campaigns in two years. Novotny, a self-described "determined entrepreneur" created Click Pawz, a business that creates pet apparel by pet owners for pet owners, with 20 percent of proceeds benefitting dog rescue organizations. How did these young entrepreneurs develop the skills to establish their businesses?

The reality television show *Shark Tank* debuted in 2009 with the premise of giving fledgling entrepreneurs the opportunity to pitch their business ideas to a group of potential investors. Nine years later, this concept made its way to New England College.

Erin Wilkinson Hartung, Associate Dean of Management, joined NEC in 2018 and looked at the College's history. What she found there and throughout the Management Division is a focus on entrepreneurship. She knew right away that a *Shark Tank*-style competition was a perfect fit for NEC for three reasons.

One, NEC has a number of faculty who are entrepreneurs themselves, whether they currently have small businesses or previously worked in industry before teaching. They have an innate ability to guide NEC's entrepreneurial students and ask, "What is your passion and how can we help you develop it?" Hartung stated.

Two, Hartung pointed out that a lot of NEC students, especially those who are first-generation college students, come from families who have their own businesses. Certainly, some of these students want to forge their own careers, but many plan to carry on their family businesses.

NEC has a number of faculty who are entrepreneurs themselves, whether they currently have small businesses or previously worked in industry before teaching. They have an innate ability to guide NEC's entrepreneurial students and ask, "What is your passion and how can we help you develop it?"

Three, modern work increasingly operates in the gig economy. As Hartung noted, today's students do not necessarily expect to land a job and stay with an employer for 40 years. So often, they expect to do project work, and doing that work is becoming the new norm for college graduates.

To launch NEC's *Shark Tank*-style competition, Hartung worked with Michele Jurgens, Associate Professor of Business, and Lindsay Coats, Director of Career and Life Planning, to make it a reality. Hartung and Jurgens developed the logistics for the first event, and Coats engaged with alumni to serve as mentors, speakers, or judges.

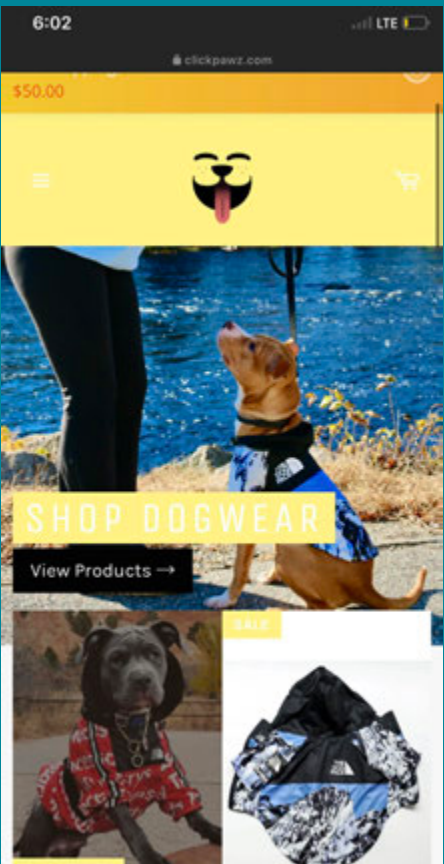
"We saw right away in the first year that students relished the opportunity to share their ideas and see if the judges would bite," recalled Jurgens. After the first competition, Jurgens became the lead and hosted the event for two years during the pandemic, expanding it to also include a livestream.



SHARK TANK ENTRY
LeonardMedia
Eli Leonard



SHARK TANK ENTRY
Click Pawz
David Novotny



The first two NEC Shark Tank competitions were open to undergraduate on-campus students. For spring 2022, the event's leadership team staged two competitions—one for on-campus undergraduate students and one for online undergraduate and graduate students—that will be the format going forward.

Students of any major, not just business programs, are invited to participate. Jurgens commented that they have seen “some awesome ideas from NEC’s Institute of Art and Design students.” Interested students start by completing a brief online survey before interviewing with the application committee, submitting more-detailed idea information, and meeting with their mentors. In the end, ideally six finalists (in its first year, the online demographic produced three finalists) are chosen from each demographic to present their ideas to the panel of judges.

After moving through this process over the course of a month, students stand to gain more than bragging rights for a winning idea.

First, judges select first- and second-place winners, who receive \$500 and \$250, respectively. “It means something to students that NEC and the Management Division offer seed money for the top two ideas,” Coats stated. “It says, ‘We believe in you and your idea.’” Additionally, the audience chooses their favorite idea, and that student receives \$100.

Second, all the students who participate have fun. Hartung and Jurgens are committed to creating “learning outcomes that are wrapped up in fun and excitement and, ultimately, empowerment,” Coats said.

Third, mentoring, mentoring, mentoring. For Jurgens, this element

of NEC Shark Tank offers the highest value for students. “There’s a real opportunity to mentor students on how to talk about their ideas for three to five minutes and sell someone else on those ideas. We all know that to be successful in business, whether you’re an accountant or a marketing professional or an entrepreneur, you need to be able to sell your ideas.” Students gain confidence and enthusiasm for the pitch, even if they do not go on to start a business.

The mentoring component, which grows more robust each year, includes connecting students with alumni and members of the business community beyond NEC. These experienced professionals teach students to be mentees and to work collaboratively.

Leading up to NEC Shark Tank 2023, Jurgens added, she and her team will emphasize mentoring even more. Event promotion began this fall, well before the spring event; the application process will start sooner; and students will receive more support along the way. Ideally, more alumni will volunteer to help guide NEC’s young entrepreneurs.

Jurgens remarked that successful entrepreneurs rarely get it right on their first tries; the process takes practice. Students who participate in NEC Shark Tank learn how the process works, from vetting their ideas to doing market research. And if a first idea fails to take off, students will be that much more ready for the next big idea.

If you are an alumni or business professional who would like to get involved with NEC’s Shark Tank competition, please contact Lindsay Coats, Director of Career and Life Planning, at lcoats@nec.edu.



HALIMA AUDU | MS IN CYBERSECURITY ’23
NEC SHARK TANK 2022 CONTESTANT AND WINNER OF ONLINE DEMOGRAPHIC
IDEA: HAIR PASS

The idea I pitched was to create an app that connects individuals with hair stylists when in a new city. It would be subscription based so clients would not need to worry about price differences in different locations.

My experience with NEC Shark Tank was exceptional. My mentor was very helpful in guiding me and supporting me to present my idea. I liked that the process and deliverables were clear because this allowed me to remain focused. I learned how to be concise and focus on solving a problem with my idea. I think every student would gain immensely just by participating. I am happy I won and look forward to seeing my idea become reality.

NYAH PIPER | BIOLOGY ’22
NEC SHARK TANK 2022 CONTESTANT AND AUDIENCE CHOICE WINNER
IDEA: STUDENT FARMERS MARKET

I earned my BS in Biology this past spring and am working towards my MS in Data Science and Analytics ’23. I really enjoyed participating in NEC’s Shark Tank event, and my favorite part was getting to see the other contestants’ ideas, as well as getting feedback about the farmers market that I spoke of. I learned that sometimes ideas don’t have to be original to win and that you always need a hook to bait the crowd. I encourage everyone who has an idea to compete in NEC Shark Tank. It’s a great feeling to build a business plan and to share it with others!

NATE SHAW | SHARK TANK JUDGE
BUSINESS ADMINISTRATION ’00
MBA IN STRATEGIC LEADERSHIP ’15

“Seeing the imagination and ingenuity of the students was fantastic. It takes out-of-the-box thinkers to create innovative businesses that continue to make our economy the best in the world. Watching the younger generation present in front of their peers and community will make them stronger and more confident to take on business and real-world challenges.”

Images from top:

- Halima Audu, winner of NEC Shark Tank 2022 online demographic
- Program Director Tatiana Lassonde (yellow shark) and Michele Jurgens (blue shark) present the Audience Choice Award to competitor Nyah Piper for her Student Farmer’s Market business idea during NEC Shark Tank 2022.
- Gio Fassina (pink shark) and a friend promote NEC Shark Tank 2022 at NEC Takes Over the Peak at Pats Peak. Fassina and another student won the Audience Choice Award in 2019.



Students from India arrive on campus for the residency portion of their program

REACHING OUT >>>

During her tenure as president, Dr. Michele Perkins (now Chancellor) maintained a clear vision to expand New England College's reach and recognition beyond New England. She sought innovative ways to grow NEC's enrollment and reputation, both domestically and internationally, providing strength and stability for the College.

EXPANDING ENROLLMENT FOR ON-CAMPUS PROGRAMS

In 2018, NEC began actively marketing the College to high school juniors and seniors in Florida, Texas, and California for the fall 2019 semester. Messaging to these prospective students includes touting the diversity of NEC’s student body, a feature that is quite appealing to students in these markets, Perkins commented, because they want to join a college community that looks like them.

“The number of students coming to NEC from these states is small, but when you add them up, you see that the numbers are growing each year,” she stated.

| | Fall 2019 | Fall 2022 |
|------------|-----------|-----------|
| Florida | 306 | 463 |
| Texas | 301 | 920 |
| California | 341 | 353 |

These numbers reflect the combined total of applications and deposits.

Perkins went on to say that geographic diversification provides value beyond student body diversity. Across New England, the number of people who choose to attend college continues to be in significant decline, she points out. “It’s important to develop interest outside of New England in order to maintain and grow our traditional programs. It’s prudent to make sure you don’t put all your eggs in one basket.”

In addition to promoting NEC among prospective students in Florida, Texas, and California, NEC delivers two degree programs at Dallas College, a BS in Cybersecurity and a BS in Forensic Accounting. This partnership began in 2019 and further spreads the NEC name in the Texas market.

After four years of consistent effort, NEC has begun to garner name recognition in these states that boast large numbers of prospective students.

ESTABLISHING PROGRAMS IN SOUTH AMERICA

NEC’s Strategic Plan 2020–2025 includes the introduction of degree programs delivered in Spanish to students within the United States. However, last spring NEC’s leadership learned of an opportunity to deliver some of its established online programs in Spanish to students in South America, and they quickly decided to pursue the opportunity.

“Although this opportunity delivers programs in South America, it still very much aligns with our goal to offer degree programs in Spanish,” Perkins explained. “And it allows NEC to engage with Spanish-speaking communities beyond the United States.”

After receiving approval from its accrediting agency, the New England Commission on Higher Education, NEC got to work preparing some of its most popular online programs for delivery in South America. This process included hiring a bilingual program director and bilingual faculty, translating course materials into Spanish, and marketing the degree programs to prospective students in Chile, Peru, Ecuador, Colombia, and Mexico.

South American students enroll in NEC’s School of Graduate and Professional Studies and can choose from these online programs: BA in Business Administration, BA in Business Administration—Computer Information Systems concentration, BS in Accounting, BS in Cybersecurity, MS in Cybersecurity, MS in Data Science and Analytics, MS in Accounting, MS in Higher Education Administration, and MED in Education, all of which launched this fall.

“We’re very excited about this opportunity,” stated Wayne Lesperance, Interim President. “Beyond fulfilling a strategic goal, our presence in South America represents an additional revenue stream, which is exactly what you want for an institution. In New England, there’s only one other institution offering programs in Spanish. If this opportunity goes the way we see it going, we will overtake their enrollment numbers.”



INROADS IN INDIA

NEC first launched English-language degree programs for international students over seven years ago. These programs focus on STEM and high job-growth fields, two career paths that are particularly appealing to students from India.

- MBA in Strategic Leadership
- MS in Applied Data Science and Analytics
- MS in Computer Information Systems
- MS in Health Informatics
- Executive MBA
- Executive MS in Information Technology (IT) and Cybersecurity
- Executive MS in Information Technology (IT) Project Management
- Executive MS in Data Science and Analytics

Today, these students comprise a large segment of NEC’s international student population. For the Fall 1 term, NEC enrolled approximately 1,500 international students, the majority of whom are from India.

Additionally, when these students come to NEC for on-campus programs or residencies for the executive programs, they contribute to the rich tapestry that is the NEC student body.



2022 ATHLETIC ROSTER INCLUDES STUDENTS FROM ACROSS THE WORLD

| STATES | | OTHER COUNTRIES |
|---------------|---------------------------|-----------------|
| Arizona | New Jersey | Australia |
| California | New York | Bulgaria |
| Colorado | North Carolina | Chile |
| Connecticut | Ohio | Colombia |
| Delaware | Oklahoma | Czech Republic |
| Florida | Oregon | France |
| Hawaii | Pennsylvania | Italy |
| Idaho | Rhode Island | Japan |
| Illinois | South Dakota | Mexico |
| Iowa | Tennessee | Russia |
| Kansas | Texas | Slovakia |
| Kentucky | Utah | Spain |
| Louisiana | Vermont | Sweden |
| Maine | Virginia | Switzerland |
| Maryland | Washington | |
| Massachusetts | Washington, D.C. | |
| Michigan | | |
| Minnesota | CANADIAN PROVINCES | |
| Missouri | British Columbia | |
| Nevada | Ontario | |
| New Hampshire | Quebec | |

ENTICING ATHLETES FROM AROUND THE COUNTRY AND BEYOND

If you ask Dave DeCew, Director of Athletics, how NEC goes about recruiting student-athletes, he will tell you that “relationship” is the name of the game—relationships with prospective students and their families, schools, and even friends already at NEC.

“Our coaches spend a huge amount of time recruiting—traveling; meeting with coaches, prospects and their families, and guidance counselors; attending tournaments,” DeCew explained. “Recruitment is the lifeblood of our athletic programs.”

Coaches recruit athletes from all over the country, and interestingly, discover athletes in certain pockets of the country. Softball tends to see a lot of student-athletes come from the West Coast. Men’s and Women’s Basketball, Florida. Women’s Volleyball, Hawaii. In fact, nine of its 17 team members hail from Hawaii. DeCew mentioned that these players did not come to NEC from the same high school, but they all played travel ball in Hawaii.

“What works quite well for us in our recruiting is our student-athletes,” DeCew added.

“They are often the Athletics Department’s best advocates. When they have a nice experience at NEC, they tell their friends and fellow athletes at home.”

The same goes for international student-athletes, as many choose NEC because they have a friend at NEC. The Men’s Hockey roster represents seven countries outside the United States: Australia, Canada, Czech Republic, Japan, Slovakia, Sweden, and Switzerland.

Although NEC has entered a new era of leadership, Interim President Lesperance and the Board of Trustees share Dr. Perkins’ vision to expand NEC’s reach. Together, they will work to maintain the growth realized over the last 15 years and continue to seek out innovative ways to keep NEC’s enrollment and future strong.

JAYCIE KODAMA

HEALTH SCIENCE ’22 VOLLEYBALL HOME STATE: HAWAII

I learned about NEC when Tihani Ehia, another Hawaiian volleyball player who was already attending NEC, reached out to me. When she came home to Hawaii, we talked about NEC a lot, and I made my college choice based on what she shared with me.

The University of Oregon was my other choice, but I liked that NEC gave me the opportunity to continue playing volleyball and to get to know my professors with its low student-to-faculty-ratio.

Students at NEC come from everywhere. I love getting to know other cultures and seeing different perspectives through other students here. I love the diversity of NEC.

After I came to NEC, I helped recruit Tatiana Sampson to our volleyball team. Coach [Kirsten Morrison] did not have any film of Tatiana playing, so she recruited Tatiana based on my recommendation. Tatiana is powerful in everything she does on and off the court, so I knew Coach would not regret it. It’s nice to have another player from home here, and it meant a lot to me that Coach trusted my recommendation.

WISKEN FLAVIL

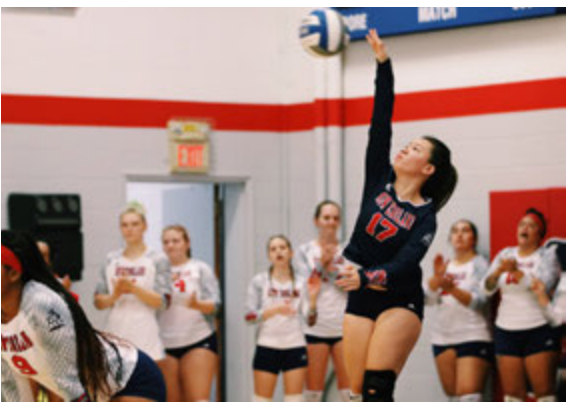
KINESIOLOGY ’23 SOCCER HOME COUNTRY: HAITI

My family moved from Haiti to Boston in 2016, and to be honest, I didn’t even know NEC existed. I played soccer in Manchester once, but I did not explore New Hampshire beyond that. I learned about NEC when I started applying to colleges.

My first major was political science. I changed my major to kinesiology because I want a career related to sports, although I don’t know yet what that career is.

The cold of New England is not my favorite, but moving here and attending NEC has been a great opportunity for me. I find that it is easy to learn and access resources at NEC and that instructors truly support students here. Plus, NEC offers a safe environment and the people around campus and in Henniker are really nice.

I have recruited one friend to play soccer at NEC. Attending college in the United States is expensive, so I have only invited one friend because I knew he wanted to get an education as well as play soccer.





A NEW VISION FOR THE SCIENCE BUILDING

Built in 1971, the Science Building on New England College's Henniker campus served as the anchor for the south end of that campus for decades. When constructed, the building was considered state-of-the-art and reflected design trends of that period. NEC now looks to renovate and breathe fresh life into this much-used space.

“With the advent of NEC’s new Bachelor of Science in Nursing program and NEC’s desire to expand our STEM curriculum, particularly in clinical healthcare,” stated Bill Deptula, Vice President of Advancement, “we acknowledge that our current facilities do not match our aspirations.”

“With the advent of NEC’s new Bachelor of Science in Nursing program and NEC’s desire to expand our STEM curriculum, particularly in clinical healthcare,” stated Bill Deptula, Vice President of Advancement, “we acknowledge that our current facilities do not match our aspirations.”

NEC envisions upgraded and modernized laboratories, new nursing laboratories, enhanced natural lighting, expanded spaces for student-faculty interaction, and an improved front lobby.

The Science Building originally included a large lecture hall that was eventually converted into a performance space for NEC’s Theatre program. With the construction of the Rosamond Page Putnam Center for the Performing Arts, NEC can now reimagine that space, perhaps

as a lecture hall again or additional laboratory space.

NEC places a higher priority on renovations to the inside of the building but continues to be intentional about the beauty of its Henniker campus. Plans for the Science Building will include a new façade that will blend with the aesthetics of the neighboring Lyons Building and Putnam Center that were built in recent years.

To fund these renovations, “NEC is pursuing multiple avenues of financial support, including private corporations, foundations, individual giving, and federal grants,” explained Deptula.

Most notably, NEC has applied for federal earmarked funds through two of New Hampshire’s Congresswomen:

\$2 million from Representative Ann Kuster and \$3.8 million from Senator Jeanne Shaheen. Both Kuster and Shaheen have included these funds in their directed spending, which needs to go through the legislative process of budget approval. Assuming the federal budget passes, NEC hopes to receive these funds in early 2023.

NEC’s existing science programs continue to see success with student research, federal grant support for our Summer Undergraduate Research Program, and two faculty members who have received federal research grants. As NEC moves further into STEM academic programming, a well-equipped Science Building will help take student and faculty success to the next level.

CAREERS BY DESIGN

If you talk to Darryl Furtkamp, Associate Dean for the Division of Art and Design, about the nature of art and design students, he will tell you that there is a saying that the artist is a “brilliant misunderstood.” A painter’s clothes may be spattered with paint. An illustrator’s hands may be tinged with ink. They may look the part of bedraggled artists and designers, he says, but they employ far more discipline than meets the eye—particularly when it comes to forging careers in the creative space.

NEC’s art and design students are creating their artistic careers in a variety of ways: working independently or for large firms, teaching, going on to graduate school, working in museums or galleries.

“People tend to think that folks with art degrees are not finding employment in the field, and that is not the case,” Furtkamp adds. “It takes a strong work ethic, but our students and graduates who leave NEC with that understanding and the passion to make it? I know very few starving artists out there.”

IZZY USLE | BFA IN ILLUSTRATION WITH COMIC ARTS MINOR '23

Still a student, Izzy has gotten a head start on her career by doing art on a volunteer basis. In Community Studio—taught by Ryan O’Rourke, Associate Professor of Illustration—Izzy learned about The Superhero Project, an organization that creates superhero alter egos for children with serious illnesses, disabilities, and complex medical needs. O’Rourke,

who had previously worked with the organization, asked if student work would be accepted. Izzy was given the opportunity to create the superhero version of Jamie, a young boy with Down Syndrome.

“The Superhero Project sets a high standard for art, which really informed me of what future art directors I work with will be looking for. Of course, the best part is the gratification of getting to see my art spark joy in Jamie,” Izzy said. “I’m really lucky to have had this opportunity as a student, and it gives me a great experience to list on my résumé. I would recommend volunteer art projects to all art students; there are so many benefits.”

Learn more: superheroprojectkids.org

TIMOTHY RAND | BA IN ART WITH FINE ARTS CONCENTRATION '10

Tim has held various positions in the arts over the years, sometimes two at once, and currently works as a Studio Tech in the Printmaking department at Hamilton College in New York. This role allows him to also assist with gallery installations, and last year, he helped paint theatre sets, which was a new and exciting challenge. Additionally, he has maintained a painting studio/gallery in his home since 2011. The Utica Comets commissioned Tim to paint a portrait of Gil Seltzer, a well-known architect who designed the Utica Memorial Auditorium and inspired the design of Madison Square Garden. The painting hangs in the Adirondack Bank Center at Utica Memorial Auditorium.



Image credit: Izzy Usle



Photo credit: Tom Sblendorio



Photo Credit: Michelle McWade

“It’s difficult to make a living just selling paintings, so you have to get a little creative with using those skills to forge a career,” Tim stated. “I love being an artist. It’s not always easy, but you can find a way. Darryl [Furtkamp] always said that only one in 10 of us would still be painting in 10 years, and I wanted to be that one.”

See Tim’s work: trandart.com

CHASES GARAGE

Ned Roche (BFA in Illustration ’10) and Cait Guinta (BFA in Illustration ’11) opened artist community Chases Garage in York, Maine, in 2013 after fellow alumni helped them build out the space. Housed in a former auto garage, this community offers classes and workshops, ceramics and printmaking studios, individual artist studios, a store, and gallery shows. The challenge of learning how to run a business has been overshadowed by the rewards of operating Chases Garage:

interacting with the community, meeting new artists, and giving artists a space to foster their creativity.

As co-owner and director, Ned is a part-time artist whose mediums include ceramics, printmaking, and mixed media. His full-time role is that of locksmith. His parents opened Roche Locksmith 40 years ago, and Ned has been involved in his family’s business his whole life.

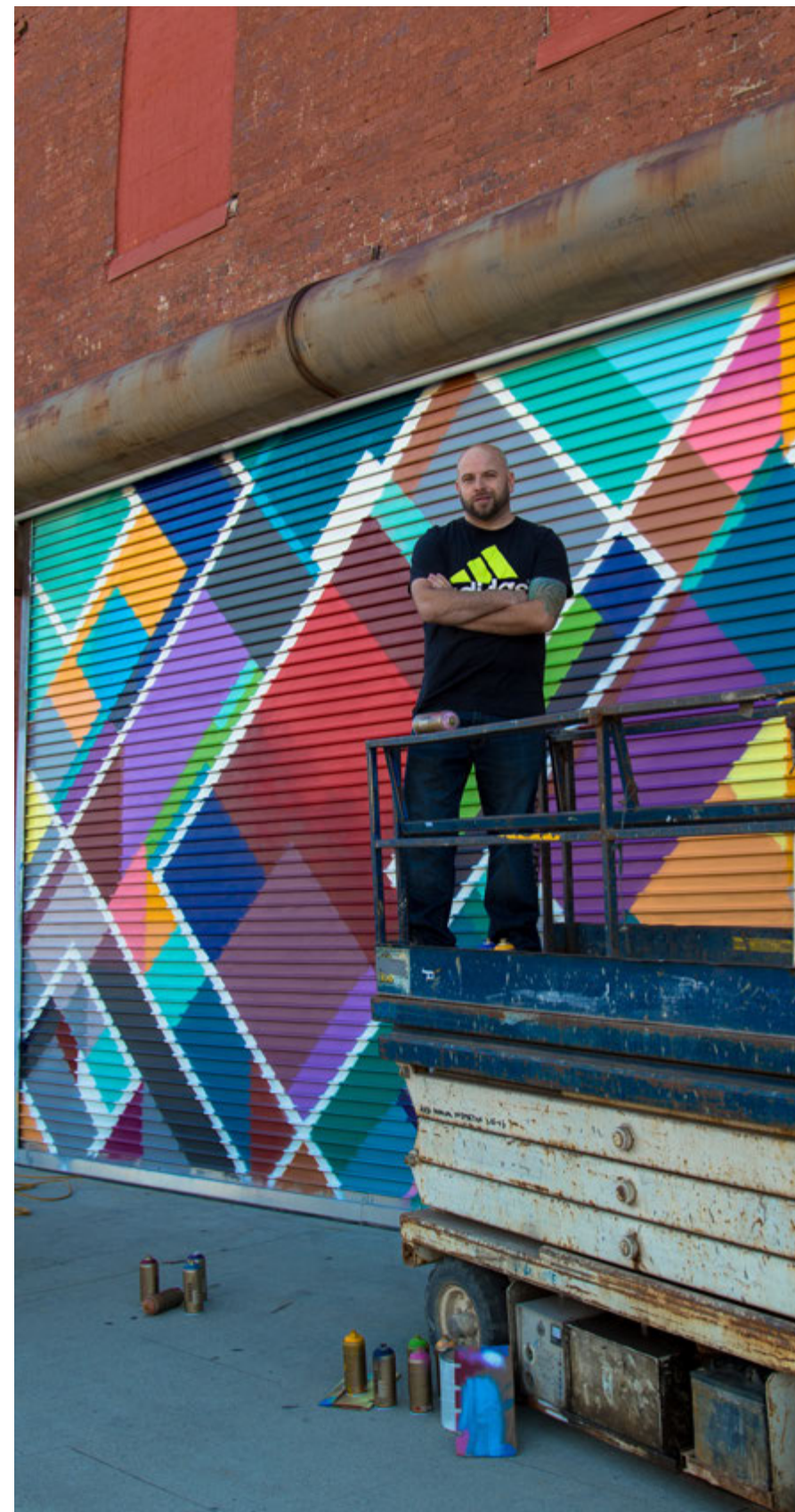
Learn more: chasesgarage.com

Some art and design students arrive at NEC knowing exactly what they want to do professionally, and others still need to figure that out. Furtkamp explained that all students in the Institute of Art and Design (IAD) at NEC take the same foundations program that includes both analog and digital techniques. “We encourage a cross-disciplinary approach because it’s hard for students to say that one artistic medium is what they want

to work in for the rest of their lives.” This approach gives students a broader base from which to launch their creative careers when they graduate.

Additionally, students gain exposure to successful artists and designers in two meaningful ways. One, all IAD faculty are practicing artists themselves. They lead students by example and through their connections in the field. Two, professional practice courses bring professionals and alumni working in artistic fields around the country to NEC to speak with students and help them understand the career possibilities ahead of them.

“Artistic careers often are not linear paths, like they probably are in other fields. That forces graduates to think entrepreneurially,” Furtkamp added. “But graduates who are disciplined, hardworking, and persistent about putting themselves out there generally find an avenue to support themselves and to advance.”



NEC’S OWN ARTREPRENEUR

They keep popping up here and there. In Arms Park in Manchester, at the Storrs Street stairwell in Concord. Murals of bold colors and sharp angles in public spaces. And they are the handiwork of James Chase, Associate Professor at the Institute of Art and Design at NEC.

His murals have been commissioned by the Greater Concord Chamber of Commerce and Manchester’s Committee on Lands and Buildings for the purposes of community art and civic pride.

Chase is also the founder of Arts Build Community (ABC), an organization that works with communities to create arts-based experiences led by artists, creators, and culture bearers. In August, ABC hosted a mural festival that created three murals around a parking garage in Manchester. The three visiting muralists each had three or four local artists apprenticing under them.

For his artistic efforts within the community, Chase received the Bayberry Financial Services Artrepreneur Award from the New Hampshire Business Committee for the Arts in May. Introduced in 2020, this annual award recognizes individual artists who collaborate with others or use technology to grow their creative practices and businesses.

CHANGEMAKERS

ALUMNI WHO RISE ABOVE AND REACH BEYOND

PUSHPAK REDDY MS IN COMPUTER INFORMATION SYSTEMS '17 FOUNDER OF HASHI SOLUTIONS IN HERNDON, VIRGINIA

I have always enjoyed getting things done and have come to realize that's what entrepreneurship entails at its core.

Being born and raised in Hyderabad, an information technology hub in southern India, made it easy for me to pursue a career in technology. I earned my bachelor's degree in computer science from Jawaharlal Nehru Technological University, Hyderabad, and worked in SAP (systems, applications, and products) technology for three years.

But I wanted to attend graduate school in the United States. A friend introduced me to New England College, and I never looked back. When I first stepped foot on the

Henniker campus in 2016, I was not sure what I was going to do with my career. NEC sculpted me in such a way that it boosted enough confidence in me to achieve whatever I meant to do in life.

After graduating, I moved to Miami and worked as a Java developer for an insurance company. I simultaneously worked as a partner in an IT firm. After a few years of gaining experience and building my skills in those roles, I knew it was time to start my own business.

I launched Hashi Solutions because I saw gaps in business operations that prevent companies from achieving their goals. We work to maximize a business's potential, accelerate its performance, and reinforce its operations through comprehensive IT consulting services. You hear sayings like "the future of work is remote," but I have set out on a mission to deploy "the world's talent meets opportunity at the touch of a click."

Starting my own business was as exciting as it was scary, but you never know the real depth of water by

looking at it from the shore. You have to dive in. You have to know what you want and be willing to go after it. That is the root of entrepreneurship.

And that's exactly what I would say to young entrepreneurs looking to launch their own endeavors.

1. Decide what you want and follow it with devotion.
2. Set a clear goal to achieve it and draw a road map to get there.
3. If you're not moving forward, you're probably doing things in a wrong way. Regroup and start again.
4. If you fail, try an approach that is the opposite of the previous one.
5. Keep your passion alive.

Bringing people together to realize a shared vision and keeping that vision alive when the people around you tend to forget are hard things to do, but they are the most enjoyable experiences when your vision starts to take shape in the real world

ERIC MORGAN BA IN BUSINESS ADMINISTRATION '83

Most people can point to a time when their lives took a turn, placing them on the path they were meant to be on. That time for me was my time at NEC. It was my opportunity to pivot, to get focused on life and what I was going to do.

After college, I somehow found myself in the computer industry, which was serendipitous and somewhat ironic because the worst grade I received at NEC was in a computer programming course. But I found myself in the right place at the right time. Personal computers were coming out in the early '80s, and technology was taking off.

I came into technology through the B2B software sales side. I discovered that I enjoyed sales and was pretty good at it. Over my career, I moved from sales into management and then into running software companies. This background allows me to share

a lot of expertise when I talk to young entrepreneurs, founders, or CEOs and hopefully help them find their own pivot points. So often with young entrepreneurs, the early stage of their work is, naturally, all about the passion for the idea they're trying to launch. As they become successful, they realize they have a business to run, employees to manage, and investors to please. What got them here won't get them there. Having been through that myself, I can help them pivot to the next stage of growing their businesses. A lot of that growth comes from helping them see where their strengths lie and, perhaps more importantly, where they don't. I often walk them through the emotional journey of building on their strengths and hiring to their weakness so they can continue to be successful.

To be honest, I am not an entrepreneur myself. I have found that my strength is in growing companies, not starting them. I come in after the entrepreneurs have taken the big risk of launching a company and work closely with them to scale the business. With that said, one

important factor in my career was that I was willing to take on roles that were riskier than what other people were willing to take on. I learned along the way that if you really want to move up and be successful, you have to take a chance with a different path at some point, even if it is within your own company. It doesn't always work out, but that is where resilience comes into play. While "failure may not be an option" it is always a possibility.

Resilience has been a key trait across my career. Challenges come up, whether they are within our control or not, but I believe in stepping back and not allowing the setbacks to cause us to lose confidence or momentum. The next opportunity is always around the corner.

NEC WELCOMES NEW TRUSTEES

LORI SHERER, BA '83

Lori's career spans 30 years as an innovator and business-builder in digital and advanced analytics with leading management consulting firms, corporations, and educational institutions as an advisor, practitioner, investor, and entrepreneur. The past decade has been spent co-founding and building global advanced analytics practices and products to support clients in the healthcare, financial services, and tech sectors with defining and implementing their "future back" strategies. Lori is a Partner with Bain & Company in San Francisco, following stints with McKinsey & Company, Risk Management Solutions, and Fair Isaac Corporation. Her early career was spent with consulting firms Mitchell Madison Group and Oliver Wyman. Lori serves on the Boards of Advisors of Stanford's Institute for Computational Mathematics and Engineering (ICME) and Women in Data Science (WiDS). She earned her bachelor's degree in psychology and public administration from New England College and an MBA from the Olin School of Business at Babson College.

ERIC MORGAN, BA '83

Eric is an experienced chief executive who has led and built software and software-as-a-service (SaaS) businesses ranging from \$5 million to \$150 million. Several of these companies were acquired by public companies. He brings a unique perspective to entrepreneurs/founders, investors, and other business leaders: One size does not fit all, and each company must adopt an approach that is best for their desired outcomes and stage. His areas of expertise include software, cloud computing, venture/private equity, fundraising, building growth strategies, mergers and acquisitions, all aspects of software go-to-market, and organizational development including virtual organizational management. Eric is an investor and board member of several start-up SaaS companies. Eric earned his BA in Business Administration from New England College.



ROLE OF NEW ENGLAND COLLEGE'S BOARD OF TRUSTEES

NEC's Board of Trustees serves as the governing body of the College. Its primary function is to direct and control NEC's executive and management operations by devising and implementing the appropriate general, educational, and financial policies that enable NEC to fulfill its mission and uphold its academic principles.

This includes, among other things:

- Determining degree programs offered
- Determining NEC's organizational structure in terms of academic divisions, schools, and offices
- Establishing tuition and fee policies
- Approving all earned and honorary degrees granted
- Approving and overseeing NEC's operations budget and investments
- Evaluating the performance of NEC's Trustees and senior leadership
- Establishing and overseeing plans for the development and maintenance of NEC's campuses

The Board of Trustees works closely with NEC's president and meets at least three times a year in Henniker.

FALL FESTIVAL 2022

NEC alumni, friends, family, and members of the community gathered once more this fall for food, games, and fun.



Images from top left:

- Second Annual Lou Pakula '85 Alumni Lacrosse Game
- Alumni Awards Celebration (Lex Scourby '75, NEC Board Chair; Garth Gittens '84, recipient of the Clement Alumni Volunteer Award; Chancellor Dr. Michele Perkins, William Troy Award honoree; Jae Ham Whitelaw '75, recipient of Reed Alumni Achievement Award; Cynthia Burns Martin, Honorary Alumni honoree; Interim President Wayne Lesperance, Jr.; Alumni Association President, Louis Pakula '85)
- The winning foursome! 34th Annual NEC Alumni Golf Classic
- Saycean Alumni Reception at the former home of Dr. Manfred (Bunny) and Anne Sayce
- Engineering Alumni Reception
- NEC Women's Lacrosse Alumni Game
- Engineering Alumni Reception
- NEC Women's Soccer Alumni Game
- Danica Glass '26 and her family enjoying the BBQ and Lawn Party!

IN MEMORIAM

1940s

Walter Cemel, Jr. '49

1950s

Robert J. Lannon '52
B. David Patenaude '59

1960s

Robert M. Menter '69

1970s

Daniel Makely, Jr. '71, GP'21
William M. Whittemore '73, P'03
Patrick A. Troy '75

Susan H. Baird '77
Walter J. Crossley, Jr. '77
W. Michael McNally '77

1980s

Paul A. Messuri '89

1990s

Carl B. Lusins '92
Deborah A. Hopper '93

2000s

Catherine Treece Metzger '08

2010s

Robert G. Lambert '18

Faculty

Elizabeth Cameron
*Part-Time Lecturer in Printmaking for
Community Education, Institute of Art
and Design at NEC*

David Ebert
Former Dean of Students

W. Clapham "Cope" Murray

April 18, 1931–May 1, 2022
Professor of Theatre, 1962–1990

There was no theatre department at NEC when W. Clapham Murray, known as Cope, arrived in 1962, and the plays produced, mostly Gilbert and Sullivan, were performed in the Henniker High School gym. The College was just 16 years old.

In 1964, NEC built Bridges Gymnasium with a small auditorium in the basement. Less than ideal, rehearsals competed with the thumping sound of basketballs overhead.

When NEC established the Arundel campus in England, Cope was tapped to start a theatre department. He proposed "The Tour," a company of students who spent January mounting productions with which they then toured the British Isles.

Returning to Henniker in 1977, Cope embarked on some of his most innovative productions. A Haight-Ashbury-inspired *As You Like It*, with a strobe-lit rock-inflected finish. For Bertolt Brecht's satirical allegory *The Resistible Rise of Arturo Ui*, Cope employed multiple TV screens with authentic Nazi footage to reveal the parallels between Hitler and Ui, long before multimedia projections became common. In one powerful evening of theatre, Cope juxtaposed the classical text of *Antigone* with *The Island*, Athol Fugard's apartheid-era play about civil disobedience.

For 50 years, Cope also performed with The Barnstormers in Tamworth, New Hampshire, in addition to directing and later serving as Artistic Director. In the 1980s, Cope commenced to add film and TV credits to his résumé, most notably in *In*

the Bedroom, where he played a poker buddy reciting a stanza of Longfellow's poem "My Lost Youth."

As a working actor, his advice to students was especially resonant: "Always go into an audition with the attitude of 'I'd like to have it. I'll do my best if I get it, but if I don't get it, life goes on.'"

He took his own advice, once joking that he'd been cast because of his hat. Only once did he express disappointment when he, a baseball fan from childhood, was passed over for a Nissen ad with Ted -Williams.

In retirement, Cope embarked on a third career as a novelist, self-publishing three novels that are available on Amazon.

Cope seldom posted on Facebook, but in 2021, he wrote: "My timeline is short, so I would like to take this opportunity to thank my former students at New England College, 1962–1990, for inspiring me and making my tenure fruitful and gratifying. For me, those were wonderful years. You are in my heart, and I think of you often. Thank you. Cope."

Students and friends honored Cope by naming a dressing room in the Putnam Center after him.

Thank you to June Pusbach O'Neill, Theatre and Journalism '80, for sharing this tribute.



CORRECTION

This Class Note was mistakenly omitted from the Spring 2022 issue of New England College Magazine.

Diana (Lynas) Myers '12 and Matthew Myers '13 were married in May 2021 at The Aquidneck Club in Portsmouth, RI. Many NEC friends attended the wedding. From left: Ryan von Uffel '11; Emily Kuchta '11; Jim Lynas '84; Matthew Myers '12; Diana Lynas '11; Nicole Valday '15; Chris Biskup '12; Micaela Hill '12; Brendan Johnson '14; Chris Wallace '12; Ryan Johnson '12; and Kate Luckett '84, Trustee.



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alumni.nec.edu/giving





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*Thank you, Dr. Perkins, for
15 years of service!*

NEC Commencement, May 14, 2022

From left: TJ Whitelaw, BA '76, Vice Chairman of the Board of Trustees; New Hampshire Governor Chris Sununu; Lech Wałęsa, former president of Poland; Dr. Michele Perkins; Lex Scourby, BA '75, Chairman of the Board of Trustees