



Your continued support ensures we are well positioned to meet our strategic goals and keep the NYIT light burning brightly for generations to come.

Dear Friends,

Those of us who are proud to come to work each day at our increasingly great university have made it our mission to prepare NYIT and our students to meet the challenges of today and tomorrow. Through strategic evolution and with the help of superb faculty, staff, and friends, we are well on our way to achieving that goal as part of our 2030 strategic plan.

The value of higher education is a topic of lively debate. In Long Island especially, colleges are experiencing a slowdown in growth and struggling to meet changing expectations. NYIT is better prepared to address these challenges than most of our competitors across America. In fact, a leading study ranked NYIT among the top 10 percent of American universities based on return on investment. And we continue to evolve our value proposition by appointing expert faculty and staff, ensuring our facilities are state-ofthe-art, and developing programs that prepare students for careers in emerging fields.

With new enrollment strategies in place, we are seeing an increase in applications and higher-quality candidates. The university's focus on STEM fields and medical professions anticipated *U.S. News & World Report*'s latest rankings of attractive professions. The report named software developer as the No. 1 job and noted jobs in health care and business are expected to increase.

With our promise to produce career-ready professionals a reality, NYIT is providing more opportunities for students to enter highdemand fields. The NYIT Board of Trustees unanimously approved a resolution to open a second location of the College of Osteopathic Medicine at Arkansas State University. The initiative will help address a shortage of health care professionals in one of the most underserved regions in the United States.



Other new programs include an M.S. in health and wellness in New York and a master's degree in information, network, and computer science at NYIT-Vancouver. We hope to offer that program along with a master's degree in instructional technology at NYIT-Abu Dhabi soon. All of our new programs are, of course, offered first in New York.

We continue to ensure students and faculty engage in meaningful scholarship that contributes to the betterment of the world. This year, we hosted cybersecurity conferences in New York and Abu Dhabi and a conference on the water-energy nexus in Beijing. NYIT research activity and grant awards for faculty are also at their highest levels in our history.

All of these initiatives enhance our reputation and help us attract students, faculty, and partners eager to be part of our community. Your continued support ensures we are well positioned to meet our strategic goals and keep the NYIT light burning brightly for generations to come.

We are most grateful.

Sincerely, Edward Guiliano, Ph.D. President

Dear Friends,

Thank you!

As a result of your generosity, we have seen a substantial increase in giving and have provided students with an unprecedented amount of financial assistance. Your support is making a difference, and you should be extremely proud of that accomplishment. I thank our many benefactors who have graciously given their time, energy, and financial support. I appreciate your generous contributions, which have helped so many students and made a significant difference in their lives.

Nothing gives me more pleasure than to see our students graduate and go on to successful, rewarding careers. Over the past few years, we have made a concerted effort to establish new scholarships and have increased philanthropic support to benefit high-performing students. A few of these are highlighted in the stories that follow, and I hope you will be as inspired as I am by the students and donors who have made these scholarships possible.

The gift of giving is a remarkable achievement.77



Your support also ensures that NYIT will continue to provide the best possible education to our students. You are not only investing in the future of NYIT, you are investing in our leaders of tomorrow.

I know many of you receiving this report are alumni. You are part of a powerful network of more than 90,000 graduates who live and work around the world. No matter how you choose to give back to your alma mater, your efforts will strengthen the alumni community and inspire others to follow.

As an alumna, parent of an M.B.A. alumna, and chairperson of the NYIT Board of Trustees, I have found that the gift of giving is a remarkable achievement no matter how big or small. I ask that you include NYIT in your gift giving for 2014 and beyond. In a time when traditional universities are struggling, NYIT remains ready to address the challenges presented by our evolving world. Your continued support makes our success possible.

Thank you! Thank you! Thank you!

Sincerely, Linda Davila (B.S. '78) Chairperson, NYIT Board of Trustees Nothing gives me more pleasure than to see our students graduate and go on to successful, rewarding careers. Meet some of NYIT's talented scholarship recipients and the trustees and donors who are helping them pursue their dreams.

Giving Back Yields Meaningful Returns



Through scholarships, **Trustee Peter Ferentinos** is helping current students finish their studies so they can kick off their careers.



Emma Woliver was facing a worst case scenario: Changes to her financial situation meant she might

not be able to continue her studies in NYIT's dual B.F.A./M.A. program in communication arts. She looked into her options and found the scholarship established by Peter Ferentinos.

"I talked to a lot of people at school to see if I could get the scholarship because I really needed it," Woliver says. Thanks to her excellent academic record, she was awarded the scholarship and is looking forward to finishing her studies. As for the future? "I want to do something in a creative field," she says. "There are a lot of people here studying art, people who want to make video games. I'm surrounded by it all the time."

Peter Ferentinos, chief operating officer of Qualco Inc., is NYIT's

longest-serving board member. As the university has evolved and expanded, he's remained one of its greatest advocates and has consistently set the bar for others through his leadership and support of NYIT and its students.

Keeping good students in college is one of Ferentinos' great passions, so he focused on retention when he established two of NYIT's most significant scholarships: the Dr. and Mrs. Peter Ferentinos and Family **Endowed Presidential Scholarships** and the Dr. and Mrs. Ferentinos and Family Annual Scholarship. "Commitment is the key to success, and these students have already made a commitment to their education," Ferentinos says. "NYIT is a magnificent school, so the best thing I can do is help them continue their studies."

When the political situation in his home country of Venezuela escalated earlier this year, business student Jose Malave's academic future was uncertain. "We have a fixed exchange rate policy," he explains, "so the only way to get U.S. dollars is to buy them from the government—and there is always more demand than supply."

He thought about taking out loans to finish his degree, but the exchange rate issues would make it nearly impossible to pay them back. As a Ferentinos scholarship recipient, Malave was able to stay at NYIT and is one step closer to pursuing a career in international business.

Both Woliver and Malave have dreams of succeeding in highly competitive industries. While the scholarships will help them finish their studies so they have a chance, Ferentinos knows well the tough decisions they'll have to make once they start their careers. "Experience failure and learn from it," he advises. "Go beyond what you think you may be capable of. Be confident in your ability to succeed, and you'll ultimately succeed."

(below) Kevin D. Silva (pictured left), chair of the NYIT Board of Trustees Development Committee, has lunch with two of his scholarship recipients, including Jesus Moo (pictured center).

(facing page) Recipients of The Rupa B. Bhatt Science Scholarship for Women of Indian Origin meet with Rupa Bhatt and Bharat B. Bhatt, vice chairperson of the NYIT Board of Trustees. Pictured from left to right: Jaspreet Dhillon, Rupa Bhatt, Shivani Patel, Bharat B. Bhatt, Meeta Aggarwal, and Vidhi Sanghvi.



NYIT's diverse student population is part of what makes the university an exceptional place to study. New scholarships endowed by **Rupa Bhatt**, **Linda Davila (B.S. '78)**, and **Kevin Silva** are helping women and students of minority descent pursue careers in STEM fields.

Rupa Bhatt is not exactly a science person. "I was an art major," she says. But when she and her husband, NYIT Board of Trustees Vice Chairperson Bharat Bhatt, decided to endow a scholarship at NYIT, they knew where their focus would lie.

"Women tend to lean less toward hard sciences," she explains. "And sometimes they just don't have the same opportunities to go into those fields. So I wanted to encourage them."

At a recent event, the Bhatts had the opportunity to meet four of the recipients of the Rupa B. Bhatt Science Scholarship for Women of Indian Origin. Meeta Aggarwal (B.S. '13), an aspiring physician assistant and recent scholarship recipient, determined NYIT was the only place for her after thoroughly researching her options. "I'm very picky," Aggarwal admits. "I had to make sure a school offered everything I wanted. I had to be able to learn something." Aggarwal graduated with a B.S. in life sciences biology and is preparing to attend Philadelphia College of Osteopathic Medicine this June.

Another student, Shivani Patel, an aspiring cardiologist, enrolled in NYIT's rigorous B.S./D.O. of osteopathic physician program after her cousin praised the college's tight-knit community.

Scholarships Celebrate Diversity





Patel is finishing up her undergraduate studies and preparing to begin her medical school training. "A lot of graduates come back and tell us we're the best prepared for our residencies," says Patel. "Because they condense the program, the stress is built in from the beginning. It's crazy and you have no time to do anything." She continues, "I'm really looking forward to it."

Linda Davila (B.S. '78), first vice president at Merrill Lynch Global Wealth Management, also recently established a scholarship fund for young women to pursue degrees in the often male-dominated fields of business management and entrepreneurship.

"My NYIT education and commitment to hard work instilled in me by my family prepared me for the career I have today," she says. "It's quite rewarding to be able to offer other women all the opportunities that derive from studying diligently and with purpose, no matter what challenges may arise."

Davila demonstrated a strong commitment to the university as a student and received a record number of awards for her accomplishments. One of her extracurricular activities was serving as student liaison to the NYIT Board of Trustees; now she proudly serves as that board's chair. That level of dedication is what Davila hoped to inspire as a student when she coined the slogan "Get Involved," which is still in use today. Davila has always sought new ways to fulfill her original mission, whether as an NYIT student, alumna, parent, or trustee. She says, "There is an unwavering satisfaction you feel when you know that you have made a difference in someone's life and contributed to their success."

Fellow Trustee Kevin Silva understood the value of having a strong work ethic at a young age. Growing up in Hicksville, Long Island, he watched his father work hard to become a successful pharmaceutical salesman. "I grew up in a very modest household," Silva says. "But I was a beneficiary of a great education."

Now Silva, executive vice president and chief human resources officer at VOYA Financial[™] (formerly ING U.S.), continues to be guided by advice his father gave him. "There are many ways to define success," he says, "and one is the positive impact you have on the lives of others." He was drawn to NYIT because of its "unique global footprint and great appreciation for technology and diversity" and decided to create two scholarships for minority students: the Kevin D. Silva Endowed Presidential Scholarship Fund and the Kevin D. Silva Current Scholarship Fund.

At a lunch held this spring, Silva met two of his scholarship recipients. All three of them are of Mexican descent, and their shared heritage added to their connection, particularly when one of the students presented Silva with a book on great artists of Mexico.

For all the donors, scholarships are a way to celebrate and sustain NYIT's rich history of cross-cultural exchange. "The whole learning proposition is opening yourself up to experiences," Silva says. "One of the greatest skills one can learn is to appreciate diversity."

(below) From left to right: Katherine Trujillo, Elizabeth Weintraub, and Daniel Justus, recipients of the Mr. and Mrs. Peter J. Romano Endowed Presidential Scholarship.

(facing page) Trustee Peter J. Romano (B.Arch. '76) has lunch with his scholarship recipients.

Graduate Scholarships



NYIT architecture and business students are honing their skills with the help of scholarships endowed by **Peter Romano (B.Arch. '76)** and **Robert Evanson (M.B.A. '85)**.

Like many high school graduates thinking about college, Trustee Peter Romano (B.Arch. '76) wanted a career he was passionate about. He chose to study architecture at NYIT and worked his way through college as a carpenter and manager of a movie theater. After graduation, he took his first professional step as an architect, hopping a plane to Los Angeles to work for his uncle's design-build business. Being so far from home while also working for an industry he loved helped him see things more clearly. "The minute I moved, I wanted to be back in New York," he says.

For the past four decades, Romano has specialized in client and project management for large health care projects in the New York area, first at an architecture firm and later as president of his own consulting firm, Peter J. Romano & Company Inc.

Romano appreciates the quality of education he received at NYIT. "My education has allowed me to become successful in a very select area of the architectural profession," he says. "NYIT provided me with an understanding of how to approach problem solving, such as involving the best individuals in the process in order to secure the best possible results. Not knowing the answer was okay as long as you understood how to get there."

To give back, Peter joined the NYIT Board of Trustees in 2012. In 2013, he and his wife, Jane, endowed the Mr. and Mrs. Peter J. Romano



Endowed Presidential Scholarship, which benefits high-achieving architecture students in their final year.

One of those students is Elizabeth Weintraub (B.Arch. '14). Even as a child, Weintraub was looking for a career that satisfied both her creative and pragmatic sides. "I was always interested in performing and visual arts," she says. "But in high school I realized I was more into technical arts." After taking classes in graphic design, architecture, and computer drawing, she settled on architecture and ultimately found her way to NYIT's architecture program.

As a leader of NYIT's student architecture organization, Weintraub gets plenty of firsthand experience using the design-build method and working on projects that blend beauty and functionality.

"I see architecture as a sculpture you inhabit and interact with," Weintraub says. She and her classmates are currently redesigning a playground for autistic children at a school in Port Jefferson, N.Y. "I always approach projects trying to figure out how I can learn from them," she explains.

This sentiment resonates with Trustee Robert Evanson (M.B.A. '85). With an established career in publishing already underway, Evanson decided to enroll in graduate school at NYIT. "At the time, I was an executive at Harper & Row publishers, but I wanted to run a business, and not just work for one," Evanson says. "I thought broadening my education would help get me there."

It did. Evanson recently retired as president of McGraw-Hill. To help other graduate students achieve big goals in business, he established the Mr. Robert E. Evanson Family Endowed Presidential Scholarship, which supports NYIT's M.B.A. students.

"My experience at NYIT helped me develop a frame of reference independent of my immediate contacts and experience," Evanson says. He advises all students to keep an open mind—particularly those, like his scholarship recipients, who may already be on career tracks.

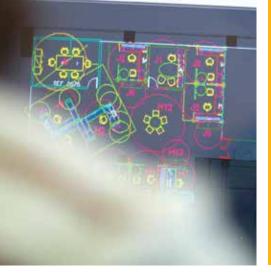
Back in the architecture studios, Weintraub is exhibiting the kind of big thinking Evanson is referring to. After meeting with Romano, she's also expanded her vision of what her future may hold.

"I always thought I'd be the person behind the desk, drawing," Weintraub says. "But [Romano's] a consultant working with many different professions at once. I didn't know that was an option until now." She knows one thing for sure: "I'd love to teach design classes at NYIT."

Rewarding High Achievement







NYIT donors, including **Michael Rikon** (**B.S. '66)** and **Trustee Michael Merlo**, usher in a wave of new scholarships that celebrate academic excellence.

"Don't become a lawyer." That's the guidance Kieran O'Sullivan received from his father, an attorney, who hoped his son would become an engineer. It was easy advice to follow, particularly since the younger O'Sullivan has loved building things his whole life. Now in the second semester of his freshman year at NYIT, O'Sullivan is a recipient of the Michael Rikon Family Scholarship.

O'Sullivan's anecdote about his father amused Michael Rikon (B.S. '66), who endowed the scholarship and just happens to be one of New York's most prominent condemnation lawyers. But while Rikon may have been the first NYIT graduate admitted to law school, he once considered a path similar to O'Sullivan's. "I started as an electrical engineer," he says, "but it was not a good fit for me, so I switched in my second semester to business administration."

Rikon graduated from Brooklyn Law and also received his LL.M. from NYU School of Law. He became assistant corporation counsel in the City of New York's condemnation division and is now a partner in the city's only firm dedicated solely to representing property owners in condemnation and eminent domain cases.

Despite his many professional accomplishments, Rikon is most proud of his ability to give back. "I look back on when I was a student, how tough it was," he says. "If I can make it easier for a student, that makes me and my family very happy."

Thanks to a pervading sense of community spirit and generosity. the university has received an unprecedented number of endowed scholarships within the last 18 months. Judith and Douglas Catalano, supporters of NYIT for more than a decade, recently created an endowed Presidential Scholarship Fund, which supports four exceptional students. Prominent law firm Fulbright & Jaworski has funded the Fulbright & Jaworski Annual Scholarships, which will benefit five promising students in its first year.

Many donors find interacting with the students humbling. "They make you feel like you're an underachiever," says Trustee Michael Merlo, executive vice president and chief credit officer at Signature Bank, who recently endowed the Mr. and Mrs. Michael J. Merlo Endowed Presidential Scholarship Fund.

After 14 years on NYIT's Board of Trustees, he's heard many student stories that he finds both relatable and inspirational. "Many of our



graduates are the first ones in their family to go to college," Merlo says. "They came here with nothing, are working multiple jobs, and will do anything to get an education. My father came here from another country by himself. He wasn't educated. My sisters and I have all done well because of the drive and commitment that my folks had. I see that in these students."

Merlo feels deep pride about the direction the university is headed. "We have beautiful campuses, a great reputation, and we're building on that," he says. "I want to see that the value of an NYIT diploma is greater in 10 years than it is today."

For his part, O'Sullivan hopes to make his father and the man who made his scholarship possible proud, even if he won't be following them into the courtroom. He's focused on his mechanical engineering classes and still figuring out that ultimate dream job. "I might like to build bridges," he says. "That would be really cool."





Thank you for investing in our future.

Donor dates are from 9/11/12 to 12/31/13.

Over the past 18 months, NYIT's development program has raised \$11.2 million. This unprecedented growth is thanks to the vision of NYIT President Edward Guiliano and our Board of Trustees, led by Chairperson Linda Davila (B.S. '78) and Development Committee Chair Kevin Silva. They have inspired a culture of giving that will sustain the university for years to come.

In today's difficult fundraising climate, NYIT has continued to engage donors through our loyal community and investment in providing global, career-driven education of the highest quality. Thank you to all the trustees, alumni, and friends whose support impacts the lives of our students and advances NYIT's mission of paving a brighter future for all.

John M. Elizandro

Vice President for Development

President's Forum Founding Members

NYIT's newly inaugurated President's Forum recognizes major donors over the last five years who have made significant, often multiyear commitments, to capital and endowment purposes, with emphasis on student scholarships, facility improvements, equipment acquisition, and program development.

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Rupa and Bharat B. Bhatt Foundation	The Rupa B. Bhatt Science Scholarship for Women of Indian Origin
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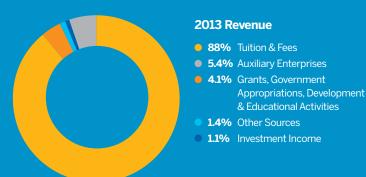
NYIT continues to address challenges facing many universities. Demographic changes, especially in the Northeast United States, and a generally slow economy are reducing our pool of potential new students. Meanwhile, increasing medical and other costs threaten to limit spending on activities central to NYIT's mission. We have faced these challenges by focusing on affordability and educating students for 21st-century jobs.

- NYIT continues to rely on tuition and fees (\$235.8 million in fiscal year 2013) for 88 percent of its revenues. However, while many private universities in metropolitan New York experienced significant drops in enrollment and enrollment dollars, our unique combination of programs in engineering, computer science, medicine, and the health professions, among others in demand today, make NYIT less vulnerable. For example, since the onset of the most recent recession in 2009, enrollment in NYIT's graduate programs in computer science and electrical and computer engineering have increased 84 percent.
- NYIT's total assets of \$129 million—the rough equivalent of "retained earnings" in the business world—have increased 50 percent since fiscal year 2009. Part of the reason for this was the introduction of a new post-retirement medical benefit plan for employees in fiscal year 2013 that supplements Medicare coverage in retirement; the cost savings makes more resources available for educating students for 21st-century jobs.
- In addition to preparing students for careers, providing qualified students access to education is part of NYIT's core mission. In light of financial challenges facing students and their families, NYIT's expenses did not increase between fiscal years 2012 and 2013. Over the same period, scholarships provided by NYIT increased 11.5 percent to just over \$40 million.

As it has for nearly 60 years, NYIT responds to a complex and technology-driven world by providing opportunities for our students: opportunities to learn from and work with talented faculty; opportunities to apply their new skills and technology to real-world problems; and opportunities to prepare for today's global economy by working with other students from different cultures and backgrounds. Our generous donors have demonstrated their support for making these opportunities available to our students, and we look forward to others joining this group of individuals so important to NYIT's success.

Leonard Aubrey, M.B.A.

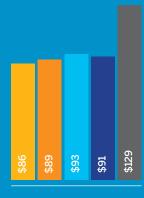
Vice President for Financial Affairs, CFO, and Treasurer





2013 Expenses

- **40%** Salaries
- 24% Contracts, Utilities, Other
- 15% Scholarships
- 13% Fringe Benefits
- 5% Depreciation
- 2% Global Partner Share
- 2% Debt Service Interest



Net Assets (in millions)

- 2008-2009
- 2009-2010
- 2010-2011
- 2011–2012
- 2012-2013



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