



# WELCOME TO THE WOODS

June 11-13, 2019  
DARTMOUTH COLLEGE, HANOVER, NH



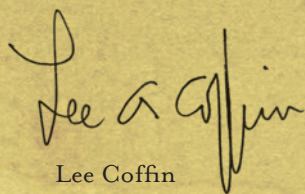
# DEAN'S WELCOME

The admission officers of Dartmouth are excited to welcome you to the North Woods of New Hampshire for Ivy+ 2019.

As you join us in Hanover in early June, it's easy to understand why "Big Green" is such a perfect description of your northernmost peer. Our campus of pines and maples—and the river valley and mountains that envelope it—are at their viridescent best as we assemble for our biennial gathering.

With the early summer woods as our backdrop, we have planned a conference as well as a retreat on our campus hugged by trees and sky. It is a lovely setting that invites reflection on our shared purpose as well as a moment to think and plan, laugh and play.

Ivy+, welcome to the woods! As Dartmouth celebrates its 250th anniversary, we are honored to host you.



Lee Coffin

Vice Provost and Dean of Admissions & Financial Aid



# CONFERENCE AT A GLANCE

## TUESDAY, JUNE 11

10:00 A.M. – 12:00 P.M.

### Deans Meeting & Pre-Conference

HANOVER INN & HALDEMAN

11:00 A.M. – 12:45 P.M.

### Check-In

HOPKINS CENTER

1:00 P.M. – 2:15 P.M.

### Welcome

BEMA

2:30 P.M. – 5:00 P.M.

### Exploration Time

VARIOUS

5:30 P.M. – 7:00 P.M.

### Happy Hour

HOPKINS CENTER

7:00 P.M. – 9:00 P.M.

### Dinner & Keynote

HANOVER INN

9:30 P.M. – 11:00 P.M.

### After-Dinner Social & Snacks

SKINNY PANCAKE

## WEDNESDAY, JUNE 12

7:00 A.M. – 8:15 A.M.

### Breakfast & Speaker

HANOVER INN

8:45 A.M. – 9:45 A.M.

### Breakout Session One

LIFE SCIENCES CENTER

9:55 A.M. – 11:15 A.M.

### Optional Case Study

LIFE SCIENCES CENTER

11:00 A.M. – 12:45 P.M.

### Optional Working Groups

'53 COMMONS

11:30 A.M. – 12:45 P.M.

### Lunch

'53 COMMONS

1:00 P.M. – 2:00 P.M.

### Breakout Session Two

ROCKEFELLER CTR & KEMENY HALL

2:15 P.M. – 5:30 P.M.

### Exploration Time

VARIOUS

6:30 P.M. – 11:00 P.M.

### Dinner & Dancing

DARTMOUTH SKIWAY

11:00 P.M. – 1:00 A.M.

### Late Night Social & Snacks

MARGARITAS AND RAMUNTO'S

## THURSDAY, JUNE 13

7:00 A.M. – 8:30 A.M.

### Breakfast & Deans Roundtable

HANOVER INN

8:45 A.M. – 10:00 A.M.

### Breakout Session Three

ROCKEFELLER CTR & KEMENY HALL

10:45 A.M. – 12:00 P.M.

### Deans Panel & Closing

HOPKINS CENTER

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## NEED ANYTHING?

Call (603) 667-1159 to connect with someone from the Ivy+ Team for anything from transportation to tick removal.

## INTERNET ACCESS

Attendees can connect to the eduroam Wi-Fi network using credentials from their home institutions. If you are unable to use eduroam, you may connect to Wi-Fi using the Dartmouth Public network.

## BETWEEN SESSIONS

The second floor of the admissions office building, McNutt Hall, will serve as our home base during Ivy+. Bags may be checked and stored here. The space may also be used as a place to check e-mail, to catch up with colleagues, or to enjoy coffee, tea, and donuts in between programming events. Check in with Dartmouth staff members here with any questions, lost and found items, or other inquiries.

## MCNUTT HALL WILL BE OPEN DURING THE FOLLOWING TIMES

Tuesday, June 11, 8:00 a.m.–7:30 p.m.  
Wednesday, June 12, 8:00 a.m.–6:30 p.m.  
Thursday, June 13, 8:00 a.m.–1:00 p.m.

## TRANSPORTATION

Complimentary bus service will be provided between the hotels and campus throughout the conference program. Please see the Bus Schedule on pages 6-7 for more detailed information.

Tuesday, June 11, 11:30 a.m.–11:55 p.m.  
Wednesday, June 12, 6:35 a.m.–12:05 a.m.  
Thursday, June 13, 6:35 a.m.–2:00 p.m.

# GENERAL INFORMATION

## HOTEL INFORMATION

### The Hanover Inn



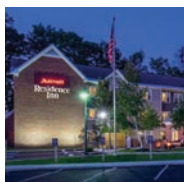
Deans & Directors  
2 East Wheelock Street  
Hanover, NH 03755  
603-643-4300

### Courtyard Hanover Lebanon



Brown, Columbia,  
Harvard, Princeton  
10 Morgan Drive  
Lebanon, NH 03766  
603-643-5600

### Residence Inn Hanover Lebanon



Cornell, MIT, Yale  
32 Centerra Parkway  
Lebanon, NH 03766  
603-643-4511

### Six South Street Hotel



Penn, Stanford  
6 E South Street,  
Hanover, NH 03755  
603.643.0600

## HEALTH AND WELLNESS

Hotels offer guests access to 24-hour fitness centers with cardio and weight machines. See Area Attractions on pages 22-23 for popular places to walk, run, bike, or hike.

A 24-hour CVS is located on 79 South Main Street in Hanover. An Urgent Care located at 410 Miracle Mile, Lebanon, NH is open from 8:00 a.m.–8:00 p.m. weekdays. Dartmouth Hitchcock Medical Center (DHMC) is located at 1 Medical Center Dr. in Lebanon, NH, across the road from two of the conference hotels.

## PARKING ON CAMPUS

We strongly recommend leaving your car at the hotel and taking the free shuttles to campus. If needed, however, parking on campus is available at Dewey Lot/G-Lot, located an approximate 15 minute walk to the center of campus. For your convenience, we have printed out parking passes for you to display on your dashboard during your visit. When checking in, please let a staff member know if you need a parking pass.

A map to Dewey Lot/G-Lot can be found at [dartgo.org/campusparking](http://dartgo.org/campusparking)

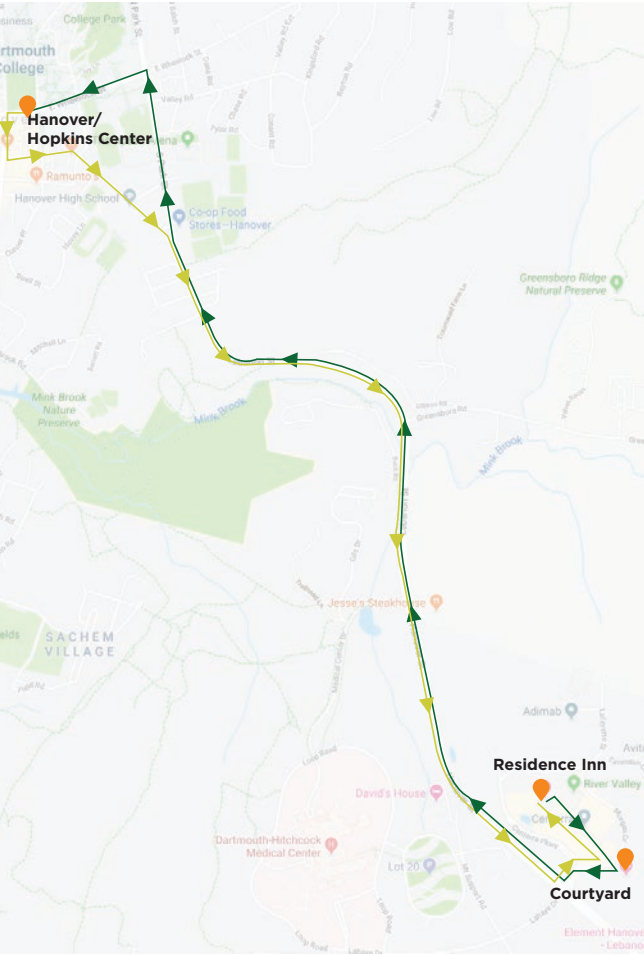
Metered parking is located around campus and a parking garage is located on Lebanon Street in Hanover. As metered parking is strictly enforced, please make sure to pay your meter.

## IN THE CASE OF AN EMERGENCY

In the case of a medical emergency, call 911. Campus Security can be reached at (603) 646-3333.



# BUS SCHEDULE



The bus will run on a loop from Hanover (the Hopkins Center), the Residence Inn, and the Courtyard. Guests staying at Six South Street can catch the bus at the Hopkins Center.

## TUESDAY, JUNE 11 MID-MORNING

Depart Residence	Depart Courtyard	Arrive Hanover
11:10 a	11:20 a	11:35 a
11:25 a	11:35 a	11:50 a
11:40 a	11:50 a	12:05 p
12:00 p	12:10 p	12:25 p
12:15 p	12:25 p	12:40 p
12:30 p	12:40 p	12:55 p

## TUESDAY, JUNE 11 EXCURSIONS

KING ARTHUR FLOUR			
Depart Hanover	Arrive King Arthur	Depart King Arthur	Arrive Hanover
2:25 p	2:40 p	4:55 p	5:15 p

GILE MOUNTAIN HIKE			
Depart Hanover	Arrive Hike	Depart Hike	Arrive Hanover
2:35 p	3:05 p	4:05 p	4:35 p

## TUESDAY, JUNE 11 AFTERNOON/EVENING

Depart Hanover	Residence Stop	Courtyard Stop	Arrive Hanover
2:40 p	2:55 p	3:05 p	3:25 p
3:10 p	3:25 p	3:35 p	3:55 p
3:45 p	4:00 p	4:10 p	4:30 p
4:15 p	4:30 p	4:40 p	5:00 p
4:45 p	5:00 p	5:10 p	5:30 p
5:10 p	5:25 p	5:35 p	5:55 p
5:20 p	5:35 p	5:45 p	6:05 p
5:45 p	6:00 p	6:10 p	6:30 p
6:05 p	6:20 p	6:30 p	6:50 p
6:15 p	6:30 p	6:40 p	7:00 p

9:10 p	9:25 p	9:35 p	9:55 p
9:30 p	9:45 p	9:55 p	10:15 p
9:45 p	10:00 p	10:10 p	10:30 p
11:05 p	11:20 p	11:30 p	no return
11:20 p	11:35 p	11:45 p	no return
11:30 p	11:45 p	11:55 p	no return

WEDNESDAY, JUNE 12  
MORNING

Depart      Arrive  
Residence   Hanover

6:35 a      6:50 a

7:15 a      7:30 a

Depart      Arrive  
Courtyard   Hanover

6:35 a      6:50 a

7:15 a      7:30 a

WEDNESDAY, JUNE 12  
EXCURSIONS

KING ARTHUR FLOUR

Depart	Arrive	Depart	Arrive
Hanover	King	King	Hanover
	Arthur	Arthur	
2:15 p	2:30 p	4:45 p	5:00 p

GILE MOUNTAIN HIKE

Depart	Arrive	Depart	Arrive
Hanover	Hike	Hike	Hanover
2:15 p	2:40 p	4:00 p	4:20 p

HARPOON BREWERY

Depart	Arrive	Depart	Arrive
Hanover	Harpoon	Harpoon	Hanover
2:15 p	2:45 p	4:15 p	4:45 p

WEDNESDAY, JUNE 12  
AFTERNOON

Depart	Residence	Courtyard	Arrive
Hanover	Stop	Stop	Hanover

2:35 p      2:50 p      3:00 p      3:20 p

3:25 p      3:40 p      3:55 p      4:15 p

4:25 p      4:40 p      4:50 p      no return

4:50 p      5:05 p      5:15 p      no return

WEDNESDAY, JUNE 12  
EVENING

Depart	Residence	Courtyard	Hanover	Arrive
Hanover	Stop	Stop	Stop	Skiway

no pickup      5:10 p      5:20 p      5:40 p      6:20 p

5:00 p      5:20 p      5:30 p      5:50 p      6:30 p

no pickup      5:25 p      5:35 p      5:55 p      6:35 p

6:05 p      no pickup      no pickup      no pickup      6:50 p

no pickup      6:05 p      6:20 p      no pickup      7:05 p

THURSDAY, JUNE 13  
MORNING

Depart      Arrive  
Residence   Hanover

6:35 a      6:50 a

7:15 a      7:30 a

Depart      Arrive  
Courtyard   Hanover

6:35 a      6:50 a

7:15 a      7:30 a

THURSDAY, JUNE 13  
MID-MORNING

Depart	Residence	Courtyard	Arrive
Hanover	Stop	Stop	Hanover

10:50 a      11:05 a      11:15 a      11:45 a

11:25 a      11:40 a      11:50 a      12:10 p

12:10 p      12:25 p      12:35 p      12:55 p

12:15 p      12:30 p      12:40 p      1:00 p

1:00 p      1:15 p      1:25 p      1:45 p

1:05 p      1:20 p      1:30 p      no return

1:50 p      2:05 p      2:15 p      no return

For attendees who wish to drive their own vehicles, parking is available at the Skiway. A 12-seater van will leave the Skiway at 9:30 p.m. for guests wanting to return earlier to their hotel. Buses will depart at 10:30 p.m., 10:45 p.m., and 10:55 p.m. to return to all hotels.

# SPEAKER BIOGRAPHIES

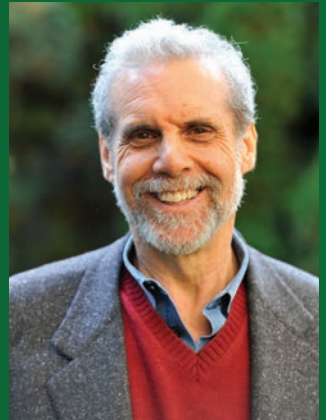
## JACQUES STEINBERG '88

Jacques Steinberg, a best-selling author and longtime, award-winning journalist at *The New York Times*, is Senior Vice President of Higher Education and Communications of Say Yes to Education, a leading, national nonprofit organization that helps revitalize communities by giving students access to college and other postsecondary opportunities. Before joining Say Yes, Jacques was a journalist at *The Times* for 25 years. For many years he served as the paper's National Education Correspondent and later edited *The Choice*, *The Times'* popular college admissions and financial aid blog, which he created in Spring 2009. Jacques is the author of *The Gatekeepers: Inside the Admissions Process of a Premier College*, a New York Times Best Seller and Times Book Review Notable Book selection. In 2017, he was appointed to the board of directors of the National Association for College Admission Counseling. Jacques is a graduate of Dartmouth College, where he majored in history and was editor-in-chief of the student daily, *The Dartmouth*. He recently concluded a term as President of the Dartmouth Alumni Council.



## DANIEL GOLEMAN

Daniel Goleman, best known for his worldwide bestseller *Emotional Intelligence*, is most recently co-author of *Altered Traits: Science Reveals How Meditation Changes Your Mind, Brain and Body*. A frequent speaker to businesses of all kinds and sizes, Goleman has worked with leaders around the globe, examining the way social and emotional competencies impact the bottom-line. Goleman's articles in the *Harvard Business Review* are among the most frequently requested reprints of all time: his article there, "The Focused Leader," won the 2013 HBR McKinsey Award for best article of the year. Goleman has been ranked among the 25 most influential business leaders by several business publications including *TIME* and *The Wall Street Journal*. Apart from his writing on emotional intelligence, Goleman has written books on topics including self-deception, creativity, transparency, meditation, social and emotional learning, ecoliteracy and the ecological crisis.





## MONICA HIGGINS '86, T'90



Monica Higgins, the Kathleen McCartney Professor of Education Leadership chair at the Harvard Graduate School of Education, has a passion for organizational change and leadership. As an undergraduate, Higgins majored in Policy Studies with a focus on Organizational Behavior, and then, after working at Bain & Company, returned to the Tuck Business School at Dartmouth to earn her MBA. Higgins earned her PhD in Organizational Behavior along with a masters in Psychology, both from Harvard and joined Harvard Business School's faculty in their Organizational Behavior Unit where she taught MBA students and executives on topics related to organizational change, entrepreneurship, and strategic human resources management. In 2007, Monica transitioned to the Harvard Graduate School of Education in order

to study and solve similar issues related to leadership and organizational change in the education sector. From 2009-2016, Monica served as an appointee under the Obama Administration working for then Secretary of Education, Arne Duncan. She has served on the Dartmouth Alumni Council, and currently sits on the board of Dartmouth's Rockefeller Center.

# SCHEDULE OF EVENTS

TUESDAY, JUNE 11

## TUESDAY, JUNE 11

10:00 A.M. - 12:00 P.M.

### Deans Meeting & Pre-Conference Meetings

Pre-Conference Meetings are a chance to talk about a specific topic with peers doing similar work. Pre-Conference Meeting attendees registered for these in advance and have received information about them prior to arriving on campus.

Deans Meeting LOCATION: HANOVER INN, BIRCH ROOM

Directors Meeting LOCATION: HALDEMAN, ROOM 125

International Meeting LOCATION: HALDEMAN, ROOM 041

Operations Meeting LOCATION: HALDEMAN, ROOM 028

Access Meeting LOCATION: HALDEMAN, ROOM 031

11:00 A.M. - 12:45 P.M.

### Check-In

Welcome! We are glad you are here. Check in, meet some members of Team Dartmouth, get your conference materials, pick up a boxed lunch, and make your way to the Welcome.

LOCATION: HOPKINS CENTER FOR THE ARTS (THE HOP), TOP OF THE HOP

1:00 P.M. - 2:15 P.M.

### Welcome

You've made it to Dartmouth, and to the 2019 Ivy+ Conference! This official start of the conference will include a few words from Dean Coffin and other members of the Dartmouth staff to get you set up for a great time in Hanover.

🏹 **The Ivy+ Cup competition begins!** Join in this fun, friendly competition—a chance for fame, glory, and free granola!

🏹 **Ivy+ Cup: Axe Throwing** - Kick off the Ivy+ Cup events with a contest of skill. Throw an axe at the target and hope to hit the bulls eye.

🏹 **Ivy+ Cup: Tug of War** - A school-yard classic contest of strength. Join your officemates in pulling members of another office over the line.

LOCATION: BEMA

# SCHEDULE OF EVENTS

TUESDAY, JUNE 11

2:30 P.M. – 5:00 P.M.

## Exploration Time & Optional Activities

We love Hanover and the surrounding Upper Valley. This is your chance to get to know what makes the area so special. Explore various walking, hiking, biking, or running trails, shop in area stores, or stretch out on the green with a good book. We've also lined up the following staff-favorite events:

2:15-4:45 P.M. **Kayaking on the Connecticut River** – Join experienced kayakers for a fun paddle on the longest river in New England.

LOCATION: WALK DOWN WHEELOCK STREET TO LEDYARD CANOE CLUB

3:00-4:00 P.M. **Campus Tour** – Let one of our students show you around. Ask them questions, and fall just a little bit in love with Dartmouth.

LOCATION: MEET IN FRONT OF THE HOPKINS CENTER

2:25-5:15 P.M. **King Arthur Flour Baking Class** – Learn to bake with a local company loved world-wide. **Advance registration required.**

LOCATION: MEET BUS IN FRONT OF THE HOPKINS CENTER

2:35-4:35 P.M. **Gile Mountain Fire Tower Hike**

LOCATION: MEET BUS IN FRONT OF THE HOPKINS CENTER

2:30-5:00 P.M. **Hood Museum of Art** – Explore the newly renovated and expanded Hood on your own, seeing some of the 65,000 objects in one of the country's premier collegiate art collections.

LOCATION: HOOD MUSEUM OF ART ATRIUM

# SCHEDULE OF EVENTS

TUESDAY, JUNE 11

5:30 P.M. – 7:00 P.M.

## Happy Hour

Raise a glass! Happy hour is a chance to mingle and reconnect with friends and travel colleagues from other offices. New to Ivy+? Seek out peers doing similar jobs in other offices.

LOCATION: HOPKINS CENTER FOR THE ARTS, TOP OF THE HOP

7:00 P.M. – 9:00 P.M.

## Dinner & Keynote Speaker: Jacques Steinberg

Turn your attention to guest speaker Jacques Steinberg, a best-selling author of *The Gatekeepers*, longtime, award-winning journalist at *The New York Times*, and Senior Vice President of Higher Education and Communications at Say Yes to Education. Then, dig in to a delicious meal with your table-mates.

LOCATION: HANOVER INN, GRAND BALLROOM

9:30 P.M. – 11:00 P.M.

## After-Dinner Social & Snacks

Our local crepery is the venue for tonight's fun and the location for the third Ivy+ Cup event! As hosts, we'll provide food, and a few Ivy+ drink specials. Great beers and cocktails will be on sale at the bar.

**🍷 Ivy+ Cup: Higher Ed Trivia** – What's the difference between a University and a College? While we're sure you know the answer to this question, you may be stumped by others in this contest of knowledge about all things Higher Ed.

LOCATION: SKINNY PANCAKE, 3 LEBANON STREET, HANOVER, NH

NOTE: THE LAST BUS OF THE EVENING WILL DEPART FROM THE FRONT OF THE HOPKINS CENTER AT 11:30 P.M. TO TAKE PEOPLE STAYING AT THE COURTYARD AND RESIDENCE INN BACK TO THEIR HOTELS. SEE PAGES 7-8 FOR FULL BUS SCHEDULE.



# SCHEDULE OF EVENTS

WEDNESDAY, JUNE 12

## WEDNESDAY, JUNE 12

7:00 A.M. – 8:15 A.M.

### **Breakfast & Guest Speaker: Dan Goleman**

Join us for breakfast, conversation with your peers, and hear Dan Goleman—ranked among the 25 most influential business leaders by several publications including *TIME* and *The Wall Street Journal*—speak from 7:35–8:05 a.m.

LOCATION: HANOVER INN

8:45 A.M. – 9:45 A.M.

### **Breakout Session One**

#### **OPTION 1: Demographics as Destiny(?): Data on the Doom Ahead**

ERIC AHLSTRAND, ASSOCIATE DIRECTOR OF ADMISSIONS, DARTMOUTH

CHRISSY FULTON, ASSOCIATE DIRECTOR OF ADMISSION, BROWN

PAMELA TAN, DEPUTY DIRECTOR OF UNDERGRADUATE ADMISSIONS, CORNELL

We’ve heard the rumblings for years — the birth dearth, the demographic cliff, higher education headwinds, etc. — but what does the data tell us about the shifts occurring around us? How will our institutions, specifically, be impacted by changes around the corner, and how will our consistent geomarkets fare in the coming years? Drawing on Nathan Grawe’s conclusions in his 2018 “Demographics and the Demand for Higher Education,” we’ll discuss recruitment in 2025 and beyond, adaptations to the “who” and “where” of growth and contraction across the US, and actions we can take as professionals supporting both student and institutional success.

LOCATION: LIFE SCIENCES CENTER, OPIK AUDITORIUM

#### **OPTION 2: Communicating Affordability**

MARK DUNN, DIRECTOR OF OUTREACH AND COMMUNICATIONS, YALE

MIKE ESPOSITO, DIRECTOR OF THE HARVARD FINANCIAL AID INITIATIVE AT THE HARVARD GRIFFIN FINANCIAL AID OFFICE

VIVIAN SLEE, SENIOR ASSISTANT DEAN FOR COMMUNICATIONS, PRINCETON

RACHEL TILLEY, MANAGER OF DIGITAL RECRUITMENT, HARVARD

Participants will share strategies for talking about financial aid and accessibility that meet audiences where they are. The session will cover the Why (research), Who (identification strategies), What (content development), and When (campaign timing and prospect to student cycle considerations) of communicating with external audiences about affordability. The group will discuss the greatest challenges we face and the greatest opportunities for reaching success.

LOCATION: LIFE SCIENCES CENTER, ROOM 200

# SCHEDULE OF EVENTS

WEDNESDAY, JUNE 12

## **OPTION 3: A Phenomenal Asset, A Potential Liability: Alumni/ae Volunteers Today and in the Future**

BRYCE GILFILLIAN, SENIOR ADMISSIONS OFFICER, DIRECTOR OF THE ADMISSIONS ALUMNI/AE NETWORK, HARVARD

MEG LYSY, DIRECTOR OF THE ADMISSIONS AMBASSADOR PROGRAM, DARTMOUTH

DARA NORWOOD, DIRECTOR OF THE ALUMNI SCHOOL COMMITTEE, YALE

The tireless efforts of alumni volunteers are instrumental to our work: their attendance at college fairs helps recruit applicants; their interview reports enable informed committee conversations; their enthusiasm and love for alma mater play a key role in yield efforts; their involvement as interviewers keeps them informed and engaged. However, from potential misbehavior to misinformation, each interaction has equal potential to turn students away or encourage their interest. In this era of ever-growing applicant pools and ever-decreasing admit rates, alumni volunteers can be as (or more!) difficult to manage. Is the status quo sustainable? Has the age of interviewing every applicant passed? How can we best steward the resource of our alumni as we move forward? We will share stories, data, and plans for our program's future to begin a conversation about how to best manage this important constituency.

LOCATION: LIFE SCIENCES CENTER, ROOM 201

## **OPTION 4: Implementing Effective and Ethical Access-Oriented Campus Visits**

EDGAR GONZALEZ (HE/HIM/HIS), ASSISTANT DIRECTOR OF ADMISSION, BROWN

REDRICK TAYLOR, SENIOR ASSISTANT DIRECTOR OF ADMISSION, STANFORD

NAOMI VARNIS (SHE/HER/HERS), SENIOR ADMISSIONS OFFICER, COLUMBIA

As highly-selective institutions, how can we utilize the campus visit as a sustainable and impactful tool in promoting college access? With busy visit calendars, so much potential information to cover, and the realities of educational inequity, the opportunities and challenges for access-oriented visits abound while also asking us to be intentional in the takeaways we cultivate for visiting students. In this collaborative discussion, we will share and consider best practices, strategies, and obstacles for hosting access-oriented campus visits, particularly for community-based and college access organizations.

LOCATION: LIFE SCIENCES CENTER, ROOM 205

# SCHEDULE OF EVENTS

WEDNESDAY, JUNE 12

9:55 A.M. - 11:15 A.M.

## Leading Teams in Challenging and Uncertain Contexts

This session, led by guest speaker Professor Monica Higgins, will be a case-based discussion that will allow for and encourage debate and different perspectives among participants. The discussion will center on how to lead a team during a crisis situation, and, in particular, the ways in which leadership styles can help or hinder effective decision-making. The case discussion will bring together themes including leadership, effective communication, and teaming as levers for change. **Participants are expected to have read the materials prior to attending. Advance registration required.**

LOCATION: LIFE SCIENCES BUILDING, OOPK AUDITORIUM

11:00 A.M. - 12:45 P.M.

## Optional Working Groups Lunch

Meet up with your peers doing similar work in other offices over a working lunch and talk about how you do it, how to do it better, and tackle the big questions you face.

Alumni

Communications

Travel Planning

Veterans

Visit Programming

LOCATION: '53 COMMONS - LOOK FOR YOUR GROUP'S TABLE CARD

11:30 A.M. - 12:45 P.M.

## Lunch and Student Speaker

Gather for lunch in one of our main dining halls and hear a Senior Admissions Fellow talk about her student/staff experience.

**🍷 Ivy+ Cup: Blind Cheese Tasting** – In this challenge of palette, contestants will sample a variety of cheeses while blindfolded.

LOCATION: '53 COMMONS

# SCHEDULE OF EVENTS

WEDNESDAY, JUNE 12

1:00 P.M. – 2:00 P.M.

## Breakout Session Two

### **OPTION 1: Admissions Officers in the Slate Era**

JOHN CHAVEZ, ASSOCIATE DIRECTOR, DIRECTOR OF ADMISSIONS TECHNOLOGY, COLUMBIA

YULIA KOROVIKOV, ASSISTANT DIRECTOR, COLUMBIA

RACHEL TAYLOR, SENIOR ASSISTANT DIRECTOR, COLUMBIA

KALANI WEERASURIYA, SENIOR ASSISTANT DIRECTOR, BUSINESS ANALYSIS, COLUMBIA

From travel planning to application evaluation to communications, admissions offices rely daily on Customer-Relationship Management systems like Slate. In order to leverage the full power of such a system and to integrate completely the tools at our disposal, the admissions officer has had to adapt. In this session, panelists will share their thoughts on how their admissions work has evolved, how a foundational knowledge of an admissions system is beneficial to everyone and how the gap between admissions operations and admissions officer is closing.

LOCATION: KEMENY HALL, ROOM 008

### **OPTION 2: Let's Get Virtual: Web-based Recruitment and Yield Initiatives**

HALEY BURROWES, ASSOCIATE DIRECTOR OF ADMISSIONS, PENN

KIYOE HASHIMOTO, SENIOR ASSISTANT DEAN/DEPUTY DIRECTOR OF ADMISSION, STANFORD

HANNAH MENDLOWITZ, DIRECTOR OF RECRUITMENT, ASSOCIATE DIRECTOR OF ADMISSIONS, YALE

KRISTEN PANTAZES, ASSOCIATE DIRECTOR OF ADMISSIONS, PENN

From admitted student webinars to virtual information sessions, join your Ivy+ colleagues in learning about recent web-based outreach initiatives for domestic and international audiences. This session will offer opportunities to explore the latest virtual offerings and strategies from several Ivy+ schools, including conversations around the benefits and challenges of online initiatives, how to plan a compelling virtual program, and ideas about what's on the horizon for web-based programming. Participants will also have the chance to brainstorm solutions to online recruitment and yield case studies and develop potential future joint virtual programming through collaborative small-group discussions.

LOCATION: ROCKEFELLER CENTER, ROOM 003



# SCHEDULE OF EVENTS

WEDNESDAY, JUNE 12

## **OPTION 3: Verifying it's Valid: Strategies to Confirm Authenticity in Applications**

WHITNEY GREEN, ASSOCIATE DIRECTOR, COLUMBIA

CRISSE IGLESIAS, ASSISTANT DIRECTOR, PENN

2019 sparked many conversations about authenticity in the college admissions process. What constitutes fraud? Can we prevent it? How can we develop best practices to help ensure integrity? We will examine the landscape of verification in admissions before discussing practical strategies around the process. Presenters will share their perspectives and participants will brainstorm ideas for best practices in identifying fraud while promoting integrity and fairness in the admissions process.

LOCATION: ROCKEFELLER CENTER, ROOM 001

## **OPTION 4: From Officer Back to Applicant: A Session to Figure Out Which Graduate Degree, if Any, is the Right One for You**

DANIEL DICKEY, ASSOCIATE DIRECTOR OF ADMISSIONS, DARTMOUTH

TUẤN ĐÌNHJANELLE, ASSISTANT DEAN OF ADMISSIONS, STANFORD

SAMANTHA GOLDFARB, ASSISTANT DIRECTOR OF ADMISSIONS, COLUMBIA

KATHERINE LILYGREN, ASSISTANT DEAN OF ADMISSIONS, STANFORD

If you're considering a graduate degree, you might be wondering about the costs and trade-offs. Can you be a dean without a master's degree? Will a terminal degree be essential in the future? Can you get your institution to cover the costs (or at least a portion of it)? Whether you're one year out of undergrad or an admissions veteran, this session aims to help you better understand the options available for graduate school. We'll share the various pathways to degrees (Ed.M., J.D., MBA, MPA) as well as data to illuminate which degrees are most common for Deans and Directors at 75 of the most selective institutions in the country.

LOCATION: ROCKEFELLER CENTER, ROOM 002

# SCHEDULE OF EVENTS

WEDNESDAY, JUNE 12

2:15 P.M. – 5:00 P.M.

## Exploration Time & Optional Activities

We love Hanover and the surrounding Upper Valley. This is your chance to get to know what makes the area so special. Explore various walking, hiking, biking, or running trails, shop in area stores, or stretch out on the green with a good book. We've also lined up the following staff-favorite events:

**2:15-5:00 P.M. Harpoon Brewery Tour** – Get an up close view of the brewery, taste a range of freshly-brewed Harpoon beers, and visit the gift shop. Bring your ID. **Advance registration required.**

LOCATION: MEET BUS IN FRONT OF THE HOPKINS CENTER

**2:15-4:30 P.M. King Arthur Flour Baking Class** – Learn to bake with a local company loved world-wide. **Advance registration required.**

LOCATION: MEET BUS IN FRONT OF THE HOPKINS CENTER

**2:45-3:45 P.M. Gile Mountain Fire Tower Hike**

LOCATION: MEET BUS IN FRONT OF THE HOPKINS CENTER

**2:15-5:00 P.M. Kayaking on the Connecticut River** – Join experienced kayakers for a paddle on the longest river in New England.

LOCATION: WALK DOWN WHEELLOCK STREET TO LEDYARD CANOE CLUB

**3:00-5:00 P.M. Farmer's Market** – Don't miss the kettle corn and other farm-fresh treats at this charming New England staple.

LOCATION: THE DARTMOUTH GREEN

# SCHEDULE OF EVENTS

THURSDAY, JUNE 13

6:30 P.M. – 11:00 P.M.

## Dinner & Dancing

We know you brought your dancing shoes! At 6:30 p.m., we'll enjoy a happy hour and a chance to catch up with colleagues. At 7:15 p.m., gather round for the next installation of the Ivy+ Cup Challenge:

**🏆 Ivy+ Cup: Admissions Packet Toss** – Come on, you know you've always wanted to—here's your chance in a contest of distance. Toss those packets as far as you can.

Afterward, enjoy a family-style dinner followed by dancing.

LOCATION: DARTMOUTH SKIWAY

NOTE: THE LAST DARTMOUTH COACH BUS OF THE EVENING WILL DEPART FROM THE SKIWAY AT 10:55 P.M. TO TAKE EVERYONE BACK TO THEIR HOTELS. SEE PAGES 7-8 FOR FULL BUS SCHEDULE.

11:30 P.M. – 1:00 A.M.

## Late Night Social & Snacks

You've worked up a hunger and a thirst from all that dancing! Join us at a hang-out spot for a bit more fun.

LOCATION FOR GUESTS STAYING AT THE COURTYARD OR RESIDENCE INN: MARGARITAS

LOCATION FOR GUESTS STAYING IN TOWN HANOVER: RAMUNTO'S BRICK & BREW PIZZERIA

## THURSDAY, JUNE 13

7:00 A.M. – 8:30 A.M.

## Breakfast & Deans Roundtable

Get a good seat to munch on breakfast while listening to the Deans discuss current topics and issues facing our admissions offices today.

LOCATION: HANOVER INN, GRAND BALLROOM

# SCHEDULE OF EVENTS

THURSDAY, JUNE 13

8:45 A.M. – 10:00 A.M.

## Breakout Session Three

### **OPTION 1: Paving the Road for Rural America: What Brown, Columbia, and Yale are Doing**

BRETT FULLER, SENIOR ADMISSIONS OFFICER, COLUMBIA

CORINNE SMITH, SENIOR ASSISTANT DIRECTOR, YALE

RYAN CREPS, ASSISTANT DIRECTOR OF ADMISSION, BROWN

In 2017, an Ivy+ session sparked conversation about identifying, recruiting, and matriculating rural students. Since that time, we have implemented distinct initiatives: Brown has created a Rural Fly-in Program, Columbia is utilizing student-driven travel for rural outreach, and Yale has begun identifying rural students in the reading process using CEEB codes and Environmental Context Dashboard data. We will share insights from stages of the admissions cycle before leading a discussion on how we can better serve rural America.

LOCATION: KEMENY HALL, ROOM 008

### **OPTION 2: Print Publications in a Digital World**

ISABEL BOBER, SENIOR ASSOCIATE DIRECTOR, DARTMOUTH

MARK DUNN, DIRECTOR OF OUTREACH & COMMUNICATIONS, YALE

KENDRA LIDER-JOHNSON, DIRECTOR OF MARKETING AND COMMUNICATIONS, COLUMBIA

RACHEL OROL, ADMISSIONS OFFICER, HARVARD

In an age of increasing digitization, many universities continue to invest in print publications in their recruitment efforts. Join Ivy+ peers to discuss the role that print content continues to play in our work—including its relationship with our digital platforms—and learn about how our institutions manage content, design, production, staff management, format, and length.

LOCATION: ROCKEFELLER CENTER, ROOM 003

### **OPTION 3: Supporting Undocumented Students in the Admissions Process**

JESSICA CH'NG, SENIOR ASSISTANT DIRECTOR OF MULTICULTURAL RECRUITMENT, MIT

DJ ROCK, ADMISSIONS COUNSELOR, MIT

MARIA GRACIA ASAYAG, DIRECTOR OF MULTICULTURAL RECRUITMENT, COLUMBIA

During this politically volatile time, how are undocumented students navigating the college admissions process? We will discuss how our offices can support undocumented students, coordinate with other departments to help students transition successfully and safely to campus, and collaborate with communities to serve this population. In addition, we will discuss how our processes and institutions can evolve, as more students without DACA will apply to college in the coming years.

LOCATION: ROCKEFELLER CENTER, ROOM 001



# SCHEDULE OF EVENTS

THURSDAY, JUNE 13

## **OPTION 4: Native and Indigenous Student Outreach: Examining Unique Challenges, Rewards & Solutions**

AFIYA JOHNSON-THORNTON, SENIOR ADMISSION OFFICER, COLUMBIA

TINA PIERCE FRAGOSO, ASSOCIATE DIRECTOR, EQUITY & ACCESS, PENN

TIFFINEY GEORGE, SENIOR ASSISTANT DIRECTOR, BROWN

STEVEN ABBOTT, ASSOCIATE DIRECTOR/COORDINATOR OF NATIVE OUTREACH, DARTMOUTH

This interactive panel discussion will provide participants with some important demographic and relevant statistical information regarding Native American, Alaska Native, Native Hawaiian, First Nations and other Indigenous student populations. It will then attempt to delve more deeply into the unique needs and contributions of students from these communities, how our approaches to working with them may need to diverge from common practice, and what our ultimate institutional responsibilities and commitments to these students need to be.

LOCATION: ROCKEFELLER CENTER, ROOM 002

10:05 A.M. – 10:35 A.M.

**🍷 Ivy+ Cup: Marshmallow Challenge** – Show your skills in a contest of innovation by building the tallest tower out of a few simple items.

LOCATION: KEMENY HALL, ROOM 008

10:45 A.M. – 12:00 P.M.

## **Deans Panel & Closing**

**🍷 Ivy+ Cup: Admissions Jeopardy** – This event, the last Ivy+ Cup showdown, will test our Deans in a contest of knowledge, wit, and speed.

After the event, the Deans will lead a Q&A as we prepare to announce the Ivy+ Cup winner.

LOCATION: HOPKINS CENTER, MOORE THEATER

12:00 P.M.

## **FIN**

Boxed lunches from Hanover's Umpleby's Bakery and Café are available to enjoy as you make your way back to your home offices. Have everything? Even your chargers?

# RESTAURANTS & AREA ATTRACTIONS

## FOOD & DRINK

### **The Brewery at Norwich Inn**

325 Main St., Norwich, VT

Established in 1787, the Norwich Inn has over 50 craft beers made on site and even more sourced from the Upper Valley

### **Harpoon Brewery**

336 Ruth Carney Dr., Windsor, VT

Enjoy a beer inside the brewery overlooking their bottling line or outside in their outdoor Beer Garden area

### **Ice Cream Fore-U** *\*cash only*

298 N Plainfield Rd, West Lebanon, NH

Large helpings of ice cream at agreeable prices with 24 soft and 38 hard serve flavors

### **King Arthur Flour (KAF) Bakery & Cafe**

135 US-5, Norwich, VT

KAF headquarters are just a five-minute drive from campus, complete with a retail shop and a bakery and cafe

### **Lou's Restaurant & Bakery**

30 S Main St., Hanover, NH

Serving locally-sourced breakfast and lunch to the Hanover community since 1947

### **Morano Gelato**

57 South Main St., Hanover, NH

Artisan Italian-style gelato & java drinks

### **Simon Pearce Restaurant & Glass Blowing**

1760 Quechee Main St., Quechee, VT

Handmade glassware studio and fresh, local ingredients served against the backdrop of a waterfall and covered bridge

### **Trail Break Taps + Tacos**

129 S Main St., White River Junction, VT

As the owner puts it, Trail Break is your 'I do believe I earned a beer today' taco joint

### **Tuckerbox Cafe**

1 S Main St., White River Junction, VT

Authentic Turkish and Mediterranean cuisine

### **Worthy Burger**

56 Rainbow St, South Royalton, VT

Founded on the pillars of craft beer, local food, and community, this burger joint sits in a renovated old freight house.

## OUTDOORS

### **The Appalachian Trail**

Start on campus and experience the woods in our (literal) backyard

### **Balch Hill**

[Outdoors.dartmouth.edu](https://Outdoors.dartmouth.edu) for directions

An easy 40-min. to one-hour long hike, with wonderful views west across the river, into VT

### **Boston Lot Lake Trails**

West Lebanon, NH

### **Connecticut River/Ledyard Canoe Club**

10-15 min. walk from campus down East Wheelock St.; take a right before the bridge

Rent a canoe, kayak, or stand-up paddle-board for the day, or just hang out by the docks

# RESTAURANTS & AREA ATTRACTIONS

## **Gile Firetower**

Outdoors.dartmouth.edu for directions

On a clear day, the half-hour walk up reveals views of the White Mountains

## **Holt's Ledge**

Outdoors.dartmouth.edu for directions

The gentler northern slope of Holt's Ledge, home to the Dartmouth Skiway

## **Mink Brook River Trail**

Take Maple St. westward in downtown Hanover until you hit the trail

## **Occom Pond**

8-10 min. walk from the Hop up N Main St. on the north edge of campus

A one-mile loop great for a nature walk or early morning jog

## **Pine Park**

8-10 min. walk from campus, connects behind Occom Pond loop

Miles of hiking and running trails through the woods alongside the Connecticut River

## **Storrs Pond Trail**

59 Oak Hill Dr., Hanover, NH

## **Velvet Rocks**

Outdoors.dartmouth.edu for directions

About a 3-hour hike, starting from campus

## **ARTS**

### **The Hood Museum of Art**

6 E Wheelock St., Hanover, NH

Houses over 65,000 pieces of art

### **Orozco Murals**

6025 Main St., Hanover, NH

National Landmark by José Clemente Orozco

### **Saint-Gaudens National Historical Park**

139 St Gaudens Rd., Cornish, NH

Preserves the home, gardens, and studios of Augustus Saint-Gaudens, one of America's foremost sculptors

## **ONLY IN NEW HAMPSHIRE/VERMONT**

### **Ben & Jerry's Factory**

1281 Waterbury Stowe Rd., Route 100, Waterbury, VT

Includes tours of the factory, ice cream samples, and a graveyard of retired flavors

### **Cabot Store**

5573 Woodstock Rd., Quechee, VT

A 20+-foot table of award-winning VT cheese samples: a cheese lover's paradise

### **Hanover & Norwich Farmers' Markets**

Dartmouth Green Hanover, NH

301 US Rt. 5, Norwich, VT

Hanover: Wednesday 3-6 p.m.

Norwich: Saturday 9 a.m.-1 p.m.

### **Mac's Maple**

259 River Rd., Plainfield, NH

This dairy farm arguably hosts the best maple creemee in the Upper Valley

# IVY+ PARTICIPANTS

## BROWN

Julia Bengochea  
Ryan Creps  
Erik DeAngelis  
Bailey DiOrio  
Julianne Fenn  
Christina Fulton  
Tiffiney George  
Edgar Gonzalez  
Carolyn McGarry  
Peter Newcomb  
Dayna Niwa  
KRakower  
Panetha Nychis Ott  
Emily Parker  
Becky Parker  
Becky Pellegrino  
**Logan Powell**  
Matthew Price  
Ana Saul-Sykes  
Katrina Souder  
Heather Vermillion  
James Walsh

## COLUMBIA

Maria Gracia Asayag  
Holly Bogo  
John Chavez  
Molly Coyne  
Brett Fuller  
Samantha Goldfarb  
Whitney Green  
Czarina Hutchins  
Afiya  
Johnson-Thornton  
Yulia Korovikov  
Jess Lee  
Kendra  
Lider-Johnson  
**Jessica Marinaccio**  
Joseph Martínez  
Joanna May  
Diane McKoy  
Jason Mogen  
Dana Pavarini  
Christine Pritula  
Kathryn Saunders  
Rachel Taylor  
Thomas Tomezsko  
Naomi Varnis  
Kalani Weerasuriya  
Annah Wells

## CORNELL

Jonathan Augustyn  
Carla Crooker  
Anthon Dicembre  
Kyle Downey  
Shawn Felton  
Patricia Grace  
Elizabeth Herrera  
Eli Kozik  
Elizabeth Kunz  
Olivia Owens  
Ann Parks  
Erin Rodriguez  
Pamela Tan  
Erin Treat  
Patricia Wasylw  
Loni  
Wheeler-Franklin

## DARTMOUTH

Steven Abbott  
Eric Ahlstrand  
Isabel Bober  
Christopher Bordeau  
**Lee Coffin**  
Daniel Dickey  
Ali Duke  
Jennifer Gargano  
Matthew Goff  
Catherine Hare  
Adina Harri  
Hayden Lizotte  
Margaret Lysy  
Katie Madden  
Gregory Manne  
Jade McLaughlin  
Rediat Mersha  
Sara Morin  
Ellen Parish  
Vanessa Pius  
Paul Sunde  
Zholl Tablante  
Elkie Vandenbeemt  
James Washington Jr

## HARVARD

Ian Anderson  
Erica Bever  
Kari-Elle Brown  
Maria Curcio  
Anne De Luca  
Mike Esposito  
David Evans  
**William Fitzsimmons**  
Bryce Gilfillian  
Thomas Hamel  
Maeve Hoffstot  
Christopher Looby  
Alexis Machabanski  
Stacey Menjivar  
Tamiko Moore  
Rachel Orol  
Kristen Ryan  
Timothy Smith  
Nina Srivastava  
Rachel Tilley  
Robin Worth

*Deans are indicated in bold*

## MIT

Lauren Avalos  
Trinidad Carney  
Jessica Ch'ng  
Kayon Ellis  
Crissy Gaffney  
Kris Guay  
Edmund Jones  
Leah McDermott  
Chris Peterson  
DJ Rock  
**Stu Schmill**  
Emily Sheldon  
Karen Signorelli  
Philana Tenhoff  
Maura Tierney  
Tiffany Velez  
Jeremy Weprich  
Michael Yang

## PENN

Alison Berryman  
Kathryn Bezella  
Patrick Bredehoft  
Haley Burrowes  
Sara Cohen  
Ana del Puerto  
Elizabeth Downing  
Lindsay Dussing  
Tina Fragoso  
**Eric Furda**  
Maria Gaston  
Mollie Henderson  
Crissy Iglesias  
Jenny Lackey  
Justin Mazur  
John McLaughlin  
Elisabeth OConnell  
Kristen Pantazes  
Daniel Perez  
Mwanasha VanWright  
Jessica Ward  
Natalie Zamora

## PRINCETON

Karen Blake  
Markus Burns  
Alex Bustin  
Jake Camarillo  
Richard Canton  
Amelia Conlon  
Emily Crosby  
Helen Dorini  
Aidan Gray  
Barbara Guzman  
Brittany Johnson  
Cynthia Kovacs  
David Lee  
Nathan Mathabane  
Makenna May  
Kayla McDonald  
Christina Moreland  
Edgar Preciado  
**Karen Richardson**  
Terri Riendeau  
Veronica Salazar  
Emily Singer  
Vivian Slee  
Sophie Wright

## STANFORD

Marisha Banks  
Ashley Buckner  
Jennifer Casebeer  
Adrian Castro  
Lucy Chechik  
Mary Chung-Szilagy  
Mike Devlin  
Tuấn ĐìnhJanelle  
Kimia Habibi  
Jennifer Hanson  
Kiyoe Hashimoto  
Katrina Hauprich  
Judy (Phuong)  
Huynh  
Abby Jones  
Sharen  
Kickingwoman  
Michelle Lepore  
Katherine Lilygren  
Philip Lotze  
Kassandra  
Montenegro  
Vince Moua  
Elisa O'Neal  
Elizabeth Powers  
**Richard Shaw**  
Rebeca Showen  
Redrick Taylor III  
Abby Weiss  
Olivia Witting

## YALE



Lindsay Acevedo  
Christopher Bowman  
Jill Carrera  
Regina Chenell  
Eduard Ciobanu  
Ashleigh Corvi  
Margit Dahl  
Alfie Daniels  
Mark Dunn  
Renita Heng  
Debra Johns  
Marisa Kogan  
Keith Light  
Hannah Mendlowitz  
Dara Norwood  
Moirae Poe  
**Jeremiah Quinlan**  
Corinne Smith  
Reed Srere  
Julian Tamayo  
Rebecca Tynan  
Lauren Urbont  
Wendell  
Wallace-Juedes  
Patricia Wei  
John Yi



# CAMPUS MAP



## CAMPUS MAP KEY

-  Campus locations you'll need to visit during the conference
-  Other Dartmouth buildings

You can find a mobile version of the campus map at <https://m.dartmouth.edu/map/>  
or on your smart phone, open your photo app and hold it over this QR code





To Dartmouth Skiway,  
Lyme, New Hampshire,  
Organic Farm, Mooslauck Ravine Lodge,  
Corey Ford Rugby House,

To Lebanon, New Hampshire, I-89  
Courtyard Hanover Lebanon  
Residence Inn Hanover Lebanon  
Dartmouth Hitchcock Medical Center (Route 100)

