

Mr. Beyer

My name is Woody Calleri and my daughter Elena Calleri is a potential student at Mercyhurst.

Over the past month she has set up and had multiple meetings with the Dean McGill, Chairman Hoffman and Brian Fuller of the Intelligence Studies program at Mercyhurst.

She has also worked with her admissions counselor Rebekah O'Conner about our financial concerns.

Elena has set up a tour and campus visit for Wednesday March 24 at 12 noon.

I am emailing you to see if it would be possible to set up a meeting with you either before or after the campus tour.

Elena is looking to finalize her decision and I feel that a meeting with you will provide us with the final pieces of information that she needs to complete her decision.

Thank you for your time

Woody Calleri
216.373.5684

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Dean McGill

Thank you for your time and insight yesterday.

I appreciate all that you and your department have done to work with us on Elena attending Mercyhurst and to make Elena feel wanted.

To keep you in the loop, I had my meeting with Rebekah O'Connor today.

I discussed Elena's strong interest in attending Mercyhurst for Intelligence Studies. I noted that we were approximately \$8,000 apart and that Elena would commit immediately if we split the difference.

Rebekah informed me that she was not the person to make that decision but that she would advocate for us with her boss. I asked if I should talk directly with her boss but she indicated that she want to handle the conversation.

She noted that Elena was not at the top of the aid band and that there was some room for more aid. She indicated that she could not guarantee anything but she would see what she could do.

She then asked if Elena had any further questions or concerns. I indicated that Elena had spoken with yourself, Chairman Hoffman and Brian Fuller. All her questions had been answered and that this was the only thing left to do.

I reconfirmed to her that if Mercyhurst meets us halfway (\$4,000) Elena would commit and complete the online acceptance / deposit immediately.

I am hopeful that things will work out today and that I can email you telling you of her acceptance.

Again, thank you for all your help

Greg Calleri

Dear Chairman Hoffman:

I apologize that I am writing back to you not Elena. She received your message but is tied up with work and asked me to respond to you so that she could set up a meeting ASAP.

Elena is available Tuesday or Wednesday evening after 3:45 pm or Wednesday morning at 9 am. If none of those times work please let me know a better time / day so that I can take her out of school for the meeting.

One thing we are trying to get a better understanding of is what her schedule would look like under a 3 year or 3.5 year plan. She has taken 9 college classes and 2 AP courses (see below). Ohio has a program that allows HS students to take college courses during HS. Elena took advantage of that opportunity wherever possible.

We spoke with Rebekah O'Connor in admissions to get an idea of which course would count at Mercyhurst and for which areas.

She emailed us the information below.

The next question would be how does that fit in to the Intelligence Studies curriculum. What sophomore classes could she take as a freshman, etc. Are there any prerequisites that would limit her ability to take courses early? Do any of these classes count as electives for the Intelligence Studies program., Etc. If you could help us set up that plan or point us to who in the department will be able to help us, we would appreciate it.

On the call she would also like to discuss

- additional academic scholarship opportunities – she did reach out to admissions and file a financial aid appeal. She is waiting to hear back from them.
- **Work-study option**. She will bring that up with Admissions. Are there any opportunities within Intelligence Studies for work study or work that she can apply for?
- **CIRAT**. This is of great interest to her as it would give her an opportunity to gain work experience, networking opportunities and help her pay for college. Any and all information on these opportunities would be greatly appreciated.

Gregory Calleri (Elena's Dad)
216.373.5684

Hi Gregory,

We were able to take a look at the courses that Elena will have completed prior to the end of her senior year and below is a breakdown of how they would transfer in to Mercyhurst. Many will cover the liberal arts core class, which we call REACH and is detailed below and the rest would be elective credits. I do have one question on the courses you provided, can you let me know the full name of the AP classes? There are a couple for both English and Government and they transfer in differently. Also to note, college courses can transfer in with a C or better, AP classes can transfer with a 4 or higher on the exam.

Course Breakdown:

LCCC Courses à Mercyhurst Equivalent

ECNM 113 - Personal Finance à Transfer Elective
HSTR 161 United States History 1 à HIS 101-US HISTORY TO 1865 (3 Credits)
HSTR 162 – United States History 2 à HIS 102-US HISTORY SINCE 1865 (3 Credits)
MTHM 168 - Statistics à STAT 109-INTRO TO STATISTICS (3 Credits)

MTHM 172 - Precalculus	à	MATH 112-TRIGONOMETRY & FUNCTIONS (3 Credits)
MTHM 178 - Business Calculus	à	Most likely MATH-160 BUSINESS/APPLIED CALCULUS, though the department would need to verify this
PSSC 161 - Earth Science	à	GEOL 100-100 PHYSICAL GEOLOGY (3 Credits)
PSYH 151 - Introduction to Psych	à	PSYC 101-INTRO TO PSYCHOLOGY (3 Credits)
ENGL 161 - College Composition	à	COMP 110-COMPOSITION (3 Credits)
ECNM 151 - Macro Economics	à	ECON 105-MACROECONOMICS (3 Credits)

AP English Literature and Composition à Note sure yet
 AP U.S. Government and Politics à Not sure yet.

The liberal arts experience, or REACH, at Mercyhurst consists of 10 courses in 10 different disciplines. To make sure students explore a variety of fields of study, no two of these course numbers can have the same prefix. Students will take two courses each from the below five broad areas. Students can take any 100- or 200-level course in these fields to full their liberal arts requirements.

Elena,

Thanks so much for reaching out to me to express your interest in attending Mercyhurst, and to express your concerns about the cost involved in doing so. I was the first member of my working class family to ever attend college, so I *definitely* understand your concerns about the cost associated with attending a school like Mercyhurst.

Both Dean McGill (whom you met) and I would love to have you in our Intelligence Studies program. Dean McGill remembers you from your visit, and he speaks very highly of you.

Unfortunately, most of the issues you raised in your email fall outside the purview of our department; they are really issues to discuss with Admissions. However, I would like to bring a few points to your attention that you may perhaps find helpful:

- **Academic scholarships.** Given your outstanding academic record, I would encourage you to ask Admissions about your eligibility for an academic scholarship.
- **Work-study option.** Another option for helping to defray the cost of your education would be to enter a work-study program. This, too, is something you could address with Admissions.
- **CIRAT.** Within the Intelligence Studies program, we have a number of opportunities for students to work on paid research projects during their sophomore, junior, and senior years. Not only does this experience provide you with the opportunity to make money while being a student, it also provides you with invaluable experience and a data point to add to your resume reflecting that you not only learned about intelligence while at Mercyhurst, you also worked on intelligence projects as a student.
- **AP course credit.** AP credits are definitely accepted at Mercyhurst. This would be something to raise with Admissions as well.
- **Early graduation.** You asked about the possibility of graduating a semester early; this is definitely do-able, especially if you are able to receive some AP credit from the Registrar.

Aside from the financial issue, there are some other factors I hope you also take into account when thinking about which program to enter:

- **Intelligence studies.** There are not many schools in the country that offer intelligence studies as a degree program, and few (if any) that offer a program like ours. Our program has been in existence for around 20 years, and we have an excellent reputation in the intelligence community, law enforcement, and in the private sector. Our graduates are highly sought after because employers know the caliber of our program, and chances are they probably have a few of our alumni already working for them.

- **Student-teacher ratio.** Our student-teacher ratio is *very* low. This stands in marked contrast to a large state school like Ohio State, where introductory classes may be taught by graduate students in an auditorium. At Mercyhurst, classes have around 20-25 students in them. When you need academic help, have a question, or want to chat about something of academic, professional, or personal interest with a student, we are not only here for you, but *available to you*.
- **Starting salary for intelligence professionals.** Not only are Intelligence Studies graduates in high demand, they also fetch higher starting salaries.
- **Student-athlete experience.** Around 25% of Mercyhurst undergraduate students are scholar-athletes. We as professors do our absolute best to work with you and your coaches to ensure that your athletic activities do not detract from your academic experience (and vice versa).

If you would like to discuss any of these things further, I would be amenable to scheduling a Zoom call with you later this week.

I understand that deciding on which school to attend is a very difficult decision. I would therefore strongly encourage you to reach out to Admissions to see what they might be able to do to help you.

Very respectfully,