



# TOMORROW'S LEADERS

ENHANCING AN EXCEPTIONAL  
STUDENT EXPERIENCE

# Foreword



## The University of Exeter is a vibrant, diverse and international community, with students at its heart

At Exeter, we place emphasis on the strong supportive partnership between staff and students, and encourage our students to excel outside their studies; whether through sports and student activities, or as budding entrepreneurs. Across our campuses in Devon and Cornwall, students are active and engaged participants who make a difference to the world. Exeter students become well-rounded graduates, who go on to have excellent careers.

These are the features of the Exeter experience which are so central to our success, but we cannot be complacent. We must continue to reach out to prospective students from all backgrounds. We must enhance our students' experiences and broaden their outlook, and we must provide support to those who need it most. Key support services – such as our sector-leading Wellbeing Centre, and Careers services – face huge increases in demand year on year. The need to invest in our students is more pressing than ever.

In February 2017, we launched an ambitious new fundraising Campaign, 'Exeter: Making the Exceptional Happen', through which we aim to raise £60 million by 2020. This will help us to achieve our central goal – a world-class student experience.

Over many years, our alumni and supporters have played a vital role, supporting and mentoring Exeter students at all stages of their journey. In these pages, you will read of the tremendous impact this support has had, and of our ambitions to do even more with your help.

We hope that you will join us in supporting Exeter students in Devon and Cornwall, ensuring their future success.

*Steve Smith*

**Professor Sir Steve Smith**  
Vice-Chancellor and Chief Executive, University of Exeter





# Fair access: recruiting talented students from a wealth of different backgrounds

We believe in the principle that everyone with the potential to benefit from higher education should have equal opportunity to do so. Our goals are to widen participation in higher education, to raise pupil attainment, and to offer our students a level playing field so that they can enjoy the best possible outcomes, during their time at Exeter and as graduates.

Although access to higher education is improving, the figures make stark reading and demonstrate the size of the challenge. Just 5% of children eligible for free school meals gain five A grades at GCSE. Lower income pupils are a third more likely to drop out of post-16 education. The most disadvantaged 20% are 6.8 times less likely to attend a selective university than those in the top quintile.

Too many children grow up believing that university is not a viable option for them. To address this, the University of Exeter invests £14 million annually in encouraging, developing and supporting students who are under-represented in higher education.



Through Exeter's outreach programmes, academics and staff engage with more than 4,000 school pupils every year, working closely with schools and partners in the South West and further afield (including particularly deprived areas). We work with pupils, teachers and families, both in schools and on the University's campuses offering a range of programmes which include subject-specific coaching, residential summer courses, online learning, mentoring and skills development, support, paid internships, international experience and academic skills development.

“ I found the transition to university level studies challenging at first... I believe I would not have succeeded so much this year were it not for the excellent support system offered by the University, both academically and financially. My Exeter Progression Award has been a constant positive reinforcement and reminder that there are those willing to help me to achieve my full potential. ”

*Kacey Gaylor, BA English Literature, recipient of an Exeter Progression Award for Widening Participation students, made possible by Exeter Alumni donations*

With your help, we can do much more to attract the brightest students, irrespective of background.



“Coming from a low income background brings with it stresses about being able to afford your basic needs at university, let alone all the books and equipment needed to undertake a law degree! Even on a full student loan, I still struggled to have enough funds left to be able to buy the studying materials I needed. Without my scholarship I would have never been able to afford these hugely necessary resources.”



Joe Burton, LLB Law, recipient of the Tony Allen Scholarship (for Widening Participation students from Devon or Cornwall)

“I loved my time at Exeter and benefited hugely from the experience. In an age when the cost of going to university continues to rise, I just want to do my bit to help the current generation of teenagers have similar opportunities.”



Peter Baldwin, History, 1991, Donor supporting students from Widening Participation backgrounds

YOUR IMPACT

We want to do more to provide targeted interventions for students whose circumstances may present particular challenges, including financial hardship, mental health problems, physical and learning disabilities, estrangement, and caring responsibilities.

With your help, we can enhance the support we provide for students who need it most.

Support a young person with potential:

YOUR IMPACT

**A gift of £5,000** could provide a travel and clothing bursary for students on low incomes to help them attend and present themselves professionally at job interviews.

YOUR IMPACT

**A gift of £6,000** could enable students from disadvantaged backgrounds to experience University life by attending an intensive residential programme on campus.

YOUR IMPACT

**A gift of £7,000** could support two students from our Widening Participation Programmes with an Exeter Progression Award for the duration of their studies.

YOUR IMPACT

**A gift of £10,000** could provide students from Widening Participation backgrounds with a bursary to enable them to undertake internships or summer school placements in the UK or overseas.

YOUR IMPACT

**A gift of £30,000-£90,000** could enable us to create a range of “lessons in a box”, providing teachers in lower performing schools with exciting curriculum-based lessons developed by academic departments, drawing on their latest research. An exceptional gift of £90,000 would support this scheme for three years.

YOUR IMPACT

**A gift of £20,000-£100,000** could support Widening Participation students as they enter University through a programme of ‘transition’ support, including peer-to-peer mentoring and pre-University ‘transition days’ (a residential programme, taking place just prior to Freshers’ Week). £20,000 would support this scheme for a year; an exceptional gift of £100,000 would support the scheme for five years.





# Enhancing education: supporting academic excellence at Exeter

We want our students to become the global leaders of tomorrow, inspiring and effecting change, and sharing knowledge around the world.

We also want to ensure that students with the ability to progress further in their studies are able to do so, irrespective of their financial circumstances. A gift to enhance education at Exeter could support **three key areas**:

## Academic excellence

You can support academic excellence at Exeter by providing students with a prestigious scholarship award at Undergraduate or Postgraduate level. We believe that the best and brightest students must be supported to explore further study, without worrying that a lack of resources will limit their prospects. A Masters qualification will provide students with a higher level of expertise and the extra edge needed to succeed, be this for careers and industries requiring specialist training – such as engineering, academia or healthcare – or to get ahead in competitive businesses.

## Students as Change Agents

We believe that all students should have the ability to shape and enhance their curriculum during their time at University. Through Exeter's innovative 'Students as Change Agents' programme, any individual or group of students can identify an idea for how to improve any part of their University experience, and can manage the development and delivery of that idea through a self-contained project. Our student 'Change Agents' receive support and training from staff, developing real experience in leadership, teamwork and project management. This scheme has been sector leading since it began in 2007, and has inspired other universities to follow in Exeter's footsteps.



“I am truly grateful and excited that I have been given this scholarship, which will enable me to undertake a Masters in Financial Analysis and Fund Management. This support has given me a fantastic opportunity to deepen my understanding in this area, and will support my career aspirations.”

*Alexander Robey, 2016/17 MSc Financial Analysis and Fund Management and Masters Scholarship recipient, University of Exeter Business School*

“Supporting education and ensuring academically talented students have access to graduate study at great universities is incredibly important. It is a privilege to be able to contribute to this process by supporting my own alma mater, the University of Exeter.”

*Norman Ho, Economics 1976. Norman's donation supports exceptional students from China to undertake Masters level study at the University of Exeter, in a range of courses*

## Global opportunities

A well-rounded educational experience hinges on both core academic experiences and enrichment opportunities. Beyond campus, Exeter students benefit from attending conferences in the UK and internationally, such as the 'Common Purpose Study Abroad' programmes, a global summer conference which enables students to hone their leadership skills, and to apply their knowledge to real-world problems. We currently receive more than ten applications for every scholarship available for international and UK summer schools and conferences, and would like to offer more opportunities to those who would not otherwise be able to afford them.

## Help us to enhance education at Exeter:

### YOUR IMPACT

**A gift of £6,000** would enable two students to attend a prestigious UK or international summer school programme, such as the 'Common Purpose Study Abroad Programme'.

### YOUR IMPACT

**A gift of £10,000** could support two undergraduate students with a prestigious scholarship, awarded for academic excellence.

### YOUR IMPACT

**A gift of £12,000** could cover the tuition fees for a Home/EU student to undertake a Masters programme; **a gift of £20,000** could support a fully-funded Masters scholarship. By providing better support for Masters study, we can recruit and retain the brightest and address the widening gap between those students able to afford postgraduate study, and those that cannot.

### YOUR IMPACT

**A gift of £25,000** could provide a scholarship, covering the tuition fees of a Home/EU student undertaking a Masters in Business qualification (MBA) at the University of Exeter Business School, providing a pathway to a successful career.

### YOUR IMPACT

**A gift of £100,000** to the Change Agents Fund could provide a 'bid pot' of funding, offering more than 2,000 students across our Exeter and Cornwall campuses the opportunity to take part in our innovative 'Students as Change Agents' programme. Since the programme began ten years ago, hundreds of projects have brought student-led change to almost every part of the University, ranging from module fairs and study blogs, to student journals and academic conferences. A gift at this level would ensure the future success of this programme for the next five years, helping Exeter students gain essential leadership and advocacy skills.

# Student development: supporting exceptional student activities

## Exeter students are encouraged to actively engage in learning beyond their academic studies.

We recognise that these extra-curricular activities are essential to wellbeing, and can also play a vital role in shaping students' future careers.

Across our campuses, Exeter offers 240 student-run societies, engaging almost 11,000 students. Our 50 sports clubs have a combined membership of more than 8,500; one of the highest participation rates nationally. Exeter also enjoys some of the highest rates of student volunteering in the country, offering tremendous benefits to the local community.

As student numbers grow and ambitions increase, we seek financial support to expand and enhance student activities, and to ensure that students from all backgrounds are able to access these opportunities.

We need your help to support **two key areas – our Students' Guild, and sport at Exeter:**

## The Students' Guild and FXU

The Students' Guild (at our Exeter campuses) and FXU (the students' union at our Cornwall campuses) provide vital services to support student welfare, and offer a vast array of student societies and activities, overseen by student Sabbatical Officers who are democratically elected by the student community. They offer peer to peer support groups, and organise nationally-recognised events such as the annual 'Guild Awards' (recognising exceptional student leadership).

The Guild and FXU help University of Exeter students to become the kind of people who make a positive difference in the world: people with leadership skills who vote, volunteer, and who care about others and the environment. You can help us to make the opportunities on offer at the Guild and FXU available to more students, regardless of financial circumstances.

“My experience as President of the Students' Guild and Editor of Exposé changed my life and gave me the skills, experience and confidence to set up my own business after I left University. I am delighted to be able to help support the Guild as it continues to represent and help Exeter students.”



*Alain Desnier,  
English, 2005.  
Donor to the  
Guild Hardship  
Fund*

“So many projects were on offer from the Guild. Joining Ethical Exeter taught me how to be proactive and to find things out...it helped me understand all sides of a debate and to understand other people's positions. Once you are involved with a campaign you realise you are one of those students that can make changes, and that you can make a difference.”



*Jessie Cassidy,  
BA International  
relations with  
French and  
Spanish*

UNIVERSITY OF EXETER  
**STUDENTS'  
GUILD**



## Supporting student activities:

### YOUR IMPACT

**A gift of £5,000** could support the Falmouth and Exeter Students' Union Fund (FXU), or the Exeter Students' Guild Fund. FXU and the Students' Guild provide support for all aspects of student life. Your gift will ensure that funding is available to meet the changing needs of our student community, offering every single student an exceptional experience.

### YOUR IMPACT

**A gift of £10,000** to the Students' Guild Hardship Fund could support subsidised access to clubs and societies for those students who would not otherwise be able to afford the membership fees. A gift at this level would allow a programme of support, benefitting more than 200 students.

### YOUR IMPACT

**A gift of £15,000** could help us to enhance the employability of student representatives. FXU recruits and trains more than 100 student representatives each year, ensuring that students are co-creators in shaping their academic experience. A gift of £15,000 or more would enable FXU to increase the staff resource we can provide to support these students, ensuring that they are well supported.

### YOUR IMPACT

**A gift of £20,000** would pay for a programme of Students' Guild-run Music Bursaries, enabling students with musical talent (but without the funds to pay for private tuition) to access one to one music tuition during their studies. A gift at this level would provide eight students with regular tuition for the duration of their studies at Exeter.

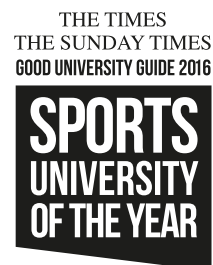
### YOUR IMPACT

**A gift of £100,000-£200,000** could pay for the complete refurbishment of the Guild Music and Drama Room, a multi-use space housed in the Students' Guild which is in constant demand by student societies, and which is now in need of considerable updating. A gift at this level would transform the space, providing flexible theatre-style seating. We would be pleased to discuss naming opportunities for a gift at this level.



# Exeter sport

In 2016 Exeter was named *The Times* and *The Sunday Times* 'Sports University of the Year' in recognition of excellence in sport and sports sciences. This achievement is testament to Exeter's proud sporting heritage, and also reflects the great investment which the University has made in its sporting facilities. More than £8.5 million has been reinvested by the University in the past five years, ensuring first rate facilities for students and the local community. Exeter sports have also benefited from the great generosity of alumni and friends. Thanks in large part to the generosity of donors, sports scholarships are awarded to exceptional students from any academic course who show great talent in their sporting discipline. You can help to support sporting excellence at Exeter in a variety of ways:



## Supporting sporting excellence:

### YOUR IMPACT

**A gift of £2,000** could fund an FXU Sport Bursary for a Cornwall student, funding training and travel to national competitions that may otherwise be out of reach.

### YOUR IMPACT

**A gift of £4,000** could fund two Women in sport scholarships. Women are currently underrepresented in Exercise and Sports Sciences at Exeter. These scholarships will help us to redress this imbalance, attracting talented female students.

### YOUR IMPACT

**A gift of £9,000** could fund a three-year sports scholarship that will attract and support a talented student athlete during their time at Exeter and enable them to fulfil their academic and sporting potential.

### YOUR IMPACT

**A gift of £25,000** could support community sport outreach activity, increasing sporting opportunities for local schoolchildren and providing real-world coaching and teaching opportunities for our students.

### YOUR IMPACT

**A gift of £50,000** could fund specialist equipment such as a weight-supported treadmill. This will enable our Sport and Health Science students to work alongside Exeter's academics, conducting research into the prevention and management of conditions such as Parkinson's disease, cerebral palsy and stroke.

### YOUR IMPACT

**A gift of £75,000-£150,000** could enable us to develop a Human Performance Laboratory in our Streatham Sports Park, bringing our innovative research to our student athletes and giving our students opportunities to develop clinical skills in a real-world setting.

“Exeter has transformed my Hockey. I wanted a well-rounded experience but with an emphasis on sport. At Exeter, the sports and academic departments work closely together. My tutor knows that I play hockey at a high level, and we work together to make sure that I still get good academic results. I also have a sports mentor who is a rugby coach, and we set goals that I want to achieve annually. My life is very busy with studies, Exeter hockey and GB hockey also, and my scholarship has allowed me to focus on these things.”

*Dan Jackson, MEng Mechanical Engineering, Exeter Hockey 1st team and England under-21's*

“I'm delighted to have supported the development of successive generations of Exeter students through sport. Extra investment yields results; if you are a sport lover, I do hope you will join me in giving to this area of our Campaign.”

*Nicholas Bull, Chemistry, 1973*



# Supporting wellbeing and building resilience

**University is a time of transition. The pressures of work, social life and living away from home can be a trigger for stress and anxiety, or can exacerbate existing difficulties.**

A 2016 survey of Higher Education Student Services across the UK shows an increase in demand for wellbeing services of up to 80% year-on-year<sup>1</sup>. This trend is replicated at Exeter. Our Wellbeing Service has experienced a 75% increase in demand over the past four years; a rapid escalation which follows the wider national mental health context. The most recent evidence shows that, among young adults aged 16-24, around one in six have a recent experience of a common mental disorder such as anxiety or depression. We must act now to ensure that there are safety nets in place for students experiencing mental health crises, and to ensure that our services can meet this increased demand.

At Exeter, we are committed to ensuring that every one of our students feels included and supported within our community. Exeter's Wellbeing Centre offers a broad range of evidence-based therapies. It also houses Exeter's AccessAbility Centre, supporting students with disabilities.

These resources come at a significant cost. As demand for wellbeing services increases, traditional sources of government funding (such as Student Disability Allowance) are diminishing. This presents a challenge for Exeter; how can we offer broad, pro-active support available to all Exeter students, whilst also offering tailored, one-to-one crisis support for those who need it most?

**YOUR  
IMPACT**

With your support, we can train and recruit more practitioners, ensuring that these needs are met, and that waiting times are kept to a minimum.

<sup>1</sup> A recent Association of Managers of Student Services survey (AMOSSHE 2016) estimates that the increase in demand for mental health services across HEIs ranges between 20% and 80% year-on-year

**EXETER  
IMPACT**

**Wellbeing Services at Exeter** have been created in close partnership with the University's Mood Disorders Centre (MDC). This unique Centre was established as a partnership between the University of Exeter and the NHS, to deliver world-class research into mood disorders such as anxiety and depression, and effective therapies for treatment, shaping healthcare policy and practice.

## Help us to support student wellbeing:

**YOUR  
IMPACT**

**A gift of £10,000** could provide a programme of Cognitive Behavioural Therapy (CBT) sessions for students experiencing severe anxiety or depression. Demand for CBT treatment among Exeter students has risen by 16% every year, for the past three years. Funding for this area will help us to ensure that we can meet this increased demand.

**YOUR  
IMPACT**

**A gift of £20,000** could enable the University's Wellbeing Centre to broaden its staff training programme for the academic and support staff who work most closely with our student community. Offering a year-round programme of courses, Wellbeing Centre professionals will train staff to spot signs of mental ill-health early on, equipping them with the skills and information they need to address these difficulties as a first point of contact, and to refer students on to the right service.

**YOUR  
IMPACT**

**A gift of £25,000-£100,000** could fund suicide prevention training and intensive one-to-one crisis care for those in immediate need of support. One in five adults aged 16-24 report thoughts of suicide, and the Wellbeing Centre urgently needs the resource to offer a dedicated counsellor to support students in crisis. A gift at this level would allow us to recruit a dedicated counsellor for three days per week, providing vital crisis support for one year, while £100,000 would allow us to offer this service for the next four years.

**YOUR  
IMPACT**

**A gift of £200,000+** could enable the creation of a new programme of Exeter Resilience Courses, open to all students. This innovative programme would be developed in partnership with academics within Exeter's Centre for Mood Disorders. It will offer prevention initiatives across campuses, equipping students with the skills to support good mental health before problems emerge or worsen. Research increasingly shows that early, pro-active interventions reduce the long-term impact of mental ill-health.



**ONE IN SIX YOUNG ADULTS HAVE HAD RECENT EXPERIENCE OF A COMMON MENTAL HEALTH DISORDER**





# Student employability: creating globally employable graduates

Equipping our students with the skills to succeed in the employment field of their choice is a top priority for the University of Exeter.

As the graduate jobs market becomes ever more competitive, students are seeking skills that will help them stand out. Real experience of the world of work through internships and placements is essential. We want to support and encourage our students to take up meaningful work placements at home and overseas. Travel and living costs can be high, and not all employers can offer payment. Exeter is committed to offering financial help when necessary, to enable those students without financial means to access valuable experiences.

Entrepreneurial flair is prized by employers; however, a recent study conducted by the Royal Bank of Scotland shows that only one in 17 young people in the UK are 'actively engaged' in early stage entrepreneurial activity, compared to one in 10 in the US. Exeter's entrepreneurial graduates punch well above their weight, winning international funding awards such as the prestigious Microsoft Imagine Cup. We want to make sure that all Exeter students with the potential to grow their own business, have the tools, mentoring and funding they require.

## Career support at Exeter

Exeter is proud to offer bespoke support and training to students from the earliest point in their academic career. At the University's Career Zone, a dedicated team of Employability staff provide one-to-one mentoring and advice – from CV workshops to interview practice – and act as the conduit for a wide range of internship opportunities.

Statistics show that the number of student interactions with employability staff at Exeter has more than trebled since 2011, and alongside this, the University has seen a significant upward trend in students gaining essential career experiences prior to graduation.



“Thanks to the support and investment of Exeter's 'Think, Try, Do' team, we feel confident in our business – both in its capacity to offer an alternative to fast fashion but also as a sound and strong model that offers great potential, helping us to make ethical consumer decisions.”

*Kalkidan Legesse and Vidmantas Markevicius, recent Exeter graduates and co-founders of ethical clothing company 'Sancho's Dress' (pictured as winners in the Santander University Entrepreneurship Awards Semi-Finals in 2017)*

In addition to general career advice and support, Exeter's newly developed 'Professional Pathways' programmes provide cohorts of students with intensive, four-day conferences focusing on particular job sectors, enabling students to gain real and valuable insights into their sector of choice. Each student who is awarded a place on these programmes will also be offered an internship in a business within that sector.

## Entrepreneurship at Exeter

For budding entrepreneurs, Exeter's flagship entrepreneur programme 'Think, Try, Do', offers tailored mentoring and support to students across our campuses. An expert team of advisors offer one-to-one coaching, supporting students through every step of the process from inception to deployment and helping them to establish their own successful start-up companies.

### YOUR IMPACT

We are proud of what we offer our students, but we want to do so much more. The University is able to offer a small bid pot of funding for student start-up businesses, but there is more demand for this than we can possibly supply. We need your help to ensure that Exeter is known for fostering truly exceptional entrepreneurial talent.



### EXETER IMPACT

SINCE 2011 THE NUMBER OF STUDENTS SECURING AN INTERNSHIP OR WORK PLACEMENT BY THE TIME THEY GRADUATE HAS RISEN BY

43%

### EXETER IMPACT

SINCE 2010 THE NUMBER OF STUDENTS RECEIVING A JOB OFFER PRIOR TO GRADUATION HAS INCREASED BY

19%

“Confidence has been my biggest challenge – but through the support I got at university I overcame it. My advice is say yes and put your hand up. If you’re given an opportunity take it. If you have a question ask it.”



Sophie Barlow, BSc Business Economics with Industrial Experience 2016 – Business Analyst, McKinsey

## Support student employability and entrepreneurship at Exeter:

### YOUR IMPACT

**A gift of £10,000** would support a programme of international travel bursaries, to cover the costs of travel overseas, enabling more than 20 students to take up these valuable opportunities to enhance their employability.

### YOUR IMPACT

**A gift of £20,000** would create a programme of bursaries enabling 20 students to undertake paid internships for a month in small or medium sized businesses of their choice in the UK, through Exeter’s successful ‘Access to Internships’ (A2I) scheme. Exeter’s dedicated A2I team provide one to one training and support, helping Exeter students and recent graduates to arrange their own internship placements in the UK.

### YOUR IMPACT

**A gift of £50,000** would create a ‘bid pot’ enabling budding entrepreneurs to launch their own small start-up businesses. Student-led businesses which reach the Do stage of the Think, Try, Do programme are able to apply for a grant of up to £4,000 to seed fund their start-ups. A gift at this level could benefit more than 20 student entrepreneurs.

### YOUR IMPACT

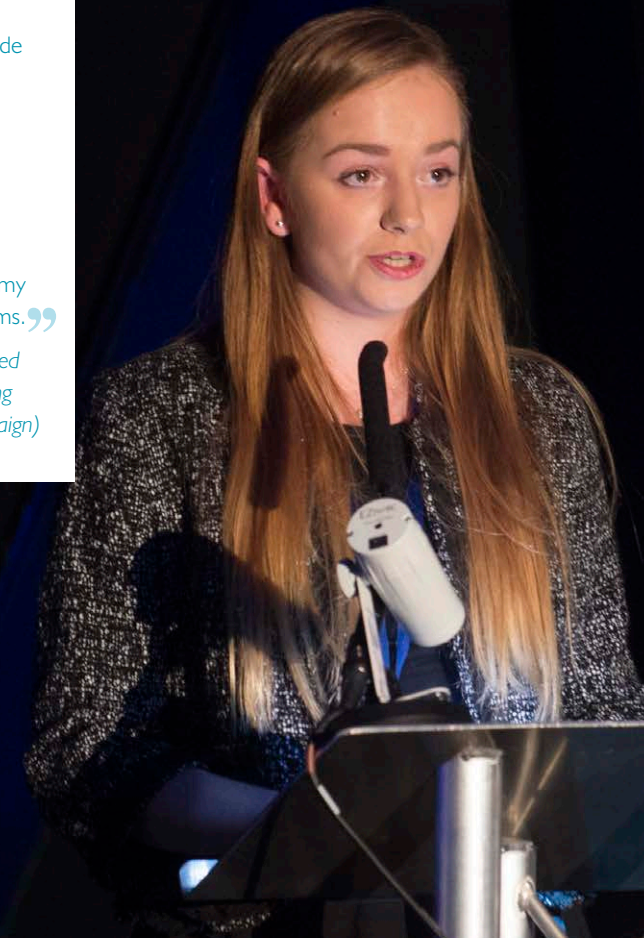
**A gift of £100,000+** would support Exeter’s Professional Pathways Academy programmes, designed to build students’ experience and knowledge of particular sectors. Exeter has already run four programmes of this nature, covering sectors such as Law and Accountancy. The popularity of these has been overwhelming, and we now seek to develop and run programmes for additional sectors, from ‘Social Enterprise’ to ‘Creative Industries and Performing Arts’. Each programme will run four times per year, providing intensive four-day training courses including workshops, sector-specific training and insight sharing for each cohort. Students accepted onto the programme will also be able to undertake an internship or placement in a relevant business. A gift of £100,000 would support a Pathways Programme for two years, benefitting more than 400 students.

“I am passionate about learning, and I believe a great education is the gateway to a successful future. I have had an incredibly fulfilling University experience, thanks to generous philanthropic support.

Gifts to support the student experience at Exeter can provide a level playing field, ensuring that everyone has the same opportunity to succeed.

I want to say a big thank you to all of you who do so much to support students at Exeter, ensuring that young people in my position can pursue their dreams.”

*Amy Ralston, Law, 2017 (pictured at the launch of Exeter’s ‘Making the Exceptional Happen’ Campaign)*



Will you help us to offer an exceptional student experience?




# Recognising exceptional generosity

We are committed to recognising your support. From naming opportunities for buildings and rooms or academic posts and scholarships, to events publically thanking our supporters, we would be delighted to discuss options with you.

Contact us today on [exceptional@exeter.ac.uk](mailto:exceptional@exeter.ac.uk) or +44 (0)1392 723141 and help us to make the exceptional happen.

## Contact us:

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