



**SCHOLARSHIP  
PROGRAM  
INFORMATION  
ON  
ELIGIBILITY AND CRITERIA  
2022 - 2023**

## **ABOUT THE 2022-2023 FOARE SCHOLARSHIP PROGRAM** **DEADLINE: JUNE 17, 2022**

192 students have received scholarships from the Foundation for Out of Home Advertising Research and Education (FOARE) to pursue a higher education since the Scholarship Program was established in the 2001-2002 academic year. Applicants have received scholarships for pursuing study in a wide range of fields ranging from marketing to the medical sciences.

The FOARE Scholarship Program provides assistance to students enrolled in undergraduate and graduate college and university programs and technical and trade school programs. The Scholarship Program supports the education and career goals of those who are part of the Out Of Home (OOH) advertising industry family along with other students pursuing a course of study related to the industry or students who have demonstrated an interest in the industry. All scholarships are in the amount of \$5,000. The following scholarships will be awarded in 2022:

- The Allman Family Business Development, Marketing and Sales Scholarship Endowment;
- The Nancy Fletcher Leader Scholarship\*;
- The Vern and Elaine Clark Out Of Home Industry “Champion” Scholarship\*;
- The Visual Arts, Technical, and Trades Scholarship;
- The Ruth Segal Scholarship;
- Four general student scholarships;
- The Joseph Zukin Jr. Educational Opportunity Scholarship; and
- The Reagan Family Scholarship (**See separate application and eligibility criteria**).

(\*Only applicants with an “industry connection” are eligible for the scholarship.)

**SCHOLARSHIP APPLICATION CAN BE FOUND AT:**  
**<https://forms.gle/wUGLmR2Ygxdc9DmP9>**

### **APPLICATION DEADLINE**

The deadline for receipt of all completed applications (except for the Reagan Family Scholarship) is June 17, 2022. Incomplete applications will not be accepted after this date. All applications should be submitted by email to [tmfsmith.foare.scholarship@gmail.com](mailto:tmfsmith.foare.scholarship@gmail.com) . Questions about the FOARE Scholarship Program should be directed to: **Thomas M. Smith by e-mail:** [tmfsmith.foare.scholarship@gmail.com](mailto:tmfsmith.foare.scholarship@gmail.com) or by calling (202) 276-4635.

### **WHO IS ELIGIBLE?**

The FOARE Scholarship Program is an important way for the industry to support families associated with OOH advertising, especially industry employees. Students with industry connections and students

without any industry connections are eligible for all FOARE Scholarships with the exception of the Nancy Fletcher Leader Scholarship and the Vern and Elaine Clark Out Of Home Industry “Champion” Scholarship. However, applicants with an industry connection may be given preference by the scholarship evaluation team. Applicants should be very specific in detailing their connection to the OOH advertising industry. Applicants also should be:

- Currently enrolled undergraduate and graduate students;
- High school seniors accepted to an undergraduate program;
- Students seeking an Associates of Arts (AA) or Associates of Science (AS) degree or enrolled in a technical or trade program; or
- Students who have completed an undergraduate program and have been accepted into a Master’s or Doctoral program.

## **CRITERIA**

All scholarships are awarded on the basis of:

- Academic Excellence
- Career Goals
- Community/Extracurricular Activities
- Financial Need (Only For The Joseph Zukin Jr. Educational Opportunity Scholarship)
- Written Reference (Only For The Joseph Zukin Jr. Educational Opportunity Scholarship)

## **THE ALLMAN FAMILY BUSINESS DEVELOPMENT, MARKETING AND SALES SCHOLARSHIP ENDOWMENT**

The Allman Family Business Development, Marketing and Sales Scholarship Endowment recognizes the important link between sales, marketing and business development that are the hallmark of the family’s experience within the OOH industry. Established by Don and Cathy Allman, the scholarship reflects the Allmans’ passion for sales, marketing, and business development. The Allman Family Scholarship Endowment will provide a scholarship to a student enrolled in a business management or business-related program and seeking to forge a career in sales, marketing, and business development.

Having worked at Foster and Kleiser and TDI, Mr. Allman joined Titan Worldwide in 2002 as its President and CEO. In September 2015, Titan merged with Control Group to become Intersection, where he served as Vice Chairman. Out of home advertising has been integral to Don and his family for nearly 40 years. Don met his wife, Cathy, while she was working for Foster and Kleiser (now Clear Channel) in Pittsburgh, PA.

Both undergraduate and graduate students are eligible to receive the scholarship. Candidates for the scholarship will be evaluated on the basis of their academic performance and career goals. Candidates also are required to submit an additional essay about business development and their career aspirations.

## **NANCY FLETCHER LEADERSHIP SCHOLARSHIP**

The Nancy Fletcher Leadership Scholarship is awarded to a woman who has demonstrated leadership qualities and skills. The scholarship recognizes the work of Nancy Fletcher, who served for 28 years as the President and CEO of the Out Of Home Advertising Association of America (OAAA). An attorney and former billboard company executive, Ms. Fletcher began her career as a lobbyist in the Minnesota State Legislature.

Before joining OAAA, Ms. Fletcher served as senior vice president for Patrick Media Group. She previously spent more than a decade with Naegele Outdoor Advertising in various capacities, including serving as president/general manager of the Minneapolis/St Paul division and general counsel for the parent corporation.

**The scholarship is designed to recognize and encourage young women with OOH industry connections to aspire to leadership positions.** Candidates for the scholarship must demonstrate through their academic life, community activities, and career goals the passion and leadership qualities and skills that helped shape Ms. Fletcher’s career as an industry leader. Applicants must submit an additional essay identifying a woman, other than a family member, they admire and why.

## **VERN AND ELAINE CLARK OUT OF HOME ADVERTISING INDUSTRY “CHAMPION” SCHOLARSHIP ENDOWMENT**

The Vern and Elaine Clark Out Of Home Advertising Industry “Champion” Scholarship Endowment is provided to a student enrolled in an undergraduate or graduate academic program with a specific connection to the OOH advertising industry. Candidates for the scholarship must demonstrate through their academic life, community activities, and career goals the skills and talents that made Vern Clark, a long-time industry champion, successful in his efforts. The scholarship honors Mr. Clark, who died in 2011 at the age of 81, and served as a mentor for future leaders of the industry. He did not attend college, but his respect for knowledge and education was enduring. He personified loyalty, persistence, and a strong work ethic. Mr. Clark was an effective advocate for the OOH industry; achieved numerous victories in the U.S. Congress on behalf of the industry; and was a leader of the industry’s national trade association. Applicants must submit an additional essay focused on community service.

## **THE JOSEPH ZUKIN JR. EDUCATIONAL OPPORTUNITY SCHOLARSHIP**

The Joseph Zukin Jr. Educational Opportunity Scholarship was established in 2021 to recognize the work ethic and commitment to community engagement that were hallmarks of the life of Joseph Zukin Jr., who was inducted into the OAAA Hall of Fame in 2013. His career in out of home advertising began in 1968. Prior to his death in 2018, Mr. Zukin had built a small out of home company into

Meadow Outdoor Advertising that owned billboards in four states. Mr. Zukin's career spanned more than half a century and included starting several business ventures, including an amusement park, service stations, and radio stations – all of which reflected and contributed to the unprecedented economic boom in California following World War II.

Throughout his successful career, Mr. Zukin also demonstrated a commitment to local functions and charities. In the 1960s, Mr. Zukin funded a scholarship for college bound students of Ravenswood High School in East Palo Alto, CA. That scholarship was meant to assist and encourage underprivileged students to attend college. One of Mr. Zukin's defining traits was his compassion for others, especially those who might need a helping hand. He always believed in treating all people with respect and honesty and that all people are equal.

The Joseph Zukin Jr. Scholarship for Entrepreneurship in America will be awarded to any student – graduate or undergraduate – whose academic record and community activities reflect the entrepreneurial spirit demonstrated by Mr. Zukin in his lifetime. **Special consideration will be given to students from marginalized communities related to race, color, sexual orientation, gender, socio-economically disadvantaged, and people with physical/mental disabilities.** The scholarship will be awarded on the basis of financial need, academic performance, and community/extracurricular activities. Applicants should be self-motivated and demonstrate initiative. Applicants must complete an additional essay and provide a written reference.

## **THE VISUAL ARTS, TECHNICAL, AND TRADES SCHOLARSHIP**

FOARE has designated a scholarship for a student enrolled in a visual arts, technical, or trade program. To qualify for the scholarship, a student must be pursuing a course in graphic design studies or a related field or a technical or trade program

## **THE RUTH SEGAL SCHOLARSHIP**

FOARE has designated a scholarship for a student studying social services, political science, communications, law, or a related discipline. Known as the Ruth Segal Scholarship, the scholarship is named after a long-time member of the Out Of Home Advertising Association of America (OAAA) staff, who worked tirelessly to educate federal and state policymakers about the OOH advertising industry.

**The following scholarship requires a separate application that can be found at [www.oaaa.org](http://www.oaaa.org)**

## **THE REAGAN FAMILY SCHOLARSHIP ENDOWMENT**

The Reagan Family Scholarship Endowment awards up to \$5,000 to a qualified **graduate student(s)** studying city or urban planning or a similar discipline, preferably enrolled at the University of Utah or the

University of Texas. Students enrolled at other academic institutions also are eligible if there is no qualified candidate for the scholarship from the two preferred schools.

Candidates for the scholarship will be evaluated on the basis of their academic performance and career goals. Candidates are required to submit a one-page essay outlining their career goals in city and urban planning. Candidates may be expected to participate in an interview with the Selection Committee.

The scholarship recognizes the contributions of the Reagan Foundation, a Utah-based non-profit organization, to the OOH advertising industry. (**Note: The deadline for receipt of applications for the Reagan Family Scholarship Endowment is April 24, 2022.**)

## **KEY INFORMATION:**

Applications must be received by **June 17, 2022**. Applicants for all scholarships are required to submit a 1-page essay (double spaced) outlining your career goals. Applicants for all scholarships also should include a one-page summary of any community service or extra-curricular activities.

Applicants for the **Allman Family Business Development, Marketing and Sales Scholarship Endowment** should include an **additional** essay focusing on business development and career aspirations.

Applicants for the **Nancy Fletcher Leadership Scholarship** should include an **additional** essay identifying a woman, other than a family member, admired by the applicant and why.

Applicants for the **Vern and Elaine Clark Out Of Home Advertising Industry “Champion” Scholarship** should include an **additional** essay focusing on community service.

Applicants for **The Joseph Zukin Jr. Educational Opportunity Scholarship** should provide a copy of their Free Application for Federal Student Aid (FAFSA); an **additional** essay outlining the most important moment in your life and why; and a written reference.

Applicants for the **Reagan Family Scholarship Endowment** should consult the separate application for the scholarship for a complete set of application requirements.

Transcripts (either official or unofficial) are required and should be sent as part of the completed application. FOARE takes no responsibility for any transcripts sent separately and not included in the application. All applications should be sent electronically by e-mail.

**Questions can be directed to: Thomas M. Smith**

**Thomas M. Smith & Associates**

**By Email: [tmfsmith.foare.scholarship@gmail.com](mailto:tmfsmith.foare.scholarship@gmail.com) By**

**Phone: (202) 276-4635**