

**ALEARN
2016**

ANNUAL REPORT



MATH STRONG, COLLEGE READY.



Dear ALearn Supporters,

Thanks to your support, 2016 was a very good year for ALearn and for the students whom we serve! It was a year in which we made progress on the 5 I's: Imagine, Intervene, Innovate, Inspire and Impact.

IMAGINE

- » At ALearn, we imagine a world in which all students, regardless of backgrounds or income, have the opportunity to pursue learning that leads them to a successful college choice and graduation.
- » ALearn imagines a world where every student learns positive mindset, perseverance, confidence and self-advocacy skills to be successful in high school and college.

INTERVENE

- » ALearn intervenes on behalf of underserved students who need math and motivation to put themselves on a rigorous path toward college.
- » ALearn helps students transform their college goals and dreams through college-going curricula, a college-going teaching assistant (TA), a field trip and a family college night.

INNOVATE

- » ALearn partnered with new school districts, charters and nonprofits in East Palo Alto and San José.
- » Alearn added professional development partners and professors from Santa Clara University, UC Santa Cruz, Santa Clara County Office of Education and New Teacher Center to enhance the professional development for teachers and teaching assistants.

INSPIRE

- » ALearn added hands-on STEM workshops in our Girls Exploring Math (GEM) program, which exposed our middle school girls to an inspiring group of women working in STEM professions, who taught them about DNA extraction, chip design, and Newton's Three Laws.
- » Hundreds of students and their families were inspired by stories about college from our first-generation, college-going TAs.

IMPACT

- » ALearn has served over 9,200 students from low-income backgrounds in the past 9 years.
- » 96% of MAP students reported they "feel more motivated to go to college."
- » 98% said, "I will use what I'm learning in math when I'm older."
- » 90-100% of our Common Core Math 1-3 students accelerated a full year as a result of ALearn's summer program.

Thanks to you, our supporters, ALearn outreaches every day to serve the students who can benefit most.

Sincerely,

Kathryn S. Hanson

Kathryn S. Hanson, Ph.D.
CEO & Founder



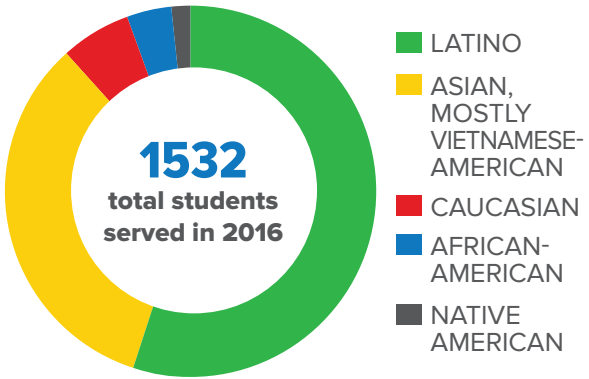
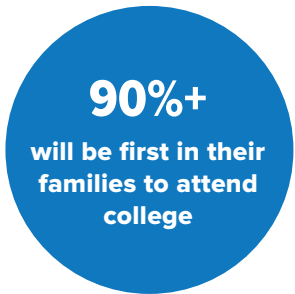
Kelley

Kelley Steven-Waiss
Board Chair



SERVING THE UNDERSERVED

The students we serve are often struggling in school, and the majority come from socio-economically disadvantaged families and traditionally underserved racial and ethnic groups.



THE OPPORTUNITY GAP

53% Latino
of K-12 students in California, 53% are Latino

32% college eligible
of Santa Clara County Latinos, 32% graduate high school college-eligible

12% complete college
of Latino adults, 12% have a college degree

THE ACHIEVEMENT GAP

2/3 of the achievement gap
between high- and low-income students is due to "summer learning loss"

3 months of math learning loss
occurs each summer

SUCCESS STORY

Edgar Chavarria
ALearn's Outstanding Teaching Assistant for 2016

Edgar exceeded his responsibilities preparing for college readiness lessons, without hesitation helped with after-school tutoring, and effectively communicated with the parents.



'PAYING IT FORWARD' BY CREATING A TEACHER PIPELINE

Edgar Chavarria truly embodies the mission of ALearn. A graduate of Independence High School in San José, he graduated from San José State University, where he discovered his passion: teaching. Edgar wants to help students reach their potential, like ALearn helped him.

Edgar was an ALearn teaching assistant for 3 years. A first-generation college student, he's a role model for his students—something he lacked as a child. His parents worked two jobs, often leaving him alone. He shares the challenges he faced during his education with his students, making him relatable, yet inspirational.

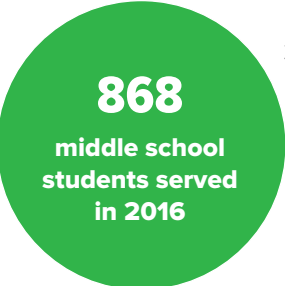
Working with ALearn's credentialed teachers has helped him improve his teaching.

"After grad school, I want to teach biology or chemistry in the East Side Union High School District. ALearn has been with me through my journey and has reinforced that teaching is the career for me."

MATH ACCELERATION PROGRAM / GIRLS EXPLORING MATH

MAP, an intensive 4- to 5-week summer program for 6th- 8th graders

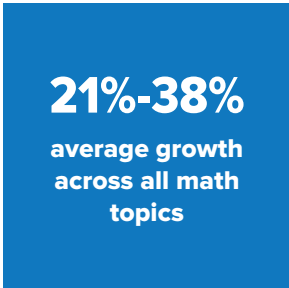
GEM, a 5-week after-school enrichment program that engages 7th and 8th grade girls



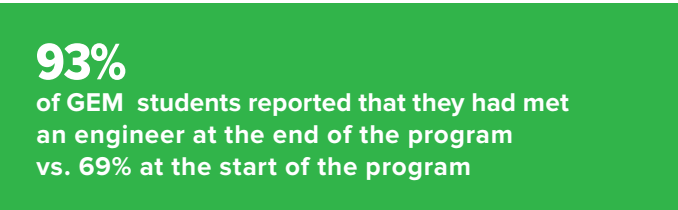
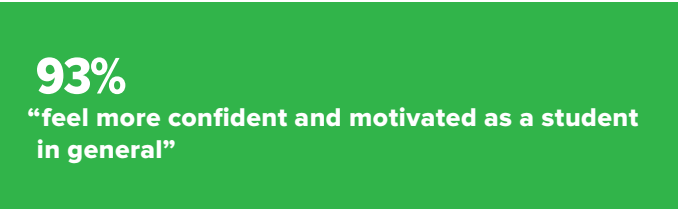
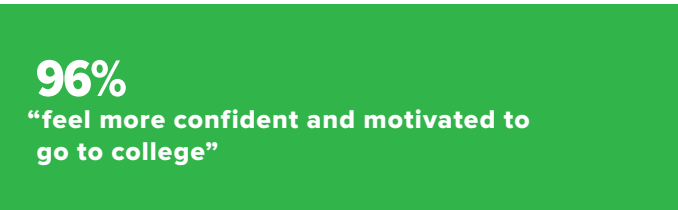
32 classes, 6 school districts,
1 charter school, and
3 non-profit partners in 2016

76 hours (19 days) of
instruction provided
≈ 1/2 school year of math

IMPROVED MATH SKILLS



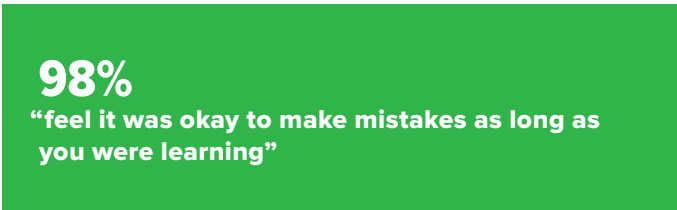
INCREASED MOTIVATION TO GO TO COLLEGE



MAP
focuses on preparation for success in Common Core Math plus college readiness and positive mindset

GEM
focuses on engaging girls in STEM activities and building college aspirations

SUCCESSFULLY INSTILLED THE POSITIVE MINDSET



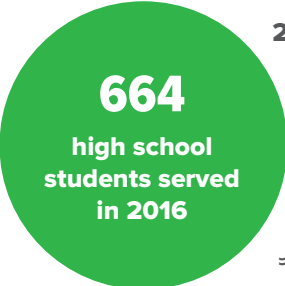
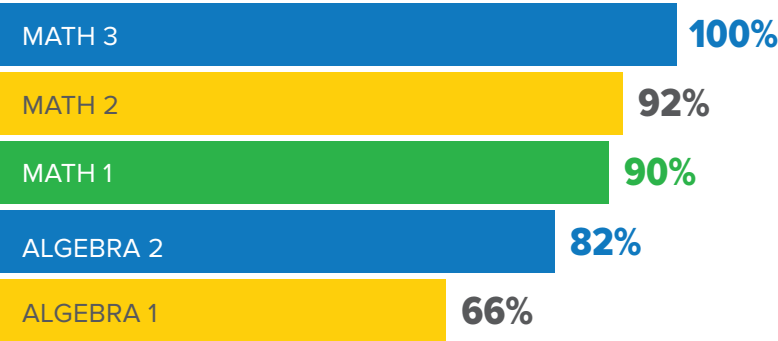
CATALYST TO HIGH SCHOOL / CATALYST TO COLLEGE

rigorous 6-week summer program for 9th-12th graders focused on increasing math proficiency, college readiness, and positive mindset

a 4-year program providing intensive college-readiness support from sophomore high school year through to 1st semester of college

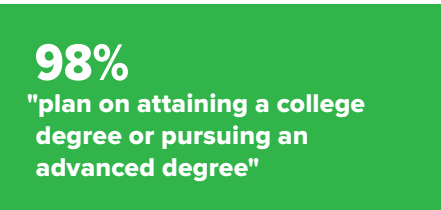
SIGNIFICANT IMPROVEMENT IN COMMON CORE MATH SKILLS

Students accelerate to the next level, entering a whole year ahead of where they would have been.



24 classes,
3 school districts,
1 non-profit partner in 2016

120-180 hours of
instruction provided
≈ 1 full school year of math



CATALYST TO COLLEGE

Launched an intensive educational case management and mentoring program combining peer-to-peer support, college admissions preparation, and leadership development.

SUCCESS STORY

Jacquelin Ramirez
ALearn’s Outstanding Catalyst Student for 2016

Jacquelin demonstrated leadership qualities by her diligence and positive attitude during assignments and the help she provided her fellow classmates during class.



“ALearn benefits so many other kids like me. There were so many opportunities to get help with the amazing teachers, and the programs were very motivational.

I saw many of my classmates moved by the stories of how anyone can build a future. It was such a great experience. I gained so much confidence in my math skills, which are the foundation to everything.

Not only did I get a head start for high school, but the program showed me ways to start thinking about college. I found that I want to become an obstetrician, and while I debate what college to attend, I will become a teaching assistant at ALearn and become the role model that I had during the program.

I will be the first to attend a four-year college; it has now become my priority. ALearn has shown me just how important and possible it is to obtain a higher education.”

photo: Jacquelin (left) with her family

9 YEARS OF IMPACT

5,920+ middle school students served by ALearn across 13 school districts



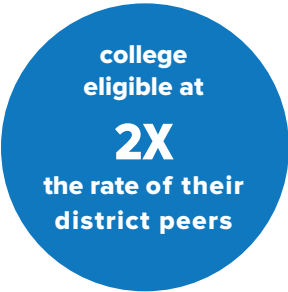
3,350+ high school students served by ALearn across 5 school districts

WHY COLLEGE?

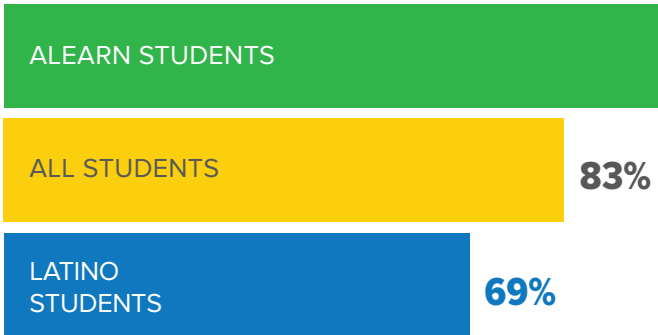
65% of all jobs will require post-secondary education by 2020

95% of STEM jobs will require college

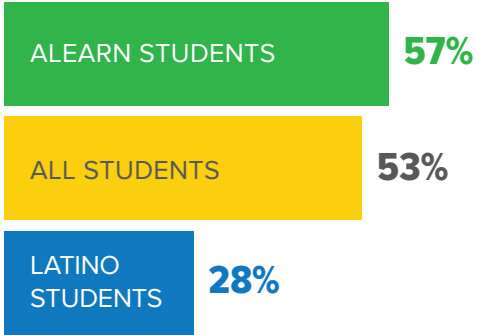
1 million California will be 1 million STEM degrees short by 2020



GRADUATED FROM HIGH SCHOOL in Santa Clara County, 2011-2016



GRADUATED COLLEGE ELIGIBLE in Santa Clara County, 2011-2016



SUCCESS STORY

Valeria Dominguez ALearn Alumna

Valeria is a graduate of Sonoma State University and has already accomplished her first goal – to run a nonprofit benefiting youth.

“I don’t know where I would be without ALearn – I’m so thankful.”



A member of ALearn’s first high school class in 2008, Valeria painfully remembers being labeled ‘English Language Learner’ and ‘low-income kid’ during high school, and how she struggled to try to fit in as a bilingual Latina.

“I was shy in front of my high school peers, and had no confidence in my math and writing. Coming from a low-income background and being a minority – it is a lot to deal with. But through ALearn I made a lot of friends, and it has been very inspiring to me. The group was very diverse and the feeling was we’re all in this together. Being with classmates who were like me made a difference.”

Valeria has an innate passion for learning. Although she embraced her parents’ strong work ethic and their support, she felt they didn’t really understand her since her experience is so different from theirs. ALearn offered the guidance and direction that her parents couldn’t, and gave her confidence to get beyond labels.

With a career aspiration of giving back and helping youth, Valeria gained valuable leadership skills as an ALearn teaching assistant for two summers. Her goal is to earn a Ph.D. in education.

SCHOOL DISTRICT & NONPROFIT PARTNERS

Alum Rock Unified Elementary School District
Bayshore Christian Ministry
Berryessa Unified School District
Building Futures Now
College is Real
Downtown College Prep (charter)
East Side Union High School District
Franklin – McKinley School District
Gilroy Unified School District
Milpitas Unified School District
Moreland School District
Mount Pleasant Elementary School District
Mountain View – Los Altos School District
Mountain View Whisman School District
Oak Grove School District
Orchard School District
San Jose Unified School District
Santa Clara Unified School District
Sequoia Union High School District
Sunnyvale School District



School districts benefit from ALearn's expertise and capacity building. ALearn teachers receive professional development and learn new approaches to teaching, which they apply to their ALearn classes as well as their own classrooms. Often, they share what they learned with other teachers, disseminating ALearn's unique approach throughout the school and helping create a school-wide college-going culture.

Our college readiness curricula and college-student teaching assistants serve as role models and assist districts in setting the expectation that everyone can prepare for and be successful in college, again strengthening ALearn's impact. Ultimately, both students and parents are engaged on the path to college.



STATEMENT OF ACTIVITIES

ALearn 2016

INCOME	
Individual/Family Foundations	590,898
Corporate	400,212
Foundation Grants*	724,830
Program Service Fees (Schools)	256,037
Gifts In-Kind/Donated Services	240,520
Special Events (non-deductible dinner)	5,610
Less: Special Event Expenses	(57,103)
Miscellaneous - Interest	6,657
TOTAL INCOME & CONTRIBUTIONS	\$2,167,661
EXPENSES	
Program & Operating Costs	
MAP	477,767
GEM	36,362
Catalyst to High School	293,609
Catalyst to College	96,240
Fundraising & Events	272,917
Programs Subtotal	\$1,176,896
General Expenses	
Wages, Payroll Taxes, Employee Benefits	97,740
Professional Fees	19,245
Donated Services/Gifts In-kind	240,520
Supplies	10,394
Telephone, Telecommunications and Postage	3,168
Website, Marketing & Printing	31,024
Books & Subscriptions	1,265
Office Rent	16,763
Travel, Conferences & Meetings	3,282
Insurance	9,574
Bank charges	634
General Expenses Subtotal	\$433,609
TOTAL EXPENSES	\$1,610,504
NET INCOME	
Adjustment for 2017-19 Unearned Revenue	\$(407,000)
ADJUSTED NET INCOME	\$150,157

* Includes \$500K four-year Packard grant, of which \$407K pertains to 2017-2019.

OUR INVESTORS

VISIONARY / \$50,000+		CHAMPION / \$25,000-\$49,999+	
Geschke Foundation	Pamela and Ed Taft	Adobe	Leslie Family Foundation
David and Lucile Packard Foundation	Taproot	Anonymous in honor of Eileen Tsai	Reddere Foundation
Sard Verbinen and Co	Yahoo! Employee Foundation	Hologic	Sharks Foundation
Silicon Valley Community Foundation		Latham & Watkins	Sobrato Family Foundation
		Leo M. Shortino Family Foundation	Texas Instruments
LEADER / \$10,000-\$24,999			
Agilent Technologies Foundation	Deloitte	Mentor Graphics	Spreng Family Fund
Bank of America Charitable Foundation	eBay	C.S. and Jin Y. Park	Silicon Valley Social Venture Fund
Ned and Jimi Barnholt	Diane and Robert Frankle	Phillip M. and Nobuko Palmer	Warmenhoven Family Foundation
BelleJAR Foundation	Harrington Family Foundation	San Jose Mercury News Wish Book Fund	William and Charlene Glikbarg Foundation
Boston Scientific	Dave House and Devyani Kamdar	SanDisk Corporate Fund	Duston and Jennifer Williams
B.J. and Bebe Cassin	Los Altos Town Crier Holiday Funds	Seagate	
Bruce and Gail Chizen	Markkula Foundation	Lisa Sobrato Sonsini and Matt Sonsini	
Jared and Emily Darby			

HERO / \$5,000-\$9,999			
Barbara Adey	Mike and Mary Ellen Fox	Ludwick Family Foundation	John and Allyn Taylor
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First Tech Federal Credit Union	Francis and Evelyn Lee	Rotary Club of San Jose	Valerie Vasquez
	Lockheed Martin	Santa Clara County Realtors Foundation	Bob and Gina Wulff
MENTOR / \$2,500-\$4,999			
Asset Management Co	Anand and Stefi Ganesan	Chris and Donna Paisley	Tate Family Trust
Blach Construction Company	Greenberg Traurig	Robert Hum and Lori Prince	TOSA Foundation
Broadcom Foundation	Heffernan Insurance	Rotary Club of Menlo Park	Kevin Wandryk
Nancy Bush and Emil Scoffone	Kelly Money Management	Safeway Foundation	Suzanne Werner
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Engel Family Fund	LS and RT Huang Foundation	Second Harvest Food Bank of Santa Clara and San Mateo County	Hans and Elizabeth Wolf
The Brett and Michelle Galloway Foundation	Teresa Luchsinger	Deborah Stipek	

ADVOCATE / \$1,000-\$2,499			
Anonymous	Kim and Jim Funk	Robert and Constance Loarie	Mona and Joe Chernesky Sabet
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We are also grateful to our 151 Friend-level investors (up to \$999), who helped make ALearn's programs possible.



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