



CollegeSpring
POTENTIAL MADE POSSIBLE

2016 ANNUAL REPORT





Dear Friends,

2016 was one of CollegeSpring’s strongest and most exciting years yet. It’s a pleasure to share some of our successes with you.

Most importantly, our programs saw some of our best results ever. **Thanks to the hard work of our partners, mentors, and staff, we served more students than ever, helping them improve their SAT scores by an average of 103 points—closing 67 percent of their score gap from the national average.** Our students also achieved impressive college enrollment rates [see page 3, “Program Results”].

We were honored to see this programmatic success receive recognition in several prominent forums, including the Milken Institute Global Conference, the White House Initiative on Educational Excellence for Hispanics, and the New York Times.

2016 also saw us expand our programmatic offerings. **We successfully launched our first pilots of CollegeSpring Connect, a streamlined program model that’s more accessible for certain schools and organizations.** We also fully updated our SAT curriculum to fit the revised version of the test that launched in March of 2016. [see page 8, “Our Strategic Plan”]

In addition to programmatic success, we bolstered CollegeSpring’s financial position. **We reduced our cost-per-student by six percent, allowing us to use our resources to greater effect.** At the same time, we received more philanthropic support in 2016—including our two largest-ever commitments, from the Michael & Susan Dell Foundation and The William K. Bowes, Jr. Foundation. [see page 8, “Audited Financials”].

We also strengthened our organization by adding proven leaders to our team, including Matt Aguiar, our first chief operating officer, and Kate Schwass, our founding Bay Area executive director.

All of these achievements are somewhat bittersweet for me personally. When I step down this summer to attend Harvard University’s joint MBA & Public Policy program, I’ll miss working with all of you on a daily basis. Still, I’m looking forward to continuing to serve our students as a member of our board. And because of the vision, commitment, and drive of our whole community, I know CollegeSpring’s brightest days still lie ahead.

In gratitude,

GARRETT NIEMAN
CEO & Co-Founder | CollegeSpring

Dear CollegeSpring Community,

2016 has been another excellent year for CollegeSpring, with new programmatic accomplishments and organizational expertise setting us up for considerable growth in years to come.

Like in previous years, we saw continued success in our core mission: **CollegeSpring students improved their SAT scores by more than 100 points and saw correspondingly high college enrollment rates.** But this year, student gains came hand-in-hand with greater efficiency. We reduced our cost-per-student, allowing philanthropic dollars and program fees to go further in serving our students.

2016 also saw us expand our programmatic breadth. **We piloted the first new program model variations in our organization’s history, making our curriculum more accessible and also targeting new groups of students.** We’re excited about this opportunity to provide a broader range of support for a wider variety of students.

Like every year, 2017 brings change, with our co-founder and CEO, Garrett, moving on to Harvard and a new chief executive starting in the summer. Thankfully, Garrett’s leadership has guided our organization to a very strong position, and empowered us with the tools we need to continue delivering great service to our students. That foundational work—and our whole team’s commitment—makes me nothing but excited about what the future holds.

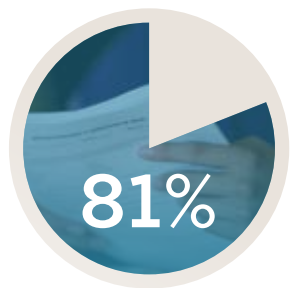
Sincerely,

THOMAS J. FRIEL
National Board Chair | CollegeSpring

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In addition to financial need, many of our 2016 students came from other groups that are historically underrepresented in college, including Latinos and African-Americans.



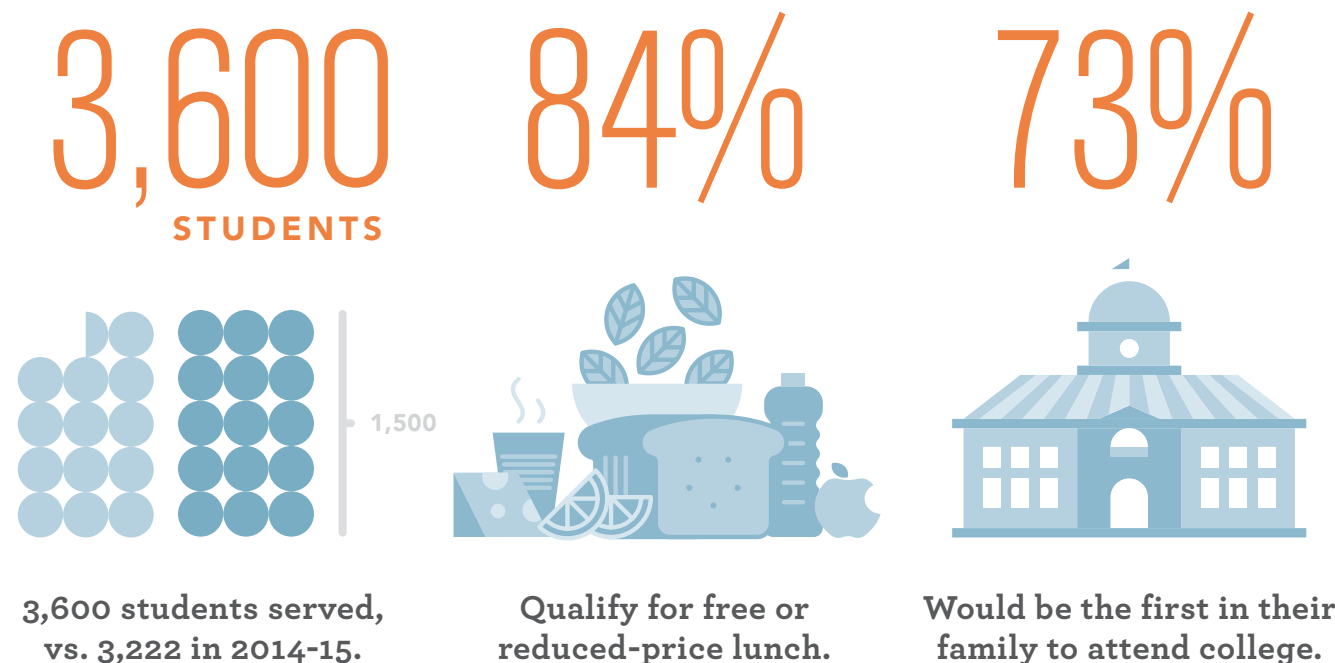
Identify as Latino



Identify as African-American

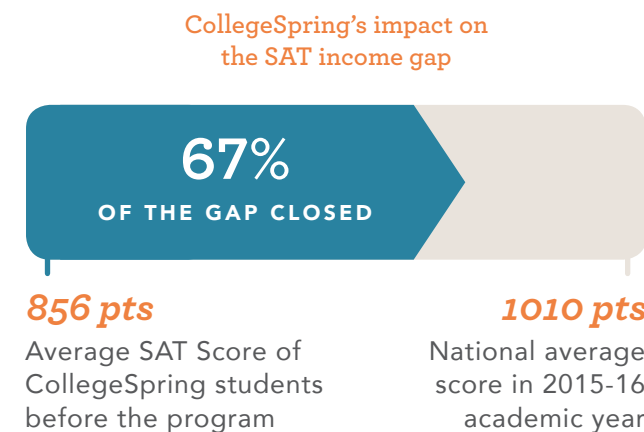
2016 Impact Report

This year, we served more students than ever

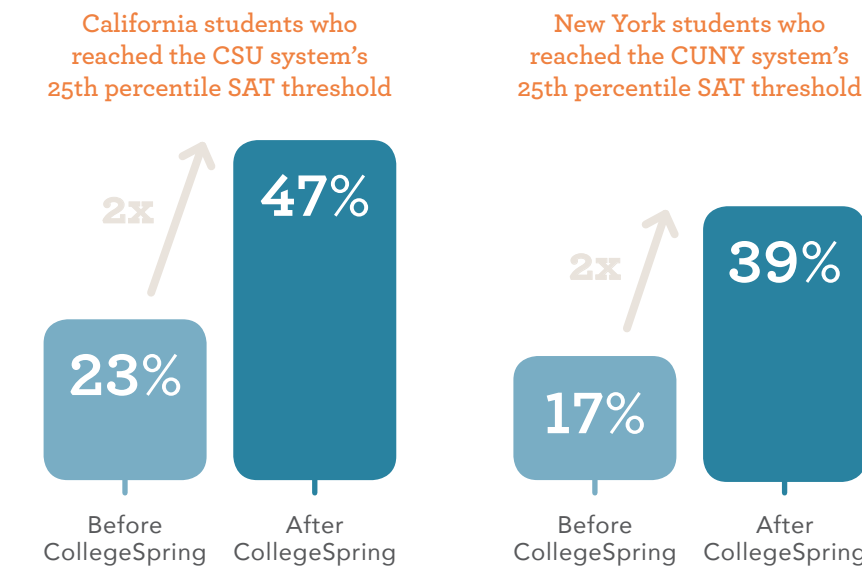


Our programs helped students improve their SAT scores by an average of 103 points

These score increases close **67% of our students' achievement gap** as measured by the SAT.



These score increases also made **more students eligible** for college.



*In 2016, 3/4 of students admitted to the California State University and City University of New York systems scored above 959 and 998 on the SAT, respectively. In both California and New York, CollegeSpring students were over twice as likely to hit those thresholds after finishing the program.

+ WHAT OUR STUDENTS SAID:

"I really enjoyed CollegeSpring because it opened my eyes to the future, such as college. We focused on what I would expect on the SAT test, college applications, and what is expected of you as a person."

-11th grader, *Ánimo Leadership Charter High School, Los Angeles*

"The CollegeSpring program helped me a lot, and I enjoyed it."

-11th grader, *Promise Academy 1 High School, New York*

+ WHAT OUR PARTNERS SAID:

"Every spring, we hold information sessions to encourage families to enter into our lottery and join our community. I purposefully include information about our CollegeSpring partnership because I believe it is an important reason for why a family might choose to apply to our school."

-Joel Key, Vice Principal, Impact Academy of Arts and Technology, Hayward, CA

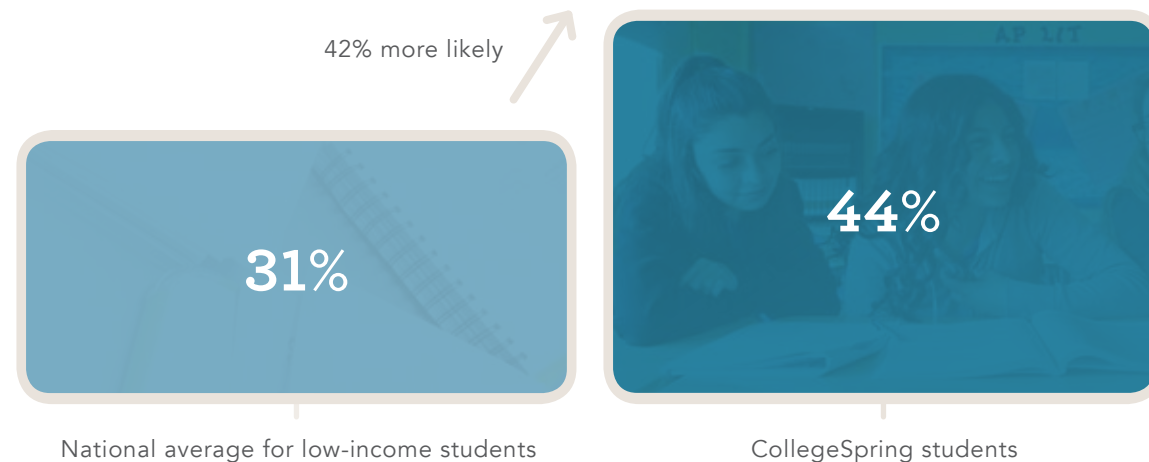
"I love that the CollegeSpring curriculum provides opportunities for the students in my class, who may be from different high schools and neighborhoods, to work in different groups and learn from (and challenge!) each other."

-Molly Porcher, Instructor, Henry Street Settlement, New York, NY

Our programs helped more students enroll and persist in college

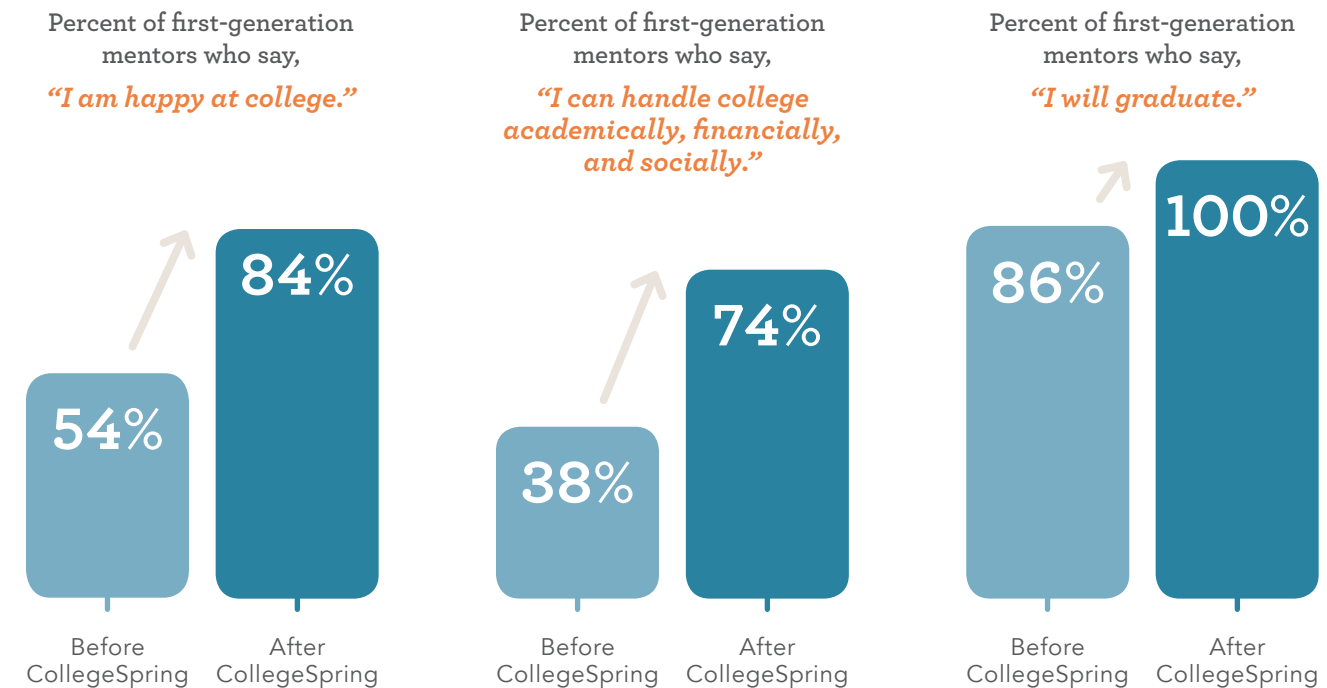
In 2016, CollegeSpring alumni were **42 percent** more likely than their peers to enroll in a four-year college.

Percent of students who enroll in a four-year college within 2 years of graduation



Mentors became more engaged in college after working with CollegeSpring

Over **50 percent** of our undergraduate mentors are first-generation college students, and face unique challenges in earning a degree. First-generation college students who mentored for CollegeSpring in the 2015-16 academic year **reported greater enthusiasm and commitment to college** after completing their service.



+ WHAT OUR MENTORS SAID:

"When I actually got to meet the students, it was great to be positive for them, and to show them I'm there for them. It was kind of nerve-wracking, but at the same time it just felt right...I could say, 'I went to college. You guys can do it too.'"

-Giselle Gonzalez, CollegeSpring Mentor, New York

"As mentors, we are the connection between the students now and what they can achieve. We're an example of where they can be in just a year or two."

-Sophie You, CollegeSpring Mentor, Bay Area

**AUDITED
FINANCIALS FOR
FISCAL YEAR 2016**

SUPPORT & REVENUE

Public Support.....	\$3,386,767
In-Kind	\$205,843
Interest Income	\$169
Program Service Fees	\$786,611
Misc.	\$8,272
TOTAL	\$4,387,662

EXPENSES

Program	\$2,345,577
Management & General	\$433,633
Fundraising	\$641,834
TOTAL	\$3,421,074

Change in net assets\$966,588

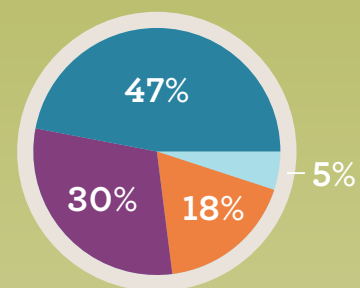
Net Assets,
Beginning of Year.....\$383,610
Net Assets,
End of Year.....\$1,350,198

OUR ORGANIZATION

Full-time staff 23
Mentors 192

OUR REVENUE MIX (%)

- Individual Support
- Foundation Support
- Program Fees
- In-Kind Support



Strategic Plan Update

In addition to strong results from students, the 2015-16 academic year saw CollegeSpring *make considerable progress* in many facets of our current three-year strategic plan:

GOAL	GOAL	GOAL
<i>Establish a premier curriculum for the revised SAT.</i>	<i>Launch lower-cost delivery models.</i>	<i>Make our programs more scalable and resilient.</i>
In the 2015-16 academic year, we introduced an updated SAT program in conjunction with the launch of the revised exam. We worked closely with the CollegeBoard to ensure that our students had access to the most up-to-date content and materials. Student score gains for our revised curriculum were an impressive 23 percent.	In 2016, we ran our first pilots of CollegeSpring Connect, a lower-touch, lower-cost program model that allows us to offer a wider range of options to partner schools. These pilots saw promising results, and we are making additional investments in this model for coming years.	We reduced our cost-per-student from \$1,015 to \$950, allowing us to use philanthropic dollars and partner fees more efficiently. We eliminated costly summer programming in favor of programs that take place during the school year. Happily, many of our summer-program partners transitioned to our academic year programs, with strong results.

2015-2016 Partners

NEW YORK

Academy of Innovative Technology, Achievement First Brooklyn High School, Achievement First University Prep High School, Bishop Kearney High School, Business of Sports School, East Harlem Tutorial Program, Promise Academy High School I, Promise Academy High School II, Henry Street Settlement, KIPP NYC College Prep High School, Maria Regina High School

SAN FRANCISCO BAY AREA

City Arts & Technology High School, East Palo Alto Phoenix Academy, Envision Academy of Arts & Technology, Hispanic Foundation of Silicon Valley, Impact Academy of Arts & Technology, Lighthouse Community Charter, William C. Overfelt High School

SOUTHERN CALIFORNIA

Academia Avance, Alliance Dr. Olga Mohan High School, Alliance Patti & Peter Neuwirth Leadership Academy, Alliance Susan & Eric Smidt Technology High School, Alliance Tennenbaum Family Technology High School, Alliance William & Carol Ouchi High School, Ànimo Inglewood Charter High School, Ànimo South Los Angeles Academy, Ànimo Leadership Charter High School, Ànimo Pat Brown Charter High School, Ànimo College Preparatory Academy, Magnolia Science Academy 1—Reseda, Nicholas Academic Center, Oscar De La Hoya Ànimo Charter High School, St. Mary's Academy

WASHINGTON, D.C.

McKinley Technology High School

Board of Directors

(This list covers the period from August 2015 to October 2016)

NATIONAL

Tom Friel, Heidrick & Struggles (Board Chair)
Julissa Arce, Writer, Immigration Rights Activist
Larry Kubal, Labrador Ventures
Eric Hanushek, Hoover Institute
Paul Martino, Bullpen Capital
Garrett Neiman, CollegeSpring
Todd Penner, The Michael & Susan Dell Foundation
Mindy Rogers, Community Volunteer
Alex Terman, Education Consultant

BAY AREA

Karen Bene, LinkedIn
Walker Conolly, PwC
Tarah S. Evans, Franklin & Catherine Johnson Foundation
Matthew Kinsella, Maverick Capital Ventures

SOUTHERN CALIFORNIA

Gene Sykes, Goldman Sachs (Regional Board Chair)
Ambassador Frank Baxter, Jefferies & Company
Sarah Ketterer, Causeway Capital
John Kissick, Ares Management
Dale Okuno, Okuno Associates
Wendy Wachtell, Joseph Drown Foundation

NEW YORK

Avi Dorfman, The D.E. Shaw Group (Regional Board Chair)
Ankur Agrawal, McKinsey & Company
Tracey Allard, Resolution Project
Ben Bronfman, Global Thermostat
Elizabeth Cooper Simpson, Thacher, and Bartlet, LLP
Steven Faber, Point 72
Alex Farman-Farmaian, Edgewood Management
Adam Ford, Harris O'Brien, St. Laurent & Chaudry
Trace Harris, Advisor
Irfan Hussain, Goldman Sachs
Christine Lattanzio, PwC
Teena-Ann Sankoorikal, Levine Lee LLP
Sheila Sarma, Consultant
Samuel D. Shenin, Thomas H. Lee Capital
Dickie Steele, SYPartners
Nada Usina, Russell Reynolds Associates
Aman Verjee, CAN Capital
Jordan Waxman, Hightower Advisors
Timothy Yates, Monster Worldwide
Marilyn Zlotnik, Metis Associates

2016 Supporters

The entire CollegeSpring community—from students to teachers to staff members—is incredibly grateful for our supporters' generosity and advocacy in the 2015-16 academic year.

Thank you for your ongoing support!

\$100,000+

Anonymous - Koshland Foundation
Kresge Foundation - Michael & Susan Dell Foundation - Mindy B. + Jesse Rogers - William K. Bowes, Jr. Foundation

\$50,000 - \$99,999

Friel Family Fund - Coleman Fung, Dan Murphy Foundation - Pricewaterhouse Coopers - The Ralph M. Parsons Foundation - Sarah Ketterer Family Foundation - Gene Sykes, W.L.S. Spencer Foundation - Yates Family Fund

\$25,000 - \$49,999

Elizabeth Cooper - The Edwin Gould Foundation - Alex Farman-Farmaian - Irwin Federman - Heckscher Foundation for Children - Irfan Hussain - Kissick Family Foundation - Kitchen Table Foundation - Maverick Capital Foundation - The Pinkerton Foundation - Quest Foundation - Teena-Ann Sankoorikal - Nada Usina - Aman Verjee

\$10,000 - \$24,999

Anonymous - Diana Chang - Victor Miramontes - Dale Okuno - Arthur & Toni Rembe Rock - Sheryl Sandberg - Southern California Edison - SRS Family Foundation Inc. - TPG Capital, LP - Warriors Community Foundation

\$5,000 - \$9,999

Dodge & Cox - Steven Farber - Innovate Family Foundation - The Ken Olivier and Angela - Nomellini Charitable Fund - Jim Koshland - The Ranzetta Family Charitable Fund - The Schwartz Family Foundation - Alex Terman

\$1,000 - \$4,999

The Capital Group Companies Charitable Foundation - Daisy Foundation - Nel Ellwein - Zac Guevara - James Halper - Eric A. Hanushek - Hennessy Family Gift Fund - Matthew Kinsella - Steve Klinsky - Park Family Fund - Razoo Foundation - SurveyMonkey - Diana Bowes Weller

\$100-\$999

Tracey Allard - Apple - Julissa Arce - Lorenzo Arroyo - Greg Behrman - The Benevity Community Impact Fund - Richard Berliner - Jill Bowman - William Brien Dana Craig - Fidelity Charitable Gift Fund - GoogleOne Today - Rachel Jones - Kaufman Family Trust - Maria Klawe - Nicholas Lamb - Jeff and Lacey Margolis - Patrick Ontiveros - Akshay Parti - Corri Ravare - George Scharffenberger - Harjeet Sidhu - Jared Strumwasser - Taylor Thompson - Truist - Wired Magazine UK - YourCause



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