Putting students on the path to success

College Success Foundation - District of Columbia
ANNUAL REPORT 2012-2013
What the world needs now

More college-bound high school students. More undergraduate and advanced degree holders. More educated, passionate and experienced young people giving back to our organizations and communities.

That’s what your generosity and vision help us achieve.

Rashai Lee (right) wants to help people live productive, crime-free lives. Brandon Fraser plans to serve the community with the police force or FBI. Christopher Jones is working toward a career as a state legislator or congressman. Our students are dedicated to positive change.

The College Success Foundation-DC mentors and financially assists students from seventh grade through college graduation. Students like Rashai, Brandon and Christopher learn how to lead, problem solve, navigate challenges and create new opportunities. And their goals are consistently tied to how they can make a difference in the world.

Take a moment to read their inspiring stories, and you will recognize not only their potential impact, but the real and enduring impact of your leadership and support.

Simply put, we cannot make these critical strides without you. Yes, we are generously backed by the Bill & Melinda Gates Foundation. And we are fortunate to have other major donors such as the Office of the State Superintendent of Education, Costco Wholesale, the Chris Cooley Foundation, the Washington Redskins Charitable Foundation and many others. Their support has been no less than extraordinary.

Our leaders, partners and supporters also make it possible to serve the number of students we serve and to have the one-on-one mentoring relationship that is so important for student success. We appreciate our school, agency and community partners, our leadership teams, our advisors and our annual donors. Together, we are identifying our school, agency and community partners, our leadership teams, our relationship that is so important for student success. We appreciate our leaders, partners and supporters also make it possible to serve the number of students we serve and to have the one-on-one mentoring relationship that is so important for student success. We appreciate our school, agency and community partners, our leadership teams, our advisors and our annual donors. Together, we are identifying

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ACHIEVERS SCHOLAR ALUMNA

Rashai Lee ’13

“I’m not helping somebody, I’m not fulfilling my time here on earth,” says Rashai Lee, who graduated from Bennett College in May.

An Achievers Scholar with a bachelor’s degree in international studies and a concentration in criminal justice, Rashai has more than a heart for making a difference; she has a plan.

“First is law school. I want to become a prosecutor so that I can prepare myself to be a defense attorney. After I gain that experience, I want to work with the FBI, researching the psychological background of criminals.” And where will this path lead? “I want to counsel criminals and help them understand how to stop committing crimes. I know I can change lives and help offenders become better people.”

Also on Rashai’s bucket list is to someday open a nonprofit that mentors young people and inspires good decision-making.

Her goals are lofty, but consider what she achieved during her college career. She was a student ambassador who did more than lead campus tours, the directly impacted recruiting, encouraging students to apply and select Bennett. She participated in a number of organizations, including serving as president of the Save a Girl, Save a World mentoring program. She also volunteered at the Martin-Dixon Intergenerational Center and studied abroad in England, where she learned about the British justice system.

Currently, Rashai is working at a law firm in Washington, D.C. It’s step one in an impressive plan to make an important contribution. “I have always wanted to help people. That’s what drives me.”

They’ve got what it takes to achieve meaningful change

THE DC ACHIEVERS SCHOLARSHIP PROGRAM, funded by the Bill & Melinda Gates Foundation, helps promising students in six schools (Wards 7 and 8) complete high school — successful, college-ready and confident.

Some opportunities are too important to leave to chance. That’s how CSF-DC and our partners feel about the excellent students in our Achievers Scholarship Program. Some of today’s brightest students have everything it takes to succeed in college — except for the financial means. We’re not going to let promising students fall through the cracks and miss the opportunity to become leaders for our communities.

Our collective work ensures that top students do not have to sacrifice their college and career dreams. With steady mentoring, targeted academic support and generous scholarships (up to $50,000 each) distributed over a five-year period, we’re paving a path to success.

To date, more than 1,400 students have been named Achievers Scholars. And more than $11 million in scholarship funds have been provided. The program operates at Anacostia Senior High School, Ballou Senior High School, Friendship Public Charter High School, Maya Angelou Charter High School, HD Woodson Senior High School and Thurgood Marshall Academy Charter High School.

SCHOLARS RECEIVE COMPREHENSIVE SUPPORT SERVICES, INCLUDING:

College Preparatory Advisors are based at each of the high schools to support DC Achievers Scholars to successfully complete their high school degrees, exposing them to college choices and how to prepare applications. They also work with non-Achievers Scholars and the schools to promote a college-going culture that benefits all students and families.

Hometown Mentors volunteer to work one-on-one with students to complete college applications, write college essays and prepare for the transition to college.

The Summer Academic Enrichment Program, conducted between students’ junior and senior years of high school, is a four-week residential program on a college campus that boosts academic performance in math and language skills and prepares students for entry into college.

College-Support Services consists of school-based staff members who provide students with advising, workshops, summer school support, transfer assistance and other resources while students are in college.
Brandon Frazier says he likes it when people look at his shirt with curiosity. “My HERO shirt means something,” the high school sophomore says. “I don’t want to sit around doing nothing. It’s better to get up and do something in your community, for your community. I’m proud of that.”

Brandon has been connected with CSF-DC since middle school. He recently completed his second straight summer with the HERO summer enrichment program at Gallaudet University.

“A lot of kids my age get bored easily, but not here. Every single day we work. We learn science, technology, engineering. We build rockets. We’re learning and working all of the time. They are preparing us for adult life.”

Thanks to a partnership with Georgetown University, Brandon and his CSF-DC cohort also gained the opportunity to travel to Panama and Nicaragua. “Never before had he been out of the country.

“This program has taught me that I can do whatever I put my mind to. They are like family. I can always turn to them. They make me feel like if I keep working hard, college will happen for me.”

After tours of Bowie State, Towson, Georgetown and other universities, Brandon has his sights set on Georgetown. The focused students he met and the friendly and knowledgeable professors impressed him.

College is a couple of years away, and his career beyond that, but he’s already considering three possible paths — the NBA, law school or the police force.

“It’s always a good day here, always positive,” Brandon says of his experience with CSF-DC. “What we have a caring and four other kids, we will look back and see just how foundational this experience was. I am learning to be successful no matter what obstacles come my way.”

CSF-DC offers an exciting and eye-opening summer leadership experience in which students return home with an entirely new perspective on the world and their place in it.

The annual HERO Summer Leadership Institute at Gallaudet University focuses on science, technology, engineering and math (STEM). With weekly themes of health, medicine, space, physical science, computers, engineering, oceanography and marine science, students engage in hands-on activities, gaining a firsthand look at possible academic disciplines and career options in each field. The capstone experience of the program is the Marine Science and Oceanography Institute, an annual, weeklong program in which students explore marine science and oceanography as well as tour a variety of colleges and universities.

This year, scholars traveled to the University of New Hampshire Oceanography Institute and visited colleges and universities in Massachusetts.
CSF-DC Scholars are accepted to colleges across the nation

From New York University to Texas A&M, Pepperdine to the University of Maryland, CSF-DC Scholars attend colleges and universities in 40 states, the District of Columbia, and even the Virgin Islands. As our programs continue their excellent growth, D.C. students are given more than the chance to go to college; they’re discovering all the choices available to them. Some of our scholars were born with big dreams. Others thought college was out of their reach. Thanks to your partnership, young students of color are pursuing their goals all over the nation.

Christopher Jones, sophomore
Morehouse College
LEADERSHIP 1000 SCHOLAR

Christopher recently completed another internship. For 10 weeks, he worked in the Office of Equal Employment and Minority Affairs at the Smithsonian Institution. “Our mission is to uphold the museum’s commitment to diversity, which entails a lot. I helped implement the Supplier Diversity Program. Forty-three percent of Smithsonian contracts should go to small businesses. I helped make sure that happens.”

The internship tied nicely to his major — economics. “I’m pretty good at math,” Christopher says. “I can see how solving economic problems could help a lot of people.”

Christopher finished fourth in his high school with a 3.6 GPA, served as vice president of his student government association (SGA) and is currently seeking a leadership role in the SGA at Morehouse. He is just one example of the CSF-DC Scholars who are on track to be the next leaders of our nation.

Help create leaders for our communities and organizations

Do you have a particular high school or college you want to support? Or a field of study that inspires you? The College Success Foundation - DC Leadership 1000 Scholarship is a customizable scholarship program funded by individuals, foundations or businesses. Awards provide five-year scholarships to deserving students from Washington, D.C., who need assistance to attend college.

Consider how you would like to make an impact. When you commit to donating $5,000 per year for each of five years to support one student, you may:

Choose to establish a named scholarship with a family name, foundation name or company name.

Establish specific parameters for the scholarship, such as a specific area of study, graduation from a particular high school or region or enrollment at a particular college.

Share with us your vision for making a meaningful impact and how we can help bring your vision to reality.

Several foundations are Leadership 1000 donors, including the Washington Redskins Charitable Foundation, the Chris Cooley Foundation and the Acacia Foundation. In only its third year, Leadership 1000 has awarded 55 scholarships to deserving students.

If there is one characteristic, a thread that connects the young people we serve, it is the desire to give back. Our scholars express deep gratitude for the opportunities we place before them as well as a commitment to civic engagement.

Supported by the Redskins Charitable Foundation, Leadership 1000 Scholar Christopher Jones is no exception.

As a sophomore at Morehouse College, Christopher sees himself as a future state legislator or congressman. “Learn how to make a big impact on the way we live,” he says. “Public policy is a place I can see myself making a difference.” He’s already had a taste of politics, an internship at the White House. He was one of only a few selected for the experience.

“After interning, I became more interested in politics. I went to a lot of speaker series with senior administrators. I became particularly intrigued by foreign affairs and small business. This built on my interest to give back to my community.”

CSF - DC Facts and Figures

1000 SCHOLARSHIPS AWARDED

Cumulative Scholarships

1,000

1,000

900

800

700

600

500

400

300

2008 2009 2010 2011 2012

Cumulative Dollars (in Millions)

$18.0

$17.0

$16.0

$15.0

$14.0

$13.0

$12.0

$11.0

$10.0

$9.0

$8.0

$7.0

$6.0

$5.0

$4.0

$3.0

$2.0

$1.0

$0.0

2008 2009 2010 2011 2012

2012 Median Student Family Income

$70,000

$60,000

$50,000

$40,000

$30,000

$20,000

$10,000

$0

Connecting with nature, one another, and the many sides of success

Community and teamwork. Personal responsibility and empowerment. Stewardship. Integrity. Curiosity. All of these become part of the success skillset that CSF-DC helps our scholars develop at the Calleva outdoor adventure camp. For the majority of our city-born and raised rising seniors, the time spent in nature is a completely new experience. Campers are challenged in a fun-filled atmosphere where they gain confidence and a vision for pursuing the many characteristics of a successful life and career.

The Calleva experience is designed to help students overcome their fears and teach them to be daring about taking on challenges and new experiences. Above, a student puts trust to the test by free-falling into the arms of a supportive group of classmates and friends.

The Calleva outdoor adventure camp also gives students the opportunity to expand their horizons in preparation for a successful and productive future. Challenging activities include horseback riding, mountain boarding and kayaking.
### Our Donors

You are more than donors. And we are more than recipients of your generosity. Together, we are a network of determined and caring people with a shared vision to change lives, transform communities and build a brighter future.

### INDIVIDUALS AND FOUNDATIONS

- $10,000 to $49,999
  - The New Family
  - The Walsh Family
  - John and Judy Williams
  - Jim and Jan Sinegal
  - Lois and Richard England
  - Matt Fahnestock
  - Richard Stamberger
  - James Minkin
  - David Festenstein
  - Jeff and Tricia Raikes
  - Robert Petrini
  - Peterson Family Foundation
  - Jonathan Jolley
  - Joe and Terry Gaffney
  - David Festenstein
  - Matt Fahnestock
  - Lois and Richard England
  - John and Judy Williams
  - Jim and Jan Sinegal
  - Richard Stamberger
  - Jonathan Jolley
  - Joe and Terry Gaffney
  - David Festenstein

- $5,000 to $9,999
  - Wells Fargo Foundation
  - Vradenburg Foundation
  - Patricia A. McGuire Gannett Foundation, Inc.
  - The Raikes Foundation
  - Dorsey & Whitney Foundation
  - Nathan and Jill Daschle
  - The Copeland Family
  - Carstens Family Foundation
  - Morris and Gwendolyn Cafritz

- $10,000 to $49,999
  - Jim and Jan Sinegal
  - Leonsis Family Foundation
  - Emily Bloomfield and Byron Auguste
  - Washington Redskins Charitable Foundation
  - MArPAt Foundation
  - Chris Cooley
  - Bill and Melinda Gates Foundation
  - HarperCollins
  - The World Bank Group
  - The Tyler Family
  - Smith and Byrd Foundation
  - Honeywell Aerospace
  - New America Foundation
  - The Architectural League of New York

- $100,000 to $499,999
  - IndividualS and foundationS businesses and organizationS
  - Kimsey Foundation
  - National Endowment for the Arts
  - D.B.A. Pediatrics
  - Welcome Bank
  - The Travelers Group
  - China National Tobacco Corporation

### BUSINESSES AND ORGANIZATIONS

- $1,000,000 to $4,999,999
  - Costco Wholesale
  - Office of the State Superintendent of Education
  - Republic National Distributing Company
  - Tandem Seedworks Corporation
  - Trinity Washington University
  - The World Bank Group
  - The Tyler Whiting-Turner Contracting Company
  - Microsoft Corporation
  - American Airlines
  - Boeing
  - FedEx
  - Georgia-Pacific Corporation
  - First Quality Tissue
  - Guardian
  - Net Assets – End of Year

- $50,000 to $99,999
  - Anadarko Petroleum Corporation
  - The Catholic University of America
  - Comcast Cablevision of the District of Columbia
  - Prentice Hall
  - Service Distribution Company
  - Trinity Washington University

- $10,000 to $49,999
  - Under Armour
  - Patton Boggs, LLP
  - Navigant Consulting, Inc.
  - Annie Martin
  - Dorsey & Whitney, LLP
  - Joseph E. Robert
  - The Walsh Family
  - The Washington Post

- $5,000 to $9,999
  - Service Distribution Company
  - Comcast Cablevision of the District of Columbia
  - Prentice Hall
  - Service Distribution Company
  - Trinity Washington University

### In-Kind Gifts

- Software and services donated by
  - Microsoft Corporation
  - State Farm Insurance
  - Accenture
  - Hewlett-Packard Company

### Financials

#### Assets - Statement of Financial Position

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<tbody>
<tr>
<td>Cash and Investments</td>
<td>$ 2,303,486</td>
<td>$ 2,809,990</td>
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<tr>
<td>Pledges and Other Receivables</td>
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<td>Total Current Assets</td>
<td>12,880,141</td>
<td>12,342,551</td>
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<td>Long-term Pledge Receivable</td>
<td>62,988,935</td>
<td>69,860,421</td>
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<td>Property and Equipment</td>
<td>124,357</td>
<td>132,497</td>
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<tr>
<td>Total Assets</td>
<td>$ 75,413,533</td>
<td>$ 82,335,469</td>
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#### Liabilities and Net Assets - Statement of Financial Position

<table>
<thead>
<tr>
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<tbody>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$ 315,301</td>
<td>$ 186,068</td>
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<tr>
<td>Program and Scholarship Commitments</td>
<td>6,652,247</td>
<td>5,601,236</td>
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<tr>
<td>Total Current Liabilities</td>
<td>6,967,548</td>
<td>5,787,304</td>
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<td>Long-term Program and Scholarship Commitments</td>
<td>12,999,816</td>
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<td>Total Liabilities</td>
<td>19,867,364</td>
<td>16,673,377</td>
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<tr>
<td>Net Assets</td>
<td>55,545,969</td>
<td>66,652,092</td>
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<tr>
<td>Total Liabilities and Net Assets</td>
<td>$ 75,413,333</td>
<td>$ 82,335,469</td>
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#### Changes in Net Assets (Note 2)

<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Support and Revenue</td>
<td>$ 2,914,941</td>
<td>$ 4,457,366</td>
</tr>
<tr>
<td>Contributions</td>
<td>$ 2,914,941</td>
<td>$ 4,457,366</td>
</tr>
<tr>
<td>Fundraising Events - net of expenses</td>
<td>575,623</td>
<td>426,399</td>
</tr>
<tr>
<td>In-kind Contributions</td>
<td>59,590</td>
<td>133,600</td>
</tr>
<tr>
<td>Government Grants</td>
<td>602,500</td>
<td>671,757</td>
</tr>
<tr>
<td>Investment Income</td>
<td>2,770</td>
<td>2,442</td>
</tr>
<tr>
<td>Total Public Support and Revenue</td>
<td>$ 4,175,424</td>
<td>$ 5,169,584</td>
</tr>
<tr>
<td>Note 2: Due to financial accounting standards, large grant contributors were recognized as revenue during prior years, but expenses related to those revenues will be recorded at the program and in-kind expenses incurred in the year for which they occurred. This may result in cash inflows in net income for a prior year as a result of applying financial accounting standards related to accounting for revenues of temporarily restricted balances.</td>
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#### 2012-2013 Board of Directors

- **CSF - DC sincerely thanks our outstanding Board of Directors for sharing our vision and giving tirelessly of their time and expertise. With their guidance and commitment, we put students on the path to success.**

### Special Advisors to the Board

- **Donald Graham**
  - Chairman of the Board, The Washington Post
- **Michele Hangas**
  - President, Fort Lincoln Realty
- **Fred Humphries**
  - Vice President, US Government Affairs, Microsoft Innovation & Policy Center
- **Tricia Rakes**
  - Trustee, Rakuten Foundation
- **Rudolph E. Slater**
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  - Director, Board of Trustees, Trinity Washington University
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  - President, Smith and Byrd Foundation
- **George Vradenburg**
  - Chairman, CEO and President, Zillow Group

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### Chief Development Officer

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### Special Advisors to the Board

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  - Chairman, CEO and President, Stand for Children
- **Melvin J. Wilkins**
  - Chairman, CEO and President, Capitol Consulting Group, Inc.
  - President, Thomas S. Wortman, LLP

### Special Advisors to the Board

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  - Chairman, CEO and President, District of Columbia Public Schools and the parent entity of College Success Foundation-District of Columbia.

### Special Advisors to the Board

- **Samuel S. Smith, Ph.D.**
  - President Emeritus, Washington State University
- **Henry Tam, J.R., Ph.D.**
  - Vice President and C.O.O., College Success Foundation - District of Columbia
- **Joseph Gaffney**
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- **Bob Graves**
  - CEO and Founder, College Success Foundation - District of Columbia
- **Emily Bloomfield**
  - Senior Policy Advisor, Stand for Children
- **Donald Graham**
  - Chairman of the Board, The Washington Post
- **Michele Hangas**
  - President, Fort Lincoln Realty
- **Todd Whitney**
  - Partner, Rubin Briggs, LLP

### Other Programs

- **3,358,073**

### Total Program Expenses

- **2013, 2014, 2015:** $12,243,379, $12,473,379, $12,573,379

### Total Expenses

- **2013:** $12,243,379
- **2014:** $12,473,379
- **2015:** $12,573,379

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Get involved and make a difference

**GIVE A GIFT – CHANGE A LIFE**
While our successes have been extraordinary, there is still a lot of work to be done. With each dollar contributed, we’re able to further strengthen and expand our work to help more students improve their chances for success in life. With your help we can continue to build a brighter future, one student at a time. If you would like to give a gift, contact Monica Gray at mgray@collegesuccessfoundation.org or 202.207.1814.

**SPONSOR A CSF - DC SCHOLAR**
Sponsor an individual CSF - DC Scholar and make his or her college dreams a reality. The rewards are life changing. If you would like to sponsor a scholar, contact Monica Gray at mgray@collegesuccessfoundation.org or 202.207.1814.

**BECOME A MENTOR**
By sharing a minimum of just one hour a month with a scholar, mentors are critical to ensuring that our students earn college degrees. Research indicates that effective mentoring is one of the most powerful relationships for influencing human behavior. We believe that mentoring works best one-on-one, and we’ll help you with this role by providing the tools you will need to effectively help a young person achieve their educational goals. To apply, contact Elena Jessup at 202.207.1811 or htm@collegesuccessfoundation.org.

**BECOME A CORPORATE SPONSOR**
We know strong business partnerships are vital to our success. When we work together and help our children succeed, we help our communities and America succeed. If you want to become a corporate sponsor, contact Monica Gray at mgray@collegesuccessfoundation.org or 202.207.1814.

**PROVIDE CAREER & PROFESSIONAL OPPORTUNITIES**
If your business has opportunities for students to get on-the-job experience, contact Kya Dixon at 202.207.1815 or kdixon@collegesuccessfoundation.org.

**OTHER WAYS TO GIVE**
CSF staff would be delighted to speak with you about other ways you can become involved and support students’ academic and lifetime success. If you would like to consider offering a gift of securities, an in-kind item or a planned gift, please contact Monica Gray at mgray@collegesuccessfoundation.org or 202.207.1814.

You can also contribute through the United Way Campaign. Our United Way number is 9624.

Putting students on the path to success

VISIT COLLEGESUCCESSFOUNDATION.ORG/DC

Follow us on Twitter, Facebook and YouTube.