10 KD
BY THE NUMBERS

10,000 Degrees®

IMPACT REPORT
FY18
ESSENTIAL VALUES: LOVE, KINDNESS AND COURAGE

When a young person defies people’s beliefs that she is not “college material” by beating overwhelming odds to become the first in her family to graduate from college, that is a life-changing moment for her, of course. But it’s also a transformative moment for our community, our nation, and the world.

10,000 Degrees reaches more than 10,000 students and families in the San Francisco Bay Area and supports over 2,000 students at more than 50 colleges across the country. This year we awarded $3.6 million in scholarships, and leveraged $18 million in free financial aid...and we’re just getting started.

Looking to the future, this chaotic period of uncertainty in our country calls for our absolute commitment to stand up to growing injustice - now is the moment for us to restore love, kindness, and courage as essential American values. 10,000 Degrees is fighting for a more equitable and inclusive world. We invite you to join us.

Kim Mazzuca
President & CEO

Toby Mumford
Chair, Board of Directors

FY18 DATA POINT

10,000 DEGREES REACHED OVER 10K STUDENTS AND FAMILIES

OVER 80% OF 10,000 DEGREES FOUR-YEAR COLLEGE STUDENTS EARN BACHELOR’S DEGREES, COMPARED TO 31% NATIONALLY
10,000 DEGREES FELLOWS ARE THE FUTURE

Our innovative Fellowship Program - the backbone of our College Success model - currently employs 23 full-time Fellows working as near-peer mentors helping our students understand, navigate, and manage the entire College Success process and beyond. To date, 10,000 Degrees has employed 41 individual Fellows, many of whom are now working as 10,000 Degrees college advisors or program managers. Others are pursuing graduate work and full-time careers. By 2021, through strategic partnerships and the generous support of donors, we will expand our Fellowship Program to more than 50 full-time participants.

10,000 DEGREES FELLOWS AMPLIFIER EFFECT

1 FELLOW × 125 STUDENTS × 10 = 1,250 STUDENTS

DID YOU KNOW?
10,000 Degrees Fellows deliver an amplifier effect of ten. Each Fellow typically manages a caseload of 125 students for whom they provide one-on-one wrap-around support. And for every student they work with, 10,000 Degrees Fellows inform and inspire ten additional students.

Chinna Ford
College Success Manager
Inaugural Fellow 2012

“As a 10,000 Degrees Fellow, I was able to share what I learned as a recent college graduate directly with college-bound students. Now that I’m a College Success Manager, my work as a Fellow has been magnified to support an entire generation of future leaders.”

FY18 DATA POINT

10,000 DEGREES NOW EMPLOYS 23 FULL-TIME FELLOWS

100% OF 10,000 DEGREES STUDENTS ARE FROM LOW-INCOME BACKGROUNDS
FINANCIAL SUPPORT REMAINS VITAL

Thanks to generous donors throughout the San Francisco Bay Area, 10,000 Degrees proudly awarded $3.6M in scholarships and supported more than 2,000 students at community college and four-year colleges in California and beyond. In addition, through workshops designed to help students and their families complete the Free Application for Federal Student Aid (FAFSA) and the California Dream Act, we reached over 7,000 individuals with financial aid support.

DID YOU KNOW? FAFSA completion is strongly associated with college enrollment. In fact, 90% of high school seniors who complete FAFSA attend college directly from high school, compared to just 55% of students who don’t complete FAFSA. And more than half of students who complete FAFSA go on to earn bachelor’s degrees.

10,000 DEGREES LEVERAGED $18M IN FREE FINANCIAL AID

Fred Lambright
Senior Vice President, Mechanics Bank
CRA Officer/Community Development Manager
Community Development
10,000 Degrees partner since 2018

“Mechanics Bank strives to enrich our communities and cultivate lasting relationships. We are grateful for our relationship with 10,000 Degrees and the opportunity to support them in the meaningful work they do.”
WE BELIEVE IN THE POWER OF PARTNERSHIP

In 2018, 10,000 Degrees remained committed to scaling impact.

- The Wellington Management Foundation catalyzed our program expansion into San Francisco.
- The Meritus College Fund merged with 10,000 Degrees, broadening our student support services throughout the Bay Area.
- The J-P Conte Family Foundation made a transformational investment in our Fellowship Program, expanding our college success model to multiple San Francisco high schools.

FY18 DATA POINT

10,000 DEGREES EXPANDED TO SERVE 7 BAY AREA COUNTIES PROVIDING COLLEGE SUCCESS SUPPORT TO 27 HIGH SCHOOLS, 34 COMMUNITY COLLEGES, AND OVER 50 FOUR-YEAR COLLEGES.

Jean-Pierre L. Conte
Founder, J-P Conte Family Foundation
Supporter since 2017

“First generation students and immigrants are the engines of economic prosperity and hope for the United States. They create new dreams and opportunities for themselves and their families. These individuals showcase what is exceptional about our country: our success is not about our past, it’s about who we are today and where we want to go.”

THERE IS NO GPA REQUIREMENT TO APPLY TO 10,000 DEGREES
WE ARE CREATING A NETWORK FOR CHANGE

With the added support of corporate partners, including Medtronic, Genentech, and Loomis Sayles, to name a few, 10,000 Degrees now proudly provides a network of support that goes beyond college degrees, helping students from low-income backgrounds make the challenging transition to fulfilling careers while also helping businesses access a diverse pool of talented employees.

To that end, 10,000 Degrees is thrilled to announce our CORPORATE PARTNERSHIP AND CAREER CONNECTIONS program. Managed by Career Development Manager, Gwen Snider, this exciting program officially launches in 2019, and will offer vital career skills support, including internships, presentation skills training, resume development, and network building.

FY18 DATA POINT

10,000 DEGREES ADDED 40 NEW PARTNERS TO OUR CORPORATE PARTNERSHIP PORTFOLIO

Andy Burtis
Senior Vice President, McKesson Corporation
Supporter since 2004

“The combination of Meritus and 10,000 Degrees brings together two incredible organizations that have the resources to have an exponential impact.”

85% OF 10,000 DEGREES STUDENTS ARE THE FIRST IN THEIR FAMILIES TO GO TO COLLEGE
10,000 DEGREES REACHED OVER 10,000 STUDENTS AND FAMILIES.

10,000 DEGREES CURRENTLY SUPPORTS OVER 2,000 COLLEGE STUDENTS.

OVER 80% OF 10,000 DEGREES FOUR-YEAR COLLEGE STUDENTS EARN BACHELOR’S DEGREES, COMPARED TO 31% NATIONALLY.

10,000 DEGREES COMMUNITY COLLEGE STUDENTS TRANSFER TO AND GRADUATE FROM FOUR-YEAR COLLEGES AT A RATE 3X THE NATIONAL AVERAGE.

10,000 DEGREES LEVERAGE $18 MILLION IN FREE FINANCIAL AID.

10,000 DEGREES EXPANDED TO 27 HIGH SCHOOLS, 34 COMMUNITY COLLEGES, AND OVER 50 FOUR-YEAR COLLEGES.

10,000 DEGREES ADDED 40 NEW PARTNERS TO OUR CORPORATE PORTFOLIO.

10,000 DEGREES CURRENTLY EMPLOYS 23 FULL-TIME FELLOWS.

“First Republic believes that extraordinary causes deserve extraordinary service. We are proud to support 10,000 Degrees and the transformative work they are doing in our community.”

Carmen Castro-Franceschi
Executive Managing Director
First Republic Bank
THANK YOU FOR YOUR GUIDANCE, SUPPORT, AND ACTIVE PARTICIPATION

Together, we are positively changing the world, ONE DEGREE at a time.

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University Recruiter, Autodesk, San Francisco

10,000 Degrees Alumna 2006
St. Mary’s College of California

“10,000 Degrees helped change my career trajectory by making my college dreams come true, and they continue to do so for countless others.”
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HONORARY BOARD
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THANK YOU TO OUR LEAD INVESTORS WHO HAVE MADE TRANSFORMATIONAL GIFTS!

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Buck Family Fund of Marin Community Foundation
Mitch and Susan Cohen
J-P Conté Family Foundation
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Wellington Management Foundation

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10,000 Degrees Board of Directors (2014-15)
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Mitch and Susan Cohen
Ruth and Robert Dell
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John Jordan Foundation
John Kryzanowski and Vicki Hofmeister
Chuck and Chris Michaels, in honor and memory of Mike Michaels
Jan Pasha+/ Pasha Family Fund
E. Saul Peña and Charmaine Chow
Thomas+ and Joanne Peterson
Susan and Alan Preston
Larry and Diane Rosenberger
Sonoma County Board of Supervisors
Sonoma County Department of Health Services
Anonymous
+ In Loving Memory

FOR COMPLETE LIST OF DONORS, GO TO 10000DEGREES.ORG/SUPPORTERS/

GREAT WAYS TO GIVE
• Direct Donations
• Monthly Giving
• Stock Gifts
• Matching Gifts
• Workplace Matching
• Estate & Legacy Gifts
• Scholarships

FY18 DATA POINT

10,000 DEGREES CURRENTLY SUPPORTS OVER 2,000 COLLEGE STUDENTS

Caroline Silverstein
Director of Development 415.451.4016 csilverstein@10000degrees.org

Noelle Colomé
Director, Major Gifts 415.451.4010 ncolome@10000degrees.org

10,000 Degrees is a 501(c)3 not-for-profit corporation. Donations to 10,000 Degrees are tax-deductible. Tax ID #95-3667812
## Statement of Financial Position

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>YEAR ENDING JUNE 2018</th>
<th>YEAR ENDING JUNE 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>4,443,379</td>
<td>3,514,296</td>
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<tr>
<td>Grants &amp; Contributions Receivable</td>
<td>8,072,090</td>
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<td>Endowment Fund Investments</td>
<td>1,720,950</td>
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<td>Other Assets</td>
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<td>343,714</td>
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<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>14,564,553</strong></td>
<td><strong>10,526,105</strong></td>
</tr>
</tbody>
</table>

| LIABILITIES                   |                       |                       |
| Scholarships Payable          | 571,099               | 44,861                |
| Accounts Payable and accrued liabilities | 400,533               | 287,737               |
| **TOTAL LIABILITIES**         | **971,632**           | **332,598**           |

| **TOTAL NET ASSETS**          | **13,592,921**        | **10,193,507**        |

## Statement of Activities

| REVENUES                      |                       |                       |
| Grant Income                  | 6,200,382             | 4,275,330             |
| Individual Giving             | 5,400,118             | 4,142,641             |
| Special Events Revenue        | 684,550               | 876,506               |
| Program Services              | 263,171               | 104,167               |
| Other Income                  | 122,931               | 243,266               |
| **TOTAL REVENUES**            | **12,671,512**        | **9,641,910**         |

| EXPENSES                      |                       |                       |
| Programs & Scholarships       | 7,136,099             | 5,583,203             |
| Administrative                | 1,124,674             | 1,220,463             |
| Fundraising / Development     | 1,010,965             | 1,219,519             |
| **TOTAL EXPENSES**            | **9,271,738**         | **8,023,185**         |

| **INCREASE IN NET ASSETS**    | **3,399,414**         | **1,618,725**         |

Learn more about our outstanding reviews as a preferred nonprofit by GuideStar, Charity Navigator, and the Social Impact Exchange!
THANK YOU
10,000 DEGREES LEAD PARTNERS

FOR COMPLETE LIST OF PARTNERS, GO TO 10000DEGREES.ORG/PARTNERS/