



# Annual Report 2024



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## MESSAGE FROM LEADERSHIP

# Dear Friends and Supporters,

As we reflect on the past year, we are both proud and humbled by the resilience of our students and the dedication of the Fulfillment Fund community. In a time marked by continued uncertainty and systemic challenges, our team's adaptability and deep commitment to student success allowed us to respond with focus, compassion, and impact.

We delivered more intensive, targeted support than ever before; meeting students where they are and walking with them through every step of their college journey. Our expanded FAFSA efforts helped unlock over \$7.5 million in debt-free financial aid, a testaandaasandreaasament to the power of timely, personalized guidance. We also continued to embed social-emotional support into our core programming, which is an investment we began during the pandemic that now plays a critical role in how we serve students navigating stress, fear, and instability. Our trained staff, supported by a growing network of trusted community partners, remain on the front lines of this essential work.

We are also especially grateful for our dedicated board of directors, whose steady leadership, strategic insight, and unwavering commitment have been essential to our progress. Their partnership has helped guide key decisions and ensure we remain focused on what matters most: our students.

The path ahead is filled with opportunity—and we are ready. Fulfillment Fund's progress reflects the strength of our team, the passion of our volunteers and donors, and the shared belief that education has the power to transform lives. Together, we are not only shaping individual futures—we are building a legacy of equity, opportunity, and lasting change. Thank you for being part of this work.



**Wendy Spinner**

Board Chair, Fulfillment Fund



**Amy Grat**

CEO, Fulfillment Fund



The background is a solid dark blue. On the left side, there are several overlapping orange geometric shapes, including a large diamond-like shape and a curved bracket-like shape. On the right side, there is a large orange shape that resembles a stylized letter 'B' or a series of connected curves.

## ABOUT FULFILLMENT FUND

**Fulfillment Fund stands as a transformative force dedicated to realizing the college dreams of first-generation and low-income students.**



## ABOUT FULFILLMENT FUND

Since our inception in 1977, we have remained steadfast in our commitment to empowering Los Angeles students to access and afford higher education. Through strategic partnerships with local high schools and community organizations that serve educationally and economically disadvantaged communities, we provide comprehensive support to guide students from enrollment to college graduation, equipping them with essential life skills for a successful transition into the workforce. Our programs are meticulously crafted with a holistic approach, offering tailored, high-quality support to those who need it most. Many students begin their journey with us in high school and remain under our guidance until they proudly launch their careers after college. This unwavering commitment ensures our students receive unparalleled support as they pursue their dreams and advance economic mobility.



# Who We Serve



## STUDENTS

**3,707**

Last year, we served 2,953 unique students across eight partner high schools\* and five community partnerships\*\*, as well as 754 college students through our core programs.



## PEOPLE OF COLOR

**96%**

Our students identified as Latinx (83%), AANHPI (8%), Black (3%), White (4%), and Other (2%).



## LOW-INCOME

**96%**

Nationally, 15% of low-income youth attain a degree compared to 59% among high-income peers.



## FIRST-GENERATION

**81%**

1 in 3 first-gen students drop out in the first 3 years of college, nationally.



## ENGLISH LEARNERS

**82%**

Only 18% of our students speak English at home. The other 82% prefer to speak a foreign language ranging from Spanish and Korean, to Bengali and Tagalog.

\*Partner High Schools: LAHSA, SVAH, ASGL, UCLA, MATRIX, Bernstein, ASE, NOW

\*\*Community Partners: YOLA, NATO, HCC, LA RAMS, CareerSpring



## OUR PROGRAMS

# College Access

Fulfillment Fund's College Access Program bridges the gap between aspiration and reality for students across eight partner high schools and three community hubs. Our comprehensive services, delivered by dedicated College Counselors, empower students from diverse backgrounds to navigate the complexities of college applications and financial aid. Cultural expectations, family responsibilities, and geographic limitations can pose significant barriers for low-income and first-generation students. Our program provides inclusive support to help students overcome obstacles and ensure they have equal access to college readiness opportunities.



COLLEGE ACCESS PROGRAM



34

Financial Aid  
Events

338

College Prep  
Workshops & Lessons

Our  
Support

3,146

1:1 College  
Counseling Sessions





96%

of our students  
graduated high school  
compared to 84% for  
LAUSD overall.

95%

of our high school  
graduates enrolled in  
college compared to less  
than 70% of LAUSD  
graduates in recent years.

Our  
Impact



\$7.5M

in debt-free financial aid for  
our outgoing high school  
senior class of 2024.

## OUR PROGRAMS

# College Success

Our College Success Program seamlessly extends our support beyond high school graduation, empowering recent high schoolers to excel in and ultimately graduate from college. Students gain entry into Fulfillment Fund University — an impactful summer melt initiative — and receive personalized one-on-one advisement, access to Fulfillment Fund scholarships, invaluable peer mentorship opportunities, and a series of professional development workshops and webinars meticulously crafted to prepare them for the transition into post-college life. For upperclassmen and alumni, our program extends to encompass career readiness initiatives. Through these strategic offerings, we aim to equip our students with the necessary tools and support to thrive academically and professionally, ensuring their continued success beyond their college years.







1,656

1:1 College Success  
Advising Sessions

33

Events and  
Workshops

Our  
Support





97%

of our college students persisted, whereas nationally, only 68% of Hispanic students persist.

85%

graduated with a BA in six years or less vs. only 25% across LAUSD in recent years.

\$500K

in Fulfillment Fund Scholarships help 209 students pay for college.

Our  
Impact





# Student Events





STUDENT EVENTS  
SCHOOL YEAR 2023-2024

## Sundown Social

On Sunday, September 10th, our alumni, board members, ScholarBridge, Young Professionals Network, supporters, and staff gathered for an afternoon of drinks, bites, and community building.



## Career Expo

Fulfillment Fund held its annual Career Expo to help college students and alums navigate the job market after graduation. 2023's virtual event in November presented four webinars to 179 participants, focusing on career pathways, grad school opportunities, hiring qualities, and resume marketing. Attendees also engaged in four panels with career professionals from Capital Group, FOX 11's Good Day LA, Sony Pictures Entertainment, and more. Kaplan Perrone Entertainment, LADWP, SoCalGas, and Sony Pictures Entertainment sponsored the event.



STUDENT EVENTS  
SCHOOL YEAR 2023-2024

# Holiday Homecoming

On December 20, we hosted Fulfillment Fund's Holiday Homecoming for returning college students. Our students filled the theater to capacity for the screening of the new Wonka movie. Many in attendance reconnected with former classmates and met their College Advisors in person.





STUDENT EVENTS  
SCHOOL YEAR 2023-2024

## Career Speaker Series 2023

In March and April of 2023, we held our third annual Career Speaker Series for our high school students. With ten different sessions ranging from Arts and Entertainment to Business Operations, over 500 students attended and were engaged with professionals discussing their career fields. These panels help high school students think about their future majors in the context of possible career paths. Our speakers included professionals from Netflix, Televisa Univision, Spectrum News 1, Riot Games, and more.



## College Kickstart 2023

On Saturday, December 2nd, we hosted Fulfillment Fund's first College Kickstart at the Robert F. Kennedy Community Schools! This all-day event featured college awareness workshops for high school juniors and their parents, in Spanish and English, to help launch their postsecondary journey. We were joined by our senior class Fulfillment Fund Student Ambassadors, who assisted participants throughout the event and chimed into conversations about their experiences with applications.



STUDENT EVENTS  
SCHOOL YEAR 2023-2024

# Picture Your Perfect Career 2024

On Saturday, April 27th, students in our College Success Program and alums came to Fulfillment Fund headquarters to attend an event to help launch them into their careers. Our volunteers and staff helped students with their resumes, cover letters, and mock interviews. We also helped them take new headshots for their LinkedIn profiles while high school seniors joined us with their families for a grad photo.



# College Sendoff 2024

On Friday, May 17th we helped our seniors celebrate their college decisions at College Sendoff at Robert F. Kennedy Community Schools. Fulfillment Fund staff hosted booths where students created custom college pennants, captured memories at our photo booth, and proudly announced their college choices. It was a meaningful way to honor their hard work, celebrate their futures, and send seniors off with excitement and the full support of the Fulfillment Fund community.



STUDENT EVENTS  
SCHOOL YEAR 2023-2024

# Scholarship Ceremony 2024

We celebrated the 2024 cohort of Fulfillment Fund Scholars with a special ceremony at Robert F. Kennedy Community Schools. We proudly welcomed these students into our College Success Program during an intimate reception with students and families. These scholars will continue working closely with Fulfillment Fund as they pursue their college degrees.



## Summer Ice Cream Social

We marked the end of summer with an ice cream social to celebrate the hard work our students put in through our “Summer Melt” programming. The event was a “sweet” celebration of the relationships they built with one another and the efforts they made to prepare for and sustain their college journeys. From delicious treats to laughter and meaningful connections, it was a fantastic way to cool off and build community.



STUDENT EVENTS  
SCHOOL YEAR 2023-2024

# Summer Programming

On June 28th, we kicked off our annual Summer Melt initiative to bridge the gap between high school graduation and college matriculation. We welcomed over 80 students to a summer camp-themed opening event at Fulfillment Fund HQ. Our incoming college freshmen were introduced to what's ahead in our summer programming to help them prepare for their first day on campus. Attendees enjoyed fun games and prizes, and they also had the opportunity to meet fellow students in our program as well as peer mentors they may encounter on campus. Creating a sense of community and offering the support of a village helps our students feel confident as they take their next steps into higher education and begin building their careers.





# Student Highlights





## STUDENT HIGHLIGHTS

# Laura - UCLA '21

## Registered Nurse - UCLA Health



“I am the first generation in my family to pursue a college education—a title I wore with pride and a sense of responsibility. My journey took a definitive turn during the summer between my sophomore and junior years when I discovered my passion for nursing... UCLA’s nursing program being one of only two undergraduate nursing programs within the University of California system, it represented both a dream and a challenge. To gain admission, I needed to write a compelling statement of purpose... with the invaluable guidance of my Fulfillment Fund counselor, I was able to navigate the complexities of my application.”

“The summer before my senior year was pivotal... I recognized that without the steadfast support of Fulfillment Fund, I would have felt lost navigating the complicated world of college applications. Their approach to teaching high school students about financial aid, acceptance letters, and personal statements is rooted in building personal relationships. That trust was essential to my journey.”

[Read more>>](#)

“My experience with Fulfillment Fund has shaped not just my educational journey but my identity as a caregiver and mentor. I am committed to ensuring that others have the same opportunities I did, paving the way for a brighter future for first-generation college students. It is not just about breaking barriers; it is about building a community of support that lasts a lifetime.”

## Victor - CSU Northridge

Current Student



Victor froze, staring at his blank computer screen. After spending the entire afternoon crafting his Dell Scholars semi-finalist essay, the site had refreshed, erasing all his work. A sinking feeling overwhelmed him. He was ready to give up—a young man just beginning to dream of attending college and living in the dorms. This felt like a potential U-turn, a threat to his aspirations. But by his side that evening, and still today, was his Fulfillment Fund counselor, Jenny, who encouraged him to rewrite his essay, ultimately securing him a \$20,000 scholarship from the Dell Scholars program. [Read more>>](#)

**“I’ve been able to stay more focused than I did in high school,” Victor shared. “The Dell Scholarship helped me pay for my dorm rent, which has really eased my stress. I’ve created a better environment for myself, and I’m doing well academically.”**



# Sip & CELEBRATE

On Saturday, June 1, 2024, Fulfillment Fund hosted our annual Sip & Celebrate gala at the stunning SLS Hotel in Beverly Hills. The evening was filled with inspiration, community, and purpose as guests came together to support educational equity. This year, we proudly honored long-time supporter and Founder's Circle member Pamela Buffett for her steadfast dedication to creating brighter futures for students. We also heard the inspiring stories of Fulfillment Fund alum David Portillo and high school senior Martha Pantoja. From powerful mission moments to the strength of community, it was truly an unforgettable night.





# Financials

## Statement of Financial Position Fiscal Year Ended 6/30/2024

### Assets

Assets Cash and Investments	5,379,912
Pledges Receivable, net	672,366
Prepaid Expenses, deposits, and other assets	1,974,178
Property and Equipment, net	179,174

<b>Total Assets</b>	<b>8,205,630</b>
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### Liabilities and Net Assets

Accounts Payable and Accrued Expenses	550,211
Other Liabilities	1,302,265
Net Assets	6,353,154

<b>Total Liabilities and Net Assets</b>	<b>8,205,630</b>
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## Statement of Activities Fiscal Year Ended 6/30/2024

### Revenues

Revenues Contributions	2,668,210
Special Events Income, net	526,091
Other Revenues	613,947

<b>Total Revenues</b>	<b>3,808,248</b>
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### Expenses

Expenses Program Services	2,664,438
Development	702,102
Management and General	525,807

<b>Total Expenses</b>	<b>3,892,347</b>
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<b>Change in Net Assets</b>	<b>-84,099</b>
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# Board of Directors

## Chair

Wendy Spinner

## Executive Committee

David Casares

Jana Waring Greer

David Hughes

Charles Kaplan

Cheryl Snow, Esq.

Harlan Spinner

Mary Ann Todd, Esq.

## Members at Large

Henry Brandon

Daniel Forkkio

Cherna Gitnick

Mark Gordon

Tracy Gitnick Herriott

Josh Klinefelter

Eric Krautheimer

Marco Mendoza

Bart Pachino

Carl Schuster

Madeleine Sherak, Ph.D.

Keith Tholan

Carmen Ward

Jim Ward

Brian K. Werdesheim

Lindy Huang Werges

## Founders Circle

Pamela Buffett

Eric Esrailian, M.D., M.P.H.

Janice Goldman

Robert Goldman

Chris Meledandri

Chip Rosenbloom

Kathleen Rosenbloom

## Founder

Gary Gitnick, M.D., F.A.C.G.

(In Memoriam)





