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2019 Annual Report

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Message from Our President and Board Chair



Dear Friends and Supporters,

The end of the 2018-2019 school year highlighted more than ever why Los Angeles needs the Fulfillment Fund. The college access controversy which brought to light the unscrupulous ways that some use their wealth and privilege to create unethical advantages for their children was demoralizing to our students, who work so hard. It underlined the very real inequities they face and strengthened our resolve and commitment to empowering them through educational access.

Against the odds, we ended the school year with more than 350 Fulfillment Fund students earning their high school diplomas and among them, 100% college acceptance, compared to a national average of 67% of students from low-income communities.

We also closed the school year with three new school partners: the Ambassador School of Global Leadership, the School for the Visual Arts and Humanities, and the UCLA Community School. This growth allowed us to extend our College Access Programs, reaching more than 2,000 students across five schools! In this current school year, we expanded our services to include three additional new school partners, continuing to have the most impact of any college access and success organization in our community.

By the end of this current academic year (2019-2020), we will enhance our efforts in college success to help more of our students not only persist but also thrive on their journey to earn their college degrees. Our Fulfillment Fund staff understands

that our students face an entirely different set of challenges, which requires a deep understanding of the first-generation student experience and real-life strategies to help them overcome these challenges. Additionally, through our Career Expo in April 2019, we provided even more opportunities for our college Scholars to learn proactive career preparation strategies that will help them as they begin their careers. All of this lends to their ability to push through to college graduation and enter the workforce with a career path that will enrich their lives and their communities.

This annual report looks back at the Fulfillment Fund's impact on the students we are honored to serve and highlights their most emblematic experiences of the 2018-2019 fiscal year. Your generosity and support are crucial in assuring that more young people from low-income communities walk through lecture hall doors and launch their trajectories forward.

Thank you for joining us on our mission to serve students who earn their passage into college — one late-night study session, one advisory meeting with a Fulfillment Fund counselor, and one hard-earned "A" at a time.

With gratitude,



Wendy Spinner
Board Chair
Fulfillment Fund



Joanne Reyes, MA
President
Fulfillment Fund



Mission and Impact

The Fulfillment Fund provides forward-thinking, high quality, individualized college access and success services to students from low-income communities at our partner high schools in Los Angeles.

Founded in 1977, today the Fulfillment Fund's mission is to make college a reality for students growing up in educationally and economically under-resourced communities. Our life-changing programs empower students to not only access and afford higher education, but also to graduate college successfully and build crucial life skills. With a proven track record of reaching significant numbers of students and creating a meaningful impact in the communities we serve, our overarching goals are to provide meaningful access to postsecondary educational opportunities for high school students and to continue supporting those students by empowering them to achieve college success on their terms.

THE NEED

Thousands of Los Angeles students do not have access to the resources and academic counseling they need to apply, get into, and succeed in college. For those who do attend, completion rates are low.



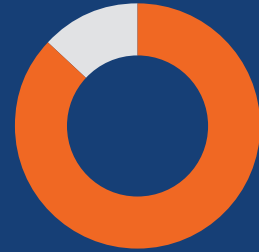
11%

of students from low-income families earn bachelor's degrees, nationally



84%

of Fulfillment Fund students' parents did not graduate from college, which means their children will be the first in their family to earn a four-year degree



87%

of students come from low-income households

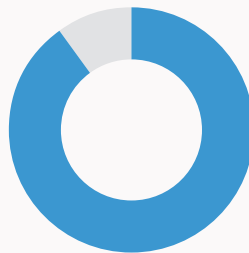
OUR IMPACT

The odds facing our young students begin to change when they participate in our programs. The Fulfillment Fund's effect is powerful, and our results strengthen every year as we continue to reach more students.



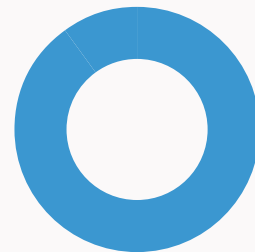
2,708

of students served through the Fulfillment Fund's college access and success programs



90%

of our seniors graduated from high school



100%

of our high school graduates enrolled in college, compared to 67% of students from low-income communities in the U.S.

Our Approach

College Access



6,824

in-class college curriculum lessons and advisement to students

90%

of high school seniors enrolled with the Fulfillment Fund programs graduated, compared to just 78% of seniors across LAUSD schools.

366

students in our program obtained scholarships to pursue higher education

The Fulfillment Fund's College Access Programs include a suite of services delivered in local partner high schools. These hands-on, wraparound services focus on equipping students with the tools necessary to choose postsecondary institutions that are the best fit for them, complete applications, and navigate the admissions process. We also work with our students to overcome barriers such as financial roadblocks, cultural expectations and responsibilities, and geographic limitations. Beyond the classroom, students are empowered to create support networks that include family members, teachers and our professional staff who encourage them to pursue their educational goals.

IN-CLASS CURRICULUM AND ADVISEMENT

Our college access advisors reached **1,377** unique students in 9th and 10th grades by leading curriculum-based lessons in the classroom. This year we invested **288** hours covering college planning, self-advocacy, financial literacy, completing the classes necessary to get into a UC or CSU, and more. At each grade level, students receive targeted lessons, resources, and guidance that pave the way for their future college admittance. When students reach 10th grade they also receive individual advisement sessions to prepare them for their next transition.

ONE-ON-ONE COLLEGE COUNSELING

Fulfillment Fund's college counselors provide in-depth counseling sessions for 11th and 12th graders. We offer help with college applications, personal statements, and financial aid documents through sessions tailored to the needs of each student to meet their specific educational goals. We reached **669** students in the fall semester, and **718** in the spring.

FINANCIAL AID ADVISEMENT

Applying for financial aid is a complex process, with terms and language that is most often new to first-generation students and their parents. Last year, 96% of our seniors completed the Free Applications for Federal Student Aid. Counselors also conduct Cash for College workshops to help students learn about all possible avenues for paying for college, including scholarships, loans, and other forms of financial assistance.

Enrichment Groups



To help students gain leadership skills, Fulfillment Fund offers identity-based enrichment groups: Men Creating Change (MCC), created to address the much lower rate of college going among young men of color; Resilient, Empowered, Ambitious Ladies (REAL) which includes a unique STEM focus, and our most recent offering in this current school year, Pride, non-binary gender identifying/ LGBTQ group with a focus on empowerment. This past year, 84 students participated in MCC and 115 in REAL.

COLLEGE TRIPS AND TOURS

996 students got a first-hand look at college life as our staff accompanied them on a total of 15 daylong and overnight trips to 22 campuses across California. For many students, it is the first time they actually envision themselves attending college as a future freshman. These trips provide students with the exposure, experience, and inspiration to pursue college and often open the conversation to future decision-making about what college is the best fit for them.

College Success

321

scholarships awarded
to our students pursuing
higher education

4,300

alumni are becoming
more engaged with
our current students

75%+

graduate in 6 years
or less compared to
25% of high school
graduates from LAUSD

The College Success Programs provide crucial services that empower newly graduated high school students to thrive in and graduate from college. Participants receive an array of valuable services, such as continued one-on-one advisement, entry into Fulfillment Fund University, career readiness opportunities, and webinars focused on life after college. Throughout the year, our counselors also identify students who may be at a high risk to drop out, helping to ensure that no one falls through the cracks.

COLLEGE SUCCESS INITIATIVE

We offer all Fulfillment Fund high school graduates access to our post-graduation services, which increases their chances of succeeding in obtaining their four-year degree, two-year certificate, or transferring to a four-year institution. Regardless of whether or not a student receives a Fulfillment Fund scholarship or stipend, Fulfillment Fund high school graduates have access to continued one-on-one counseling and career guidance geared toward supporting them in completing their postsecondary education.



60

new students earn
tuition scholarships

321

students supported
in different stages of
their college career

SCHOLARSHIP PROGRAM

Each year, **60 new students** earn tuition scholarships, and another 30 are granted textbook and internship stipends. In total, last year we supported **321 students** in different stages of their college career, with 32% awarded to first-year Scholars. Fulfillment Fund scholarships help our Scholars pay for college costs, while also encouraging them to persist in their degree programs, as funding is renewable for up to four years as long as certain criteria continue to be met. In addition, our counselors continue to offer comprehensive financial advising to help our students maintain other sources of funding. On average, our Scholars graduate with a student debt burden of less than \$1,200. Recent scholarship recipients are attending universities such as UCLA, UC Berkeley, Stanford University, UC Santa Barbara, Boston University, Smith College, UC Irvine, Cal State Long Beach, and Cal State Northridge.

84

community college
students served

11

students successfully
transferred to a
four-year institution

TRANSFER SCHOLARS PROGRAM

We guide our community college students interested in obtaining their Bachelor's degrees towards a transfer path through a series of key activities, scheduled over a period of three years, in partnership with several Los Angeles community colleges. Fulfillment Fund students are supported by a Transfer Counselor to equip them with tools to effectively self-advocate throughout their community college journey and during the transfer application process. This year we served a total of **84 community college students** and helped 11 of them successfully transfer to a four-year institution.

14

members serving on
our Alumni Board

2,208

alumni engaged
through e-newsletter

ALUMNI ASSOCIATION

Since July 2018 we re-launched our Fulfillment Fund Alumni program, and now have **14 members serving on our Alumni Board**, which held **13 events** over the past year and **engaged more than 2,208 alumni** through an e-newsletter. We provide them with workshops that help them manage their new course load as well as other post-high school obligations. Many of our alumni return as successful professionals who give back to the Fulfillment Fund by inspiring our students as guest speakers, serving as career mentors or assisting with networking opportunities. As such, our impact is a growing cycle of success in the communities we serve.

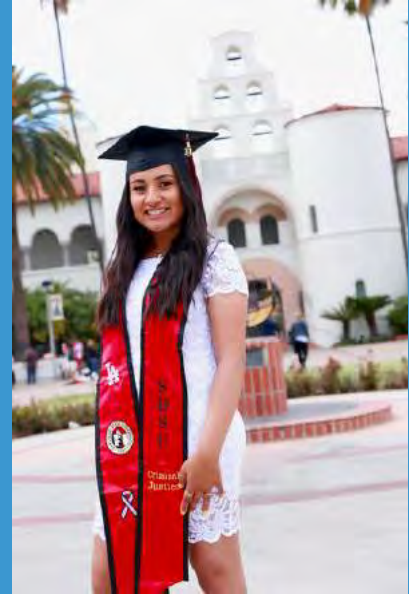
Events

Throughout the year, the Fulfillment Fund hosts several events tailored to help our students succeed and be inspired to take their education even further. Our events provide students with the opportunity to engage with colleges and professionals in their desired field as well as other like-minded students.



DESTINATION COLLEGE

During this signature daylong event offered each fall, Fulfillment Fund program staff and outside content experts deliver grade-specific workshops for students and their parents. During the 22nd year of this event, we put together a robust college fair attended by more than 75 college recruiters.



GRADUATION CELEBRATION

In June, we celebrated the accomplishments of our amazing high school graduates at the Fulfillment Fund's Graduation Celebration at Free Play in Downtown L.A. More than 150 of our high school and college grads came out to enjoy great food, good friends, and lots of fun in the game hall that included favorites like pinball, classic arcade games, a pool table, music and much more.

BEATING
the
ODDS

Fundraising Events



FULFILLMENT FUND UNIVERSITY

This workshop takes place over the summer and helps prepare newly graduated seniors for their first year at school and helps increase college persistence, whether they are attending a local two-year school or traveling out of state. Last year's event took place at the Joan Palevsky Center and had 76 soon-to-be first year college students in attendance.



LA BIG 5K

In March 2019, we participated in our first LA Big 5K to fundraise for the Fulfillment Fund at Dodger Stadium. After years of hosting a team to participate in the L.A. Marathon, this event brought together a team of newly engaged runners to champion our mission. The Alumni Association partnered with a new group of supporters to create Team Fulfillment Fund. The experience was so successful that the Fulfillment Fund has become an official charity of the 2020 LA Big 5K.



EAT • DRINK • BE INSPIRED

Eat • Drink • Be Inspired, the Fulfillment Fund's signature fundraising event, was held at Calley Park at the iconic Sony Pictures Studios in Culver City on Saturday, April 13, 2019. Actor and director Aisha Tyler served as the event's host and the inspiring evening included special presenters NCAA UCLA Champions Kareem Abdul-Jabbar and Bill Walton. The night's Educational Visionary Award was accepted on behalf of UCLA by Chancellor Gene Block.

350 guests came together to enjoy a fun-filled, family-friendly experience that began with a reception of delectable bites from local chefs and lively libations from craft vintners. We raised \$913,000 to support critical programs through sponsorship, tickets, donations, and a paddle raise led by comedian Sinbad.

The Making of an Artist

MELANIE

Like every true artist, Melanie knew she was unique and struggled to find a voice, but her creativity and curiosity for life shine through in her medium of choice: writing. We first met Melanie when she was in 9th grade in high school at the New Open World Academy. She was navigating the nuances of becoming a young adult who was looking for a “space” to call her own and we have been privileged to witness her growth.

9th and 10th grades were not easy for Melanie. “My grades were low during that time because of mental health issues I was facing,” she explains. “Regardless, I was able to recover my grades and eventually my mental health as well.” She attributes this success to staying focused on her coursework which was crucial in regaining her confidence and drive to keep moving forward.

“Writing has always been an outlet for me to express myself. I mostly love writing fiction. I give into my creative side through mysteries, and my political side through social justice issues, especially subjects that affect my everyday life.”



She challenges herself with Advance Placement (AP) and college courses and also sought out support from the Fulfillment Fund to help her stay on track. "I know I can accomplish anything I've set my mind to because I've already done it once before," she says. Melanie will be the first in her family to attend college next fall and sees her education as an opportunity to financially help her mother, who is a single parent.

Melanie has taken full advantage of our College Access Program offered at her school, attending after-school financial aid and college application workshops, participating in the Northern California college visits overnight trip as well as Destination College. These experiences helped her see the opportunities ahead of her and exposed her to colleges she never knew existed. Most recently, she joined our enrichment program, REAL, which allowed her to build on her leadership skills.

Half way through her senior year, Melanie has already applied to 10 amazing programs across the state. She has also applied to the Fulfillment Fund's scholarship program as a supplement to her financial aid applications. She hopes to study film and media production and become a screenwriter one day.

“Ultimately, my goal in life is to bring my stories and overall messages to life through the big screen.”

— MELANIE

Impact Beyond Borders

LUIS

Many immigrant children want to make their parents proud and show them that their sacrifice to establish a home in a new land was worth it, including Luis, who is in his high school's Super Grad program and engaged in support from the Fulfillment Fund.

"I am the son of a Mexican family that has been living in California for about 16 years. They have sacrificed a lot for me and my siblings to have a better life and an education," he shares. "I always try my best to not disappoint my parents and make them proud."

During his 9th through 11th grades in high school, Luis received college advisement through our in-classroom lessons and, back then, the prospect of navigating college entry, let alone paying for college, was daunting. With our support, his perceptions began to change. He still reflects on the class we gave about how to apply for the Free Application for Federal Student Aid (FAFSA).

"When I graduate college, I will dedicate it to my parents."



During his senior year, we knew how important it was for him to go to college and how overcoming the challenge of seeking financial aid would factor heavily in his ability to attend. Through our one-on-one counseling sessions, we were able to help him complete his FAFSA and find financial aid from a variety of sources. He also earned a Fulfillment Fund scholarship. Without this help, he shared that he would not have been able to pursue a four-year university.

Luis is a talented young man with a bright future ahead of him. He dreams of one day becoming a teacher and is proud of being bilingual, sharing his skills and passion to help others. When he has the opportunity to visit his parent's hometown of Oaxaca, he spends most of his time teaching his cousin and other local kids English, and sometimes even helps them with writing in Spanish. Thanks to his support, his cousin became an English teacher herself. "Now, the [local] school has an English teacher in the community," he says proudly.

Luis is following his dreams and on his way to completing his first year at Cal State Northridge. He is also on track to obtain his degree in liberal studies in just three years. Luis is making his family proud as a first-generation college student.

“My background and watching my parents work hard has allowed me to develop different skills and talents, one, in particular, is being bilingual.”

— LUIS

A Successful Transfer

MAIMUNA

Maimuna is determined to take control of her destiny through higher education. She first learned of the Fulfillment Fund when she was a high school sophomore. The burden of the high costs of college was always a major issue for her and these concerns became more apparent in our one-on-one sessions with Maimuna.

As the daughter of immigrants, the journey has not been easy for her family. When she was still a young child, Maimuna's father suffered serious medical injuries that prevented him from working. Today, he works a minimum wage job and provides for his family of five. Her older brother is already facing the burden of student debt while still trying to finish his degree at Cal State Northridge. For Maimuna, the idea of anything less than a four-year college was a waste of time and money.

“I was born an ambitious girl, a girl who to this day has dreams of doing something remarkable in life. I want to be the person my brothers, my parents, my friends and others look up to.”



The summer after high school was a major turning point for her; she was admitted into a prominent four-year university but was not able to enroll for the fall due to lack of funding. The Fulfillment Fund was there for her encouraging her not to give up on her educational dreams; we helped her realize that the alternative of starting at a community college was still a great option and would even lessen the financial burden of her education. Maimuna was skeptical but she pushed forward anyway. During her first year at Los Angeles Community College, her perspective started to change as her interests in her academic work strengthened. She became a Ralph Bunche Scholar and excelled in her honors classes.

Maimuna joined the Fulfillment Fund for a summer internship. "I had the privilege to have an internship with an organization that has supported me in my college journey," she wrote in her college transfer application. "I was able to embody the ideology of the Fulfillment Fund and understand that by being given an opportunity, I have a chance to pay it forward. Since then I have decided to not only use tools given to me for my own success but to also help others reach for theirs as well."

As the end of her second year in community college approaches, Maimuna is more prepared than ever to make the leap from a two-year college to a four-year institution, something most students in her cohort don't get to experience. We have continued to support her through one-on-one counseling sessions, Destination College, and other seminars through our College Success program. She has shed the stigma she associated with a community college and feels empowered by the success she has achieved so far.

“My story does not end here, there are many more life lessons to be taught, and innumerable days of accomplishments. Education is my savior from depression and living in poverty.”

—MAIMUNA



What's Ahead

New Students from New Schools

Starting in the fall of 2019, the Fulfillment Fund expanded our geographic reach to San Pedro, Huntington Park, and South Los Angeles by welcoming three new partner schools. Thanks to the exciting additions of Alliance Alice M. Baxter College-Ready High School, Alliance Collins Family College-Ready High School, and the Boys Academic Leadership Academy, we will be providing our info-packed high school program to nearly 3,000 students across eight schools in academic year 2019-2020!

Navigating Barriers

Whether they are high achievers or new to the idea of college, all high school students need support. Our programs help students navigate their unique personal, cultural, financial, and educational barriers in order to reach college and succeed. **This year, we introduced Pride, our newest enrichment group which provides a space for students of all gender identities to come together and form an inclusive community.** Through meaningful dialogue, engaging activities, and insightful guest speakers, Pride students are inspired and encouraged to apply to and succeed in college and gain knowledge about resources at various colleges for students just like them.

Career Success

Our College Success Program assists hundreds of college students each year in college persistence and workforce readiness through webinars, career mentoring opportunities, college success events, and more. This year, we will provide them with even more opportunities to learn proactive career preparation strategies through our ScholarBridge auxiliary group, focused on bridging internships and entry-level job opportunities for Fulfillment Fund students.

Kicked off during our annual Career Expo, now an integral component of our Destination College+ event, students have the opportunity to network with potential employers, practice interviewing, and meet various career professionals, inspiring them to continue to strive for their educational and professional aspirations.

Expanding College Success

The Fulfillment Fund is taking the next step to ensure that all of our high school graduates earn their college degrees and certificates. We have extended our College Success Program services to all students graduating from our high school programs in addition to our scholarship recipients. We want to ensure that all of our amazing alumni are getting the information and support they need to help them thrive during their postsecondary experience. Included in this effort is our peer mentoring pilot for students pursuing their four-year degrees. Third, fourth, and fifth-year college students will be trained to mentor small groups of first and second-year college students, broadening our student support network, helping to create a meaningful community for students new to college, and increasing persistence rates. Topics include how to tap into existing resources at their campus, tips on how to schedule your course load efficiently, other student groups who can help acclimate to college life, and more.

Financials

Statement of Financial Position Fiscal Year Ended 6/30/2019		Statement of Activities Fiscal Year Ended 6/30/2019	
Assets Cash and Investments	711,156	Contributions	1,636,760
Pledges Receivable, net	243,456	Special Events Income, net	806,851
Prepaid Expenses, deposits, and other assets	500,306	Other Revenues	205,766
Property and Equipment, net	24,447	Total Revenues	2,649,377
Total Assets	1,479,365		
Liabilities		Expenses Program Services	3,293,702
Accounts Payable and Accrued Liabilities	355,613	Development	739,255
Total Liabilities	355,613	Management and General	298,348
Net Assets	1,123,752	Total Expenses	4,331,305
Total Liabilities and Net Assets	1,479,365	Change in Net Assets	(1,681,928)*
		Total Liabilities and Net Assets	1,479,365

**In Fiscal Year 2012, the Fulfillment Fund received a seven-figure anonymous grant from a donor with a directive to utilize the funds to broaden services. These funds were designated by the Board as operating funds, continue to make up the majority of our Cash and Investments, and have helped us deliver innovative services to thousands of students each year.*

In 2019, the Fulfillment Fund received a Gold Seal of Transparency from Guide Star, the world's largest source of information about U.S. nonprofit organizations and one of most trusted reporting entities in the space. This seal demonstrates our commitment to transparency and careful stewardship of the resources so generously provided by our donors.



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