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Empowering Youth Through Education



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Message from from the President and Board Chair



Dear Friends and Supporters,

This school year started much like any other; students set off to class in the fall, took their holiday breaks, sent in their college applications, and halfway through their second semester, life as we knew it changed. Just as our high school seniors had completed their financial aid applications and college acceptances had begun to stream in, COVID-19 came to our doorstep. Los Angeles Unified School District closed its school doors on Monday, March 16th, and by the following Thursday, Gov. Newsom issued a state-wide stay-at-home order. Our city shut down soon thereafter. The lives of our students, their families, and our entire community were completely disrupted.

As the whole world began to quarantine, one thing remained constant: time would march on even as we all slowed down. Without hesitation, Fulfillment Fund continued to support students during this critical time to ensure they successfully completed their spring semester and remained engaged in their education as we fully transitioned to virtual service delivery. We did so by adapting our essential college access and success programs to meet the needs of the moment.

During the initial months of the stay-at-home order, our team conducted over 1,500 high school counseling sessions and 502 wellness checks with our college students. We launched a new student and parent portal on our website and celebrated Decision Day for our high school seniors taking the next step as future college students and graduation for our high school and college students. These important milestones were too hard-fought and well-earned to forget amidst the pandemic.

To increase student and parent engagement, over the summer Fulfillment Fund launched a Virtual Summer Academy designed to extend learning and create social and emotional connections through three targeted programs;

Virtual College Access Boot Camp, Summer Enrichment Series, and Parent Institute. In addition to Fulfillment Fund University, which is targeted at rising freshmen, our programs continue to reach students and their parents to nurture relationships of trust by making every effort to communicate with them directly to keep them connected to the school community.

Fundraising was also extremely challenging in a time when we could not bring our community together to connect, experience our mission, and celebrate the achievements of our students and programs. We had to cancel our annual fundraising dinner, *Eat • Drink • Be Inspired*, a vital element in our ability to sustain our mission. To our surprise, many of our supporters stepped up during the virtual event we held instead (Sip & Celebrate) and made donations so we could continue to be there for our students.

As we enter a new school year in a virtual setting, there is no end to the pandemic in sight (quite yet). It is hard to say when we will go back to school as we once were, hold in-person gatherings, and have face-to-face time with our blossoming students. We are striving to continue improving the delivery of our services virtually to evolve our programs as physical barriers become a thing of the past. Thank you for your continued support during this difficult and challenging time.

With gratitude,



Wendy Spinner
Board Chair
Fulfillment Fund



Joanne Reyes, MA
President
Fulfillment Fund

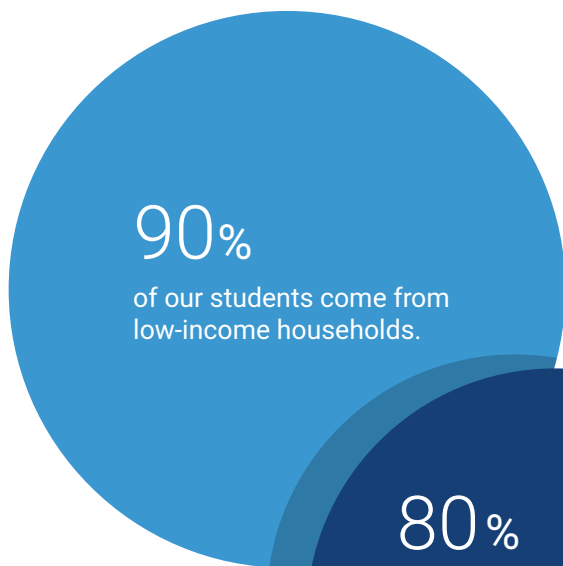
Mission and Impact

The Fulfillment Fund works to make college a reality for students growing up in educationally and economically under-resourced communities. To this end, our services build pathways to college, help students navigate educational barriers, create life-changing support networks, and empower future leaders.



Our partnerships with local schools allow us to bring our forward-thinking, high-quality, individualized programs to the first-generation and lower-income students who need us most. Each step of the way, we give these future leaders the tools they need to not only access and afford higher education but to graduate college successfully while building invaluable life skills.

The Fulfillment Fund model works. Last year, 93% of our high school students graduated. Of these promising students, **94% went on to enroll in college** as compared to **67% of students from low-income communities nationally**.



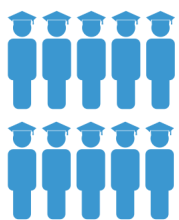
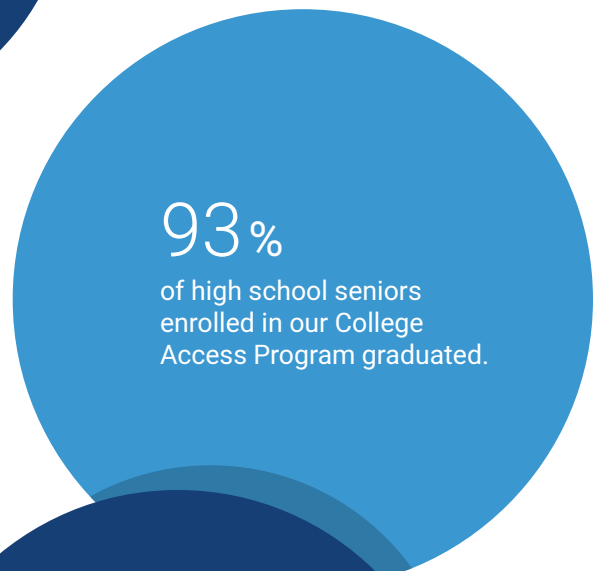
AN URGENT NEED

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 achieve admission, college completion rates are low.

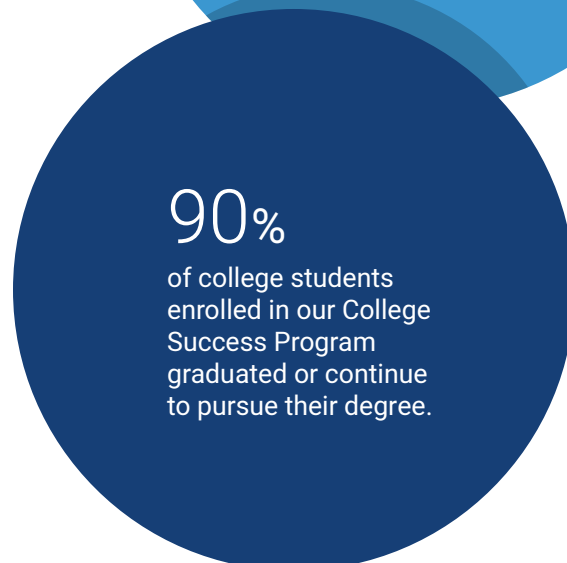


THE FULFILLMENT FUND EFFECT

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 expand and strengthen our services.



2,794
students served through the Fulfillment Fund's college access and success program in the 2019-2020 academic year.



Our Approach

College Access



Our College Access Program provides comprehensive postsecondary education planning, guidance, and support, starting when students first enter one of our partner high schools. We begin working with 9th graders to provide them with curriculum-based lessons that help build their knowledge about how to get into and pay for college. Our lessons, which are scaffolded to build upon knowledge appropriate to the student's grade, continue throughout high school and into 12th grade. Once students begin the 11th grade, our college counselors begin working with them individually to develop their college plans, support admissions and financial aid applications, and make the best college decision for them and their families.

Prior to the onset of the COVID-19 pandemic, we delivered this program in-person to students at our local Los Angeles partner schools, closely collaborating with administrators and teachers. Since March 2020, we transitioned all our programs to virtual delivery, utilizing learning platforms such as Google Classroom. Our carefully constructed program engages students through remote learning and is delivered in tandem with the school curriculum, complementing our school partners' learning goals.

1,500

college counseling
sessions for students

94%

of Fulfillment Fund high
school graduates were
accepted to college

225

classroom lessons
provided by Fulfillment
Fund college advisors

COLLEGE ACCESS LESSONS

Our college access advisors teach lessons during and after the school day to equip 9th through 12th graders with the knowledge and tools necessary to choose institutions, complete applications, and navigate the admissions process. Students receive targeted lessons at each grade level that pave the way for their future college admittance, including access to a college advisor.

In 2019-20 we taught **over 218 in-person lessons** at our partner schools. After March, we transitioned to webinars open to all Fulfillment Fund students and successfully delivered **seven grade-specific webinars** before the end of the school year.

INDIVIDUALIZED COLLEGE COUNSELING

We conducted **1,337 in-person college counseling sessions** and **163 virtual sessions** (after the shutdown began in March) for 11th and 12th graders. Our counselors helped students with college applications, personal statements, and financial aid documents through sessions tailored to their needs and specific educational goals.



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. We guide them through the financial aid process, including Free Applications for Federal Student Aid (FAFSA) and California DREAM Act applications, and help them consider financial aid and scholarship resources. Last year, **94% of our seniors completed the FAFSA**. Completing the FAFSA is one of the most important steps students and their families can take to pay for college. Counselors also conduct Cash for College workshops — which were held virtually at the end of the academic year — to help students learn about all possible avenues for paying for college, including scholarships, loans, and other forms of financial assistance.

COLLEGE TRIPS

Pre-pandemic, our staff accompanied Fulfillment Fund students on trips to campuses across California to get a first-hand look at college life. After the shutdown began in March, tours were virtual. For many students, it is the first time they envision themselves attending college as future freshmen. A total of **508 students** joined us to visit colleges and universities through **seven in-person trips** and **12 virtual tours**. These trips provide exposure, experience, and inspiration for our students to pursue college and often open the conversation to future decision-making about which college is the best fit for them.



College Success

313

scholarships awarded to our students pursuing higher education

500

virtual wellness checks with students during the first months of the pandemic

95%

of our students in this program were persisting or had graduated

The College Success Program provides crucial services that empower students to thrive in and graduate from college. They receive an array of valuable services, such as continued one-on-one advisement, peer mentoring support, financial aid guidance, entry into Fulfillment Fund University, career readiness opportunities, and webinars focused on life after college. During the 2019-20 academic year, we grew this program by providing more services to support our college students. Our transition to online services delivery for College Success was seamless since most of our students attend colleges not only locally, but throughout the state and beyond.

COLLEGE SUCCESS INITIATIVE

We provided **376 Fulfillment Fund college students** with college success advisement that 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, our high school graduates have access to continued one-on-one advisement and career guidance geared toward supporting them in completing their postsecondary education. After the shutdown began in March, our staff conducted **over 500 virtual wellness checks** with our college students.

SCHOLARSHIP PROGRAM

Many Fulfillment Fund students share that the cost of attending college is a huge barrier to getting a degree. Through scholarships, textbook stipends, as well as financial aid guidance, Fulfillment Fund's scholarship program directly helps students overcome this challenge. During the 2019-2020 academic year, we supported **60 new students with tuition scholarships** and another **30 with textbook and internship stipends**. In total, we awarded over \$325,000 to support 313 students in different stages of their college career, with 28% awarded to first-year Scholars. Overall, **95% of our students in this program were persisting or had graduated** in less than six years.

FULFILLMENT FUND UNIVERSITY

Fulfillment Fund University 2020 garnered **280 registrations** and consisted of a **five-day virtual event** with pre-recorded assignments and live presentations. Through a series of preparatory workshops held over the summer, we mitigate the 'summer melt' phenomenon, which affects 10 to 15% of students





nationwide who fail to enroll in college even upon gaining entry. We cover cultural issues for first-generation students, such as imposter syndrome and how to adapt to distance learning.

PEER MENTORING

Our Peer Mentoring Program pairs first- and second-year college students with third-, fourth-, and fifth-year students at seven regional campuses with high concentrations of Fulfillment Fund students. Last year, over **200 Peer Mentor** support sessions took place, and as we embark on the 2020-21 school year, we have already doubled both the number of peer mentors (14) and mentees (100) enrolled in this program.

TRANSFER SCHOLARS PROGRAM

More students are opting to go to a community college to help mitigate the cost of going to college. We help keep our community college students on a path to transfer or graduate through a series of key activities in partnerships with several local community colleges, including textbook stipends for those in our Transfer Scholars Program and Transfer Scholarships for those who qualify. Last year, **83% of our community college students persisted or successfully transferred** to a four-year institution.

ALUMNI ASSOCIATION

Our Alumni Board engaged with more than **2,000 alumni**, many of whom return as successful professionals who give back to the Fulfillment Fund. As such, our impact is a growing cycle of success in the communities we serve. Engagement activities included a regular newsletter, a beach outing, a happy hour, a movie screening, a writer's conference, and a 5K fundraiser.

CAREER READINESS INITIATIVES

Our goal is to support students' educational achievements to forge a meaningful economic pathway for themselves, their families, and their communities. To help our students embark on their careers, we provide workforce readiness training during the later years of college. Our Career Expo event in 2019 counted on the support of over **165 career advocates** from a variety of professions, including members of our ScholarBridge committee, an auxiliary group focused on bridging internships and job opportunities for Fulfillment Fund students. Career volunteers also hosted five virtual graduate school webinars for college students, including overviews of MBA programs, medical school, social work, and law school.

Events

DESTINATION COLLEGE+ 2019

Destination College+, our annual college and career fair event, includes workshops for high school students, parents, and postsecondary students. In October 2019, nearly **800 participants** joined us at Loyola Marymount University, with overwhelmingly positive feedback (98% of attendees rated the experience as “good” or “very good”) and achievement of objectives (i.e., 97% of high school students felt more inspired to work towards going to college after attending the event, 100% of parents agreed that after the event they had a greater enthusiasm for their student to go to college, and 75% of college students felt they were better equipped for the job market).



2019

HOLIDAY HOMECOMING

On a Friday in December, just before the holidays, when college students come home from their first term of the new school year, we host a Homecoming gathering. In 2019, our Holiday Homecoming was held at the Regal L.A. Live Theatre and was attended by over 100 Fulfillment Fund college students, who got to screen the new *Star Wars: The Rise of Skywalker*. The purpose of this event is to gather our Fulfillment Fund college students during their winter break so they can reconnect with former classmates, Fulfillment Fund alumni, and staff to create community and forge deep and meaningful bonds. Students had a fun time reconnecting with their peers and exchanging college stories and our staff also enjoyed hearing about their experiences.

DECISION DAY

Our Decision Day celebrations have always been filled with joy as our Fulfillment Fund seniors reveal which colleges they have decided to attend in the coming fall. Typically held on May 1 during senior year, it's a pause before their high school farewells to celebrate their exciting futures and all the hard work that led up to their decision. 110 households joined us via Zoom for our 2020 Decision Day, including school partners, educators, alumni, and Fulfillment Fund counselors.



2020



GRADUATION CELEBRATION 2020

Even though we could not come together with our students to honor their great accomplishment of graduating, we did not want to miss the opportunity to celebrate them. We were joined virtually by parents, alumni, Fulfillment Fund counselors and advisors, and the graduates and peers. 70 households logged into our Zoom celebration as graduates looked back on their journey and how Fulfillment Fund had supported their efforts in earning their diplomas and degrees.

Fundraising Events

SIP & CELEBRATE

By the later part of the academic year, Los Angeles continued to be under a stay-at-home order and we had to cancel our previously planned event, *Eat • Drink • Be Inspired*. To connect with our donors and supporters, we instead hosted *Sip & Celebrate: A Virtual College Decision Day* on Saturday, May 9 on Zoom. The gathering was free to attend with a short program that was celebratory and uplifting. Though it was meant to bring our community together during a time of upheaval (two months into the pandemic), our supporters were moved by our students' achievements and donated

over \$46,000 in support of Fulfillment Fund's programs. 114 households attended the virtual cocktail party to celebrate College Decision Day and we were thrilled to have many guests share supportive messages in the chat room.

Two of our students captivated participants when they shared the stories that led them to college decision day. Emily and Abel are the first in their families to go to college and credited Fulfillment Fund for providing the resources and support they needed to get into their dream school, UCLA.



LA BIG 5K

During the first weekend of March, Fulfillment Fund was an official charity of the LA Big 5K at Dodger Stadium. 30 participants ran on our behalf to fundraise in support of our mission and received 246 donations totaling \$18,112. Despite the chilly weather and a new virus that had just landed, Team Fulfillment Fund was equipped with team t-shirts, hot coffee, uplifted spirits, and huge smiles.



“ At the end of the day, [Fulfillment Fund counselors] are really there to help the students. Although it was a tough transition, immigrating from Ethiopia, Fulfillment Fund was able to help me settle in, help me focus on my goal, and provide me with the necessary resources, counseling, and advising I needed to get where I wanted to go. ”

— Abel, Fulfillment Fund Student and UCLA '24

STUDENT HIGHLIGHTS

Overcoming Cultural Barriers

Aubrey

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



In eighth grade, Aubrey's world was turned upside down. Along with her family, she immigrated from the Philippines and although she spoke English, communicating and connecting with her peers was a major barrier. She recalls begging her family to take her back to the place she thought of as home.

“Coming here was a huge adjustment for me,” she said. “I had to get used to a whole new life. Everything from the food to the language I spoke was different, but most importantly, the environment in my new school.”

Culturally, student life was very different. Aubrey had always considered herself to

be outspoken and outgoing; but in this new place, she was seen as shy. She would often find herself holding back on opportunities because she felt she could not express herself adequately, and soon, this began to be reflected in her grades. Aubrey was missing school and starting to fall behind.

Her teachers had previously recommended she take college courses because they knew she had the potential to do it and excel. Halfway into her junior year of high school, Aubrey decided it was time to challenge herself. This was the first step towards regaining her confidence.

“Overcoming this difficulty took a lot of time,” she said. “I became comfortable with myself and learned how to associate with my peers more and joined activities outside the school that helped me build my confidence.”

By her senior year, Aubrey was enrolled in a Fulfillment Fund student enrichment group and was elected as president of the club. Seeing herself in a leadership position helped her feel proud and rebuild her confidence. Soon she was also leading her school newscast and she even found herself writing, editing, and anchoring the news for the entire school.

“The people that believed in me made a huge impact on my growth. Their encouragement allowed me to trust and belief in myself.”

Before graduating, Aubrey shared her dreams to study communications to work in the entertainment industry. She expressed that going to college would allow her to grow as a person and expand the world around her.

Since Aubrey will be the first in her family to receive a university degree, and her parents knew little about the education system in the U.S., she attributes most of the guidance she received to her Fulfillment Fund Counselor and the workshops she attended. Aubrey

had even considered returning to the Philippines. But through our lessons, she learned about the opportunities in colleges right here in California and how she could get the financial aid she needed to go.

During her senior year, Aubrey worked closely with her counselor on her personal statement and joined an afterschool workshop to apply for FAFSA. “I don’t think I’d get into my preferred school if it wasn’t for Fulfillment Fund,” she said.

Today, Aubrey is attending UC Berkeley and majoring in Media Studies. She is also a Fulfillment Fund scholarship recipient and checks in regularly with her College Advisor. Her first year as a college student has not been easy during the pandemic. She is living off-campus, and it’s not quite what she’d expected. She likes how easy it is to get in touch with her Advisor and feels more connected because she has someone to talk to about her education. Aubrey says she is happy to have Fulfillment Fund as part of her support system to help her stay on track through college.

“I want to finish college so that I can give back to my family for all the sacrifices that they have done for me. In the future, I want them to have a stable life as they grow older.”

“The people that believed in me made a huge impact on my growth. Their encouragement allowed me to trust and belief in myself.”

STUDENT HIGHLIGHTS

Focus and Dedication

Walter

“Losing a bad habit early in my life will only help me succeed in the future.”



Walter was not a straight-A student. In fact, he would tell you that his high school career began as pretty below average. Walter describes his academic standing in ninth and tenth grade as “unsatisfactory” and says he lacked the motivation to be proactive in his schoolwork.

Competitive gaming had taken most of his time up until this point. But, Walter soon realized his friends and peers were starting to talk about pursuing higher education. Thinking about his grades, he knew they would not get him where he wanted to go in life.

“At the end of tenth grade, I began to understand that my work ethic and efficiency were not going to cut it, so I began to change my mindset

for the following years,” Walter said. He began focusing on getting his work done ahead of time to improve the quality of his assignments.

His grades quickly began to improve. With his newfound focus and dedication, Walter began to pick up dual enrollment classes that allowed him to take college courses while still in high school. This work ethic and perseverance helped him pick up his GPA and better prepare for his next goal in life — college!

Walter recalls thinking, “The decisions I make now are what will make or break me, and losing a bad habit early in my life will only help me succeed in the future.” He was committed to getting his degree from that moment forward.

"Unfortunately, my grades in high school do not reflect my academic potential because of the mistakes I've made. But, I have been working hard to make up for that and finding ways to be more involved."

At the same time, he became more involved with Fulfillment Fund programming. In-classroom lessons and advisement helped Walter navigate the cost of college and how to pay for it, as well as helping him to understand how to manage his time more efficiently and the valuable skill of self-efficacy. They also provided information about which colleges specialize in specific subject matters and how competitive they were in terms of requirements. All this information helped him select the schools he would apply to and ultimately attend.

Walter began to have conversations with his Fulfillment Fund advisor and college counselor about what he was passionate about and how he could make a career out of it. His English teachers inspired and introduced him to literature from all over the world and different writing styles. He wants to be a teacher someday and teach English as a second language because he feels it is a language that opens many doors.

In addition to his personal goals, Walter was motivated to go to college because he wanted to be the first in his mother's family to go to college. "I want to show my mom that she has been a great mother and that the only reason I have these opportunities are because of her sacrifices," he said.

Now, a Fulfillment Fund Scholar, Walter is majoring in English at California State University, Chico. He first visited the campus with Fulfillment Fund during our Northern California college tour the previous year. He learned a lot about the university and the programs he was interested in on this trip, which Walter says he would have never known about had he not attended.

Though he struggles to stay engaged with online learning, Walter wants to maintain straight As for his college transcripts. His check-in with his Fulfillment Fund college success advisor has helped keep him motivated during these difficult times. He also finds it helpful to discuss how his major will one day turn into a career, and Fulfillment Fund webinars allow him to explore different options.

"I have ambitions and dreams for my future like everyone else in the world, but I don't think I will be able to fulfill them without an education."

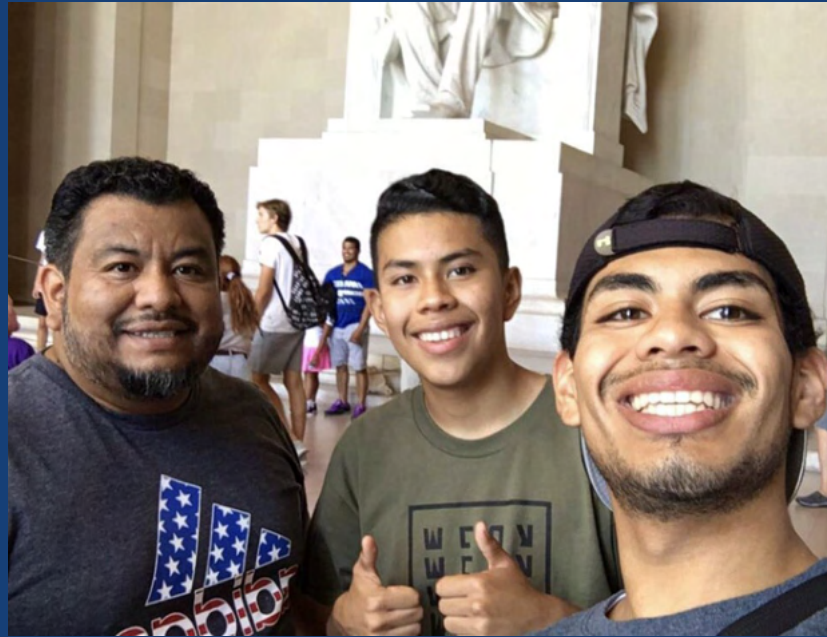
"I want to show my mom that she has been a great mother and that the only reason I have these opportunities are because of her sacrifices. "

STUDENT HIGHLIGHTS

First-Gen Family: A Parent's Perspective

Charlie and David

“*It's a blessing for us
to be a part of the
Fulfillment Fund.*”



When the two parties come together to achieve a common goal, they are more likely to do it successfully. Partnerships are important to helping us carry out our mission, and the partnership we have with our Fulfillment Fund parents is no different.

This year, we have actively sought out ways to engage more parents by providing them with workshops and resources for their future graduates to succeed, building upon what we succeeded in doing with and for parents for many years.

For almost a decade now, we have worked closely with Carlos Portillo and his two sons, Charlie and David. Today, Mr. Portillo's

sons are both scholarship recipients at Dickinson College (class of 2020 and 2023, respectively). He credits their ease into higher education thanks to the work and support they received through our services.

“This is a great program that helps students,” he said. “It's a blessing for us to be a part of the Fulfillment Fund.”

Charlie and David both exemplify the scale and depth of Fulfillment Fund programming. We have worked with them since their early teens. In high school, they were both in our College Access Program and took part in our classroom lessons, one-on-one college counseling, Men Creating Change student enrichment group, and

field trips to visit universities. After that, they attended Fulfillment Fund University and were both awarded Fulfillment Fund Scholarships. They also participated in other College Success Program services such as advising.

"I am super proud of Charlie [who just graduated in May '20]. He is the first in the family to go to college," Mr. Portillo shared. "And, I'm also very proud of David who is attending his second year."

He recalls his children being exposed to Fulfillment Fund early on. Charlie and David always had the idea that they would pursue higher education, so having this support was helpful.

Mr. Portillo told us they had always wanted their kids to go to college, but they never really felt they had the information they needed on how to make it happen, let alone how they would pay for it.

He says, "knowledge is wealth, and Fulfillment Fund helped us get a lot of information about scholarships, about the college process, and how to apply. They taught us about the different scholarships that are out there and about the colleges themselves."

Navigating the college application process is difficult, and can be even harder when you have never been through it yourself. Having support through these crucial decisions about your child's education and future can empower parents to be there for their students.

"Fulfillment Fund can provide so much information to parents," Mr. Portillo said. "All the questions you could have, all the difficulties you might think there are for your children to go to college; the staff is very helpful."

Mr. Portillo also recalls when Charlie and David went on college tours with the Fulfillment Fund. He felt it was a great opportunity for his children to get a taste of what to expect and help them choose which campus was right for them. "I remember when my kids came back from a university visit; they came back with so much information," he said.

He recommends other parents make the time to attend workshops and go with their kids to get information about their options for college. Mr. Portillo said, "we can't be thankful enough for all the help we received from the Fulfillment Fund."

“Having support through these crucial decisions about your child’s education and future can empower parents to be there for their students.”



During the unraveling of this public health crisis, our youth also suffered devastating upheaval in their education. Even before the pandemic, low-income and first-generation students faced major barriers to getting into and completing college due to poorly-resourced schools and communities. COVID-19 has only widened the gap of inequities.

In this unprecedented time in education, we stand at a crossroads in our path ahead. With an entirely virtual school year under our belt and the prospect of a return to school campus that looks dramatically different than the past, the school community, students, and Fulfillment Fund face new challenges in keeping students on track, graduating, and persisting through college.

We have witnessed the digital divide within our students. Many have little to no access to the technology they need to learn, and in some cases, they lack a dedicated, quiet study space. Lower-income students face increased responsibilities at home; as some parents have lost their jobs, they have had to work to supplement their family's income or care for younger siblings while their parents are at work. COVID has also disproportionately affected low-income communities, creating additional stressors on already overtaxed families.

For the first time in a decade, there is an immense risk that high school dropout rates will rise. Years of progress made toward closing the opportunity gap for low-income and first-generation students stand to be reversed.

When so many others are pulling back support to our economically vulnerable neighbors out of either choice or necessity, Fulfillment Fund is leaning in to provide greater support. We are choosing to see an opportunity during this crisis. We are re-thinking our service delivery model to meet the needs of this moment and think through how we better serve our community in a post-pandemic world.

Much of this work was already in place before COVID, as we piloted engaging virtual student services, deepened programs to better support college graduation, and began to invest in helping students be career-ready after graduating. In the fall semester of 2020, we will use digital platforms such as Google Classroom and YouTube to ensure our students have the continued support they need.

Our programs team has been adapting to be even more responsive and impactful, as

well as forming partnerships and alliances that allow greater collaboration among those of us with the privilege to serve in this space. These partnerships will be essential as we work toward doing more with potentially shrinking resources as our economy continues to weather COVID's impact.

Perhaps the most important partnership of all is the one with our Fulfillment Fund parents. To nurture this relationship, we are creating more ways to engage with them virtually to make sure they have the resources and information they need to propel their student on their academic road to college.

We are listening, learning, and adapting as we aim to close equity gaps and mitigate achievement and learning loss in an educational system that has upended seemingly overnight. As we stand at this juncture, we will continue to be bold, passionate, and entrepreneurial.



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Financials

Statement of Financial Position Fiscal Year Ended 6/30/2020

| | |
|--|------------------|
| Assets Cash and Investments | 1,974,808 |
| Pledges Receivable, net | 138,631 |
| Prepaid Expenses, deposits, and other assets | 499,743 |
| Property and Equipment, net | 12,610 |
| Total Assets | 2,625,792 |

Liabilities

| | |
|--|------------------|
| Accounts Payable and Accrued Liabilities | 469,410 |
| Total Liabilities | 822,210 |
| Net Assets | 1,803,582 |
| Total Liabilities and Net Assets | 2,625,792 |

Statement of Activities Fiscal Year Ended 6/30/2020

| | |
|-----------------------------|------------------|
| Revenues Contributions | 3,985,515 |
| Special Events Income, net | N/A |
| Other Revenues | 219,457 |
| Total Revenues | 4,204,972 |
| Expenses Program Services | 2,834,207 |
| Development | 739,255 |
| Management and General | 539,388 |
| Total Expenses | 3,525,142 |
| Change in Net Assets | 679,830 |



Fulfillment Fund received a Platinum Seal of Transparency from GuideStar, the world's largest source of information about U.S. nonprofit organizations and one of the most trusted reporting entities in the space. This seal is the highest level of recognition they have and demonstrates our commitment to transparency and careful stewardship of the resources so generously provided by our donors. It also shows donors that we are focused and open

about measuring our progress and results and that Fulfillment Fund has continued to improve year over year.

Fulfillment Fund was also named a 2020 Top-Rated Nonprofit by Great Nonprofits, the leading platform for community-sourced stories about nonprofits. This award was based on the many positive reviews written by volunteers, donors, and students about their experiences with our organization.

Annual Report

2020

fulfillment.org

