THE PATH FORWARD

HIGHER ACHIEVEMENT

2017 ANNUAL REPORT

LETTER FROM OUR CEO

"You may leave Higher Achievement, but Higher Achievement never leaves you.
They cement a mentality of greatness in you,
and they recognize different definitions of greatness."

For me, this quote by Brandon, Higher Achievement alumnus and current junior at Marymount University, describes the path forward for Higher Achievement.

Our Path Forward will open doors for hundreds of new students across our four cities – Baltimore, DC, Pittsburgh, and Richmond – by 2021. Higher Achievement's arc of impact will extend into post-secondary success by 2032.

You may leave Higher Achievement.
Embedded in Brandon's words is our continued commitment to direct service during the pivotal middle school years. We stay laser-focused on middle school because it is the last, best chance to get on the path to college, and it is second only to early childhood in neurological significance. Yet, middle schools have the highest teacher turnover, the fewest teachers certified in their age group, and the lowest levels of federal and philanthropic investment.

But, Higher Achievement never leaves you.
While our high-dosage academic expanded learning and mentoring model ends in eighth grade, we stay committed to keeping our scholars on the path to postsecondary success. This takes the form of supporting scholars through the application, acceptance and transition processes into top-tier high schools; encouraging scholars, mentors, and staff to stay in touch; and offering scholars opportunities to return as volunteers, interns, and teachers.

They cement a mentality of greatness in you.
With an intentional culture, social emotional learning, and lasting relationships, we expose our scholars to world-class learning opportunities and support them and their families individually. This greatness is rooted in social justice. Our scholars learn about activists, the gender pay gap, child soldiers, and other social justice issues. They share their own voices on issues that matter to them – be it testifying before U.S. Congress about educational inequities, or writing and performing a poem about their pride as African American young men.

And, recognize different definitions of greatness.
For many of our scholars, greatness will mean attending and graduating from a four year college. But, greatness can also mean a relevant professional certificate and career in technology or a trade, like my father did for more than 40 years as an auto mechanic.

Brandon's greatness inspires me. With a complex family dynamic, he recognized that he needed more counseling support than his DC public school provided. Now, Brandon is studying to be a school counselor at Marymount to change that reality for the next generation, all while also serving as a Higher Achievement volunteer.

As we lean into Brandon's words and our strategic plan, Higher Achievement is also building the internal systems to effectively and efficiently maintain the growth that we've propelled over the last three years, planning expansion and finding ways to share our best practices across the country – through conferences and in partnerships.

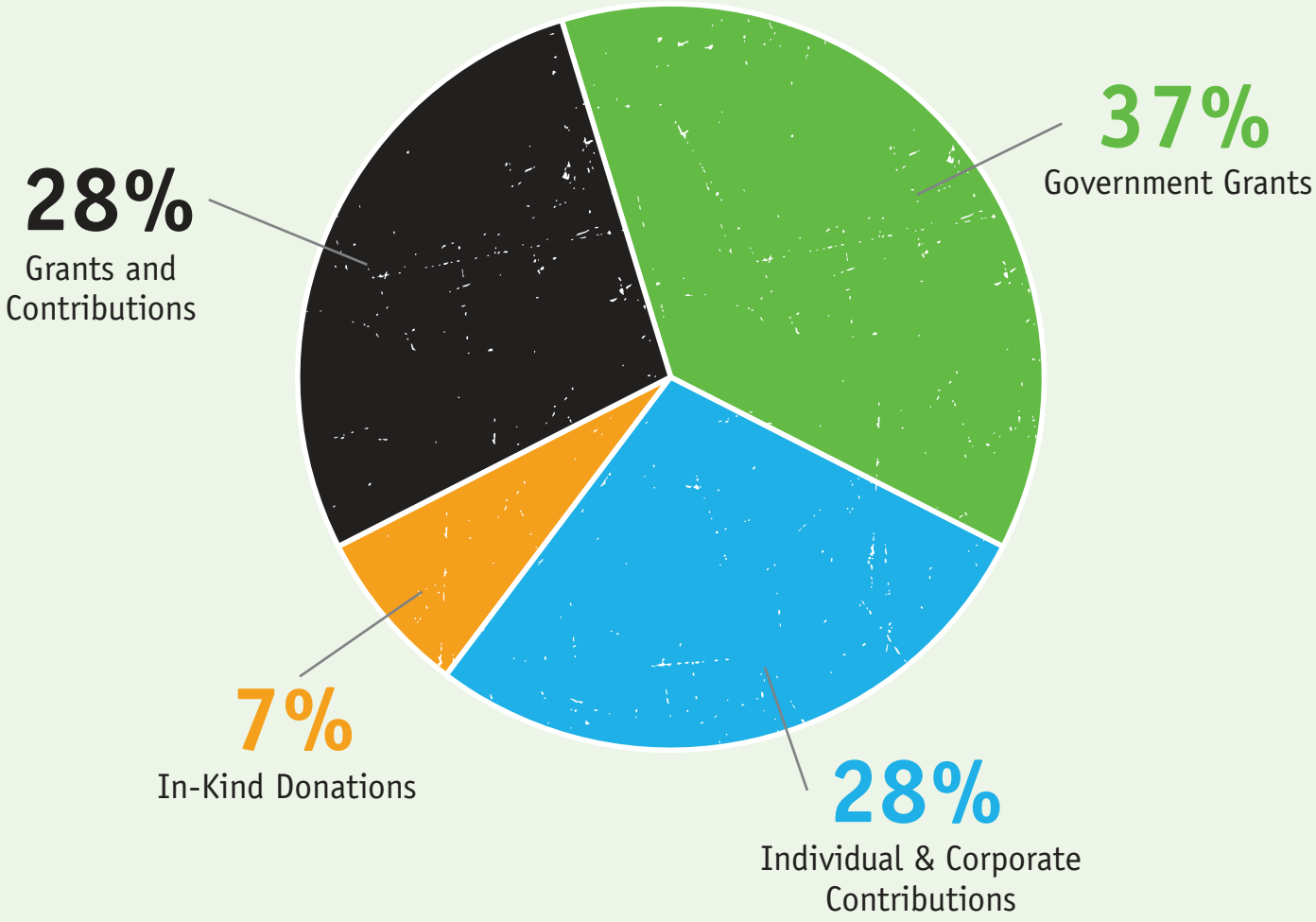
Thank you for being part of our journey, and I invite you to continue on our path forward – to help our scholars achieve greatness.

In service,

Lynsey Wood Jeffries *CEO, Higher Achievement*

FINANCIAL OVERVIEW

Higher Achievement's fiscal year 2017 spanned from September 1, 2016 to August 31, 2017.



TOTAL SUPPORT AND REVENUE: $10,071,033.00

FINANCIAL OVERVIEW

Statements of Activities: Years Ended August 31, 2017 and 2016

	2017			2016		
	Unrestricted	Temporarily Restricted	Total	Unrestricted	Temporarily Restricted	Total
REVENUE AND SUPPORT						
Grants and Contributions, Net of Discount on Long Term Pledges	$ 785,674	$ 2,027,651	$ 2,813,325	$ 4,330,829	$ 2,822,772	$ 7,153,601
Government Grants	3,699,936	-	3,699,936	3,284,953	-	3,284,953
Individual and Corporate Contributions	2,833,252	-	2,833,252	691,271	-	691,271
In-Kind Donations	706,363	-	706,363	105,524	-	105,524
Investments and Other Income	18,157	-	18,157	(3,057)	-	(3,057)
Net assets released from restrictions	2,982,730	(2,982,730)	-	-	-	-
Bad Debt Loss	-	-	-	(4,135)	(855,000)	(859,135)
TOTAL REVENUE AND SUPPORT	11,026,112	(955,079)	10,071,033	9,740,032	633,125	10,373,157
EXPENSES						
Program	7,614,521	-	7,614,521	6,563,929	-	6,563,929
Management and General	2,363,064	-	2,363,064	2,363,064	-	2,363,064
Fundraising	1,044,406	-	1,044,406	864,593	-	864,593
TOTAL EXPENSES	11,021,991	-	11,021,991	9,336,788	-	9,336,788
CHANGE IN NET ASSETS	4,121	(955,079)	(950,958)	403,244	633,125	1,036,369
NET ASSETS - beginning of year, *restated*	4,122,286	3,175,578	7,297,864	3,944,045	2,317,450	6,261,495
NET ASSETS - end of year	$ 4,126,407	$ 2,220,499	$ 6,346,906	$ 4,347,289	$ 2,950,575	$ 7,297,864

NOTE: For fuller narrative explanation of these financials, please visit our FY17 audit letter.

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As of January 1, 2018

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Achievement Center Sponsors are corporations that ardently believe in the talent and potential of Higher Achievement scholars. Their deep financial and volunteer support of our centers creates a solid support system in our shared communities.

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Named after Higher Achievement's founder Greg Gannon, the Gannon Society closes the opportunity gap for middle school students in underserved communities through sustaining funding. This network of champions enables talented scholars to realize their full potential and go on to success in high school and beyond.

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Sidwell FRIENDS SCHOOL

John and Carol Boochever's tremendous support of scholars extends beyond middle school through an endowment fund for Higher Achievement graduates attending Sidwell Friends School in Washington, DC. The Boochevers' commitment to academic excellence through this scholarship and through their continued support of Higher Achievement has and will facilitate opportunities for our scholars. The Higher Achievement community thanks them for their kindness and generosity.

As of January 1, 2018

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Higher Achievement's fiscal year 2017 spanned from September 1, 2016 to August 31, 2017.

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