

TRANSFORMING  
**LIVES**  
THROUGH  
LEARNING

new futures  
**2010**  
annual report



Dear Friends,

This has been a magical year for New Futures, with a record 50% increase in donations and a 40% increase in scholarship disbursements. As a result, New Futures is now in a stronger position than ever to help low-income, determined young people get the post-secondary education they need to obtain professional, well-paying jobs.

We were particularly heartened by a recently released Harvard study, 'Pathways to Prosperity,' confirming New Futures' core belief that four-year college is not necessarily the most suitable form of post-secondary education for all students, and that there is a need for shorter and more direct forms of job training. New Futures understands that young people deserve to have a menu of options, and continues to give funding priority to shorter-term vocational training programs which often do not qualify for financial support from other organizations.

To further encourage this trend, New Futures recently published the third edition of our Career Guide, 'Promising Careers that Don't Require Four Years of College,' and held our third career fair with local schools offering these programs. The Career Guide is the only one of its kind in the area and has been distributed by New Futures, at no charge, to all guidance counselors in the DC school system as well as to our community partners.

At its core, the success of New Futures stems from the community and the generosity of so many people in giving time and money to help others. We look forward to working with all of you to build a better, stronger community in the coming year.

Sincerely,

Mike Gould  
Founder, President  
New Futures

## TRANSFORMING LIVES THROUGH LEARNING

New Futures continues to provide career advisory, financial and mentoring support for the lowest-income youth in the Washington, DC area to enable them to complete post-secondary education and become economically self-sufficient. We also play an increasingly important role in encouraging students to consider career-oriented, educational options that require less time and money than a four year college and lead to meaningful professional jobs without the accumulation of huge school debt.

The New Futures' program succeeds because it:

- Reaches a carefully selected group of young adults with few alternative sources of support and with a strong commitment to better their circumstances;
- Provides an integrated package of career advisory, academic support, financial assistance and mentoring, which is made possible through strong partnerships with our 13 community organizations; and
- Recognizes and supports shorter-term education options, such as training in vocationally-oriented specialized schools or community colleges, as a more relevant educational path for many students than four-year colleges.

Many of our New Futures scholars come from very difficult backgrounds, and we remain astonished at the determination and resilience they have to move forward. They have worked hard to overcome challenges and are now on the path to making better lives for themselves and, as they often indicate, for their families and communities.

*"For far too long, Career and Technical Education (CTE) has been the neglected stepchild of education reform. That neglect has to stop. And second, the need to re-imagine and remake career and technical education is urgent. CTE has an enormous, if often overlooked impact on students, school systems, and our ability to prosper as a nation."*

—Secretary Arne Duncan, Feb. 2, 2011

## A RECORD OF SUCCESS: 2010 IN REVIEW

To date, New Futures has provided assistance to 193 young people with a value of nearly \$1.65 million. New Futures often finances vocational training programs, which have limited prospects for attracting financial aid from other sources, but lead to excellent employment opportunities in such fields as information technology, culinary arts, health care, heating and air-conditioning and auto-mechanics. Since the first awards were given in 2001, over 80% of our students are in school or have graduated, and we estimate that about 70% of all students entering the program will in fact graduate, a remarkable figure given the obstacles these young people face.

### New Futures 2010 Highlights

- Awarded 38 new scholarships to deserving, young adults in the Washington DC area
- Received one of only two grants from the Junior League of Washington, who recognized us as “one of the non-profits in the area that does the most to help alleviate poverty”
- Updated and circulated our Career Guide more widely throughout the community and the school system
- Held our third annual Career Fair, drawing many young people to learn about short-term certificate and associate degree programs
- Provided Scholar Orientation Workshops, focused on study skills, time management, and making use of resources on campus, for new scholars
- Implemented an enhanced tracking system to monitor and measure the results of our program
- Supported remedial and extra language study programs for several of our scholars as needed to support their next steps in education, including ESL classes, remedial English and math classes, and other types of college bridge programs
- Improved our institutional capacity by expanding our staff to two directors, growing our Board of Directors, and building two new committees, Governance and Long-Term Strategy, to enhance and guide our growth
- Successfully completed our first external audit



*Sara is using her New Futures scholarship to pursue training to become a Medical Assistant, one of the fastest-growing occupations at this time.*



*Khalil is using his New Futures scholarship to pursue professional training in Heating, Ventilation, and Air Conditioning (HVAC), a field with excellent job prospects.*

## OUR STUDENTS

Most of our students are low-income youth and may have been exposed to such challenges as dysfunctional families, poverty, drug abuse, immigration problems or teen pregnancy. These young adults have worked tremendously hard to overcome their problems and improve their economic condition by pursuing further education — but they need our help!

Our scholars represent a wide variety of individuals in our community.

- 65% are female and 35% are male
- 63% have high school diplomas and 37% have GED certificates
- 54% percent are 19 or under and 46% are between the ages of 20-29
- 51% are Hispanic/Latino, 45% are African American or of African descent, and 4% are Asian

Of our 193 scholars, 26% have graduated, 56% are still in school, and 18% completed some schooling but ended short of degree completion.

Most of our students are working, attending school and often raising a family, yet we witness year after year their strength and willpower to succeed. They are motivated to overcome difficult socio-economic backgrounds or troubled pasts and are determined to work extremely hard to achieve their goals.



*Tiffany is using her New Futures scholarship to attend Howard University, where she is a senior pursuing studies in Radio, Television and Film.*

## 2011 GOALS & CHALLENGES

In 2011, New Futures plans to increase the number of scholarships awarded and pursue the possibility of expanding our activities into some of the more underserved areas of the city. We will also continue strong support for the 108 current scholars in progress.

Improving completion/graduation rates is an enormous challenge to all organizations working with our target population. To address this complex issue, New Futures will explore expansion into non-scholarship support services after a careful needs assessment with our community partners and students and increase our staff as necessary to support these new initiatives. Additionally, we are launching a post-graduation tracking system to assess the impact education has had on our students' lives and strengthen the relationships with our alumni.

As a major source of information about community college degree programs and short-term certificate programs available in the DC area, we will continue our important advocacy work in this area. Through our annually updated Career Guide, we hope to further 'spread the word,' reaching and informing an ever-wider audience of young adults in the beginning phases of planning their post-secondary education.

Overall, our objective in the next year is to increase the number of students we support and the range of services we provide to help them make the difficult transition to post-secondary education and complete their schooling.



*Dana used her scholarship to obtain a degree in Fashion Merchandising from North Carolina A&T. She now works for Banana Republic installing store visuals and also does freelance fashion work.*

## OUR REMARKABLE TEAM

### Community Partners

New Futures partners closely with 13 highly respected community organizations that nominate young people for our scholarships and continue to mentor those chosen throughout their post-secondary educations:

- Academy of Hope
- Capital Area REACH
- Carlos Rosario International PCS
- Community Club, NY Avenue Presbyterian Church
- Covenant House
- For Love of Children
- Hope and a Home
- Jubilee Jobs
- Latin American Youth Center
- Liberty's Promise
- New Community for Children
- See Forever Foundation / Maya Angelou PCS
- Year Up

### Staff

In September 2010, New Futures hired Courtney Haynes as the Director of Development and Communications, bringing our total staff to two, with Debbie Carty now serving as the Director of Program Operations. This investment in staff will allow us to maximize our capacity to achieve our program and operational objectives. Staff serves under the direction of Mike Gould in his capacity as Chairman of the Board and acting Executive Director.



*Mahamat is using his New Futures scholarship to pursue auto technician training at the Excel Institute, and plans to obtain several professional certifications.*

### Board of Directors

New Futures is fortunate to have hard-working and dedicated Board members:

- Michael Gould – *President*
- Emily van Agtmael – *Vice President*
- Steve Ettinger – *Treasurer*
- Susan Brinkerhoff – *Secretary*
- Romana Li – *Development Chair*
- Greg Banks
- Pamela Daley
- Lara Hinz
- Denise Jackson
- Irene Klores
- Earl McJett
- Christina Dykstra Mead
- Ilene Rosenthal
- Laura Schuetz
- Christina Kirk Steinman
- Louise W. Wiener

### Junior Board

2010 marked the first full year of our newly created Junior Board, a group of young professionals interested in supporting New Futures' mission. Chaired by Board member Lara Hinz, the Junior Board grew its support by holding multiple fundraising events, offering critical assistance at our annual benefit, working on various board committees and expanding New Futures' outreach to a younger demographic.



*Dileydis used her scholarship to obtain an Associate of Applied Science in Mental Health from Montgomery College and is now pursuing a BS degree in psychology at Florida International University.*

## FINANCIAL REPORT

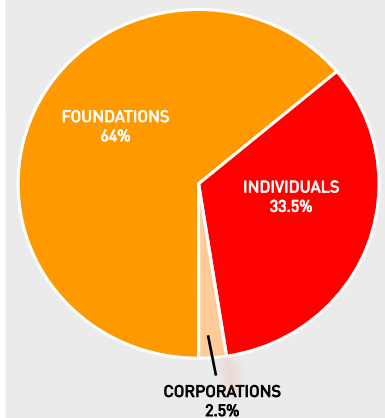
New Futures had an extraordinary fundraising year in 2010, significantly surpassing our projected goal. This was due to increased grant awards from our long time supporting foundations including the Arcana, Cafritz and Sunrise Foundations; first time contributions from respected new institutional donors including the Junior League of Washington, CityBridge Foundation, United Way of the National Capital Area, and Citi Foundation; our individual donors whose contributions rose nearly 68%; and higher than expected earnings on our investments.

As always, New Futures follows a fiscally conservative approach which requires that awarded scholarships be backed by reserve funds. As students progress with their schooling, funds are released on a semester by semester basis. Transcripts and billing statements are carefully reviewed to ensure each student supported is successfully progressing toward his or her educational goal.

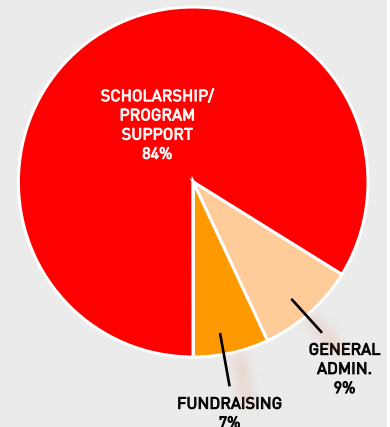
### STATEMENT OF ACTIVITIES

	2009	2010	2011 budget
<b>FUNDRAISING REVENUES</b>			
Foundations	\$109,000	\$213,076	\$160,000
Corporations	\$5,150	\$8,156	\$15,000
Individuals	\$111,041	\$111,748	\$175,000
<b>TOTAL FUNDRAISING REVENUE</b>	<b>\$225,191</b>	<b>\$332,980</b>	<b>\$350,000</b>
<b>OTHER INCOME / FUNDS</b>			
Investment Income	\$42,482	\$65,211	\$30,458
Scholar Reserves Released for Use	\$132,088	\$184,528	\$220,000
<b>TOTAL OTHER INCOME / FUNDS</b>	<b>\$174,570</b>	<b>\$249,739</b>	<b>\$250,458</b>
<b>TOTAL RESOURCES</b>	<b>\$399,761</b>	<b>\$582,719</b>	<b>\$600,458</b>
<b>EXPENSES</b>			
Scholarships and Grants to Students	\$132,088	\$184,528	\$220,000
Program-Related Expense	\$16,273	\$27,957	\$66,885
General Administration Expense	\$19,783	\$35,218	\$40,990
Fundraising Expense	\$24,970	\$26,970	\$49,950
<b>TOTAL EXPENSES</b>	<b>\$193,114</b>	<b>\$274,673</b>	<b>\$377,825</b>
<b>NET - RESERVES FOR NEW SCHOLARS</b>	<b>\$206,647</b>	<b>\$308,046</b>	<b>\$222,633</b>

### SOURCES OF FUNDS



### USES OF FUNDS



### STATEMENT OF FINANCIAL POSITION

	2009	2010	2011 budget
<b>ASSET RESERVES</b>			
<b>Gross Assets — Beginning of Year</b>	<b>\$817,178</b>	<b>\$891,737</b>	<b>\$1,015,255</b>
Funds Released From Reserves	[\$132,088]	[\$184,528]	[\$220,000]
Funds Added to Reserves	\$206,647	\$308,046	\$222,633
<b>Gross Assets — End of Year</b>	<b>\$891,737</b>	<b>\$1,015,255</b>	<b>\$1,017,888</b>
Grants Payable (Scholarship Reserve)	\$433,361	\$414,625	\$466,615
Net (Unrestricted) Assets	\$458,376	\$600,630	\$551,273

## DONOR RECOGNITION

New Futures is so grateful for the generous support of our donors. Thank you for your continued dedication and trust.

### \$30,000 – \$50,000

Arcana Foundation  
Morris & Gwendolyn Cafritz Foundation  
Sunrise Foundation

### \$10,000 – \$29,999

CityBridge Foundation  
Davye and Mike Gould  
John Edward Fowler Memorial Foundation  
Junior League of Washington

### \$5,000 – \$9,999

Bank of America Local Hero Award  
Betsy Karel  
Paul Giordano  
Sheldon and Audrey Katz Foundation  
United Way of the National Capital Area

### \$2,000 – \$4,999

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### \$1,000 – \$1,999

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### \$1 - \$124

Numerous other generous donors

*“College for all might be the mantra, but the hard reality is that fewer than one in three young people achieve the dream. It is long past time that we broaden the range of high-quality pathways that we offer to our young people, beginning in high school.”*

—“Pathways to Prosperity: Meeting the Challenges of Preparing Young Americans for the 21st Century,” Harvard School of Education, February 2011.



Spring 2010 Scholarship Award Recipients



Fall 2010 Scholarship Award Recipients



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New Futures formerly operated as the Allen Gould Youth and Family Learning Association, Inc.

New Futures is a 501(c)(3) public charity (Tax ID 52-2180378).  
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