



ANNUAL REPORT



NEW FUTURES
Education ■ Opportunity ■ Career

OUR APPROACH

“THERE ARE MANY DIFFERENT PATHWAYS TO POST-SECONDARY SUCCESS AND FINANCIAL STABILITY. Many college success organizations in our region focus on the bachelor’s degree as the sole route, and few are dedicated to working exclusively with students in pursuit of alternative or non-traditional paths.

At New Futures, we believe fiercely that shorter-term credentials—associate degrees or professional certifications—can be a phenomenal launching pad toward rewarding, fulfilling careers.

We are so much more than just a scholarship organization: we work alongside our Scholars and Alumni to support them throughout their academic tenures, connecting them with skill-building workshops and professional development opportunities, so that they’re able to complete their educational programs and spring into their careers.”

—**Silvana Rueda**
*Scholars Program Manager
and New Futures Advisor*

“

WE ARE SO
MUCH MORE
THAN JUST A
SCHOLARSHIP
ORGANIZATION.



OUR IMPACT IN 2018



NEW FUTURES PROPELS UNDER-SERVED YOUNG PEOPLE through **certifications and community college degrees** and into further education and **rewarding careers** across the Washington, DC region.

We **invest** in our Scholars with a deliberate combination of scholarships, academic advising, career coaching, and a lot of heart to help our Scholars **launch in-demand careers** that will lead to **financial security**.

WHAT'S NEW:

CAREER PATHWAYS

New Futures advanced our Career Pathways model in 2018, adding workshops in IT/Cybersecurity after our 2017 pilot, and developing Corporate Partnerships and programming for additional Career Pathways in our region's most in-demand career fields. Follow New Futures for the next phase of our Career Pathways work in Construction/Trades, Hospitality/Culinary Arts, and the Health Sciences.

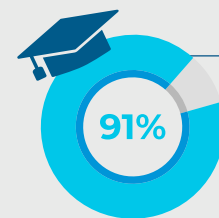
SIGNATURE WORKSHOPS

In 2018, New Futures overhauled our suite of signature workshops, leveraging our staff's talent for curriculum development and instruction. Our skill-building workshops are better than ever, tailored to the unique opportunities and challenges facing our Scholars as they persist in school and launch careers.

PERSONAL FINANCE

New Futures launched a series of Personal Finance workshops with volunteers from Capital One at the new Capital One Café. Through this thriving partnership, Scholars and Alumni benefit from personalized advising about budgeting, credit, wealth accumulation, and additional relevant topics.

HERE'S HOW YOU HELPED US PROPEL OUR SCHOLARS IN 2018:



SUCCESS RATE

91% of recent Scholars have graduated from or persist in their post-secondary programs



EMPLOYMENT RATE

97% of Alumni are employed or enrolled their next degree programs



SCHOLARSHIP AWARDS

Nearly **\$5 million** in scholarships awarded over 20 years



COMMUNITY SERVED

180 Scholars and **238 Alumni** launching new and bright futures



FINANCIAL SECURITY

63% of Alumni report that their financial position has improved because of New Futures



“I’m still involved in New Futures after graduation because **WE ALL DESERVE THE OPPORTUNITY TO ACCOMPLISH OUR DREAMS AND HAVE SOMEONE BELIEVE IN US.**”

—Halek was a two-time New Futures Scholar; she earned an associate degree and then a bachelor’s degree in Administration of Justice from the University of the District of Columbia and is a member of New Futures’ Alumni Committee

“**NEW FUTURES GOT ME THROUGH THE IMPOSSIBLE**, and now I’m growing into the person I’ve dreamed of becoming. They gave me the tools I needed to complete my associate degree, connected me with the right advisors and resources, introduced me to professionals and companies related to my field, advised me on my business portfolio, and are helping me pay for my bachelor’s degree. The whole New Futures team is willing to go above and beyond to help all of us become successful.”

—Rohan earned an associate degree in Cybersecurity and is now a Second-Time Scholar pursuing a bachelor’s degree in Cybersecurity at the University of Maryland University College

“New Futures reaches out to people who aren’t as privileged to give them career and academic opportunities so they can achieve their goals. **NEW FUTURES ISN’T JUST A SCHOLARSHIP; IT’S MENTORSHIP AND FAMILY.** Especially for me, a first-generation college student, that guidance is very important. If I didn’t have someone by my side, my college experience would be much more difficult. From the beginning, I’ve felt welcomed here; I felt like everyone was genuinely interested in my career goals and in who I am as a person.”

—Ronald is pursuing an associate degree in Graphic Design at Montgomery College

“

WE ALL
DESERVE THE
OPPORTUNITY
TO ACCOMPLISH
OUR DREAMS
AND HAVE
SOMEONE
BELIEVE IN US.”

—HALEK
New Futures Alumna

SHAHID

A photograph of a young woman, Shahid Awel, wearing a black hijab and a white shirt with a green vest. She is standing at a dark wooden podium, holding a microphone and speaking. A name tag on her vest reads "Shahid Awel" and "New Futures".

SHAHID AWEL, A SECOND-TIME SCHOLAR AT NEW FUTURES, IS A YOUNG WOMAN ON THE MOVE.

Coming to the US from Ethiopia in 2015 for her higher education, Shahid began her studies as a New Futures Scholar at Montgomery College. This choice gave her the opportunity to learn the American higher education system in a small, family-like environment and to minimize costs. Although during her first semester she focused exclusively on “grades, grades, grades”, she soon branched out to become involved in student government and the Honors Business Program, and to work in the student-run Starbucks. *“I really pushed myself to be the best I could be.”*

“

THEY WILL DO
WHATEVER
IT TAKES TO
HELP. THEY
UNDERSTAND
WHAT YOU’RE
GOING
THROUGH.”

Shahid had needed to seek out scholarship support, and she found New Futures. Beyond the financial element, she recalls: **“From the beginning, New Futures stuck out among other scholarship programs. The essay questions reflected New Futures’ desire to establish a long-term relationship.”** She is grateful for all that she learned through New Futures’ workshops and Scholars Weekend (from time management to resumé building to flying through the air on a zip line), and for the support system provided by her New Futures Advisors to guide her through — what was then — “an unfamiliar world”.

Building on her associate degree from Montgomery College, Shahid transferred to the University of Maryland’s Smith School of Business, where she currently majors in Operations Management and Information Systems. A second New Futures scholarship covers her tuition. Although the courses are harder, the classes are bigger, and she misses her friends, Shahid is glad to be pursuing this practical program in preparation for her future career in business. She has gained a lot from the University’s Transfer Students Boot Camp and is well-equipped to mentor new transfer students who, like her, chose community college first.

As a Second-Time Scholar at New Futures, Shahid recently benefited from our Career Launch Workshop, where she and fellow Scholars developed their **“elevator pitch”** and other networking skills. Shahid also wholly appreciates the constant support and mentorship provided by New Futures staff and, especially, **“their responsiveness and loving approach.”** She says: **“They will do whatever it takes to help. They understand what you’re going through. I’m lucky to have these advisors, they have my best interests at heart. They’re the people you need when things get hard. It’s just nice to have them in my life!”**

NAMED SCHOLARSHIPS AT NEW FUTURES

Some of New Futures' generous supporters have established Named Scholarships to connect their philanthropy with our Scholars in a deeply personal way. These special donors make their gifts in memory of loved ones or in emphasis of a career pathway or field of study particularly meaningful to them. They can connect with the awardee of their Named Scholarship and witness first-hand as Scholars grow their confidence and achieve their goals. We are ever grateful to these donors for supporting our Named Scholarships!



THE GREG BANKS MEMORIAL SCHOLARSHIP

with Support from many of Greg's friends and family

THE ROBERT B. BELL, SR. SCHOLARSHIP

Susan Krause Bell and Robert Bell

THE BROWN FAMILY SCHOLARSHIP

Andrew and Robyn Brown

MARY CHALLINOR SCHOLARSHIP

Mary Challinor

THE EDUCATION AWARD

Susan and Dixon Butler; Romana Li and Bruce Bartels; and Annette Polan

THE FRIEDMAN-LUDWIG SCHOLARSHIP

Ludwig Family Foundation

THE NOTO FAMILY SCHOLARSHIP

Nonna Noto

JANE BANCROFT ROBINSON FOUNDATION SCHOLARSHIP

THE ISABELLE THOMPSON SCHOLARSHIP

Michael Kershow and Marianne Keler



REMEMBERING GREG BANKS



The New Futures family celebrated the life and mourned the loss of Greg Banks, a gentle and committed leader who passed away last fall. Over many years, Greg served New Futures in his signature way – with patience, support, and kindly offered strong opinions – as a Board Member, Board Chair, and Interim Executive Director. Greg meant the world to many of us at New Futures, and we chose to honor his legacy by establishing the Greg Banks Memorial Scholarship, supported by heartwarmingly generous contributions from Greg's loved ones.



TO SAY THAT GREG WAS A CHAMPION FOR OUR SCHOLARS AND ALUMNI IS AN UNDERSTATEMENT. HE WAS COMMITTED TO OUR YOUNG PEOPLE NOT ONLY THROUGH HIS SERVICE AS A DONOR, A BOARD MEMBER, AND AN INTERIM EXECUTIVE DIRECTOR, BUT ALSO THROUGH THE UNCONDITIONAL SUPPORT HE PROVIDED THE NEW FUTURES STAFF. HE WAS A FATHER FIGURE AND A MENTOR TO SO MANY OF US, AND ONE OF THE MOST CARING NEW FUTURES SUPPORTERS I'VE KNOWN."

—GRISELDA MACIAS
New Futures Program Director



“

THE YOUNG PEOPLE OF NEW FUTURES INDEED **REPRESENT THE BRIGHT FUTURE OF THIS REGION.** THEIR SCHOLARS, AS THEY **JUMPSTART THEIR CAREERS** IN OUR HIGHEST-GROWING FIELDS, CONTINUE TO ENRICH OUR WORKPLACES AND OUR COMMUNITIES. THE MEMBERS OF THE ECONOMIC CLUB ARE DEEPLY INVESTED IN SUPPORTING OUR YOUTH OF THIS REGION. THE SELECTION COMMITTEE WAS PROUD TO RECOGNIZE NEW FUTURES AS AN AWARD WINNER AT THIS YEAR'S ANNIVERSARY EVENT THAT FEATURED KEYNOTE REMARKS FROM JEFF BEZOS.”

—MARY BRADY

*Executive Director,
The Economic Club of Washington, D.C.*

INVESTOR SPOTLIGHT

THE ECONOMIC CLUB
OF WASHINGTON, D.C.

The Economic Club of Washington, D.C. marked its 32nd Year Milestone Celebration in Fall 2018 by awarding 10 grants of \$50,000 each to New Futures and other nonprofits educating and empowering the underserved of the Greater Washington region. The Economic Club's founders and members are committed to the well-being of all the region's residents, including the young people who represent the future of Washington, D.C. as a global cultural and business capital. Like New Futures, they believe in the infinite potential of young people.

”

WHEN I THINK OF NEW FUTURES SCHOLARS, I ENVISION FUTURE ENTREPRENEURS, EDUCATORS, LEADERS IN LAW ENFORCEMENT FIGHTING FOR JUSTICE, CREATIVE MINDS IN THE MEDICAL FIELDS, ENGINEERS AND COMPUTER EXPERTS AND INDUSTRY LEADERS. AND BECAUSE OF NEW FUTURES, WE AT THE NEXT STEP ARE EMPOWERED TO HELP OUR MUTUAL STUDENTS SEE THAT THEIR DREAMS ARE ATTAINABLE.”

—JONATHAN MATHIS, Ph.D.

*New Futures Board Member and
Executive Director of The Next
Step Public Charter School,
a New Futures Community Partner*



OUR DONORS

NEW FUTURES IS FUELED BY THE GENEROSITY OF DONORS LIKE YOU, WHO HAVE HELPED TO LAUNCH BRIGHT FUTURES FOR SO MANY YOUNG PEOPLE IN OUR REGION. THANK YOU!

\$100,000 AND ABOVE

Capital One
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The World Bank Community Connections Fund

\$50,000 TO \$99,999

The Morris and Gwendolyn Cafritz Foundation
The deLaski Family Foundation
The Economic Club of Washington, D.C.

\$25,000 TO \$49,999

The City Fund of the Greater Washington Community Foundation
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Greater Washington Workforce Development Collaborative, Greater Washington Community Foundation
Michael Kershow and Marianne Keler
The Scheidel Foundation

\$10,000 TO \$24,999

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Westat

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United Way of the National Capital Area
Kim Vinick
Heather Wathington Ph.D.

\$1,000 TO \$2,499

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Diana Daniels
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Jonathan Drobis
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Bana Eyasu
Stanley A. Feder
Barbara Finkelstein
Bonnie Fogel
Erika Gray
Ruth and Tom Green
Elyse Greenwald and Matthew Kaplan



I VOLUNTEERED AT THE CAREER LAUNCH WORKSHOP'S NETWORKING SIMULATION, AND IT WAS REWARDING TO SEE EVEN THE SHY SCHOLARS RELAX AND ENGAGE WITH US VOLUNTEERS, ASK THOUGHTFUL QUESTIONS, AND COMPELLINGLY ARTICULATE THEIR CAREER GOALS. MY COMPANY, WESTAT, HAS BEEN PARTNERING WITH NEW FUTURES FOR VOLUNTEER OPPORTUNITIES, AND WE ARE EXCITED TO CONTINUE TO WORK WITH THE INSPIRING YOUNG PEOPLE I'VE MET."

—JEANNINE HENDERSON-LEBBIE
Westat

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**GIFTS-IN-KIND FOR THE
SILENT AUCTION AT THE
NEW FUTURES, BRIGHT
FUTURES BENEFIT**

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Cactus Cantina
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Denizens Brewing Co.
Five Guys
Meg and John Hauge
Hill Country Barbecue Market
Jasper Hill Farm
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Chef Gerard Pangaud
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THE 2018 WORLD BANK
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Walter Schwermer
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F. Aynur Sumer
Hasan Tuluy

Emily and Antoine van Agtmael
Moina Varkie and Jeremy Toft
Emily and Frank Vogl
Jason Allen Weaver
Rachel Weaving
Sally and Anders Zeijlon

**GIFTS IN MEMORY OF
GREG BANKS**

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Suzanne and Christopher
Armstrong
Susan Krause Bell and
Robert Bell
Rommel Dickinson
Michele Elliott
Jon Ettinger and Kate Vlach
Jeffrey Feintech
Ray and Diana Foote
Meryl and Barry Freedman
Mike and Davye Gould
Julie Anne Green and
Bill Murray
Elizabeth and Mark Grobmyer
Barbara Kafka and
Samir el Daher
Mike Kershow and
Marianne Keler
Bruce King
David and Nancy Lesser
Romana Li and Bruce Bartels
Patricia MacNaughton
Susan and Joe Manes
Christina and David Mead
Nancy Rhee
Karen Nelson
Moir and Tom Ripley
Eileen and Ed Rocella
Ilene and Steve Rosenthal
Beth and Harold Roy
Mary and R. Clinton Saxton
Ellie and Spencer Schron
Chuck Stark and
Terry McDonald
Emily and Antoine Van Agtmael
Kim Vinick
Pamela Walker and John Kern
Suzanne Walsh
Bayla White
Ana and Bruce Wilson

*We have made every effort
to ensure the accuracy of
this report for gifts received
from January 1 to December
31, 2018. Please inform New
Futures of any errors or
inaccuracies at 202.384.5854
so we may correct the record
and appropriately express
our gratitude.*

66

AS VOLUNTEERS THROUGH
CAPITAL ONE, WE ARE
HONORED TO GIVE BACK TO
NEW FUTURES THROUGH THE
NEW PERSONAL FINANCE
WORKSHOPS. WE LOVE ANY
OPPORTUNITY TO HEAR
WHAT THIS GENERATION IS
PASSIONATE ABOUT AND
TO HELP GUIDE THEIR PATH.
AND WHAT SEPARATES NEW
FUTURES SCHOLARS FROM
THEIR PEERS IS HOW THEY
ASK THOUGHTFUL QUESTIONS
AND HOW THEY PASSIONATELY
SEEK TO LIVE THEIR LIVES FOR
MAXIMUM IMPACT TO OTHERS."

—JOHNATHAN MANN AND
ROCHELLE WOODARD

Capital One Café Ambassadors

FINANCIALS

STATEMENT OF FINANCIAL POSITION

December 31, 2018

	2018
ASSETS	
CURRENT ASSETS:	
Cash and cash equivalents	\$ 424,213
Investments	680,674
Certificates of deposit	388,300
Accounts receivable	-
Pledges receivable, current portion	168,227
Prepaid expenses and deposits	20,761
Total current assets	1,682,175
Pledges receivable, long-term portion	35,000
Property and equipment, net	4,248
TOTAL ASSETS	\$ 1,721,423
LIABILITIES AND NET ASSETS	
LIABILITIES:	
Accounts payable and accrued expenses	\$ 58,158
Scholarships payable, net	321,660
Total liabilities	379,818
NET ASSETS:	
Without donor restrictions	858,309
With donor restrictions	483,296
Total net assets	1,341,605
TOTAL LIABILITIES AND NET ASSETS	\$ 1,721,423

STATEMENT OF ACTIVITIES

For the Year Ended December 31, 2018

	Without Donor Restrictions	With Donor Restrictions	Total
OPERATING REVENUE AND SUPPORT			
Grants and contributions	\$ 543,177	\$ 419,814	\$ 962,991
Special event sponsorships	257,554	-	257,554
Special event ticket sales	37,320	-	37,320
Interest and dividends	21,257	-	21,257
Released from restrictions	479,518	(479,518)	-
TOTAL OPERATING REVENUE AND SUPPORT	\$ 1,338,826	\$ (59,704)	\$ 1,279,122
EXPENSES			
PROGRAM SERVICES:			
Student programs and education	\$ 388,082	\$ -	\$ 388,082
New Scholarships	384,997	-	384,997
Scholarship Adjustments	(115,514)	-	(115,514)
Communication	52,806	-	52,806
Total program services	710,371	-	710,371
SUPPORTING SERVICES:			
Management and general	147,469	-	147,469
Fundraising	323,792	-	323,792
Total supporting services	471,261	-	471,261
TOTAL EXPENSES	\$ 1,181,632	\$ -	\$ 1,181,632
Change in Net Assets from Operations	157,194	(59,704)	97,490
NON-OPERATING ACTIVITIES			
Realized and unrealized loss on investments	\$ (70,464)	\$ -	\$ (70,464)
Total non-operating activities	(70,464)	-	(70,464)
Change in Net Assets	86,730	(59,704)	27,026
Net Assets, beginning of year	771,579	543,000	1,314,579
NET ASSETS, END OF YEAR	\$ 858,309	\$ 483,296	\$ 1,341,605



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