

2020 was a year unlike any other in history—for the world and for our New Futures family. It was a year of upheaval, a year of fits and starts, a year defined by constant change. While New Futures faced plenty of uncertainty alongside our nonprofit peers, one thing was abundantly clear: we are a trusted, reliable source of partnership, guidance, and critical know-how for our Scholars and Alumni, no matter what they face.

While circumstances required us to alter our program somewhat last year, they did nothing to dampen our commitment to the young people that entrust New Futures with their dreams.

Last year was both a test of and a testament to the strength of our relationships. We at New Futures were able to lean into our deep connection with Scholars and Alumni to meet their expanding needs during the pandemic, and we were able to do so because of the tremendous support we received from our New Futures family.

Whether donating to our Emergency Fund, participating in our first-ever virtual Power On campaign, or continuing to spread the word about the incredible ambition and talent of our young people, you came through! With our community of support, New Futures did not just survive the volatility of 2020, we thrived. During this banner year we expanded and innovated our Career Success programming, onboarded one of our largest-ever Scholar cohorts, deepened our relationships with new and existing partners, and grew our impact by adding new staff to fulfill our mission.

While 2020 brought unimaginable hardship to so many, it also brought affirmations of the strength, resilience, and empathy that make New Futures and our family unique.

Thank you! In 2020, you stood with New Futures—just as New Futures has always stood by our Scholars and Alumni.

"New Futures was there every step of the way in 2020. [They] didn't miss a beat."

-JALEEL BARNES, New Futures Alumnus

ON THE COVER: Octave, New Futures Alumnus

Our Unique APPROACH

New Futures believes that everyone should have access to the personalized tools and support they desire to achieve their educational and career aspirations. We build our program around the unique needs of individuals, recognizing that everyone forges a different path.

We know that those with more privileged backgrounds often have disproportionately easier access to the knowledge, experiences, and connections that facilitate their successful journey through college and into careers. New Futures is a gateway to more equitable opportunity for more young people, built on programmatic pillars that directly address key systemic barriers. We offer flexible financial scholarships, expert academic and career advising, industry-informed skillbuilding workshops, and career exposure and networking events.

Some Scholars are drawn to us because of our flexible scholarship funding, while others crave a thought partner to be their sounding board as they make critical decisions about their college and career plans.



No matter what leads a young person to New Futures, we stand with them, side-by-side, and dream big together.



Scholarship FUNDING

SPOTLIGHT: Manuel Silva, New Futures Alumnus

"As a first generation college student the journey has been challenging. Thankfully the New Futures program has supported me throughout the journey."

For many, a college education is simply unattainable, with tuition costs growing exponentially over the last 30 years. Manuel could not afford to pay tuition out of pocket and a scholarship from New Futures helped remove this point-of-entry barrier, broadening his access to higher education and a promising career.

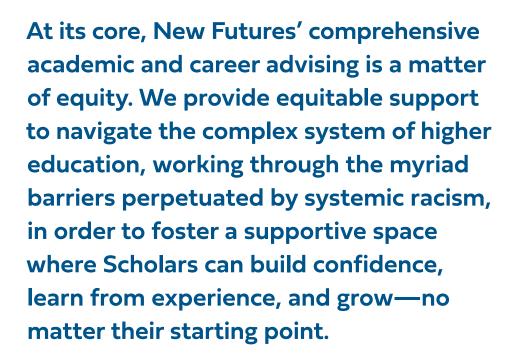


"Thanks to the help of the New Futures program I was able to attend University of Maryland Global Campus and learn skills that helped [me] obtain a career in information technology as a Network Engineer at Meso Scale Diagnostics."



Equitable Academic & Career ADVISING

SPOTLIGHT: Brian Graham, First-Time Scholar



Through connection, conversation, and collaboration, New Futures advisors partner with Scholars and Alumni to clarify their needs, deploying an individualized suite of resources that aid our young people in their quest for success.

Our advisors are stewards of Scholars' futures, and their lived experiences often parallel those of the young people we serve, adding a measure of credibility that builds trust and facilitates Scholar growth.

For Brian, his relationship with his advisor, Allie, is a positive force in his life. "She is a joy and a pleasure to work with. She is always ready and



willing to talk." He remembers working closely with her to identify a math tutor at a time when on-campus resources were inaccessible during the pandemic. Their collaboration reinforced to Brian that he "could always count on Allie."

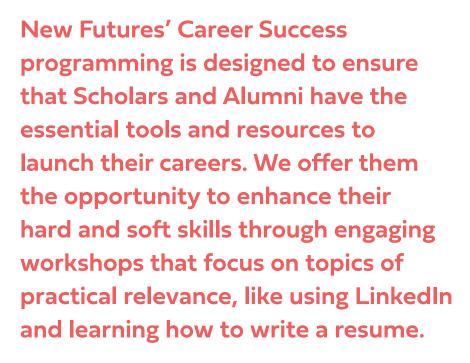
From moments big and small, from completing a difficult math course to making the Dean's List, Brian's successes are his alone, though he knows that Allie joins him in celebrating them. He's learned that "in New Futures, I have a strong team in my corner."

"New Futures has allowed me to reach my full potential."



Skill-Building WORKSHOPS

SPOTLIGHT: Kelly Makimoto Murphy, First-Time Scholar



Kelly, a First-Time Scholar studying to be a paralegal, explained how daunting it can be to break into a career as a young person with few connections. "It is very difficult to navigate in the professional world with no idea how to set up your professional network to illustrate your true potential. Before I was feeling invisible."

Kelly said the Career Launch LinkedIn workshop, which focused on personal branding and leveraging the social media platform to land a job, "was gamechanging for me."

During the session, Kelly updated her LinkedIn profile and afterward felt more confident in using it to support her job search. Within a week of the workshop she began looking at paralegal positions on LinkedIn, where she quickly connected with



people at law firms. Kelly was able to secure a paid law-firm internship, which she attributes directly to the Linkedin workshop. In fact, her manager at the firm was so impressed with Kelly that she extended her internship for the rest of the year. These hard-won achievements have allowed Kelly to leave her retail job and focus solely on making strides at the law firm as she launches her desired career.

Kelly's success shows that when our Scholars are prepared for opportunities and have the same access as their more privileged peers, they maximize them and thrive.

Kelly says of her accomplishments and those of her peers, "All we need is an opportunity."



Career Exposure & NETWORKING

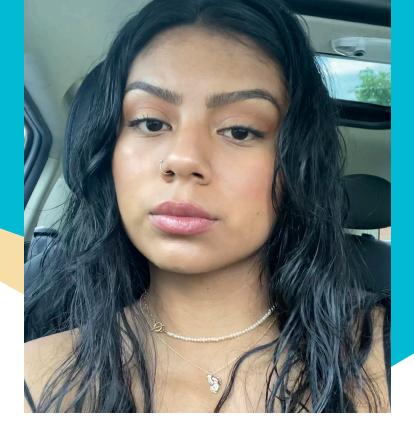
SPOTLIGHT: Jenny Gonzalez, Second-Time Scholar

New Futures seeks to close the professional network gap that persists for community college students and other young people from historically underserved groups, compared with their more privileged peers who often have family connections, networks formed at four-year colleges, or the financial freedom to take unpaid internships.

We are approaching this inequity by working to form networks of industry-aligned professionals, hiring managers, and senior leadership at regional employers, as well as by partnering with Scholars and Alumni to form meaningful connections, seek interviews, and access internships and shadow opportunities that support them in launching their careers.

The collaborative, supportive learning environment fostered by New Futures staff allows Scholars the space to clarify their own interests and plan their best next steps with more confidence.

Jenny, a Second-Time Scholar, met her mentor, Dwayne, through her year-long internship at DC Prep Public Charter School, an experience made possible through New Futures. In addition to building her resume with practical skills and firsthand experience, Jenny began establishing a professional network in her chosen field of information technology.



"New Futures blessed me with an opportunity that sparked an even greater interest in IT," she said. "I met an amazing tech team who are so willing to help me learn and diversify my skills in IT." Through her internship, Jenny says she's "truly learned the value of being part of a team and learning new things every day."

Like many of our Scholars, all Jenny needed was the chance to showcase her talents, from her work ethic to her technical prowess. In fact, Jenny was hired as an IT contractor at DC Prep upon the completion of her internship.

"New Futures opened a door for me that led me to meet an amazing group of people who I will keep in contact with for the rest of my career and beyond."



The Power of the Scholar and Advisor PARTNERSHIP

Jaleel Barnes is his own person, and he makes his own choices. Fiercely independent, he's not accustomed to following the crowd or looking to others for cues about how to direct his life. After finishing high school, he knew that he "wanted to do something more," but he wasn't confident about which path to take.

Like many young people, Jaleel saw community college as a viable first step toward fulfilling work and financial stability, so he enrolled in a local program and began his postsecondary journey. Jaleel encountered some speed bumps during his first semester, unsure about which major to pursue.

Without guidance from someone experienced, he felt held back by a lack of information. Everything about college was unfamiliar, and even unexpected, from the process of applying for financial aid to the exorbitant cost of textbooks.

Jaleel eventually stopped attending classes. "I started [college] a semester before [joining] New Futures but I knew nothing. I didn't know about scholarships or any of it. I didn't have money for books... I was just struggling."

That's when a staff member at a New Futures community partner organization referred Jaleel to

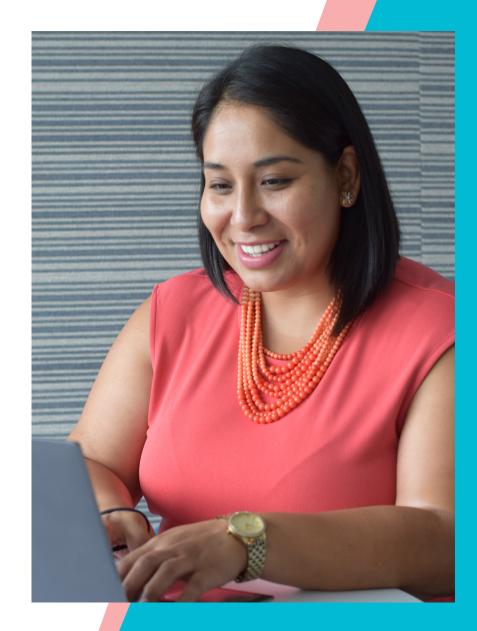
our program. He was drawn in by both the promise of support in navigating the complexities of higher ed and the flexible scholarship. "At first it was about the money, but after the Scholars' [Weekend] retreat I grew to love the program."

It wasn't just the program that exceeded his expectations, it turns out: Jaleel formed a remarkable bond with his New Futures advisor, Griselda, whom he felt "naturally" drawn to. Used to going it alone, Jaleel came to realize the benefit of having Griselda as a thought partner and champion to offer him guidance when he needed it.

"Our backgrounds, our ways of thinking [are] completely different," he said. It was the opportunity to learn things from a different perspective that made it easier for him to trust Griselda in ways he hadn't trusted others before.

Jaleel came to appreciate how his advisor is "always thinking about positive solutions."

He finds she brings a "different, dynamic way of thinking that I could explore." And for her part, Griselda was struck by Jaleel's "amazing openness to being thought partners," noting that their "cultural differences have bonded us together more because



Griselda Macias, New Futures' Program Director, uses Zoom to connect with a Scholar for a virtual advising session.

there's this mutual eagerness to want to understand those different perspectives."

Upon joining New Futures, Jaleel was determined to succeed in school and enter a career field that could sustain him financially and satisfy him intellectually, so he began an aerospace engineering program.

Like so many college-aged adults, Jaleel was working to support himself while attending school full-time. He noticed that other students who didn't have the same responsibilities outside of the classroom ("they barely worked") seemed to be faring better academically, giving them a "leg up."

"You need as much time as possible to study. I didn't have enough time to put my best foot forward and get the best results," he recalls. "I had to learn that it was impossible for me to work and go to school full-time, so I knew I had to take a different approach."

This time, facing a hurdle at school, Jaleel wasn't alone. Having Griselda "to bounce ideas off of," as he considered switching majors, gave him the confidence to make a tough choice that ultimately benefited his future.

As Griselda remembers it, Jaleel came to her one day, slightly discouraged by his slow progress through the curriculum. "He told me he didn't see himself graduating anytime soon. Well, one of my favorite phrases is 'Let's talk about it!"

So they started discussing other STEM majors that might be better suited to Jaleel's preferred timeline. "Jaleel was excited to dig in and had a lot of enthusiasm for finding an alternate path," Griselda recalls.

After switching to an Information Sciences and Systems program, Jaleel started to see the progress he'd hoped for. Griselda remembers the pride he exuded as he started to realize that his goal of earning a college degree was "actually becoming a reality."

Throughout their time together, Griselda was reminded time and again that "Jaleel overcomes challenges. He never let himself give up, or let roadblocks trip him up."

In 2021, Jaleel completed one of his lifelong goals when he graduated from Montgomery College with his associate's degree.

He is currently pursuing his bachelor's degree in Computer Science from University of Maryland Global Campus.

He says his relationship with Griselda and his time with New Futures have strengthened his selfconfidence and motivation to achieve as he continues his educational journey toward a career in IT.

New Futures offered Jaleel the opportunity to learn industry-essential skills in the classroom while also building his resume and professional network through an internship at DC Prep Public Charter School.

"Before [the internship] I never really saw my potential, but once I was there I saw what I was capable of achieving. It put a drive into me."

Asked if New Futures had better positioned him to pursue his goals, Jaleel is unequivocal: "That's a fact."

Jaleel finds himself in a now-familiar place: having weathered the storm, forging his own path toward his bright future. X

Year in REVIEW

A Challenging Year Marked by Innovation and Success.



37 Scholars graduated from their programs



Established

an Emergency Fund to address basic needs during pandemic



40* **New Scholars** selected



10** Scholar workshops (not including info sessions, community partner sessions, or volunteer sessions)



\$144,111 **Total Emergency Funds** disbursed in 2020



Scholars served



Career Launch: Reimagined!

New Futures successfully pivoted and piloted this webinar series, which won an NBCUniversal Project Innovation grant



Total Scholars/Alums who received Emergency Funds



\$401,056

Awarded in scholarships *COVID Impact: In order to meet the extraordinary needs of our existing Scholars, we reduced our spring selection cycle, welcoming six Second-Time Scholars. In the fall, we selected 34 First-Time Scholars, one of our largest cohorts ever.

**COVID Impact: we offered fewer workshops due to reduced spring selection.

2020 HIGHLIGHTS



Career Success Innovation

COVID posed considerable challenges in 2020. Our corporate partners in the health science, hospitality, and construction industries were understandably overwhelmed during the pandemic, and they were unable to host in-person site visits and job shadow opportunities as originally planned.

Our team rose to the moment in order to meet our Scholars' needs. Unwilling to let circumstances limit our ability to deliver on critical elements of New Futures' program, Jamila Williams, Assistant Director of Career Success, responded with innovation: "We really focused and invested in our career preparation work. It was our goal to make sure our Scholars knew how to update their resumes, network, interview, and brand themselves via LinkedIn and other social media. It was also really important that we connected our Scholars and Alumni with informal mentors and professionals in their field of interest to guide them and help them stay informed of industry trends as they were shifting during COVID."

Despite 2020's challenges, New Futures continued partnering with Scholars to become well-established in their careers so they have safety nets under them

as they navigate the ups and downs of the pandemic and other curve balls in life.

New Futures typically hosts our signature professional workshop series, Career Launch, twice per year. To accommodate the shift to virtual programming, Jamila and her team reimagined it as a two-part webinar series that we now offer quarterly, to both Scholars and Alumni, covering a range of practical topics like resume writing, networking, and mock interviewing. New Futures is maximizing the flexibility of the virtual format by providing additional online resources after each workshop. Scholars are getting a lot out of our webinars on LinkedIn and branding, and stories like Kelly's above exemplify their impact.

"The beautiful thing about reimagining our programming on a virtual platform is that the accessibility of our program for our [corporate] partners has increased tremendously," Jamila shared. In our new virtual normal, Scholars and Alumni have even more opportunities to build their professional networks and foster connections within their industries.

Not only have our Scholars and Alumni resoundingly approved of the programmatic shift, the change has also brought new voices to the table. "We have increased volunteer diversity and accessibility, as well 100% of 2019 and 2020 graduates report that they felt prepared by New Futures when it came to resume building, interviewing, and networking

as created a robust online training program for volunteers." This adaptation has helped us deepen relationships with existing corporate partners like Capital One, whose committed volunteers have stepped up their virtual touchpoints with Scholars during the pandemic.

"Volunteering with New Futures has been a tremendous way to immerse myself and get to know the people in our community," says Capital One associate Sarah Kozlowski, who has led resume writing and networking workshops at New Futures.¹

¹ https://www.capitalone.com/about/newsroom/new-futures/

This innovative curriculum is already proving indispensable to Scholars who attend the Career Launch interviewing workshop before their job interviews. As one alum shared, New Futures equips our young people with tools they can use to be their own advocates as they enter the workforce in highgrowth fields.

Others have taken notice: New Futures was recently awarded a \$10,000 Project Innovation grant from NBCUniversal in recognition of our incredible adaptability in the face of unprecedented challenges.

2020 showed once again that New Futures is unrelenting and uncompromising in its commitment to delivering high-quality, timely, individualized support for the young people it calls family.

> In 2020, New Futures disbursed more than \$144,000 in emergency funds to more than

140 Scholars and Alumni



Emergency Fund

Young people like our Scholars and recent Alumni were affected first, longest, and most deeply by the pandemic. Many were laid off or faced shift cuts and furloughs, dozens are parents managing a prolonged change in childcare options, and others have immigration or documentation challenges that prevent them from accessing government assistance like unemployment insurance or stimulus aid.

"2020 was extremely difficult, but New Futures never let us down; they found a way to assist every Scholar and their immediate family in multiple ways, and that was certainly a blessing in my life."

-ROXANNA CASTILLO, New Futures Alumna

Even those Scholars and Alumni who were fortunate enough to remain employed throughout the pandemic were often working in industries that put them at a greater risk of exposure to COVID-19, like senior care, health care, and jobs in the gig economy. We know that Black and brown communities have been disproportionately impacted by the pandemic and its fallout, which includes most of New Futures' young people.

New Futures realized Scholars needed financial assistance for basic needs like housing, utilities, medical bills, childcare, and food in order to remain enrolled in classes and make progress toward their goals. In response to these needs, New Futures

established an Emergency Fund in early April 2020, disbursing more than \$144,000 in emergency aid to more than 140 Scholars and Alumni in 2020.

When it mattered most, New Futures stood by its family.



Talent For Tomorrow: A Powerful Alliance

Driven by a shared commitment to addressing income and opportunity inequities in our region, and inspired by Capital One to work together closely, New Futures, Capital Partners for Education, Genesys Works, Per Scholas, and Year Up have joined forces to create what is now known as Talent for Tomorrow. Together, we work purposefully and collaboratively to close racial, income, and opportunity gaps by developing a collaborative paradigm that invests in a diverse and skilled talent pipeline prepared for success in the growth of the Washington, DC region.

Currently, Talent for Tomorrow partners refer students to one another, creating pathways to success that can build off of each program's strengths. In the future, we see tremendous potential to expand the ways we work together, creating organizational efficiencies and adding offerings to our communities that none of us could provide alone. We are thrilled to share that in July 2021, New Futures and our Talent for Tomorrow partners officially opened a co-located office space on H Street NE.

Audited FINANCIALS

Statement of Financial Position

For the Year Ended December 31, 2020.

Assets

CURRENT ASSETS	
Cash	\$704,928
Investments	\$1,256,680
Accounts receivable	\$82
Pledges receivable, current portion	\$527,118
Prepaid expenses	\$3,103
Total Current Assets	\$2,491,911
Pledges receivable, long-term portion	\$853,769
Property and equipment, net	\$599
Total Assets	\$3,346,279

Liabilities and Net Assets

LIABILITIES		
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$61,108	
Scholarships payable, current portion	\$446,236	
Total Current Liabilities	\$507,344	
Scholarships payable, long-term portion	\$297,491	
Total Liabilities	\$804,835	
NET ASSETS		
Without donor restrictions	\$1,053,474	
With donor restrictions	\$1,487,970	
Total Net Assets	\$2,541,444	
Total Liabilities and Net Assets	\$3,346,279	

Statement of ActivitiesFor the Year Ended December 31, 2020.

Support and Revenue	Without Donor Restrictions	With Donor Restrictions	Total
Contributions and grants	\$1,202,462	\$1,487,970	\$2,690,432
Special event, net of direct expenses	\$244,025	N/A	\$244,025
Investment income, net	\$121,381	N/A	\$121,381
Paycheck protection program funds utilized	\$113,600	N/A	\$113,600
Released from restrictions	\$235,000	(\$235,000)	N/A
Total Support and Revenue	\$1,916,468	\$1,252,970	\$3,169,438
Expenses			
PROGRAM SERVICES			
Student programs and education	\$231,412	N/A	\$231,412
Scholarships and Student Grants	\$469,462	N/A	\$469,462
Communication	\$85,887	N/A	\$85,887
Other Programs	\$244,980	N/A	\$244,980
Total Program Services	\$1,031,731	N/A	\$1,031,731
SUPPORTING SERVICES			
Management and general	\$186,252	N/A	\$186,252
Fundraising	\$290,175	N/A	\$290,175
Total Supporting Services	\$476,427	N/A	\$476,427
Total Expenses	\$1,508,158	N/A	\$1,508,158
Change in Net Assets	\$408,310	\$1,252,970	\$1,661,280
Net Assets, beginning of year	\$645,164	\$235,000	\$880,164
Net Assets, End of Year	\$1,053,474	\$1,487,970	\$2,541,444

Our 2020 DONORS

\$200,000+

A. James and Alice B. Clark Foundation

The Sunrise Foundation/Emily and Antoine Van Agtmael

\$100.000-199.999

Capital One

The World Bank Community Connections Fund

\$50,000-99,999

The Morris and Gwendolyn Cafritz Foundation

The deLaski Family Foundation

Mike Kershow and Marianne Keler

\$25,000-49,999

The Arcana Foundation

The Greater Washington Community Foundation

The Ludwig Family Foundation

The Richard E. and Nancy P. Marriott Foundation

The Scheidel Foundation

V & S Foundation

\$10,000-24,999

Susan Krause Bell and Robert Bell

The Bloedorn Foundation

Building Hope

Mary Challinor

The Clark-Winchcole Foundation

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The Crimsonbridge Foundation

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Barbara Kafka and Samir El Daher

Betsy Karel/The Lodestar Foundation and the Trellis Fund

Erna and Michael Kerst

David and Nancy Lesser

Stanley & Lucy Lopata Charitable Foundation

Marshfield Associates

The Nadel Family Charitable Fund

Nonna Noto

The Jane Bancroft Robinson Foundation

Share Fund

Robert and Kathryn Stewart Emily and Frank Vogl

Westat

\$5,000-9,999

The Bank of America Charitable Foundation Employee Giving Program

CityBridge Foundation

Crowell & Moring Foundation

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Joanna and Grant Ehat

GEICO Philanthropic Foundation

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Charles and Barbara Rossotti

Iris and Gene Rotberg

Subaru of America Foundation, Inc.

Venable Foundation Inc.

Kim Vinick

Heather Wathington, Ph.D.

Dorothy and Kenneth Woodcock

\$2,500-4,999

Betsy Banks

Andy and Robyn Brown

Mary and Armeane Choksi

Christ Church Georgetown

Davis Construction

Dimick Foundation

Brenda Donald

EagleBank

Donna and Pete Jervey

Regina and Jeremy Krasner

Janet Leno and Peter Harrold

Minhchau Nguyen and Per Ljung

Rebecca Rice and Lionel Dripps

John Sargent

Eluned and Julian Schweitzer

United Way of the National

Capital Area

Sally and Anders Zeijlon

\$1,000-2,499

Ted Ahlers and Barbara Ormond Jim Allenchey and Carolyn Miller Wati and George Alvarez-Correa

Stephanie and Alden Atkins

Anonymous

Teresa Barger and Travis Brown

Joy and Leonard Baxt

Susan and Dixon Butler

Marsha Cohan

Miriam Daniel and Laurence Wolff

Thelma Duggin

Judith Edstrom

Jessica and Bob Einhorn

Jon Ettinger and Kate Vlach

Elizabeth Farrell

Julie and Jon Fiechter

Ray and Diana Foote

Forrester Construction

Mary Frances Pearson

and Joseph Howe III

Bruce Gilbert

and Melissa Vinick Gilbert

Marilyn and Mike Glosserman Erika Gray

Julie Green and Bill Murray

Stephen Green and Susanne Walker

Michael Helfer

and Ricki Tigert Helfer

Marie and Bill Hoffman

Tariq Husain

Perrin Ireland and Thomas Ramey

Joi Baker Jones

and Augustus Jones Junior League of Washington

Barbara and Edi Karni

Tibor Keler

Marian and Stuart Lemle

Carroll Long

Millard and Jancis Long

Kaleen Love

Susan and Joe Manes

Patrick McCabe

Cathy and Scot McCulloch

Kathe McDaniels

Tina and David Mead

Miller & Chevalier Chartered

Charitable Foundation

Maria Montanez

Network for Good

Louise Novotny

Judy O'Connor and Philippe Nouvel

Victoria Odinotska

Margaret Pastor

Carla Peterson

and David Rosenbloom

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Susan and Bob Post

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Rotary Foundation of Washington, DC

Robert Saum

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Richard Stern and Karen Merszei Christie-Anne and Jeffrey Weiss

Beatrice Welters

Tom Wood

Susan Wooddell-Campbell

Marjorie Zapruder

\$500-999

Jill Armstrong

Elizabeth Ash

Deborah Ashford and Kevin Klose

Geoffrey Bakker

Micah Brill

Jane and Scott Brown

Elizabeth Chang

Jude Covas

Martha Coven

Rozany Deen Michele Elliott

Madeleine Emodi

John Feldman and Carol Middlebrook

Tara Fortier

Molly Friesenborg and Nic Subtirelu

Dorothy Grinnage

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Steven Davis

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