



# NEW FUTURES

Education ■ Opportunity ■ Career

2017 ANNUAL REPORT



# THANK YOU.

Dear Friend of New Futures,

Thank you! We are humbled by the commitment and support of our community this year. The contagious enthusiasm and generosity of our benefactors, ambassadors, volunteers, alumni, Scholars, and friends has fueled our work, launching us to new heights.

Thanks to you, we believe we will look back at 2017 as a milestone year in service of our mission. As you will read later in this report, we piloted our new Career Pathways approach, expanding our program offerings and testing some specific new programs for our Scholars and Alumni in IT fields. Moreover, we gathered critical data from our first-ever comprehensive Alumni Monitoring Study, which engaged many of our former Scholars and provided valuable information to drive further program enhancements. We also celebrated the achievements of our Alumni, many of whom give back to New Futures in meaningful and impactful ways.

We are also happy to share the story of our Scholar Ana. In 2017, Ana was awarded her second New Futures Scholarship to pursue an associate degree in nursing, building on the skills she has honed with her Certified Nursing Assistant credential and in her ongoing work at an assisted living facility. Ana's kind-hearted spirit, passion, and drive are exceptional. She is also the mother of two amazing girls. Ana's life has been tough at times. But her daughters have been born into stability – one might even say a new future.

We hope you feel proud of what you have helped to accomplish. Together, we are changing the trajectory for an incredible set of young people like Ana and, in many cases, their children, as well.

Thank you for being a part of the New Futures family.

Julie Anne Green  
Executive Director

Barbara Kafka  
Chair, Board of Directors

# THE NEW FUTURES IMPACT.

**A**t New Futures, we believe that there are many pathways into rewarding careers, and that a certification or community college degree can be the best first step. A short-term credential can more quickly and more affordably lead to a good job than the once “traditional” path through four-year college, but so few organizations focus on supporting students on this short-term approach.

Enter New Futures. We propel the Washington, DC region’s under-served young people on a deliberate pathway through certifications or community college degrees and into rewarding careers. We invest in our Scholars with scholarships, academic advising, career coaching, and a lot of heart as they launch their careers in high-growth fields like IT, Health Sciences, and Construction.

As a part of the New Futures family, our Scholars further their resilience to persist through college, grow the confidence they need to succeed in their careers, and ultimately gain the stability that we hope will endure for generations.



# OUR SCHOLARS.

# OUR ALUMNI.

## DERRELL



**PURSUING A VETERINARY ASSISTANT CERTIFICATION**

ABC ANIMAL BEHAVIOR COLLEGE | FALL 2017 SCHOLAR

### “I HAVE HAD A PASSION FOR ANIMALS

since I was young, helping stray dogs in my neighborhood. Now, I’m finally ready to get a good job in a field I know I will love.

The ABC Veterinary Assistant Certificate online program is the best for me right now because I am currently working two other jobs and don’t have time to sit in an actual classroom. Plus, I’ll be ahead of the ball when they place me in a vet hospital to get real, hands on experience.

New Futures has been a big help, not only with a tuition scholarship but also all their support and accountability. The team has welcomed me as family and they are always there to help, and I love it when they visit my job with the best smiles on their faces.”

## MUSTAF



**PURSUING AN ASSOCIATE OF APPLIED SCIENCE IN CRIMINAL JUSTICE**

MONTGOMERY COLLEGE | FALL 2017 SCHOLAR

### “I HAVE WANTED TO BECOME A

**POLICE OFFICER** since I was four-years-old, when I saw from my own bedroom window how violence and crime invaded my home country of Somalia. Right now I am studying criminal justice at Montgomery College, and after I earn my associate degree next year, I will enroll in the police academy. I want to serve my Montgomery County community and, eventually, return to Somalia to start a police academy there.

New Futures is helping me achieve these goals. The scholarship has cut a lot of my financial stress and has allowed me to focus my energies on studying. Each day, I use some of the study skills I learned at my workshops.

Most importantly, New Futures has reinforced my confidence, dignity, and pride in myself to reach my full potential. My parents don’t have any formal education, but that no longer discourages me – in fact, it motivates me. I know how important and valuable my degree will be, and I also want the knowledge that comes with learning from the best.”

## MARVIN



**EARNED AN ASSOCIATE IN COMPUTER SCIENCE TECHNOLOGY**

UNIVERSITY OF THE DISTRICT OF COLUMBIA - COMMUNITY COLLEGE | FALL 2015 SCHOLAR

### “LIKE A LOT OF PEOPLE I KNOW, I was

mised to believe that I needed to go to a four-year university to be successful. After high school, I did not go straight to college; I instead spent a year working and wondering how to pay for an expensive degree.

That’s when I found New Futures and the value of an associate degree to start my career. Now that I have graduated, I feel ready for the challenges and opportunities ahead of me. This year, I have been involved in the New Futures IT Career Pathway program. It has been helpful to meet people already working in the IT field and especially to see what certain jobs actually look like. And after the job shadow day at MicroPact, I’m even more excited for new IT classes and getting an internship.

In some fields, including IT, it’s hard to know where to start. I recommend applying to New Futures. They not only support us, but also believe in us that we can achieve our goals and make a difference. That support is something that really keeps us pushing hard.”

## BRITTANY



**EARNED A BACHELOR OF ARTS IN SECONDARY EDUCATION**

TEMPLE UNIVERSITY | SPRING 2009 SCHOLAR

**EARNED A MASTER OF SCIENCE, SPECIAL EDUCATION**

JOHNS HOPKINS UNIVERSITY

**NEW FUTURES ALUMNI COMMITTEE MEMBER**

### “IT IS IMPORTANT FOR ME TO GIVE BACK

**TO NEW FUTURES** for the same reason it is important for me to teach. I have to invest back into the communities and organizations that afforded me the resources to be successful. New Futures provided me some privilege in my time of need, in the form of a scholarship. Now they provide so much to a very specific group of people who are often overlooked. Students with more passion than money can leverage New Futures to reach levels that were once unattainable; they are often pioneers in their families and break cycles of oppression. I am always willing to be a part of New Futures’ efforts to be privileges to the next generation of under-served and deserving young people.”

MEET ANA.

# ANA VILLANUEVA

Ana's passion for nursing began as a child in El Salvador. Raised for years by extended family, life was tough and cash was short, but she had everything she needed. She remembers fondly working with her grandfather on a local farm, feeding the baby animals. Her aunt was a nurse, and Ana loved exploring her medical equipment. "I played with the stethoscope so much that I could recognize each of my siblings' heartbeats with my eyes closed."



“I CAN'T ACCEPT LESS. I WANT TO DO THE BEST I CAN AND WILL PUSH THROUGH IT HOWEVER I CAN. AND I KNOW NEW FUTURES WILL BE WITH ME EVERY STEP OF THE WAY.”

When Ana and her sister reunited with their parents in Maryland in 2008, she spoke no English and began middle school in the ESL program. She learned quickly, reading newspapers out loud with her cousins, and by her senior year of high school, Ana was taking all honors and AP courses. She had a knack for biology and the confidence to succeed. But with limited financial resources, four-year college was not the best first step for Ana. She sought out some help.

In 2014, Ana was encouraged by her advisors at CollegeTracks to apply to New Futures for financial support to attend Montgomery College's nursing program. She thrived in her first semester and made the Dean's List. Still, money was tight. Ana pieced together some cleaning and babysitting jobs, and then in 2015, she and her husband Marvin learned they were expecting their first child. Ana chose to leave Montgomery College and started to lose hope about ever becoming a nurse.

In 2016, a New Futures advisor reconnected with Ana. When Ana explained that she could not afford to return to school, New Futures suggested that she obtain a shorter-term credential so she could launch her nursing career quickly. With her New Futures scholarship to cover tuition and transportation costs, Ana became a licensed Nursing Assistant through the American Red Cross in 2016. A few months

later, she secured her first nursing job in an assisted living facility, where she has since been given more and more responsibility and positive feedback. Ana learned that she loves working with a geriatric population, and particularly with her patients living with dementia.

In 2017, Ana was selected for a second New Futures scholarship to obtain her Associate of Science in Nursing. With these funds, her full-time salary, and some savings, Ana enrolled in Prince George's Community College in early 2018. She expects to earn straight As. "I can't accept less. I want to do the best I can and will push through it however I can. And I know New Futures will be with me every step of the way."

Ana is well on her way to becoming a nurse, in part because New Futures tailored her scholarship and a suite of supports to her specific needs. As a second-time Scholar and eventually as an Alum, Ana will continue to receive support from New Futures in the form of advising and career coaching, especially as her family welcomes their second baby in 2018. And as a beloved member of the New Futures family, Ana has already started to give back as a volunteer. "I'm sticking in with them. It's wonderful to be able to share my goals and get advice. I'm in contact with my advisor at New Futures every week!"

# OUR 2017 IMPACT.

**\$350,284**  
in new scholarship awards

**13** workshops, panel discussions, shadow days, and other experiences

**186** Scholars Served

**98%** of Scholars selected since 2016 are persisting in or have graduated from their post-secondary programs

**206** Alumni

# OUR NEW MODEL.

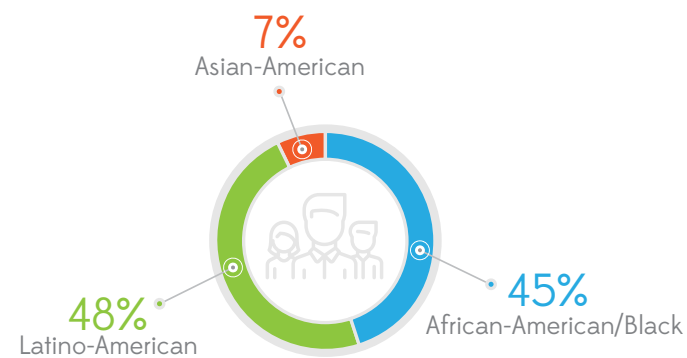
New Futures is driven by our ultimate goal: for our Scholars to achieve financial stability that endures for generations. Beyond their post-secondary success, we believe there is infinite potential for our Scholars and Alumni to thrive in our region's most in-demand career fields. In the coming years, we will implement our new Career Pathways model, tailoring our program around the high-growth fields of IT/Cybersecurity, Health Sciences, Construction and Trades, Hospitality, Public Service, and Education.

**In 2017, we piloted this Career Pathways model in IT/Cybersecurity.** Thanks to the support of Capital One and a City Fund Grant from the Greater Washington Community Foundation, Scholars and Alumni in IT benefited from IT-specific career panels, a job shadow day at tech firm MicroPact, and strong ties with both Corporate and Community Partners to help our young people build their professional IT networks. We are excited to build on the early success of this pilot project and refine our Career Pathways in 2018 and beyond.

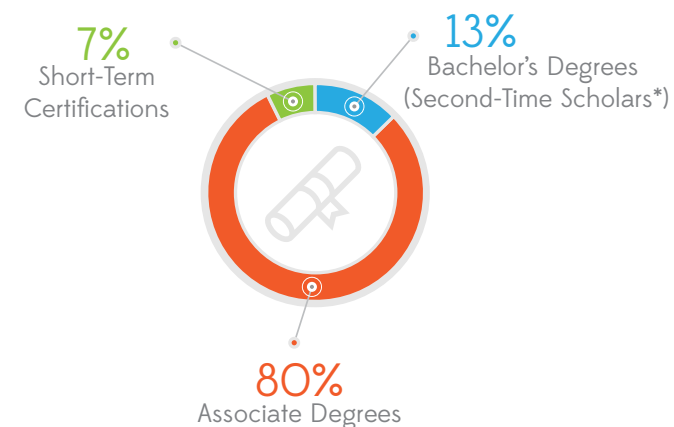
New Futures' refined approach is powerful because it is narrow and focused on the end goal of financial stability. Through comprehensive support and with the help of Corporate Partners, this new Career Pathways model will strengthen the pipeline for our region's underserved young people to join and contribute to our region's growth and prosperity.

## OUR SCHOLARS AND ALUMNI

### DEMOGRAPHICS

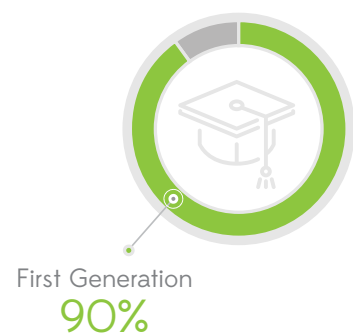


### CREDENTIALS



\*New Futures selects a limited number of Second-Time Scholars who leverage an additional scholarship to pursue further education.

### ATTENDING COLLEGE



IT/Cybersecurity



Health Sciences



Construction and Trades



Education



Public Service



Hospitality

# OUR ALUMNI.



## NEW FUTURES' FOCUS ON ALUMNI

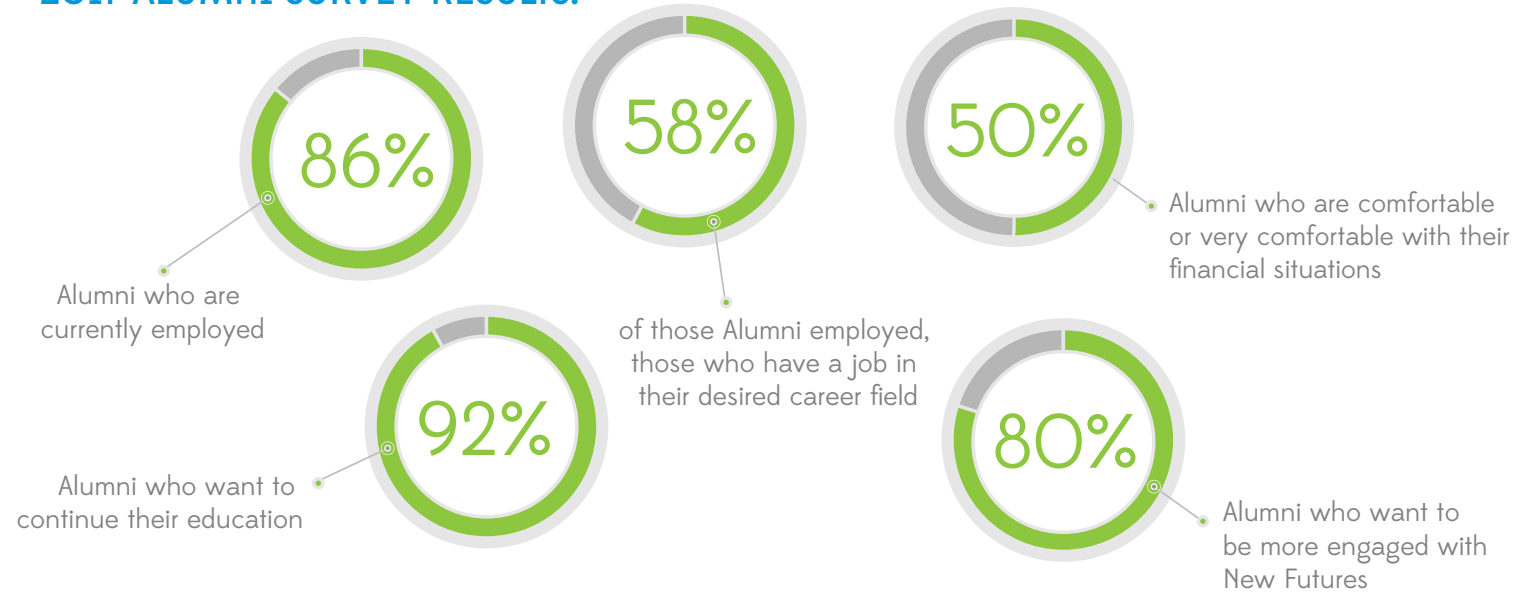
In recent years, New Futures has invested in our Alumni community with obvious and astounding results. We have reconnected with older Alumni who launched their careers years ago, invited Alumni to join our IT Career Pathway workshops as participants or volunteers, and established an Alumni Committee and other leadership opportunities.

We believe that our 206 Alumni – all of whom have benefited from a New Futures scholarship themselves – are uniquely positioned to mentor our current Scholars, to connect our Scholars to jobs, and to enhance the New Futures community.

In our recent Alumni Monitoring Study, the New Futures graduates shared some incredible data and stories that will help us to ever improve and expand our model for years to come.

Since 2016, New Futures has been cultivating an Alumni Committee of leaders to serve, mentor, and foster a strong community on behalf of our Scholars. Alumni volunteer with Scholar Selection, at workshops, and on Scholars Weekend, and they have been critical in leading our annual Graduation Celebration. They serve as mentors and cheerleaders for younger Scholars, understanding both the challenges and the victories that are possible on the path through a certification or degree and into a rewarding career. And as New Futures celebrates the Scholars who graduate from their programs, Committee members greet them with enthusiasm and with their official Alumni pins, welcoming them to the Alumni family.

## 2017 ALUMNI SURVEY RESULTS:



## NEW FUTURES' ALUMNI ARE CURRENTLY WORKING FOR SUCH ESTEEMED REGIONAL EMPLOYERS AS:

- |                                     |                           |                                |
|-------------------------------------|---------------------------|--------------------------------|
| Amazon                              | Gensler                   | Leidos                         |
| Amtrak                              | Goddard School            | Metropolitan Police Department |
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- AND DOZENS MORE...**

# OUR DONORS.

New Futures is fueled by the generosity of donors like you, who have changed the lives of so many promising young people in our region. Thank you!

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FUNDER SPOTLIGHT

## CAPITAL ONE

“Capital One is committed to helping people gain skills for the jobs and careers of the 21st Century, as well as help people at all stages of their lives take better control of their personal finances. New Futures is paving the way for their young people to do just that, starting with a short-term education credential that leads quickly into jobs that sustain lives and lift up families for generations.”

– Naomi Smouha, Community Relations at Capital One

CAPITAL ONE has been an invaluable partner of New Futures for seven years, and in 2017, they helped us launch our IT/Cybersecurity Career Pathway. In addition to providing essential funding, Capital One has encouraged their associates to volunteer with our skill-building workshops and to facilitate Financial Literacy sessions for our Scholars and Alumni.





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# NAMED SCHOLARSHIPS AT NEW FUTURES



Some of New Futures' generous supporters have established Named Scholarships to connect their philanthropy with our Scholars in a more personal way. These special donors make their gifts in memory of loved ones or in emphasis of a career pathway or field of study of particular interest to them. They can connect with the recipient 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!

“I love being a part of New Futures' work in this way. My group of close friends has come together to support a Named Scholarship, and through this, we have met an inspiring young man named Miguel. It's another way that New Futures feels like family.”

—Annette Polan, New Futures supporter

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MinhChau Nguyen and Per Ljung  
Judy O'Connor and Philippe Nouvel  
Nancy Enikeieff Ody  
Kyoo-Won Oh  
Hurriyet Ok  
Robert Panfil  
Elisabeth Pendleton  
Andrew Ragatz  
Alicia and Daniel Ritchie  
Iris and Gene Rotberg  
Robert Saum  
Wolfgang Schaefer  
Eleanor and Gotz Schreiber  
Eluned and Julian Schweitzer  
Walter Schwermer  
Jasdip and Aurea Irene Singh  
Jonathan Edwards Sinton  
Richard Lee Skolnik  
Van Roy Southworth  
Inder Sud  
Roger Sullivan  
Patricia Odette Sulser  
F. Aynur Sumer

Moina Varkie and Jeremy Toft  
Tjaarda Storm Van Leeuwen  
Emily and Frank Vogl  
Jason Allen Weaver  
Rachel Weaving  
Sally and Anders Zeijlon

### IN-KIND SUPPORTERS

Burka's Wine & Spirits  
Capital One  
Core Studios, Inc.  
Dalton Brody  
Enchanted Garden Landscaping  
Foundation Fitness Georgetown  
Katharine and Juge Gregg  
Meg and John Hauge  
Jill and Jim Kaufman  
Michael Kershow and Marianne Keler  
Liberty Mountain Resort  
Marshfield Associates  
Christine and Michael Morfit  
O Salon  
Omni Shoreham Hotel Washington  
Gerard Pangaud  
Premier Cancun Vacations Raku  
Sixth & I Historic Synagogue  
Truth in Motion Films  
Emily and Antoine van Agtmael  
VIDA Fitness  
Washington Capitals  
Washington Nationals  
Whitetail Resort

We have made every effort to ensure the accuracy of this report for gifts received from January 1 to December 31, 2017. Please inform New Futures of any errors or inaccuracies at 202.384.5854 so we may correct the record and appropriately express our gratitude.

# OUR FINANCIALS.



## BRIGHT FUTURES INDEED!

In November 2017, New Futures hosted 300 of our most enthusiastic supporters, volunteers, partners, and friends for an inspiring evening.

At the New Futures, Bright Futures Benefit, we recognized internationally renowned philanthropist, entrepreneur, and Michelin-starred chef José Andrés with our annual New Futures Award; Chef Andrés joined New Futures alumnus Walfer Hernandez on stage for a compelling chef-to-chef conversation. We established the inaugural Mike Gould Award in honor of our Founder and honored longtime champion Board Member Emily van Agtmael. And we premiered a new video, highlighting the impact that New Futures has had on the lives of Scholars Manuel and Dajanee.

**Thanks to the generosity of supporters like you, we raised nearly \$300,000 through the Benefit in service of our Scholars!**

### STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2017 AND 2016

	2017	2016
<b>ASSETS</b>		
CURRENT ASSETS		
Cash and cash equivalents	\$ 510,082	\$ 156,281
Investments	725,206	1,005,670
Certificates of deposit	376,276	-
Accounts receivable	268	-
Pledges receivable, current portion	106,920	597,950
Prepaid expenses and deposits	4,400	3,300
Total current assets	1,723,152	1,763,201
Pledges receivable, long-term portion	21,700	-
Property and equipment, net	3,903	5,257
<b>Total assets</b>	<b>\$ 1,748,755</b>	<b>\$ 1,768,458</b>
<b>LIABILITIES AND NET ASSETS</b>		
LIABILITIES		
Accounts payable and accrued expenses	\$ 27,764	\$ 33,722
Scholarships payable, net	406,412	421,228
<b>Total liabilities</b>	<b>434,176</b>	<b>454,950</b>
NET ASSETS		
Unrestricted	771,579	677,508
Temporarily restricted	543,000	636,000
<b>Total net assets</b>	<b>1,314,579</b>	<b>1,313,508</b>
<b>Total liabilities and net assets</b>	<b>\$ 1,748,755</b>	<b>\$ 1,768,458</b>

### STATEMENT OF ACTIVITIES

FOR THE YEAR ENDED DECEMBER 31, 2017

	UNRESTRICTED	TEMPORARILY RESTRICTED	TOTAL
<b>OPERATING REVENUE AND SUPPORT</b>			
Grants and contributions	\$ 409,542	\$ 189,000	\$ 598,542
Special event sponsorships	259,264	-	259,264
Special event ticket sales	36,000	-	36,000
Interest and dividends	15,275	-	15,275
Other income	2,742	-	2,742
Loss on disposal of fixed assets	(144)	-	(144)
Released from restrictions	282,000	(282,000)	-
<b>Total operating revenue and support</b>	<b>1,004,679</b>	<b>(93,000)</b>	<b>911,679</b>
<b>EXPENSES</b>			
PROGRAM SERVICES			
Student Programs	419,984	-	419,984
New Scholarships	350,284	-	350,284
Scholarship Adjustments	(91,103)	-	(91,103)
<b>Total program services</b>	<b>679,165</b>	<b>-</b>	<b>679,165</b>
SUPPORTING SERVICES			
Management and general	96,894	-	96,894
Fundraising	209,868	-	209,868
<b>Total supporting services</b>	<b>306,762</b>	<b>-</b>	<b>306,762</b>
<b>Total expenses</b>	<b>985,927</b>	<b>-</b>	<b>985,927</b>
<b>CHANGE IN NET ASSETS FROM OPERATIONS</b>	<b>18,752</b>	<b>(93,000)</b>	<b>(74,248)</b>
NON-OPERATING ACTIVITIES			
Realized and unrealized gain on investments	75,319	-	75,319
<b>Total non-operating activities</b>	<b>75,319</b>	<b>-</b>	<b>75,319</b>
<b>Change in Net Assets</b>	<b>94,071</b>	<b>(93,000)</b>	<b>1,071</b>
<b>Net Assets, beginning of year</b>	<b>677,508</b>	<b>636,000</b>	<b>1,313,508</b>
<b>Net Assets, end of year</b>	<b>771,579</b>	<b>543,000</b>	<b>1,314,579</b>

“NEW FUTURES MAKES A BIG IMPACT ON COVENANT HOUSE AND OTHER COMMUNITY PARTNERS. IN OUR NATION'S MOST EDUCATED CITY, NEW FUTURES IS VITAL—THEY SUPPORT RESILIENT YET UNDERSERVED YOUNG MEN AND WOMEN AS THEY CONTINUE THEIR EDUCATION, ENTER THE JOB MARKET, AND ACHIEVE STABILITY. THE ROLE THAT NEW FUTURES PLAYS IS ESSENTIAL.”

-Kentdrick Barnes, Covenant House

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#### COMMUNITY PARTNERS

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 Community Club  
 Community College Preparatory Academy Public Charter School  
 Covenant House  
 FLOC  
 Hope and a Home  
 Jubilee Jobs  
 Latin American Youth Center  
 LAYC Career Academy  
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 Year Up  
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#### STAFF

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 Griselda Macias, PROGRAM DIRECTOR  
 Silvana Rueda, SCHOLARS PROGRAM MANAGER



Special thanks to Project Design Company for the design of this Annual Report and other New Futures materials.

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