

40

Forty Years of Empowerment

ANNUAL REPORT

FISCAL YEAR 2018



FULFILLMENT FUND
Empowering Youth Through Education



Dear Supporters,

As a Fulfillment Fund alumna and scholarship recipient, I am so happy to know that the organization which helped me reach my college dreams is continuing to grow after 40 years of amazing work.

Without the Fulfillment Fund, I don't think college would have been an option for me. Growing up in my household as a kid meant having hardworking parents who I rarely got to see, an older brother (also a part of Fulfillment Fund's programs) who took care of me, and a community where seeing violence was more common than watching my neighbors celebrate college degrees.

Fortunately, the Fulfillment Fund was there for me and my brother Johnny. Their staff truly wanted us to dream big when it came to higher education, and with the resources they provide – like Destination College, individual counseling, college trips across California, and so much more – students like us are able to build an entirely different future for ourselves.

They inspired me to take college seriously and introduced me to a world of possibilities. First I went to Cal State Chico, but soon realized it was not the right fit for me. The Fulfillment Fund inspired me to dream big, and my dream was to see myself graduate college as a UCLA Bruin. It wasn't easy to admit I needed a change, but within a week the Fulfillment Fund helped me transfer to West Los Angeles College and prepare for my next step to a new four-year university. Now, I'm proud to say that I'm graduating from UCLA this year and Johnny is in graduate school at UC Davis.

Throughout this report you'll see some quotes from me about how Fulfillment Fund helped me succeed, along with amazing numbers that show how they helped more than 2,000 students in Fiscal Year 2018.

The journey to college is difficult, but thanks to the Fulfillment Fund and supporters like you, we are making it a reality.

Thank you,

Rosemary Ruiz
UCLA Class of 2019



OUR STUDENTS

Ever since we began 40 years ago, Fulfillment Fund's mission has been to serve students from diverse backgrounds, experiences, and cultures. In this past year, we continued doing just that.

87% of Fulfillment Fund high school students are eligible for



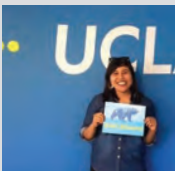
**FREE OR
REDUCED-PRICE
MEALS (FRPM),**

which tells us that they are living in a lower-income household.



84% of Fulfillment Fund's high school students' **parents do not have a 4-year college degree**, which will make these students the first generation in their family to complete college one day.

"Fulfillment Fund brought to my attention how education brings endless amounts of opportunities and how it changes one's future. If I were to travel back in time and tell 12 year old Rosemary that I would be attending UCLA and



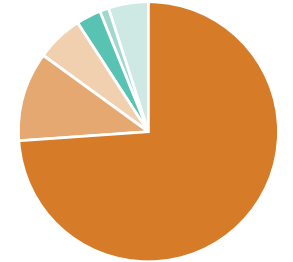
that I want to go to graduate school, I would not believe it since I didn't care about my education and I didn't see people from my community go to college." – Rosemary

2,035

students participated in our programs, including **281** Mentor Program students and **287** students from new Digital Learning Program partnerships.



More than **94%** of Fulfillment Fund students identify as people of color.



- 74% Latino/a
- 11% African-American
- 6% multi-racial
- 3% Asian
- 1% Caucasian
- 5% other or unknown

OUR IMPACT

Fulfillment Fund's middle and high school programs focus on building pathways to college, helping students navigate educational barriers, creating support networks, and empowering future leaders. In Fiscal Year 2018 we saw a significant increase in students graduating from high school and college scholars who graduated within six years or less.

100%

of Fulfillment Fund high school seniors graduated from high school in 2018.



0 50 100

96%

of our students successfully completed their FAFSA and Dream Act application.



Our new Digital Learning Program brought **computer-based college access curriculum** to two new external partner schools.



95%

of Fulfillment Fund's high school graduates will enroll in college, compared to **67%** of students from low-income communities nationally (National Center for Education Statistics).

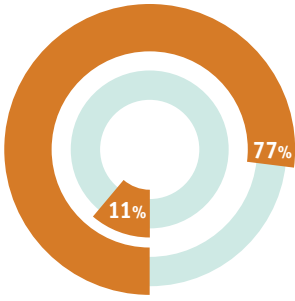
Fulfillment Fund mentors volunteered a total of

7,848



hours, empowering their mentees to explore new experiences and discover their fullest potential.

"The Fulfillment Fund imparted that the idea of college was a real possibility for us. Their team taught me how to navigate the college application and FAFSA, walked me through the importance of A through G requirements for graduation and college classes, and granted me a scholarship which gave me the financial resources to buy books and other necessities for UCLA." – Rosemary



77% of our college scholars earned a bachelor's degree (in six years or less) compared to **11%** of low-income youth nationally (Pell Institute).

335



scholarships and stipends were awarded to Fulfillment Fund students, totaling **\$455,000** in crucial financial aid.

"Even before I met Fulfillment Fund in-person, I heard about them from my brother, Johnny. He would talk to me and my parents all the time about how they were helping him. They are so thankful for the opportunities Fulfillment Fund brought us." – Rosemary

110 parents participated in **7 workshops** as a part of our Parent Program, which helps students' parents become even stronger support systems to their college-bound children.



298 students participated in one of our enrichment groups, which included **LEAD** (Lead, Empower, Achieve and Dream), Men Creating Change (**MCC**), the Resilient, Empowered, Ambitious Ladies (**REAL**), and **STEM** (Science, Technology, Engineering and Mathematics).



LIFE-CHANGING VISITS

Multiple times per year, our college counselors take students on local day-long and overnight trips to campuses to help our students see themselves in a university environment. For many students, it is the first time they can truly see themselves as a future college student.



825

students attended **14 college trips** to campuses like Cal State Northridge, Loyola Marymount, Claremont McKenna and UC Riverside.

DESTINATION COLLEGE

On October 14, 2017, students and their families joined us for Destination College, Fulfillment Fund's signature day-long college preparation event filled with speakers, workshops, college and career fairs, and more. Dr. Tyrone Howard, Associate Dean for Equity and Inclusion at the Graduate School of Education & Information Studies at UCLA, kicked-off the event as our keynote speaker, followed by Stedman Graham who shared an inspiring message with students' parents.



At our 2017 event, **850** participants attended the day-long college preparation experience.



More than 70 colleges and universities from across the country attended.

More than 50

Career Advocates volunteered to engage students in focused conversations about a wide array of professions.



"One of my favorite memories with the Fulfillment Fund has been when I went to visit different colleges around California. The Inland empire, Southern and Northern California trips showed me what college life is like, how the campuses looked, and the array of majors and minors one could study." - Rosemary

BEYOND HIGH SCHOOL GRADUATION

CAREER ACCELERATOR PROGRAM

In Fiscal Year 2018 we piloted the Career Accelerator Program, which paired 25 scholarship recipients with a career mentor who would help them expand their network, learning skills and career readiness skills. By the end of the year, **44% of scholarship students secured a new internship or job opportunity.**

CAREER EXPO 2018

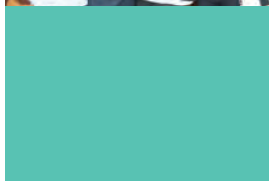
102 students joined Fulfillment Fund for our first-ever Career Expo event. The day included a panel discussion on navigating career options, and **16 companies came to share internship and job possibilities** with our students – including Google, Fox Sports, Nickelodeon, UCLA Health and others.

WORKSHOP AT CAA

Our college scholars participated in a career-focused workshop at the Creative Artists Agency (CAA) on August 18, 2017 as a part of the Career Accelerator Program. We are grateful to the speakers and mentors who generously donated their time to help our young people become career-ready.

FULFILLMENT FUND UNIVERSITY

On June 29, 2018, 76 incoming college students from our scholarship program came together for Fulfillment Fund University, an all-day event that prepares students for the high school to college transition. Throughout the day, students participated in an alumni panel, a mental health workshop and breakout sessions that teach them how to prepare for their new academic experiences.



FINANCIAL STATEMENT

Statement of Financial Position Fiscal Year Ended 6/30/2018

Assets

Cash and Investments	2,581,498
Pledges Receivable, net	191,990
Prepaid Expenses, deposits and other assets	528,386
Property and Equipment, net	49,477
Total Assets	3,351,351

Liabilities

Accounts Payable and Accrued Liabilities	544,671
Scholarships Payable	1,000
Total Liabilities	545,671
Net Assets	2,805,680
Total Liabilities and Net Assets	3,351,351

Statement of Activities Fiscal Year Ended 6/30/2018

Revenues

Contributions	1,014,658
Special Events Income, net	1,703,504
Other Revenues	509,643
Total Revenues	3,227,805

Expenses

Program Services	3,774,835
Development	944,855
Management and General	307,090
Total Expenses	5,026,780
Change in Net Assets	(1,798,975)*

*In Fiscal Year 2012, the Fulfillment Fund received a five year, \$5 million grant from a donor with a directive to invest the money to help more students. These funds were designated by the Board as operating operating funds, and continue to make up the majority of our Cash and Investments. These operating funds have helped us deliver services to thousands of students each year and have allowed us to add several innovative new services such as the Digital Learning Program, enrichment groups, and a new Parent Engagement Program.

As of June 30, 2018 our cash reserves were \$2,581,498, providing us with sufficient liquidity to meet our near-term obligations and serve our students. At the end of 2018, we also began taking steps to better achieve our longer term goals including increasing fundraising efforts, eliminating inefficiencies, and increase visibility and accountability of financial reporting and budgeting. With these improvements underway, along with the commitment of the management team and direct service staff serving our students, we are confidently on a path toward stability, sustainability and new heights in service excellence.

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