2017 Annual Report

CONNECTING AMBITION WITH OPPORTUNITY

JULY 2016 through JUNE 2017
“The skills and training I received at each workshop added invaluable skills to my portfolio. Personal and professional development has become a new priority of mine due to the level of engagement this program delivers.”

Karina, ANY Fellow

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You Charted a Path

When you formed a study group, enrolled in college, started your first job or earned a promotion, you charted a path to success for yourself.

But you didn’t stop there – you chose to guide and empower others to achieve greatness.

Our volunteers, donors and partners go the extra mile to provide first-generation college students with the tools they need to succeed. Thank you for leading us towards a world without barriers to economic mobility for students like our Fellows – ambitious and resilient. This year would not have been possible without you.

Dear Friends,

Thank you for being part of our community. We are tremendously grateful for your support in fighting for economic mobility for low-income, first-generation college students and making the success of the past year possible.

When America Needs You (ANY) enrolled its first cohort of 50 Fellows in 2010, we believed in the ambition of low-income students who are the first in their families to attend college. Now having served over 1,000 students, we know the power of connecting their ambition with opportunity, mentorship and hands-on professional development. Our outcomes prove the potential of first-generation college students: 94% of Fellow Alumni have graduated within six years of enrollment, and 87% of Fellow alumni are employed full-time or enrolled full-time in graduate school within six months of graduating. We remain confident that our volunteer-driven program can successfully transform lives and communities, demonstrating the power of being the first.

As we scale our program in existing sites and launch new partnerships nationally, we remain committed to excellence and innovation. We aim to build upon our successes and mobilize our networks to create a talent pipeline and pay-it-forward spirit. We look forward to deepening our partnerships with educational institutions to grow our national school-based model. And we are eager to continue serving more first-generation college students across the nation to ensure they graduate prepared to succeed in the workforce.

With a focus on high impact programs and data-driven results, we look forward to continuing to dream bigger and invest in the future of America. Our work would not be possible without our community of dedicated volunteers, generous donors and compassionate partners. On behalf of our staff and students, thank you.

Together, we can ensure a path to economic mobility for first-generation college students. We look forward to the remarkable year ahead.

Kimberly Harris  Aditya Sanghvi
CEO  Board Chair
Our Mission

America Needs You fights for economic mobility for ambitious, first-generation college students. We do this by providing transformative mentorship and intensive career development.

Our Vision

ANY aims to build a movement of like-minded individuals who believe that one day, there will be no barriers to economic mobility for students with ambition and ability. By mobilizing volunteers, we ensure that low-income and first-generation college students have the support, information and access necessary to realize their career aspirations.

The Fellows Program

The ANY Fellows Program is an intensive two-year program focused on college completion and career success. The program is designed to address the unique social and emotional challenges first-generation college students face and provide the career guidance and training they need.

Four distinct components help students achieve success:

- **Intensive Career Development**
  ANY follows a best-in-class curriculum focused on college completion, career exploration, professional skills and personal growth. The program provides a series of full-day workshops over the course of two years.

- **One-on-One Mentorship**
  Each Fellow is matched one-on-one with a Mentor Coach. These pairs complete hundreds of hours of mentoring over two years. Mentor Coaches provide industry insight and connections as well as help Fellows set goals and stay on track academically and professionally.

- **Robust Networks**
  Fellows interact with thousands of diverse professionals through workshops, Career Days (on-site employer visits) and internship and job opportunities at companies. These experiences allow Fellows to grow their networks, opening the doors to opportunities that would otherwise be unavailable to them.

- **Holistic Support**
  ANY supports Fellows in overcoming personal and academic challenges, such as transfer support for Fellows enrolled in community college. ANY also provides in-kind contributions to Fellows, including business attire.
“I knew that I wanted to grow up to be successful, but I didn’t know what the first steps were. ANY showed me so many of these steps.”

*Lisette, ANY Fellow*

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**Our Story**

**2010**

Founded in 2010 as New York Needs You, our inaugural site currently serves 200 students each year.

**2012**

In 2012, the organization expanded to New Jersey with a pilot program of 25 students. Today, this site serves 100 students each year.

**2015**

Due to the success of the New Jersey program, the organization took on a nationwide mission and became America Needs You with an expansion to Illinois in 2015, where we currently serve 100 students annually.

**2016 - 2017**

Our first partner program launched in 2016 in California in partnership with the Ric and Suzanne Kayne Foundation and ScholarMatch; in 2017 we launched our first school-based program site at LaGuardia Community College.

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“I feel like I need to be part of this program because of the resources and learning opportunities offered by ANY. Without that, it would be difficult for me to find someone willing to help me learn and improve.”

*Bryan, ANY Fellow*
Our Fellows inspire us with their resilience and perseverance despite any challenge. In the past year, we have continued to expand our reach, deepen our impact and strengthen our mission to fight for economic mobility for first-generation college students.

In January, our CEO, Kimberly Harris, was awarded the News Corp Rupert Murdoch Community Hero of the Year Award for her visionary leadership and track record of success. The award honors leaders of youth-focused organizations who believe in the power of education to open doors to opportunity.

This year, we refined our Partner Programs to not only allow us to serve more first-generation college students, but also deepen our relationships with educational institutions and leaders in our sector. We increased our California cohort size and selected our first school-based program site at LaGuardia Community College.

**Fiscal Year 2017 By the Numbers**

- **400** Students Served
- **460** Internships Secured
- **4** States
- **90** Workshops Provided
- **500** Alumni Supported
- **1,000** Volunteers Engaged
- **23** Career Days
- **9,600** Hours of Mentorship Outside of Workshops

ANY serves low-income, first-generation college students. ANY defines first-generation as a student who comes from a home where neither parent has earned a four-year college degree.

ANY Fellows overcome incredible odds to succeed. All of the students we serve reside in low-income households with nearly 60% living below the federal poverty line. They reflect the ethnic and cultural diversity of first-generation college students nationally at 39% Hispanic or Latino; 22% Black or of African descent; 21% Asian or Pacific Islander; 4% White (non-Hispanic) and 13% Multi-Racial or Other.

Our Fellows are pursuing careers in a diverse range of sectors, with top industries including Healthcare, STEM, Financial Services, Law and Education.
The Need

First-generation college students graduate at significantly lower rates than other students.

In fact, only 11% of first-generation college students from low-income backgrounds are expected to earn bachelor’s degrees. Even if they do, finding a job with opportunities for upward mobility is difficult. Over 50% of hiring managers reported that even after finishing a four-year degree, recent college graduates are not “job ready.”

The ANY community is working to change these statistics.

Transformative Mentorship

Our program model taps into the incredible expertise of dynamic young professionals to provide Fellows with real-world applications of our curriculum, connections to industry contacts and support in setting and achieving goals.

Mentor Coach
Mentor Coaches are professionals with at least three years of experience in their field. These volunteers are matched one-on-one with Fellows. Together, the pairs attend career development workshops, totaling over 200 hours of structured engagement. Outside of workshops, Mentor Coaches help Fellows cultivate their strengths, secure internships and overcome obstacles.

Our volunteers believe that success is not merely defined by their professional achievements, but also by one’s dedication to give back.

Career Coach
Career Coaches volunteer one time or periodically. These volunteers substitute for Mentor Coaches when they are unable to attend a workshop or provide insight into their industries by serving on panels, participating in mock interviews or presenting on a career skill.

Our program model taps into the incredible expertise of dynamic young professionals to provide Fellows with real-world applications of our curriculum, connections to industry contacts and support in setting and achieving goals.
Internships

Each year, hundreds of companies and nonprofits host ANY Fellows for semester-long or summer internships.

Internships enable students to practice the skills they learn during workshops and make key connections in their industry. As compared to other student interns, supervisors rated ANY Fellows above average in all of the following areas: working in teams, professional etiquette, building relationships, giving and receiving feedback, time management, verbal and written communication, presentation skills, managing up and taking initiative.

This year: 92% of Fellows completed internships. 94% of supervisors agreed that the contributions of ANY Fellows added significant value to their team or organization. 98% of internship supervisors would be willing to consider additional Fellows.

“I am currently working alongside graduate students and post-Doctorates in a chemistry research laboratory, running a project that is almost entirely my own. America Needs You gave me all of the skills necessary to succeed even before the interview.”

Ken, ANY Fellow Alumnus

This year, Fellows held internships at:

- 16 Handles
- A&E Network
- AB Accenture
- AEEP
- Afriiland First Bank
- Akynem Technologies Corp.
- Albany Park Community Center
- Alchemy at UC San Diego
- All-Ways Advertising Co.
- American Express
- American International Group, Inc.
- American Museum of Natural History
- ALOP
- AOL Huffington Post
- Aon
- Apex for Youth
- Arthritis Foundation
- Arviv International
- Asilus, LLC
- Association of Hispanic Healthcare
- Bank of America Merrill Lynch
- Barclays
- Bell Curves
- Bellevue Hospital Center
- Bengal Associates, LLC
- Bergen County Department of Human Services
- Bloomfield Center Alliance
- Bloomfield College
- Bombshell
- The Boeing Company
- The Borgen Project
- Borough of Manhattan Community College
- The Boston Consulting Group
- Bottomless Closet
- BR Public Relations
- Bronx Community College
- Brooklyn Center for Rehabilitation and Healthcare
- Brooklyn District Attorney’s Office
- Brooklyn Public Library
- Brooklyn-Queens-Long Island Area Health Education Center
- Business Center for New Americans
- Business Outreach Center Network
- Campaign for Micah Lasher for State Senate
- Center for Health, Identity, Behavior and Prevention Studies at NYU Center for NYC Neighborhoods
- Chamberlain Group Inc.
- Checchi Capital Advisors
- Chicago Council on Global Affairs
- Chicago Park District
- Chicago Public Schools
- ChicagoCHEC
- Citi
- City College of New York
- City Colleges of Chicago
- Harold Washington College
- City of East Orange
- Clinical Directors Network, Inc.
- CNN
- Colgate-Palmolive Company
- College of Staten Island
- Columbia University Medical Center
- Commission on the Public’s Health System
- Company of Little Mary
- Con Edison of New York
- Congressional Hispanic Caucus Internship Program
- Cooper Medical
- Covanta Energy
- Credit Suisse
- CUNY Citizenship Now!
- CUNY Cultural Corps
- CUNY Edward T. Rogowsky Program in Government and Public Affairs
- CUNY Research Scholars Program
- CUNY Service Corps
- CUNY Tutor Corps
- CVS Pharmacy
- Data Device Corporation
- DDB Worldwide
- Deka Research and Development
- Delta Air Lines, Inc.
- Demidchik Law Firm
- DePaul University
- Deutsche Bank
- The District Office of Assemblyman Barnwell
- Douglass Project
- DPE, Inc.
- Drew University
- East Harlem Tutorial Program
- Edison
- Edison Ophthalmology Associates
- Ernst & Young
- Estée Lauder
- Eve Pearl Beauty Brand
- Exquisite Party Decorations
- Facebook
- The Foot Clinics of New York
- Foresters Financial
- Forward Nation Radio
- Fox Networks Group
- Free Arts NYC
- Function(s) Inc.
- Gehman Blueprint
- Getinge Group
- Girls in the Game
- Girls on the Run
- Global Health Corps
- GoBelieve Culture
- Goldman Sachs
- Google
- The Graduate Center at CUNY
- Grafiche Milani
- Grant Thornton
- Great Oaks Legacy Charter School
- Greater New York Hospital Association
- H.C. Wainwright & Co., LLC
- Hachette Book Group
- Hackensack University Medical Center
- Hacks Engineering
- Hamilton Madison House
- Harlem Business Alliance
- Harlem RBI
- Harvard Kennedy School
- Highgate Hotels, L.P.
- The Hebrew Home at Riverdale
- Highline Residential
- Hospital for Special Surgery
- Hunger Free America
- Independence: A Family of Services, Inc.
- Indian American Medical Association of Illinois
- Indie Source
- Intel
- Interfaith Medical Center
- J. Walter Thompson
- Joe Garcia Congressional Campaign
- Johnson & Johnson
- Katz Media Group
- KFM Group Inc.
- Kings County Medical Center
- Kingsborough Community College
- Kingsbridge Heights Community Center
- Kingsbridge Heights Community Center
- Kohlberg, Kravis, Roberts & Co.
In April 2017, ANY Fellow Norbesida received the prestigious Jack Kent Cooke Foundation Scholarship, awarded to 55 community college students nationwide. He completed his associate’s degree at Borough of Manhattan Community College and has transferred to Brown University. He hopes to use his education in biomedical engineering to address health problems in his home country of Burkina Faso.

“Growing up, there were not many role models in my neighborhood. My father told me that I could achieve things, but that there were limits. His view of people that looked like us revolved around stereotypes portrayed on television - drug-dealers or people engaged in other illegal activities. I saw ANY as the opportunity to gain clarity on my path in life. The number one thing I’ve learned from ANY is never to give up on my goals.”

Quinton, ANY Fellow

Morgan Stanley
Morristown Medical Center
Mosh
Mount Sinai Hospital
Mr. A’s Corporate America Competition
National Science Foundation
NeoTech
New Brunswick Counseling Center
New Jersey City University
New Jersey Performing Arts Center
New York City Department of Education
New York City Economic Development Corporation
New York City Major’s Office for Immigrant Affairs
New York City Mayor’s Office of Contract Service and Public Hearing
New York City Office of Administrative Trials and Hearings
New York City Office of the Mayor
New York Hall of Science
New York Interpretation Co.
New York Life Insurance Company
New York State Assembly
New York University
New Yorkers for Parks
Newark Thrives
Newark Venture Partners
Nile Sisters Development Initiative
Nomad Health
Noomark Capital
Nor’easters
Northeast Regional Alliance
Medprep Program
Northeastern Illinois University
Northern Manhattan Improvement Corporation
Northwestern Memorial Hospital
Northwestern University
Novo Nordisk
Office of Congresswoman Adriano Espaillat
Office of New York State Senator
Gustavo Rivera
Office of New York State Senator
Jesse Hamilton
Office of US Senator Kirsten E. Gillibrand
Ohr Pharmaceutical, Inc.
Omi Garden
ON Event Services
Open Door Family Medical Centers
Open Road Media
Overture Hospital
OwnersLP
Parano and Associates
Park Physical Therapy Associates
Paul, Weiss, Rifkind, Wharton & Garrison LLP
PAWS Chicago
Pearson Education
Performing Arts Physical Therapy
Philips 66
Pixelle.co
PNC Bank Financial Services Inc.
Power Network
Practice Makes Perfect
The Provident Bank
PwC
Priméria
Princeton University
Project Abrid
Prudential Financial, Inc.
Queens College
Queens Community House
Queensborough Community College
Raines International Inc.
Raritan Bay Area YMCA
RBC Capital Markets
Reach the World
Regal University
Research Foundation for Mental Hygiene
Research Foundation of CUNY
Resilience Advocacy Project
Robert Wood Johnson Medical School
Robert Wood Johnson University Hospital
The Royal Bank of Canada
Rutgers Future Scholars
Rutgers Newark Psychology Department
Rutgers Service Learning Internship
in Peru
Rutgers University
Safe Space
Saint Barnabas Medical Center
Saint Peter’s University
Salk & Associates
Santa Barbara Education Partners
ScaleTime
Seeds of Peace
Seeing Law Offices, LLP
Select Equity Group
Seton Hall University
Sheltering Arms NYC
SILVERMAN
Skadden Legal Honors Program
Skadden, Arps, Slate, Meagher & Robinson LLP
Summer Math and Science Honors Academy (SMASH)
Société Générale
Somos
Sony
South Main Capital
Spider Web Enterprise LLC
The Spin Group
SportsCare
"I secured a summer internship with BlackRock. I cannot express my gratitude for this opportunity. I look back to joining ANY in the middle of transferring colleges. There were many times when I felt depressed, alone and like giving up, but ANY workshops and the support and positivity from ANY kept me going. Much love to this program and ANY’s BlackRock Career Day which led to this opportunity. I can’t wait for the summer, it feels like a dream come true for me yet again”

Mifrah, ANY Fellow

Sunrise Day Camp
Surpass Preparatory Center
TalkMarkets
Target
Tax Pros, Inc.
Tech Jobs Academy
Teens Exploring Technology
Thomson Reuters
TIAA Financial Service
TMS Summer Scholar
Research Program
Turner Broadcasting System
UBS
UC Davis Center for Equine Health
UCLA Medical Center
Uncommon Schools
Unilever
United Community College
United Kingdom Medical Associates
United Parcel Service
United States Peace Corps
United Way
University Hospital
University of Chicago
University of Illinois at Chicago
University of Illinois Hospital and Health Sciences System
University of Virginia
Univision
UPS
Urban Justice Center
USA Sports
Vailfinder Group, Inc.
Vanc Eck Global
VentureOut
Veterinary Emergency & Referral Group
Viacom Media Networks
Victims of Falling Objects
Virginia Commonwealth University
Vision Global Consulting
Volunteers Around the World
Voyager HQ
The Walt Disney Company
WebDilet
Well Cornell Medical College
Weird Enough Productions
Wells Fargo Advisors
WeRule
Westchester Medical Center
Worldwide Logistics LTD
Wyckoff Heights Medical Center
Wynona’s House Child Advocacy Center
Year Up
YMCA
Yolo County Animal Services Shelter
Young Audiences New York
Youth Advocacy Corps
Youth of Order
“Dales Las Ganas”  
Fellow Testimonial: Andres

Twenty-five years ago, my parents emigrated from Mexico to search for opportunities in the United States. Since then, we have battled poverty, racism, deceit and more. Nonetheless, my parents have always exemplified the power of taking initiative. I tried to mimic that whenever I could. I remember receiving my license and waking up at 6AM to drive my parents to work before school. I remember being 10 years old and carrying groceries with my parents on the long streets of North Jersey – rain, sleet or snow.

Every step of the way, my parents would remind me that my American citizenship created opportunity, but that I would need the ambition to take advantage of it.

On my first day of college I remember thinking “How am I going to do this?” The only advice I had ever received was *dales las ganas*, work hard. “How was I supposed to take initiative if I had no idea where to start?” As a first-generation college student, that’s what I faced – a lack of guidance.

Fortunately, that changed once I joined America Needs You. I was taught how to successfully build a resume, network and prepare for interviews - lessons I could never learn in a classroom. With these new skills, I landed a seven-month internship at ADP working in corporate finance, I studied entrepreneurship in Austria and Portugal, and I did it all while finishing every semester on the Dean’s List.

In 2017, my biggest goal was to break into investment banking on Wall Street. I began thinking, “Why would they choose a student from Montclair State when they could choose a student from an Ivy League?” In those moments, I would remember all the struggles my parents faced. I remembered all the times I carried heavy groceries in the rain. But most importantly, I would remember to apply all the lessons I had learned at America Needs You.

Today, I’m happy to say all the hard work has paid off as I will be interning at Bank of America Merrill Lynch next summer. I know none of this would be possible without my America Needs You family. My mentor, Vladimir, has been there for me every step of the way. I can 100% guarantee that I would not have accomplished all that I have without America Needs You.

Student Success

Not only do Fellows graduate from the program confident in their ability to succeed in careers, they quickly go on to achieve success in the workforce.

The Fellows Program demonstrates outstanding results and proves the power of connecting ambition with opportunity.

- 94% of ANY Fellows graduate within six years, compared to the 11% of low-income, first-generation college students nationally.
- 87% of Fellows are employed full-time or enrolled full-time in graduate school within six months after graduating. An additional 10% of graduates are completing internships.
- 85% of Fellows are working in their industry of interest.
- 85% of Fellows enrolled at community colleges have transferred to four-year universities.

Fellow Testimonial: Andres

Not only do Fellows graduate from the program confident in their ability to succeed in careers, they quickly go on to achieve success in the workforce.

The Fellows Program demonstrates outstanding results and proves the power of connecting ambition with opportunity.
“Macquarie Group is proud to partner with America Needs You (ANY) to build economic mobility and opportunities for youth in the United States. Macquarie staff volunteer for the organization in New York and Chicago, and we have been fortunate to hire ANY Fellows into internships and full-time roles. As ANY continues to grow and thrive, we look forward to our work together in the years ahead.”

Erin Shakespeare, Americas Head, Macquarie Group Foundation

“For nearly 150 years, Goldman Sachs has been in the business of making things possible for clients and communities around the world. We remain proud sponsors of America Needs You because of our shared commitment to the economic mobility, personal empowerment and career success of first-generation college students.”

Goldman Sachs, Human Capital Management

Tavia Williams, ANY Fellow, was awarded the Byron Monroe Hope Scholarship. This scholarship is awarded to first-generation African American college students attending the Cornell University School of Industrial and Labor Relations.

Genever Oppong, ANY Fellow, was awarded the Goldman Sachs Scholarship for Excellence.
A Community of Growth

ANY believes that once you are a part of our community, you are always welcome.

We continue to communicate with our network of over 500 Fellow Alumni to track long-term outcomes and offer quarterly workshops and social events to continue growing together. Not only do our Alumni stay connected with our network, many embody the pay-it-forward spirit by volunteering as Career Coaches, Mentor Coaches or members of our Young Leadership Boards.

By engaging our Alumni network, together we can build a lifelong professional community where everyone prospers.

“Nobody in my family has experience with interviews, resumes or cover letters. It was challenging because I did not know where to start.

My Mentor Coach, Rob, has gone above and beyond to help me improve. For example, I was completely ready for mock interviews because Rob and I had talked at least five times before then about interviews.”

Bryan, ANY Fellow

ANY Alumnus and Facebook Analyst, Felix, hosted our students at the Facebook Headquarters in California for a Career Day and delivered an inspiring keynote.
LOOKING FORWARD

ANY believes in building a strong plan for the future.

Two years ago, ANY embarked on a five-year strategic planning process with the expertise of a pro bono consulting partner. Through hundreds of surveys with students, volunteers, academic partners, funders and other key stakeholders, we confirmed what we knew - there is demand for career readiness programming for high-need students nationally.

ANY set three organizational priorities to guide our organization through 2021 and address this need in the sector.

Scale

ANY will scale to increase the number of students we serve annually to 1,000 by growing our Fellows Program in existing sites, launching Partner Programs in collaboration with key colleges and universities and providing consulting services to partners.

Build

ANY will build a strong national student and volunteer Alumni network by providing a lifelong professional community, creating a talent pipeline and inspiring a pay-it-forward spirit.

Develop

ANY will develop a long-term, sustainable financial model by leveraging fundraising innovation, enhancing marketing and communications to reach new audiences and leveraging in-kind support.

Since establishing these goals two years ago, we have made significant strides towards achieving them.

We are proud of the initial successes of the students in our Partner Fellows Programs. With our California program operating in collaboration with nonprofit partners and our first school-based program at LaGuardia Community College, we are confident in the model’s ability to scale across the country.

To continue building our network and ensuring high-quality support, we accelerated the timeline for hiring a National Alumni Manager. Our new staff member will work to advance our goal of cultivating a lifelong professional community that invests in the next generation of young talent.

Only two years into our five-year plan, we are ahead of our projections towards our goal of serving 1,000 students annually by 2021.

We have seen a robust response to our new model from key corporate and foundation partners. With multi-year investments and a growing portfolio of supporters, we have raised over $5 million in support of our goals since launching our strategic plan in 2016.

Our plans for the upcoming year will position ANY for new achievements in serving ambitious first-generation college students.
Generous Supporters

**Foundations**

- $100,000+
  - Heckscher Foundation for Children
  - Ric and Suzanne Kayne Foundation
  - William R. Kenan, Jr. Charitable Trust

- $25,000 - $99,999
  - The Jeffrey H. and Shari L. Aronson Family Foundation
  - Charles Hayden Foundation
  - Max and Sunny Howard Memorial Foundation
  - Reginald F. Lewis Foundation
  - Stavros Niarchos Foundation

- Up to $24,999
  - Anonymous Foundation
  - Edwin Gould Foundation
  - Eugene Lang Foundation
  - Henry E. Niles Foundation
  - Hudson County Community College Foundation

**Corporations**

- **VISIONARY $100,000+**
  - Goldman Sachs
  - Macquarie
  - News Corp

- **PIONEER $50,000 - $99,999**
  - Morgan Stanley

- **INNOVATOR $25,000 - $49,999**
  - AB
  - American Express/Foundation
  - Barclays
  - Blackstone Charitable Foundation
  - Blue Harbour Group, L.P.
  - Boston Consulting Group
  - Chadbourne & Parke LLP
  - Corigin
  - Cortland Capital Market Services
  - Cushman & Wakefield, Inc.
  - GLG
  - Integreon
  - Johnson & Johnson
  - Kirkland & Ellis LLP
  - KPMG
  - LinkedIn for Good Foundation
  - Macy’s
  - Maples and Calder
  - McDonald’s Corporation
  - MetLife Foundation
  - Orrick, Herrington & Sutcliffe LLP
  - The People’s United Community Foundation, Inc.
  - PIMCO Foundation
  - Prudential Financial, Inc.
  - Raines International Inc.
  - Skadden, Arps, Slate, Meagher & Flom LLP & Affiliates
  - Sullivan & Cromwell LLP
  - TPG Capital, L.P.
  - Unilever

- **$10,000 - $24,999**
  - AB
  - American Express/Foundation
  - Barclays
  - Blue Harbour Group, L.P.
  - Boston Consulting Group
  - Chadbourne & Parke LLP
  - Corigin
  - Cortland Capital Market Services
  - Cushman & Wakefield, Inc.
  - GLG
  - Integreon
  - Johnson & Johnson
  - Kirkland & Ellis LLP
  - KPMG
  - LinkedIn for Good Foundation
  - Macy’s
  - Maples and Calder
  - McDonald’s Corporation
  - MetLife Foundation
  - Orrick, Herrington & Sutcliffe LLP
  - The People’s United Community Foundation, Inc.
  - PIMCO Foundation
  - Prudential Financial, Inc.
  - Raines International Inc.
  - Skadden, Arps, Slate, Meagher & Flom LLP & Affiliates
  - Sullivan & Cromwell LLP
  - TPG Capital, L.P.
  - Unilever

- **$5,000 - $9,999**
  - DLA Piper LLP
  - Google
  - Grosvenor Capital Management
  - HBO
  - Madison Dearborn Partners
  - Mitsubishi UFJ Financial Group
  - New York Football Giants
  - PJ Ryan’s
  - Signature Bank
  - TopSpin Fund
  - Wachtell, Lipton, Rosen & Katz

- **$1,000 - $4,999**
  - Ariel Investments
  - Bank of America Merrill Lynch
  - Blue Mountain Capital Management
  - BP Global
  - BTIG, LLC
  - Chicago Real Estate Council
  - Conner Strong & Buckelew
  - Fitch Ratings
  - Franchetti Communications
  - Fried, Frank, Harris, Shriver & Jacobson LLP
  - The Gate Media
  - Goellet Foundation
  - HSBC
  - Innovant Inc.
  - JVM Realty
  - King Street Capital Management, LP
  - McCance Foundation Trust
  - The Mercier Club
  - Navigant Consulting, Inc.
  - New York City Partnership Foundation
  - Perkins Coie LLP
  - Quest Diagnostics
  - Richards, Layton & Finger
  - Robert Willens LLC
  - Salesforce Foundation
  - Sidney Austin LLP
  - SWIFT
  - Transactis, Inc.
  - Ventas
  - The Walt Disney Company
  - White Star Capital
  - Willis Towers Watson

“I am forever grateful to be part of this program. Through ANY, I became more open and confident. I am eager to learn more from Mentor Coaches and Fellows alike.”

Kelvin, ANY Fellow
Paul, Mentor Coach

Tribeca TapHouse
Two Sigma Investments, LP
United Way
Verizon Foundation
Viacom Media Networks
Walgreens
West Unified Communications
Whiskey Trader
ZogSports

Individual Donors

Up to $999
2nd Avenue Restaurant Corporation
Amazon.com, Inc.
AT&T
The Bank of America Charitable Foundation, Inc.
Belcattata Restaurant Inc.
BJ's Restaurants, Inc.
Bridgehampton National Bank
Bright Funds Foundation
C.R. Bard Foundation
CAA Foundation
The Canning Foundation
Capitol Fire Sprinkler
CBRE
Chicago Twenty Something
Citi
City University of New York
Digital Ocean
Eventbrite
Exelon Foundation
EY
ExxonMobil
Fairchild Group
FGI
FRC
FRR
G&T
Geisinger
Gilt
Gitec
Goldman Sachs
GTA
Greenberg
GSA
Hartford
Hilco Real Estate
Highline
Highline Bar & Lounge
Hilco Real Estate
Herman Miller
Highline Bar & Lounge
Hilco Real Estate
Houston Hall
Human Options
Huron Consulting Group
Jewish Communal Fund
JP Morgan Chase
JustGive
La Defense Bistro
Liberty Mutual
Lingua Franca
Marsh & McLennan Companies
McGraw-Hill Education
Mitsui USA Foundation
Nielsen
PayPal
PepsiCo
Pfizer Foundation
Regeneron Pharmaceuticals
River North Tap Inc.
Royal Bank of Canada
SAP Software Solutions
Sherman Residential
Spotify
Starr Companies
Strategic Wealth Partners
Three Corners Development

$50,000+
Russ Carson/Carson Family Charitable Trust
Amelia and Bayo Ogunlesi
Robert and Benis Reffkin/Comp pass

$25,000 - $49,999
Joel and Julie Greenblatt
Edith Hunt
Michael Li
Paul and Katie White

$10,000 - $24,999
Sebastian and Claudia Arango
Kent and Elizabeth Dauten

$1,000 - $4,999
Jamar Adams
Adegoke Adediran
Nicholas Alexos
Jenny Beaudry
Cindy Brent
Adrian Budischak and Pauly Rodney
Andrew Buher
Gregg Chow
Joel Cohen
Eric Coupe
Lillian Daniels
Katherine Davison
Jones Day
William Demas
Kate and Zak DeOssie
Mark Director
Peter Espinal
Benjamin Felt
Christopher Fikry, M.D.
David Frost
Nav Ghuman
Nicole Gibbs
Sebnem and Anthony Giorgio
Shawn and Nobal Golhar
Melody Granados
Evan Grant
JP Grant, IV
Lou Grecco
Tangelia Griffin
Doug Grissom
Jonathan Grzyb
Hussam Harb
William Heard
Matt Hickerson
Kamau Hixon
Amy Hongman and Mitchell Simon
Diane Jaffe
Taylor Jenkins
Javed Jussa
Steven Kim
Robert Kindler
Steven Kirkpatrick
David Kirshenbaum
Michael Koester
Harry Kraemer
Neha Krishnamohan
Woo Fung Kwong
Justin Lambert
Darryn Lee
Nyssa and Chris Lee
Nicolas Leeper
Andwele Lewis
Guillermo Marroquin
Kristen Martin
Sarah and Nikhil Mathew
Michael McLaughlin
Roland Mchan
Tiara Meriweather
Katherine Mogg
Charlie Neal
Nelsons Family Foundation
Buddy Njere
Alexander Noroccea
Dhara Pandya
Jason Perirotto
Julie Pesch
Tomer Pinkusiewicz
Mary Popewiny
William Quinn
David Rattner
Jon Ricci
Barry and Ann Ridings
Linsey Davis Roberts
Fitz Robertson
Ralph and Kim Rosenberg
William Seymour
Sarju Shah
Ethan Silverstein
Harry Simmons III
Marti A. Speranza and Roderick Wong
Ellen Tang
Jamie and Maria Torres Springer
Juan Uribe

Local Business Leaders

"My Fellow is awesome - Ivan commits 100% to his goals and is now seeing the payoff from that energy. I learn a lot from him - we have a strong friendship now and he can remind me of my strengths while also challenging me."

Paul, Mentor Coach

"This is a group of such positive, ambitious, genuine and diverse people, and I feel lucky to be able to call them friends and colleagues. They've inspired me to be better and more aware and open to people outside of my typical circle."

Scott, Mentor Coach
"As a first-generation college graduate, I feel very connected to the Fellows. I love encouraging someone to do something they might otherwise not have considered, simply because of lack of exposure, access or support. I love seeing Fellows take a chance on themselves and succeed."

Amanda, Mentor Coach
“My Mentor Coach is like family! I can talk to her about anything troubling me, and Marlo always helps me sift through my complicated situations with no judgement whatsoever. She is one of my inspirations that keeps me going!”

Ken, ANY Fellow Alumnus
“One of my favorite parts of the program is extending my network. I’ve been invited to more volunteer opportunities, birthday get togethers, and ‘let’s just hang out’, than I anticipated. Connecting with people on a professional and personal level has made the first six months of ANY an awesome experience.”

Shannon, Mentor Coach

Donald Lim
Alex Lin
Jack Lin
Brandon Lindsay
Tanya Lindsay
Miriam R. Lituma
Kathryn Luewe Lyn
Lorena Llosa
Daniel Lockard
Jade Lorber
Tiffany Louie
Laura Lu
Lenore Luckey
Alicia Liu
Onson Luong
Danielle Lurie
Grace Ma
Leila Mabourakh
Lauren MacCallum
Calvin Mack
Jen Mader
Jacqueline Madrigal
Nancy Magarill
Christina Maggio
Lauren Maillian
Annamaria Malara
Carla Manchono
Danielle Manderoli
Justin Mangini
Taruna Manni
Natalie Mapp
Gabrielle Maraj
Asia Marchman
Scott Mares
Samantha Margulies
Matthew Mariano
David Marshall
Gregorio Martinez
Maxine Martinez
Denise Martone
Robert Marvott
Andrew Mason
Christopher Matthew
Jared Matthews
Brad Mauney
Jeffrey Maurer
Hilary and
Mackenzie Mauro
Jeanette Mayer
Jay Mayers
Patrick McAlpine
Chris McCarthy

Simran Mehr
Jigh Mehta
Neil Mehta
Fanny Mei
Roberto and
Andrea Mejia
Maria Melendez
Faron Melton
Samuel Mencoff
Alma Mends
Etan Mennen

Karina, ANY Fellow

“I have been able to use the skills and tools given to me by ANY to push myself out of my comfort zone and seek multiple opportunities that are now at my reach.”

Shannon, Mentor Coach

Debbie Klaar
Kris Klein
Thomas Klosinski
Catherine Knight
May Knight
Michael Kodesch
Jack Koehler
Shira Kogan
Jennifer Kohl
Courtney Koller
Kim Kopoci
Anna Korsakov
Sergey Korsakov
Jack Korsin
Iris Kose
S. Raoul Kouramou
Diana Krakitti kyun
Laurie Krane
Veronica Krautz
Seth Krauss
Lindsay Kreisher
Ellis Krienik
Ryan Kuhel
Gregory Kuhn
Abhiram Kumar
Spencer Kuzon
Jennifer Kyle
Princess Labao
Debra LaChance
Jeanne Lambert
Marc Lambert
Maureen Lambert
Sarah Lambert
Craig Langan
Courtney Laster
John Lau
Natasha Lauriston
Cindy Law
Christopher Lawrence
Javahngh Lawrence
Pauline Lé
Angele Ledda
Jesse Ledin
Brandon Lee
Jeeun Lee
Jonghan Lee
Tiffany Lee
Young Lee
Shoshana Leftin
Elle Lehman
Leonora Leigh
Anna Lekht
Lewis Leone
Michelle Leonetti
Jessica Lerman
Ashley Leutner
Brady Leventhal
Daniel Levine
Jamie Levine
Sam Levine
Samuel Levine
Yura Levitin
Stephen Lewen
Mieka Lewis
Scott Lexton
Alison Lhereux
Karen Li
Qiao Yun Esther Li
Rosie Li
Tianhui Li
Hui Yi Liang
Lily Liao
Oliver Libby
Paul Liebenson
Adrienne Lighten
Kevin Lilley
Jeremy Lilly

Larry Moore
Nina Morato
Megan Morrissey
Judy Moses
Hannah Moss
Jill Moss
John Moynihan
Will Mroz
Brett Mulha
d Christopher Mui
Danielle Mulcahey
Watson Mulkey
Julia Mullendore
Kyle Mullin
Kevin Mun
Carolyn Murray

Hung Nguyen
Roenna Nguyen
Lunmwi Ngwa-Suh
Chioma Nworgu
Benjamin S. Noble
Lois Nollenberg
Jennifer Novack
Matthew Numark
Orevaoghene Obaro-Back
Ugochukwu Obil
Eri Obot
Ruben Ocampo
Helen Ogbara
Toluwalope Okeowo
Chinwe Okoye-Obyo
Robert Okuyama
“ANY is an amazing program. I am so appreciative of the opportunity to be able to help young, ambitious, talented individuals achieve awesome things for themselves and their families. And I also appreciate the chance to get to know so many interesting, ambitious and altruistic Mentor Coaches; it's a huge bonus to the program.”

Scott, Mentor Coach
The 2016 Annual Benefit Dinner

On Thursday, September 22, 2016, ANY hosted its signature annual event to celebrate the achievements of ANY Fellows and the network of volunteers, advocates and donors who make their success possible. The event was held at Cipriani 25 Broadway in New York City. ANY honored Macquarie Group and Kimberley Hatchett, Executive Director at Morgan Stanley, for their commitment to education, service and philanthropy. Michael McLaughlin, US Country Head, accepted the award on behalf of Macquarie Group.

Young Leadership Board Events

Each year, our Young Leadership Boards hold engagement and fundraising events across the nation to leverage their networks and raise funds for their local sites. Their events in California, Illinois, New Jersey and New York were attended by nearly 1,000 young professionals and raised over $175,000 in support of ANY.
Congratulations

We are proud of all of our Fellows’ accomplishments. In addition to completing internships and excelling academically, ANY Fellows earned scholarships and gave back to their communities by volunteering. Congratulations to all of our Fellows who continued to strive for greatness this year.

“The theme of the 2017 Matching Ceremony [the workshop in which Mentor Coaches and Fellows are paired] was superheroes, so I just think of myself as a sidekick to my Fellow, Wonder Woman!”

Jake, Mentor Coach

Mentor Coaches, Natalia and Alyssa, are champions of opportunity for all first-generation college students.

“Getting to know the Fellows has allowed me to gain a deeper understanding of the ways that DACA allows young people to flourish and contribute to their communities without fear of deportation.”

“A I know how much it means to our Fellows to know that ANY supports them during this time of uncertainty, and I love being a part of that network.”

Alyssa, Mentor Coach

Join the Community

Volunteer
Whether one-time as a Career Coach or a two-year commitment as a Mentor Coach, the time you give to first-generation college students makes a lasting impact.

Donate
Your gift can help provide holistic academic and career support, printed career development workbooks and professional attire to give Fellows confidence in interviews.

Attend an Event
Meet our team by attending a workshop, Young Leadership Board event or our Annual Benefit Dinner. Participate in one of our endurance events to get fit and support ANY!

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Alyssa, Mentor Coach
### Illinois Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>David Kirshenbaum (Chair)</td>
<td>Senior Vice President Hilco Real Estate</td>
</tr>
<tr>
<td>Erin M. Arnold</td>
<td>Vice President Madison Dearborn Partners</td>
</tr>
<tr>
<td>Erin Coupe</td>
<td>Vice President CBRE</td>
</tr>
<tr>
<td>Ricardo Dalmas</td>
<td>Vice President Marketing &amp; Brand Strategy McDonald's</td>
</tr>
</tbody>
</table>

### New Jersey Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>Shawn Golhar (Chair)</td>
<td>Managing Director Barclays</td>
</tr>
<tr>
<td>Joe DeSilva</td>
<td>Senior Vice President ADP</td>
</tr>
<tr>
<td>Kate H. DeOssie</td>
<td>Co-CEO and Founder CareerGoggles, LLC</td>
</tr>
<tr>
<td>Zak DeOssie</td>
<td>Captain of Special Teams and Long Snapper New York Football Giants</td>
</tr>
<tr>
<td>Edie Hunt</td>
<td>Former Chief Diversity Officer and Advisory Director Goldman Sachs</td>
</tr>
</tbody>
</table>

### Advisory Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tom A. Bernstein</td>
<td>President &amp; Co-Founder Chelsea Piers L.P.</td>
</tr>
<tr>
<td>Stephen J. Dannhauser</td>
<td>Former Chairman Weil, Gotshal &amp; Manges LLP</td>
</tr>
<tr>
<td>Alexander S. Friedman</td>
<td>CEO GAM Holding</td>
</tr>
<tr>
<td>Matthew Goldstein</td>
<td>Chancellor Emeritus City University of New York</td>
</tr>
<tr>
<td>Vernon E. Jordan Jr.</td>
<td>Senior Managing Director Lazard Ltd.</td>
</tr>
<tr>
<td>Mary McCormick</td>
<td>President Fund for the City of New York</td>
</tr>
<tr>
<td>Raymond J. McGuire</td>
<td>Global Head Corporate &amp; Investment Banking Citi</td>
</tr>
<tr>
<td>Nina Mitchell Wells</td>
<td>Former Secretary of State New Jersey</td>
</tr>
<tr>
<td>Kathryn S. Wylde</td>
<td>President &amp; CEO Partnership for New York City</td>
</tr>
</tbody>
</table>

### Governing Board

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
</tr>
</thead>
<tbody>
<tr>
<td>Robert Reffkin (Founder)</td>
<td>Founder and CEO Compass</td>
</tr>
<tr>
<td>Aditya Sanghi (Chair)</td>
<td>Partner McKinsey &amp; Company</td>
</tr>
<tr>
<td>Shawn Golhar (Chair, ANY-NJ)</td>
<td>Managing Director Barclays</td>
</tr>
<tr>
<td>Jamie Sholem (Chair)</td>
<td>Partner TPG Real Estate</td>
</tr>
<tr>
<td>Sebastian Arango (Treasurer)</td>
<td>Director King Street Capital Management</td>
</tr>
<tr>
<td>Juan Uribe (Secretary)</td>
<td>Partner and Managing Director The Boston Consulting Group</td>
</tr>
<tr>
<td>Jonathan Bearman</td>
<td>Principal and Head of Trading Select Equity Group</td>
</tr>
<tr>
<td>Cindy Helen Brea</td>
<td>Director BlackRock Solutions</td>
</tr>
<tr>
<td>Linsey Davis</td>
<td>Correspondent ABC News</td>
</tr>
<tr>
<td>Sebnem Giorgio</td>
<td>Founder Nonprofit Strategic Partners</td>
</tr>
<tr>
<td>Yusef Kassim</td>
<td>Managing Director Blue Harbour Group</td>
</tr>
<tr>
<td>Rebecca Kruger</td>
<td>Managing Director Citigroup Investment Banking</td>
</tr>
<tr>
<td>Michael Li</td>
<td>Founder The Data Incubator</td>
</tr>
<tr>
<td>Carla Ruiz</td>
<td>Global Head Beauty &amp; Baby Business Development Johnson &amp; Johnson</td>
</tr>
<tr>
<td>Albert Satija</td>
<td>Partner Soroban Capital LP</td>
</tr>
<tr>
<td>Alex Sloane</td>
<td>Managing Partner Cambridge Franchise Partners</td>
</tr>
<tr>
<td>Dan Smith</td>
<td>Managing Director &amp; COO Raines International Inc.</td>
</tr>
<tr>
<td>Stephen Smith</td>
<td>Managing Director Suvretta Capital Management</td>
</tr>
<tr>
<td>Devin Thomas</td>
<td>Executive Director Morgan Stanley</td>
</tr>
<tr>
<td>Paul White</td>
<td>Principal Ram Island Holdings, LLC</td>
</tr>
</tbody>
</table>
Statement of Activities
For the year ended June 30, 2017
(With comparative totals for the year ended June 30, 2016)

<table>
<thead>
<tr>
<th>Public Support</th>
<th>Unrestricted</th>
<th>Temporary Restricted</th>
<th>Total 6/30/17</th>
<th>Total 6/30/16</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$1,322,546</td>
<td>$898,202</td>
<td>$2,220,748</td>
<td>$1,817,632</td>
</tr>
<tr>
<td>Special events income</td>
<td>$794,077</td>
<td></td>
<td>$1,014,711</td>
<td></td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>$19,795</td>
<td></td>
<td>$29,655</td>
<td></td>
</tr>
<tr>
<td>Net assets released from</td>
<td>$590,849</td>
<td>($590,849)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>restrictions (Note 6)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total public support</strong></td>
<td>$2,727,267</td>
<td>307,353</td>
<td>$3,034,620</td>
<td>$2,861,998</td>
</tr>
</tbody>
</table>

**Expenses**

| Program services              | 2,089,014    |                      | 2,234,287     |               |
| Supporting Services:          |             |                      |               |               |
| Management and general        | 280,879      |                      | 255,538       |               |
| Fundraising                   | 441,020      |                      | 465,782       |               |
| Total supporting services     | 721,899      | 0                    | 721,320       |               |
| **Total expenses**            | 2,810,913    | 0                    | 2,955,607     |               |
| Change in net assets from     | (83,646)     | 307,353              | 233,707       | (93,609)      |
| operating activities          |              |                      |               |               |

**Non-operating activities**

| Realized gain/(loss) on       | 9,879        |                      | 2,248         |               |
| investments                  |              |                      |               |               |
| Unrealized gain/(loss) on    | 27,012       |                      | 12,275        |               |
| investments                  |              |                      |               |               |
| **Total non-operating        | 36,891       | 0                    | 14,523        |               |
| activities                   |              |                      |               |               |

**Change in net assets**

| (46,755)                     | 307,353      | 260,598              | (108,132)     |               |
| Net assets – beginning of     | 1,304,814    | 350,660              | 1,655,474     | 1,763,606     |
| year                         |              |                      |               |               |
| Net assets – end of year      | $1,258,059   | $658,013             | $1,916,072    | $1,655,474    |
we are -
red eyed
bleary eyed
sleepy eyed
people.

we carry the world on our shoulders;
the burden passed down from generation to generation.
the expectation higher than our ancestors.

we are tired.

we dwell in -
poverty
mental illness
violence.

we do not complain.
we do not sit around and cry about it.

We do not have the Luxury.
We do not have the Time.

First-Generation
College Students

A POEM BY RUPA, ANY FELLOW

First-Generation
College Students

ANY
america needs you