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Thank you for connecting ambition with opportunity for first-generation college students.

With every event you attended, resume you reviewed and elevator pitch you shared, YOU helped drive our mission forward. Your tireless advocacy helps ensure that first-generation college students are equipped with the tools they need to complete their education and enter the workforce prepared to succeed.

On behalf of our Fellows and Fellow Alumni, thank you.

We couldn’t do this work without you.
Dear ANY Community,

Nine years after I first joined ANY as a Mentor Coach, I am still continuously struck by the dedication and ingenuity of our community. As we fight for economic mobility for ambitious, first-generation college students, our Fellows, volunteers, staff, board, and stakeholders not only work towards impressive college graduation and employment outcomes, they also help us reach new levels of collective impact. This year our alumni founded new schools, launched nonprofits, and transformed their company cultures.

Building an inclusive economy and workforce is essential to all of our growth and success. As our partners know, a diverse workforce is not just good corporate citizenship, it is good business. Diversity makes us more thoughtful, more innovative, and more strategic. First-generation college students are the emerging leaders we all need to move our companies, communities, and country forward.

First-generation college students, our leaders of tomorrow, achieve prodigious results when their drive is matched by opportunity:

• Nearly 90% of community-based Fellows complete career-trajectory internships.
• 90% of community college students transfer to four-year institutions.
• 93% of Fellow Alumni graduate from four-year institutions within six years of enrollment.
• 89% of Fellow Alumni secure full-time employment or enroll full-time in graduate school within six months of completing their degrees.

ANY is special not only for these outcomes, but for its community, one that is based on the mutuality of the mentoring relationship—an experience that leaves all parties changed for the better. It is no surprise to us that 98% of Fellows say their Mentor Coach inspires them to be their best self, and 84% of volunteers say partnering with ANY has made them a better leader or manager.

When our Fellows succeed, their success is shared by their families, their peers, their communities, and all they meet on their journeys. As ANY continues to grow, we celebrate these successes while looking to the future. With your partnership, I look forward to expanding our impact and catalyzing more smart investments in first-generation college students. Their ambition is matched only by our dedication.

I am so appreciative of our community, and I can’t wait for what’s next.

Marianna Tu
Chief Executive Officer
America Needs You (ANY) fights for economic mobility for ambitious, first-generation college students. We do this by providing transformative mentorship and intensive career development.

ANY believes in the power of community. Our career development programming in New York, New Jersey, Illinois, and California empowers volunteers to share their experiences and provide first-hand support to our Fellows.

These interactions build genuine bonds and are proof that when first-generation college students are provided with access, opportunity, and resources, they make their career aspirations a reality.
Only 11% of first-generation college students from low-income backgrounds earn Bachelor’s degrees.

ANY serves low-income, first-generation college students—students who come from homes where no parent has earned a four-year college degree.

Nearly nine in ten first-generation college students drop out before graduation. With economic mobility tied closely to education level and 65% of jobs requiring a postsecondary credential in 2020, supporting these students through college and first-time careers is more critical than ever.

Even when students graduate, finding a job with opportunities for upward mobility is difficult. Over 50% of hiring managers reported that recent college graduates are not “job ready.”

We know that today’s job market is also tied heavily to networking and connections – ANY addresses the professional network gap for first-generation college students.

All Fellows reside in low-income households and nearly 60% live below the federal poverty line.

Fellows pursue careers in a wide variety of fields.
Fellows pursue careers in a wide variety of fields.
The Fellows Program bridges the gap between college access and career readiness.

Our intensive two-year program addresses the unique social and emotional challenges first-generation college students face and provides the career guidance, training, and networks they need to succeed in the workplace.
Students achieve **lasting success** through four components.

**INTENSIVE CAREER DEVELOPMENT**

During full-day workshops, Fellows follow a best-in-class curriculum focused on college completion, career exploration, professional skills, and personal growth. Fellows practice these skills during facilitated exercises alongside their peers and professionals.

**ONE-ON-ONE MENTORSHIP**

Fellows work one-on-one with a volunteer Mentor Coach for the entire duration of the program—over 200 hours in total. Mentor Coaches provide Fellows with industry insight, connections, and guidance to help them stay on track.

**ROBUST NETWORKS**

Fellows connect with thousands of diverse professionals at workshops, on-site employer visits, and internships. Fellows grow their networks and open new doors through these contacts.

**HOLISTIC SUPPORT**

Fellows overcome personal and academic challenges through individualized support and holistic case management from ANY staff. Fellows also receive in-kind contributions, including business attire.
Our program works because of our incredible volunteers who believe that success is not merely defined by professional achievements, but also by one’s dedication to giving back. In pursuing higher education and entering today’s highly competitive job market, we know this: mentorship matters.

These dynamic young professionals provide Fellows with real-world applications of our curriculum, connections to industry contacts, and support in achieving their goals. True mentorship is mutually beneficial, and our volunteers learn and grow from these experiences as well.

MENTOR COACHES
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 pair attends 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.

CAREER COACHES
Career Coaches volunteer one time or periodically and provide valuable insight into their industries by serving on panels, participating in mock interviews, or presenting on career skills.

98% of Fellows say their Mentor Coach inspires them to be their best self

84% of volunteers say partnering with ANY has made them a better leader or manager
A NEW BEGINNING

Dani’s Story

DANIELA, ANY FELLOW: “I landed in New York for the first time a few days after my third birthday. My young parents made the selfless sacrifice to start a new life 3,000 miles away from their home in Ecuador, never to look back. All to give me, their little girl, a chance at the American Dream. A dream that held hopes for a safer life, a better education, and a brighter future. Today, I am a Dreamer in every sense of the word.

Growing up in the shadows means that you don’t know where you belong. I was terrified that someone would discover my double life. I didn’t trust anyone. In high school I put myself under immense pressure to go to an impressive institution. I thought it would make me feel worthy of my place here. As a first-generation college student, I was scared to ask for help and ultimately burnt out. However, when I got my fifth rejection letter, I knew I couldn’t do this alone.

Thanks to my mom, who never lets me give up, I finally enrolled in college that July. Still, I struggled my first semester. Something had to change. Then, I found America Needs You. From my interview day, I felt that I finally found a place where I belonged. I was able to open up with my interviewer, a stranger who made me feel like I had known him forever – who saw my potential.

I even remember leaving the interview thinking, ‘Wow. This program can change my life.’ And it has.

The first America Needs You workshop was also my first time in a big corporate office – and what an experience it was! Here I saw my opportunity to create a fresh start...to go out of my comfort zone... to meet other driven individuals. I was so excited to be there that mid-way through a session on goals, I took the mic and blurted out, “Hi everyone I’m Dani and my goal is to get to know all of you.” It was terrifying. My voice even felt shaky, but I did it. It was a big step for me. But, with that mentality, I made amazing friends that day and beyond.

My journey with America Needs You wouldn’t be the same without my Mentor Coach, Andrea Bogarin. Before Andrea, I couldn’t believe it when people said that your major doesn’t dictate the rest of your life – her experience was proof of this. Before Andrea, I was used to others closing their doors on me when I asked for career support. Over the past year, though, Andrea has helped me pave my way as a woman in technology. With her guidance and support, paired with ANY’s workshop material, I have been able to turn some of my dreams into reality. This summer I was fortunate to land an internship at Mastercard in a role I loved, with the skills necessary to make the most of my experience. Younger me would be so proud.

Moving forward I want to be a role model for my fellow Dreamers, for the women and minorities in tech, and for my 10-year old sister, Amy.

My place in this country has never been promised, but my time at America Needs you has helped me become empowered to keep moving forward, keep challenging myself; and to continue uplifting those I meet along my journey.”
In order to ensure high-quality, impactful programming, we rigorously track and evaluate our outcomes through quantitative and qualitative methods.

ANY Fellows complete periodic evaluations while enrolled in the program and annually upon graduation. Fellows and Mentor Coaches also provide feedback on their mentoring experience through the Strength of Relationship survey.

ANY Alumni report on their post-program successes and challenges.

These tools allow ANY to assess the impact of mentoring relationships and how they change over time; solicit feedback from students and volunteers regarding program content and delivery; review student internship experiences; and evaluate student performance during internships as compared to their peers.

We incorporate data from these tools into program development and design. Our findings also inform future case management, staff training, and program curriculum.

**93%** of Fellows graduate from four-year institutions within six years

**89%** of Fellows secure employment or enroll in grad school within 6 months of graduation

**80%** of Fellows are employed in their industry of choice
Paying It Forward

32 Fellow Alumni serve as current Mentor Coaches, taking their ANY journey full circle.

By leading Career Days at their companies, Alumni introduced over **100 students** to diverse industries, workplaces and professionals.

Our Alumni pay it forward to the next generation of leaders by volunteering at workshops, supporting recruitment efforts, and serving as Career Coaches and Mentor Coaches. They leverage and develop their skills while driving our mission forward as members of our Alumni Leadership Council and Associate Boards.

We forge a talent pipeline equipped to tackle the demands of today’s workforce. Our Alumni receive individual career counseling and opportunities to attend networking events, industry and graduate school fairs, Career Days, and panel discussions. The Fellow and Mentor Coach Alumni communities also help each other advance their careers through our online job boards and networking platforms.

Together, we are building a lifelong professional community where everyone prospers.
“The help of ANY has been the key to success in my internship because I have applied many of the skills and knowledge I acquired in the workshops in my daily tasks and responsibilities.”

CRIS, FELLOW
This year, nearly 90% of community-based Fellows developed their skills and gained industry experience in career-trajectory internships.

Internships enable students to practice the skills they learn during workshops and make key connections in their industry. This practical experience is crucial to the Fellows Program model.

As compared to other student interns, supervisors rated ANY Fellows above average in 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.

85% of internship supervisors agreed that ANY Fellows’ performances were above average relative to other interns.

100% of internship supervisors would consider ANY Fellows for future internships or full-time positions.

Fellows interned at 363 companies and nonprofits, including:

125th Street Business Improvement District  
911 Memorial Museum  
A&M Medical Services  
Accelerate, Complete, Engage (ACE)  
Access Careers  
Act Inc.  
ADP  
Advanced Science Research Center  
Aflac  
After School Matters  
Agape Leaders Institute  
AIESEC  
Albert Einstein College of Medicine  
Ali for the People  
Ali State Senate Campaign  
Alternative Spring Break  
Amazon.com, Inc.  
AMC Networks  
American Civil Liberties Union (ACLU)  
American CNA School  
American Express  
American Museum of Natural History  
American Red Cross  
American Shipping Company  
AmeriCorps  
AntiaB.org  
Aon  
Apple  
ARNOVA  
Arrupe College  
Arts For Incarcerated Youth  
Ascend Charter Network  
Asian Pacific Islander Forward Movement  
Association of Hispanic Healthcare Executives Mentorship Program  
Atlantis Global  
AXA Advisors  
Baazar Inc
I went through real self-discovery of what I wanted to do with my life. I am so grateful for my experience and not only did I make valuable connections, but I left my internship with new friendships.

KATHERINE, FELLOW
“One of the most rewarding parts of my internship has been helping Veterans and their families, providing them with the information and resources they need to obtain meaningful careers after the conclusion of their military service.”

CRISTOPHER, FELLOW
“Having the behind the scenes experience is something that I’m very grateful for and it has definitely improved my technical and professional skills I need to succeed in my field.”

NORPHEL, FELLOW

New York City Office of the Mayor
New York County District Attorney’s Office
New York Family Magazine
New York Police Department
New York Public Library
New York State Assembly
New York University
Odeko
Office of Community Outreach and Service-Learning at John Jay College
Oliver Wyman
One Summer Chicago
One Up Records, LLC
Open Space Institute
Panton Eye Center
Pathways to Student STEM Success (PTS³)
Pattis Family Foundation Leadership Program
Paul, Weiss, Rifkind, Wharton & Garrison LLP
Peer Health Exchange
Petey Greene Program
Pfizer
Port Authority of New York and New Jersey
Preferred Home Care
Prestigious Awards Day
Princeton University
Pritzker Private Capital
Project Sunshine
PwC
Pzena Investment Management
Queens Chamber of Commerce
Queensborough Community College
Ralph Appelbaum Associates
Ravenswood Generating Station
RBC Capital Markets
Reach Out and Read
Resilience Advocacy Project
Richard Allen, Inc.
Richmond County District Attorney’s Office
Robert Wood Johnson Medical School
Robert Wood Johnson University Hospital
Rush Summer Research Scholars Program
Rush University Medical Center
Rutgers University
Saint Peter’s University
Saint Xavier University
Sawtell Lab
Senator Gustavo Rivera Office
Shaniyat Chowdhury for Congress
Shepard Schwartz & Harris LLP
Shirley Anne Ryan Ability Lab
Shiseido
SiriusXM Radio
Situation Interactive
SoCal CAN Changemaker Fellowship
Society for Microbiology
Society of Latin American Men
Society of Women Coders
Spadet
SPEAR
SRP
Stache Records
Stantec
Stephen Berowitz Law Office
Student Success Network
Sumitomo Mitsui Banking Corporation
Summer Health Internship Program (SHIP)
Summer Health Professions Education Program (SHPEP)
Summit Adult Day Care
Sunnyside Community Services Sutter Davis Hospital T. Howard Foundation Takasago Talon Target Tax Technology, Inc. Tipping Point Titanium Risk Group TPG Capital Tuesday’s Child Turner Broadcasting System U.S. Department of Labor UCLA Medical Center Union Bank of Switzerland (UBS) United States Department of Labor United States Marshall United States Senate Unity Hospice University Children’s Eye Center University Hospital University of California Davis Dairy Farm University of California, San Diego Health University of California, Los Angeles University of California, Riverside University of California, San Diego University of Chicago University of Chicago, Environmental Health and Safety
“I never could have imagined that my internship could lead me to meet so many inspiring people and acquaintances from across the world, including a real US astronaut!”

SEUNGHEE, FELLOW
MICHAEL, ANY FELLOW: “I come from a big Jamaican family in a little Brooklyn apartment. Since I was a kid, I have dreamt big. I wanted to be a basketball player, an inventor, a forensic psychologist. Then, when I was 10 years old, I fractured both of my ankles, and my dreams were put on hold. Despite going through countless rounds of physical therapy, my problems persisted; I experienced pain so excruciating that I had to be homeschooled through middle and high school, in and out of hospitals for years. I was misdiagnosed. Prescribed wrong medication. Experienced severe complications. And finally learned that surgery was the answer. I became clinically depressed - searching for ways to make meaning from it.

During it all- the ten years of walkers, wheelchairs, and canes; my mother as my relentless advocate and literal shoulder to lean on- storytelling kept me going. In books, TV shows, video games, and movies, I found stories that inspired me to fight through my depression. It was stories that literally got me back on my feet and across the stage to collect my GED diploma. Stories paved my road to college and my dream of being a writer.

It has been 4 years and 11 days since I underwent that surgery. And 3 years since I learned how to walk again. When I arrived at Brooklyn College, I knew I needed more than academics to succeed- to not only enrich my life, but also write stories of my own, that will one day inspire someone else.

I found America Needs You at just the right time, and I couldn’t let an opportunity like this pass me by.

Initially, I was nervous about being matched with a mentor. But, my nerves went away when I met the amazing Katherine Zhang. From day one, we hit it off. Katherine understood me and saw potential that I didn’t see in myself. She was my mentor from the moment we met. Now she is also an irreplaceable friend and one of my biggest champions.

Thanks to ANY, I have grown out of my shell and accomplished things I never imagined. I ran for student government and I won. I aced several rounds of interviews and secured my first job. Inspired by Katherine and all of the amazing Mentor Coaches in ANY, I am now a mentor to freshman students. This spring, I reached out to an ANY alumnus who connected me to a great summer internship at NY Family Magazine. Now I have another with the New York Public Interest Research Group, two internships this year alone.

The ANY community has shown me what you can accomplish when surrounded by individuals with the same drive to be the best we can be. I know I’ll give back to it.

One of the biggest obstacles I have faced is my fear of public speaking. Since my surgery, pain has lingered. I worry about supporting myself when I stand to speak. I get in my own head and begin to think that I will fail. But, as I face this challenge, ANY has been there every step of the way. My ANY family reminds me that I can do it, and now, I believe it.

Who knows, maybe I will even do a TED Talk someday!

I used to think I had no future, but now I know it’s a bright one. And like the future, I will keep moving forward. I hope to be a screenwriter, producer, author, voice actor, and political scientist. The little kid who dreamt big is still alive within me. And I know I will never forget my own story.”
On October 16, 2018, over 500 supporters and advocates came together for our Annual Benefit Dinner at the iconic Plaza Hotel in New York City. The ANY network raised over $1 million to support programming for Fellows.

The event honored two individuals within the ANY community who are longtime advocates of economic mobility: Richard O’Tool, General Counsel at The Related Companies; and Wanda Hope Bryant, Chief Diversity and Inclusion Officer at Johnson & Johnson.
ASSOCIATE BOARD FUNDRAISERS

Our Associate Boards in California, Illinois, New Jersey, and New York raised over $200,000 in support of ANY through unique special events. Young Leadership Board-led events also introduced our work to nearly 1,000 young professionals across the country, deepening volunteer engagement in local sites.

By leveraging their talent and networks, our Associate Boards provided critical support for first-generation college students.
A community of generous partners and donors makes our work possible.

FOUNDATIONS

$250,000 +
The Ric & Suzanne Kayne Foundation

$100,000 - $249,999
Heckscher Foundation for Children

$50,000 - $99,999
The Jeffrey H. and Shari L. Aronson Family Foundation
Gerstner Family Foundation

$25,000 - $49,999
The David Geffen Foundation
Charles Hayden Foundation
Max and Sunny Howard Memorial Foundation

Up to $24,999
Bright Funds Foundation
The Carson Family Charitable Trust
CME Group Community Foundation
CME Group Foundation
Crown Family Philanthropies
ECMC Foundation
Finnegan Family Foundation
Ford Foundation
Fortunate Chums Foundation
Hearst Foundations

Hudson County Community College Foundation
The Hyde and Watson Foundation
Lawyers Lend-A-Hand to Youth
Reginald F. Lewis Foundation
NFL Foundation
Henry E. Niles Foundation
Neal H. and Laurie K. Price Philanthropic Fund
Bradley S. Schneider and Julie R. Dann Family Philanthropic Fund
Steward Family Foundation
Streibich Family Fund
Wege Foundation
Elizabeth and Jeffrey Wellek Philanthropic Fund
Whiting Foundation
World Wide Technology Foundation

CORPORATIONS

$100,000 +
Citi Foundation
Johnson & Johnson
Macquarie Group Foundation
News Corp

$50,000 - $99,999
Compass
Fried, Frank, Harris, Shriver & Jacobson LLP
Goldman Sachs
MasterCard Worldwide
PwC
The Related Companies
Select Equity Group Foundation

$25,000 - $49,999
ADP
The Aristo Project, Inc.
AT&T
Barclays
Boies Schiller & Flexner LLP
Davis Polk & Wardwell LLP
Gibson, Dunn & Crutcher LLP
Morgan Stanley
New York Football Giants
Sterling National Bank

$10,000 - $24,999
Amherst Holdings, LLC
Bank of America Merrill Lynch
Blackstone Group
Blue Harbour Group, L.P.
BNY Mellon Community Partnership
The Boston Consulting Group
Campbell Lutyens & Co. Inc.
Cushman & Wakefield, Inc.
Eastdil Secured
EY
Gerson Lehrman Group (GLG)
Greenberg Traurig, LLP
Herman Miller
Iliad Realty
Jones Lang LaSalle
Kirkland & Ellis, LLP
Levitt & Boccio, LLP
Lincoln Land Services LLC
Lord, Abbott & Co. LLC
M&T Bank
Macy’s
Maples and Calder
McKinsey & Company
OANDA Corporation
Park East Construction Corp.
Proskauer Rose LLP
Prudential Financial

Raines International Inc.
Regeneron Pharmaceuticals
Royal Abstract
Stroock & Stroock & Lavan LLP
Sullivan & Cromwell LLP
Suvretta Capital Management, LLC
TD Bank
TIAA-CREF
TPG
Venable LLP
Wells Fargo

$5,000 - $9,999
Albanese Organization, Inc.
Alleghany Corporation
Credit Suisse Americas Foundation
Epstein Becker & Green, P.C.
Grosvenor Capital Management
Paul Hastings LLP
HG Vora Capital Management, LLC
Kirkland & Ellis LLP
Mitsubishi UFJ Financial Group (MUFG)
$1,000 - $4,999
BMO Harris Bank, N.A.
The Corcoran Group
Fitch Ratings
Heartland Brewery
Jet.com
Katten Muchin Rosenman LLP
King Street Capital Management, LP
Kramer Levin Naftalis & Frankel LLP
Modell’s Sporting Goods
Patrick Engineering
The People's United Community Foundation, Inc.
Pfizer
RBC Capital Markets
Robert Willens LLC
RXR Realty
TransAmerica Capital, Inc.
Ventas
Viking Global Foundation, Inc.

Up to $999
ABP Investments
Amazon.com, Inc.
Belgravia Group
BlackRock
The Carlyle Group Wealth Sharing Program
CDI Construction Group, Inc.
Charles Schwab
Chicago Collegiate Charter School
Chicago Event Management
CME Group Collective
Crowe Horwath LLP
The Delancey
Deloitte
Discover
Facebook
The GE Foundation
Google
Harry’s, Inc.
HCSC
Hess Corporation
Highline Bar & Lounge
The Irish American
Kimoto Rooftop

LaSalle Investment Management
LinkedIn
Maranor Capital, L.P.
Marsch & McLennan Companies
McGinley Square Enterprises, LLC
Minted
Mondelez International
New Grounds Food Inc.
Nielsen
Northwestern Mutual
PayPal
Pepsi Co.
Prudential
Rice Dairy LLC
Roaring Fork Energy
S&P Global
Sandalphon Capital
Schlesinger Associates Inc. New Jersey
Transactis, Inc.
U.S. Bank
Unilever
United Way
ViacomCBS
VISEO USA
Westfield Inspiration LLC
ZogSports
INDIVIDUALS

$50,000 +
Anonymous
The Estate of Ellen Dembrowski
Richard and Kathy O’Toole and Family
Benis and Robert Reffkin

$25,000 - $49,999
Jonathan and Erika Bearman
Joel and Julia Greenblatt
Rebecca Kruger and Alexander Vetrosky
Nyssa & Chris Lee
Katie and Paul White

$10,000 - $24,999
Sebastian and Claudia Arango
Jeffrey Brodsky
Gregory Dalvito
Kent & Elizabeth Dauten
Cliff Goins IV
Nicholas Gravante
Edith Hunt
Kristal and Yusef Kassim
Roland Merchant
Margo and James Oliff
Eric Rosenberger
Albert Satija and Erica Chin
Martin Schneider
Mariel and Jamie Sholem
Eric Silverman
Stephen Smith
Timothy Sullivan
Devin Thomas and Dr. Dendy Engleman
Gideon Walter
David Zussman

$5,000 - $9,999
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Mary and Jay Goldberg
Ricardo Dalmas
Drew Flowers
Steven Kirkpatrick
Guillermo Marroquin
Dhara Pandya
Keith Ramsden
Philip Ruffat
Hillel Silvera
Veronica Velazquez
Raj Vora
Freda Zhou

$1,000 - $4,999
Jamar Adams
Sam Altiero
Lacey Andrews
Dina and Eric Aronson
Isela Bahena
Diana Baide
Caroline Beshara
Matthew Bonner
Cindy Brea
Ann Broderick
CJ Brown
Kathleen Bryski
Karen Chelsey
Michael Choy
Citrin Family Foundation
Charles Citro
Christine Clarfield
Jose Claxton
Dan Colton
Gerald Cooper
Ashley Cope
Justin Crowell
Joseph Cuozzo
Chris Davidsson
William Demas
Kate and Zak DeOssie
Nicola Dingemans
Shane Dinneen
Peter Domanko
Robert Downes
Gitanjali D’Sa
Karen Dyer
Richard Edlin
Scott Ferris
Lauren Fonseca
Joy Fotsch
Banjamin Friedland
Ravin Gandhi
Devanshi Garg
Anthony and Sebnem Giorgio
Lynette Gladdis
William Glascott
Edward Glickman
Nobar and Shawn Golhar
Jeffery Graham
Arman Gupta
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Katherine Kim
Jeffrey Kim
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S. Raoul Kouamou
David Kriss
Tom Kruger
Justin Lambert
Andy Lee
Tianhui Li
Nicole Lindsay
Iain Mcmuro
Justin Metz
Michael Moloney
Richard Moore
Erika Murray
Lavon Napoli
Sterio Nika
Katerina Novak
Deborah Owolabi
Thomas Peacock
Casandra Pinamonti
Jonathan Pollack
Andy Potash
Bruce Raines
Arjun Reddy
Joe Ritchie
Fifi and Ronald Levin
Joanna Rose
Bernadette Ruane
Bella Rubin
Jordan Sasson
Mark Schmalfeld
Yokasta Segura-Baez
Nick Seminara
Joe Seydl
Stan Shamayez
Joseph Shamon
Jennifer Shurmur
Todd Slagle
Brian Smith
Daniel Smith
Martha St. Jean
Peter Stapleton
Joe Steffa
Stefan Sterns
Son Tieu
Juan Uribe
Leonardus Van Hensbergen
Diane Von Dehsen
Ben Weinberg
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Victoria Cisek  
Katherine Claiborne  
Madeleine Clarfield  
Sebastian Clavijo  
Susan Clear  
Maria Cleary  
Brandi Coates  
Jennifer Coffey  
Daniel Cogan  
Stephanie Cogan  
Daniel Cohen  
Jeremy Cohen  
H.J. Cohn  
Jerod Coker  
Matthew Cole  
AleC Coleman  
Jessica Collado  
Julissa Colon  
Caroline Comerford  
Adrian Cone  
Kerry Conmy  
Patrick Connolly  
Manuela Cook  
Hope Cooper  
Jeff Cooper  
Joyce Coopersmith  
Anne Copeland  
Alison Coplan  
Anthony Corcoran  
Anyelis Cordero  
Billy Corporan  
Mia Corpuz  
Martin Corrigan  
Daniel Corry  
Gwen Cosby  
David M Costello  
Tammie Costello  
Shenique Coston  
Tyrell Cotten  
Erik Coupe  
Janessa Cox  
Rob Cox  
Ben Coyle  
Mimi Crespo  
Sifgredo Crespo  
Alicia Criner  
Chelsea Crowder  
Kelsey Crowley  
Penelope Cruz  
Vanessa Cruz  
John Cumberland  
Tia Cummings  
Erin Cunningham  
Susanne Curri

Jenn Campos  
Diego Canales  
Andrew Cantor  
Analisa Cantu  
Daniel Capelan  
Brian Carden  
Mike Cardin  
Jessie Cardinale  
Daniela Cardona  
Carla Cardwell  
Michelle Carey  
Wilco Carey  
Laura Carillo  
Nathalie Carmel  
Adam Carrick  
Sidney Carrillo  
Brian Carroll  
Anna Carron  
Vanessa Carvajal  
Amol Carvalho  
Michelly Carvalho  
E Casado  
Jason Cassity  
Jason Castillo  
Kathleen Castillo  
Patricia Castillo  
Eduardo Castro  
Christopher Catalano  
Tammy Catherwood  
Valeria Caza  
Simon Cazzani  
Alicia Cervini  
Kitty Cha  
Adriana Chalas  
Mike Chamas  
William Chamberlin  
Natalie Champagne  
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Kiana Chan  
Philip Chan  
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Marie-Laure Chanteloup  
Saskia Chanoine  
Christina Chao  
Henry Chao  
Lauren Chao  
David Chappell  
Jessica Chassey  
Aroop Chatterjee  
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Daniel Chen  
Faith-Ann Chen  
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Kevin Chen  
Michael Chen  
Simon Chen  
Barbara Cherry  
Brandon Cherry  
Huong Chester  
Shaunelle Chester  
Carol Chevlowe  
Jenn Chin  
Susanne Divito  
Donna Dockery  
Michael Doherty  
Carolina Domo  
Eldon Dometta  
Adriana Dommersh  
Melissa Donoghue  
Danielle Donovan  
Carmel Dooling  
Jacob Doran  
Audrey Dornanen  
Chad Dotson  
Eve Doughtery  
Maya N Douglas  
Connor Douglass  
Brett Dowling  
Rita Dragonette  
Chloe Drew  
Amber Drummond  
Denice and Scott  
Drushella  
Louis Dufau  
Molly Duff  
Grace Duffin  
Arshi Duffley  
Sean Duggan  
Michael Duke  
Jonathan H Dukes  
Bryan Dun  
David A Dunbar  
Sarah Duncan  
Ashley Dunn  
Mikey Duong  
Arlene Dupignac  
Virginia Duplessis-White  
Anthony Duranti  
Richard Foster Durkee  
Brian Dutra  
Carolyn Duvall  
Wendy Dwyer  
Mary Ann Dyar  
Amanda Dykema-Engblade  
Jeff Earley  
Alex Eddy  
Carol Eddy  
Katie Eddy  
Mai Edwards  
Helo Deonaldp  
Anthony Depalo  
Roseann Derosa  
Carol Desanto  
Handel Destinivil  
Tracy Devine  
Maria Devitt  
Sanura Talatu Dewa  
Chelsea Dewlen  
Chelsea Diaz  
Elvis Diaz  
Laura Diaz  
Valerie Diaz  
Nadia Dib  
Anthony Diclemente  
Bart Diener  
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Christopher Dimeo  
Stephen Dingler  
Hieu Dinh  
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Flor Esquivel  
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Maia Estes  
Max Ettelson  
Andrea Evans  
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Javier Evans  
Leo Fabio  
Ma Fahtahia  
Gabriel Falcon  
Kristi Falzon  
June Fang  
Katherine Farias  
Darren Farinas  
Erik Farinas  
Susan Farinas  
Charles Farrar  
Babak Farsaii  
Jennifer Fasciano  
Peter Fass  
Renee Favard  
Jeffrey Favia  
Jamil Favors  
Alison Fedyina  
Jordan Feffer  
Shiyang Fei  
Hilda Felcias  
Jimmy Feliz  
Lilith Fellowes-Granda  
Nathan Felton  
Hui Fen Shen  
Kim Feng  
Alex Ferguson  
Jacob Ferguson  
Lindsey Ferguson  
Lorenzo Ferguson  
Pat Ferguson  
Mark Fernandes  
Carl Fernandes  
Lindsey Fernando  
Caren Ferrante  
Doris Ferreira  
Hugo Fetsco  
Alexis Field  
Dan Fielding  
Laura Fields  
Jeroen Fikke  
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Jacob Fiorino  
Charlie Fischer  
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Shea Fisher  
John Fitzgerald  
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Meghan Flanagan  
Cameron Fledderman  
Morgan Fleming  
Nicola Fleming  
Sherry Fleming
Nova Lu
Douglas Lucas
Morgan Lucio
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Hendrik Luedders
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Emily Lundell
Onson Luong
Kamil Lupicki
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Sean Lyons
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Julie Mackinnon
Kristen Macleod
Martha and Jory Macomber
Jillian Madden
Sangeetha Madhavan
Wendy Madrigal
Ken Maglia
Shaun Maguire
Maureen Maher
Ahmed Mahmoud
Michael Majewski
Ashish Makadia
Nikolai Makarov
Christine Maksimow
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Franklin Maldonado
Paranjay Malhotra
Craig Malloy
Terence Malone
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Daniel Mangini
Jules and Justin Mangini
Zachary Maniloff
Joan Mac
Marykate Martin
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Vera Martin
Enmanuel Martinez
Linnette Martinez
Marielis Martinez
Fernando Martins
Frank Masieri
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Bruce Mason
Eric Mason
Ludovic Masson
Joe Mastrolia
Sahil Mathur
Christian Matkovic
Glorya E Matthews
Jordan Matthews
Nancy Matthews
Brigid Mattingly
Curt Maxey
Rachel Mayerson
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Caitlin McEwen
Matthea McGrath
Nancy McGraw
Clare McGuire
Melinda McIntire
Derek McIntosh
Sheldon McIntosh
Amy McKeg
Nick Mckeegan
Sean McMahon
Craig McNair
Elias Mechaber
Carlos Medina
Ankit Mehta
Shachar Meir
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Zoe Melcer
Jordan Melissa
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Agatha Patterson
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Eric Pauli
Monica Paulson
GET INVOLVED

VOLUNTEER
The time you give to mentoring first-generation college students makes a lasting impact in their lives and their communities. Our volunteer network not only develops the next generation of leaders, but also provides career support to strengthen today’s leaders.

To volunteer, please contact us at volunteers@americaneedsyou.org.

ATTEND AN EVENT
Networking hours, cocktail parties, trivia nights, golf tournaments, endurance races—these are just a few of the many events our community offers.

Meet our staff and volunteers to learn more about our work, all while raising critical funds to support first-generation college students.

For a calendar of upcoming events, visit our website www.americaneedsyou.org.

INVEST
Your gift provides:

$1,000: One year of professional development grants for one Fellow

$500: One clothing drive to provide Fellows with professional attire

$250: Printed career guides for one workshop

$100: Nutritious meals for one workshop

91% of volunteers say that partnering with ANY has provided more personal fulfillment compared to other alternative volunteer activities.

85% say it’s helped them expand their professional network.

91% say that workshop curriculum has been impactful to their own professional development.
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California Program Coordinator

Sarah Stern
New Jersey Program Coordinator
# STATEMENT OF ACTIVITIES

## FOR THE YEAR ENDED JUNE 30, 2019
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2018

### Public Support & Revenue

<table>
<thead>
<tr>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total 6/30/19</th>
<th>Total 6/30/18*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions</td>
<td>$1,112,549</td>
<td>$2,071,410</td>
<td>$2,586,270</td>
</tr>
<tr>
<td>Special events income (net of expenses with a direct benefit to donor)</td>
<td>1,353,714</td>
<td>1,353,714</td>
<td>1,134,912</td>
</tr>
<tr>
<td>Interest and dividend income</td>
<td>19,659</td>
<td>19,659</td>
<td>25,788</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>1,035,792</td>
<td>(1,035,792)</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total public support &amp; revenue</strong></td>
<td>3,521,714</td>
<td>(76,931)</td>
<td>3,444,783</td>
</tr>
</tbody>
</table>

### Expenses

<table>
<thead>
<tr>
<th></th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total 6/30/19</th>
<th>Total 6/30/18*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>2,559,104</td>
<td>2,559,104</td>
<td>2,426,663</td>
<td></td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>382,107</td>
<td>382,107</td>
<td>314,384</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>501,562</td>
<td>501,562</td>
<td>454,271</td>
<td></td>
</tr>
<tr>
<td>Total supporting services</td>
<td>883,669</td>
<td>0</td>
<td>883,669</td>
<td>768,655</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>3,442,773</td>
<td>0</td>
<td>3,442,773</td>
<td>3,195,318</td>
</tr>
</tbody>
</table>

### Change in net assets from operating activities

- **Change in net assets from operating activities**
  - Without Donor Restrictions: 78,941
  - With Donor Restrictions: (76,931)
  - Total: 2,010
  - Total end of year: 551,652

### Non-operating activities

<table>
<thead>
<tr>
<th>Non-operating activities</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total 6/30/19</th>
<th>Total 6/30/18*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gains/(losses) on investments, net of fees</td>
<td>21,197</td>
<td>21,197</td>
<td>(2,659)</td>
<td></td>
</tr>
<tr>
<td><strong>Total non-operating activities</strong></td>
<td>21,197</td>
<td>0</td>
<td>21,197</td>
<td>(2,659)</td>
</tr>
</tbody>
</table>

### Change in net assets

- **Change in net assets**: 100,138
- **Net assets - beginning of year**: 1,434,815
- **Net assets - end of year**: $1,534,953

* Reclassified for comparative purposes
Our core values are the benchmark for everything we do as an organization and the framework from which we make all of our decisions. These six core values define our culture, inspire and guide us, and help us achieve our mission.

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