

# 2015-2016

# Annual Report

Enrollment has grown rapidly since *Earn to Learn*® began in 2013 with a cohort of 70 students.



As of June 30, 2016:

**1,024** students had saved **\$707,386** earning **\$6,219,091** in scholarships.

## Our Students

**59%**

were the first generation in their family to attend college

**87%**

were ethnic minorities

**66%**

were women

**58%**

were pursuing STEM degrees

**88%**

were meeting their monthly savings goals

**89%**

freshman retention rate

**94%**

overall retention rate

**98%**

were persisting year-to-year in pursuit of degrees

## Highlights

- *Earn to Learn* was highlighted as a best-practice model in the 2015 book *What's it Worth: Strengthening the Financial Future of Families, Communities and the Nation*, which features a contribution by Martha Kanter, former Undersecretary of the Department of Education.
- *Earn to Learn* completed a five-year strategic plan in August 2015 with six major goals.

## Financials

### Revenue

Government (AFI Admin)	\$891,157.00
Corporate/Foundation	\$203,300.00
Individuals	\$1,170.81
In-Kind	\$53,589.84
Special Events	\$89,600.00

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**Total** **\$1,238,817.65**

### Expenses

Programs	\$766,654.00
Fundraising	\$137,911.00
Administration	\$207,511.00

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**Total** **\$1,112,076.00**

## Donors \$500+

ARUSI, LLC.; Citi Foundation; Community Foundation for Southern Arizona; Community Investment Corporation; Cox Communications Charities Southern Arizona; Edkey Charter School; Guild Mortgage Company; HBL CPAs ; Helios Education Foundation; H.S. Lopez Family Foundation; Hughes Federal Credit Union; Katie McKay; MetLife Foundation; National Bank of Arizona; Pursue Creative Studio; Russ & Carolyn Russo Scholarship Foundation; Sentinel Pass Foundation; Leslie Shultz-Crist; Stone Canyon Community Foundation; Tucson Association of REALTORS; Tucson Electric Power; United Way of Southern Arizona; Vantage West Credit Union; Wells Fargo; Western Alliance Bank.