

achievements



2018-19 ANNUAL REPORT

We rally community support to inspire and equip students for careers, college and life.

JOIN US!

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Welcome from CEO Danielle Grant

Dear friends -

AchieveMpls believes that all young people can succeed in college, careers and life if they have access to the right resources and support. And with 75% of the jobs in our region now requiring some form of education beyond high school, we're fiercely dedicated to equipping students with the knowledge and skills to achieve their individual career and life goals.

Thanks to your generous support, each year we provide innovative career and college services and support to over 11,000 high school students, which help them prepare to become our community's next generation of talented leaders.



This year we expanded our programs and entered into some exciting new partnerships that will allow us to serve even more young people:

- **Saint Paul Public Schools invited us to open new Career & College Centers in four high schools.** We're honored to partner with the Saint Paul community and are enthusiastic about serving an additional 4,000 students.
- **We expanded our Career Readiness Initiative to five MPS high schools** after a highly successful two-year pilot. Postsecondary enrollment shot up 12 percent at our two pilot schools, while the rate at other schools remained flat.
- **We're launching a new collaboration with Best Buy to create college and career readiness curriculum** for Best Buy Teen Tech Centers, which will help young people identify their strengths and interests, explore post-graduation options and develop skills for today's workplace.
- **Step Up interns can now earn academic credit for their work readiness training and internships,** which helps strengthen the connection between their coursework and future careers.

AchieveMpls knows what works when it comes to career and college success. Now in our seventeenth year of service to young people, we know this requires deep, long-term community partnerships, a strong commitment to equity, caring volunteers, and an internal culture that's dedicated to accountability and data-driven practices.

Finally, Achieve works because of strong financial support from organizations and individuals like you who are committed to our students, believe in our work and recognize our impact.

We're very excited about the year ahead. Thank you for your partnership, and for ensuring that every single young person has the opportunities, resources and connections they need to imagine and realize their career and college dreams.

A handwritten signature in blue ink that reads "Danielle Grant".

President and CEO

Our Mission, Vision and Values

achievempls

Our Mission

As the strategic nonprofit partner of Minneapolis Public Schools (MPS), we rally community support to inspire and equip students for careers, college and life.



Our Vision

Our young people have full access to educational and career opportunities, resulting in a more equitable and vibrant community.



Our Values

Students at the core: Minneapolis youth are always at the center of everything we do. Our students are talented, capable and ready to learn.

Teamwork: We cannot achieve our mission without our dedicated and talented team. We continually seek ways to support, engage with and be accountable to the people in our organization.

Public education: We believe that public education is the foundation of a healthy, engaged and vibrant Minneapolis.

Cultural responsiveness: We meet our students where they are, valuing cultural responsiveness from our staff and volunteers.

Equity: We prioritize services for our students with the greatest needs.

Collaboration and partnership: We cannot do this alone. Public and private support is critical for success.

Excellence, innovation and accountability: We seek to be best-in-class at everything we do, fostering innovation, data-driven decision-making and accountability to our stakeholders.

Stewardship: We are resourceful and tenacious in maximizing our stakeholders' time, talent and treasure.

Career and college readiness: We believe in the power of career and college readiness to enable young people to imagine and live rewarding lives.

AchieveMpls Programs

AchieveMpls recognizes the value in every path to personal and economic wellbeing and success. Since 2002, we've inspired and equipped over 60,000 Minneapolis high school students for careers, college and life.



Career & College Centers

Our Career & College Centers (CCCs) in 11 Minneapolis Public Schools high schools serve over 11,000 students each year, offering guidance in creating customized career and college plans. Our team provides one-on-one career and college advising, career events with local professionals, college fairs and tours, assistance with college and financial aid applications, connections with internship and job opportunities, and links to other college access providers.

Students who utilize our CCCs enroll in postsecondary education at a 51% higher rate than those who do not. And 67% of graduating seniors at MPS schools with CCCs complete the FAFSA or Dream Act, compared to the state average of 49%.



Step Up Youth Employment Program

Step Up prepares today's youth for tomorrow's careers by recruiting, training and placing nearly 1,400 young people (ages 14-21) in paid internships each year with over 200 regional employers. A partnership of the City of Minneapolis, AchieveMpls, CareerForce Minneapolis and Project for Pride in Living, Step Up leverages a collective that spans 15 industries and multiple sectors.

Step Up has provided over 28,000 internships for Minneapolis youth since 2003, yielding a competitive talent pipeline, a stronger economy and millions of dollars in wages for interns. 91% of Step Up supervisors say their intern made a valuable contribution to their worksite. And 70% of Step Up interns report that their internship helped them decide which career to pursue.



Graduation Coaches

Since 2012, hundreds of volunteer Graduation Coaches have supported over 1,500 Minneapolis high school students in building academic confidence and study skills, strengthening self-advocacy and creating plans for careers and postsecondary education.

This year, after careful discernment by our board and staff, we transitioned Graduation Coaches into the care of Big Brothers Big Sisters of the Twin Cities to ensure that it has the additional resources it needs to grow and flourish. We are very proud of the Graduation Coaches program, and thankful for our generous coaches and the life-changing impact they had on hundreds of students.

AchieveMpls Programs



Career Exploration Events

Each year, 800 individuals and employees from over 200 companies donate 4,500 hours of volunteer time to help high school students explore new career fields, connect with local professionals, visit worksites, practice resume and interview skills, and learn the steps they need to take toward specific careers and industries.

Our volunteers share their career journeys and advice through career speaker events, networking opportunities and company tours. They also

support Step Up interns during the annual Step Up Mock Interviews, interviewing and coaching hundreds of young people in preparation for their summer internships.



Minneapolis Public Schools Resource Support

AchieveMpls also serves as the foundation for Minneapolis Public Schools (MPS), assisting the district in raising major grants for key priorities, including STEM, AVID, college and career readiness programs and human capital development.

In addition, AchieveMpls manages over \$1 million in private donations to MPS schools and departments each year and distributes funds for a wide range of MPS activities, which are determined by MPS staff and

leadership. We also administer 92 college scholarships for MPS graduates and award mini-grants for classrooms, staff development and field trips.



Public Education Events

AchieveMpls sparks conversations on a wide variety of cutting-edge education and student-related issues through public events that strengthen knowledge, support and advocacy for our young people and schools.

Based on the TEDTalks model, **EDTalks** features compelling short talks and conversation on a range of issues impacting young people, educators and public education, and provides opportunities for networking and community engagement.

Principal Partner Day matches local business, philanthropy, media and civic leaders one-on-one with MPS principals for a half-day of shadowing at their schools. Participants get a rare behind-the-scenes experience that helps them better understand the complexities of public education and issues facing our education leaders.

AchieveMpls Balance Sheet

June 30, 2019

ASSETS

Cash and cash equivalents	1,827,119
Accounts receivable	334,902
Contributions receivable	135,465
Other current assets	23,222
Property and equipment, net	78,502

Total Assets	2,399,211
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LIABILITIES & NET ASSETS

Liabilities

Accounts payable	37,293
Accrued Vacation & Payroll	139,650
Other Liabilities	26,588

Total Liabilities	203,531
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Net Assets

Without donor restrictions:	
Undesignated	655,120
Board designated	675,697
Total without donor restrictions	1,330,817
With donor restrictions	864,863

Total Net Assets	2,195,680
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Total Liabilities & Net Assets	2,399,211
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AchieveMpls Income Statement

July 1, 2018 – June 30, 2019

REVENUE & SUPPORT

Contributions	1,216,038
Contract Income	921,874
Earned Income	139,618
Interest Income	29,665
Special events	142,997
In-kind Contributions	2,500
Miscellaneous	23,596

Total Revenue & Support

2,476,288

EXPENSES

Personnel	2,625,285
Occupancy & Equipment	148,127
Telephones & Internet	13,945
Insurance	17,285
Printing/Postage/Supplies	20,625
Licenses, Fees, Dues	10,136
Consultants & Professional Fees	23,892
Program, Meetings, Events	39,651
PR/Marketing/Comms/Outreach	9,451
Staff Dev, Board, Volunteer Exp	30,724
Bank Fees & Other	20,092
In-kind expensed	2,500
Depreciation	41,512

Total Expenses

3,003,224

TOTAL CHANGE IN NET ASSETS

526,937

AchieveMpls Statement of Functional Expenses

July 1, 2018 – June 30, 2019

	PROGRAM SERVICES	MANAGEMENT & GENERAL	FUNDRAISING	TOTAL
EXPENSES				
Personnel	2,163,038	333,219	129,028	2,625,285
Occupancy & Equipment	66,403	58,877	22,847	148,127
Telephones & Internet	2,791	10,494	660	13,945
Insurance	–	17,285	–	17,285
Printing/Postage/Supplies	6,549	7,612	6,464	20,625
Licenses, Fees, Dues	3,439	6,559	138	10,136
Consultants & Professional Fees	515	21,258	2,119	23,892
Program, Meetings, Events	22,439	6,785	10,427	39,651
PR/Marketing/Comms/Outreach	1,897	6,715	839	9,451
Staff Dev, Board, Volunteer Exp	28,452	1,952	320	30,724
Bank Fees & Other	19,912	–	180	20,092
In-kind expensed	–	2,500	–	2,500
Depreciation	29,448	9,848	2,216	41,512
TOTAL EXPENSES	2,344,883	483,104	175,238	3,003,225

AchieveMpls Cost of Major Programs

July 1, 2018 – June 30, 2019

PROGRAMS	TOTAL
Minneapolis Public Schools priorities, scholarships/awards and fund management	228,351
Career & College Centers (including Career Readiness Initiative)	1,330,599
Graduation Coaches	147,889
Step Up Youth Employment Program	638,043
Total Program Expenses	2,344,883

AchieveMpls 2019 Community Partners

Our tremendous thanks to our 2019 Community Partners, 36 businesses, public agencies and nonprofits that provided outstanding support to high school students through our career and college readiness programs during the 2018-19 fiscal year.

These three Champions, eight Advocates and 25 Allies made generous financial gifts to AchieveMpls or were significantly engaged in our work by hiring Step Up high school interns; providing employee volunteers for Graduation Coaches, career exploration events or Step Up mock interviews; hosting company worksite tours; or collaborating on major projects. [Learn more about these dedicated partners.](#)



Accenture
Allianz
General Mills
Graco Inc.

State of Minnesota
Target
University of Minnesota
Wells Fargo



Alerus
Ameriprise Financial
Boston Scientific
CenterPoint Energy
C.H. Robinson
The Citizens League
Comcast
Fairview Health Services
HealthPartners

Hennepin County
Hennepin Healthcare
KPMG LLP
Land O'Lakes
Maslon LLP
Metropolitan Council
Minneapolis Park and Recreation Board
North Memorial Health

Padilla
Peregrine Capital Management, LLC
Rêve Academy
State Farm
Thrivent Financial
UCare
Walser
Xcel Energy

This list does not include our two primary public partners, Minneapolis Public Schools and the City of Minneapolis.

AchieveMpls Board of Directors

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The Morning Foundation

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Ex Officio

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Jeremiah Brown

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You can find our audited financial statements at www.achievements.org/financials