



**SUPPLIES
FOR DREAMS**



ANNUAL REPORT

2016

TABLE OF CONTENTS

02	04	01
OUR CHALLENGE	OUR VISION	LETTER FROM THE EXECUTIVE DIRECTOR
08	10	06
AWARD-A-FIELD TRIP	ACADEMIC ENRICHMENT	DREAM DRIVE
14	16	12
EXPANSION AND SUSTAINABILITY	MEET THE TEAM	QUALITY ASSURANCE
18	20	17
ASSOCIATES BOARD/BOARD OF DIRECTORS	GIFT SHOWCASE	HIGHLIGHTS FROM THE TEAM
		21
		FINANCIAL STATEMENT

We see a world where the opportunity to learn and achieve is not determined by a person's neighborhood or class.

Read what some of our dedicated team members have to say about SFD in 2016.

LETTER FROM THE EXECUTIVE DIRECTOR

Dear Friends & Dedicated Supporters,

Over the last seven years, we have had the opportunity to work with an incredible group of individuals invested in the future of Chicago's most underserved children. Together, we are motivated by a vision of a more just and equitable school system, and all of us at Supplies for Dreams are excited to share with you the efforts we are taking to increase our impact and make a difference.



Joseph Raff
Executive Director

2016 was another successful year for our organization: we supported 3,094 students by providing them with backpacks and school supplies, we sparked the curiosity of 758 students via our signature Award-A-Field Trip program, and we continued to innovate in the mentoring space through our Academic Enrichment program, serving 80 students this year. We are also excited to share that in 2016, we took our first steps towards expanding outside of the Northwestern community. Starting in the winter of 2017, a second chapter of Supplies for Dreams will be chartered at the University of Chicago to be followed by two more chapters in the fall of 2017. This will enable us to serve six additional CPS schools by the end of next year! When Supplies for Dreams first began seven years ago, we made it our goal to serve every student in need in Chicago; although we still have a long way to go, we are closer to that dream than ever.

We would not be able to grow in these ways without the continued support of our donors and volunteers. We have nothing but immense gratitude for all of you, and we are consistently awed by your willingness to go beyond writing a check in supporting our endeavors to serve our students. It is their unbounded curiosity, their hopefulness, and their beautiful dreams that motivate us to continue to improve our programs. More than ever, we look forward to your continued support as we work to grow our organization and serve increasing numbers of Chicago's finest students.

Best wishes,
Joseph Raff



**1 IN 4 CPS
STUDENTS DO
NOT GRADUATE
HIGH SCHOOL.**

OUR CHALLENGE

At Supplies for Dreams, we believe that every student has the creative potential to succeed. These students can be found all across the city, but unfortunately, the resources to help these students grow are reserved for the few. We are working to ensure that every student, regardless of background, receives the resources and attention that they deserve.

With over \$6 billion in debt, Chicago Public Schools (CPS) have been unable to properly provide their students with the skills necessary to succeed in life. On top of that, 80% of the students are economically disadvantaged, according to CPS data. When neither their parents nor the school can supply the resources they need, these students face

grim odds. 86 percent of of CPS students will never graduate college.¹ 26% never graduate high school.²

As the world continues to advance technologically, our nation's next generation may lack the critical thinking skills required to fulfill the needs of emerging industries and employers. This dearth of knowledge and ability is at the root of long-standing poverty and lack of economic mobility for lower socioeconomic classes. An undereducated society cannot hope to meet the challenges of tomorrow and will fall behind in a rapidly advancing world.

More than anything else, we cannot afford to be the first American generation that has a lower standard of education than the one before it.

Students need a nurturing environment in order to advance their education beyond high school. For many students in CPS, those conditions simply do not exist; however, that does not mean they cannot exist. Today, we have the power to make a change, to alter and improve the educational worlds of students, and to revolutionize their learning experience.

¹ Cohen, Jodi S., and Juan Perez, Jr. "Study: More CPS Graduates Completing College, but Rate Still Troubling." Chicago Tribune, 09 Dec. 2014. Web.
² Perez, Juan, Jr. and Kyle Bentle. "Chicago Public Schools Touts Improved Graduation Rate." Chicago Tribune, 5 Sept. 2016. Web.

WE WANT TO MAKE SURE OUR CHILDREN ARE NOT PENALIZED BY THE ZIP CODE IN WHICH THEY RESIDE

OUR VISION

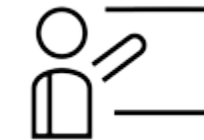
We see a world where the opportunity to learn and achieve is not determined by a person's neighborhood or class, but by that individual's passion and persistence for learning—a world where all students have a realistic path to achieve their dreams.

WE ENVISION A WORLD WHERE:



EVERY COMMUNITY

Every community is empowered by its desire to see its youth achieve academic and lifelong success.



EVERY CLASSROOM

Every classroom is filled with passionate educators who invest time and energy in their students and in improving their own capabilities as educators.



EVERY SCHOOL

Every school has strong leadership and is actively supported by community leaders and partners, including businesses, local governments, and neighborhood organizations.



EVERY STUDENT

Every student has basic educational necessities like backpacks and school supplies, and every student has the support and guidance of caring parents, teachers, and mentors.



EVERY CITY

Every city has a concrete and coordinated effort to continuously monitor and improve the educational conditions of its young scholars.



OUR NATION

Our nation is engaged in ensuring that its educational system forms the backbone of a stronger country and a more productive citizenry.

DREAM DRIVE

GOALS

Dream Drive is where Supplies for Dreams began—a simple idea that makes a big difference. Since over 80 percent of Chicago Public Schools students come from low-income families, many do not have the means to purchase the basic school supplies that they need to begin their educational journeys. Dream Drive gathers funds and in-kind donations to equip students with backpacks, notebooks, binders, and other grade-appropriate learning tools.

IMPACT

Build-A-Backpack Day 2016 was also a rousing success, with over 80 volunteers who came to the Evanston lakefront to enjoy the outdoor festivities and to help package supplies. We continued to grow our partnerships with local organizations, rotaries, and community groups in order to make our event the most successful it has ever been.

LOOKING AHEAD

In 2016, we served 3,094 CPS students, a record total for the number of students we have ever served. Those backpacks were provided to the students at each of our four partner schools and Chicago-based community programs. In the coming years, we are excited to experiment with different forms that Dream Drive can take, while keeping the mission of the program alive and stronger than ever.



STRATEGIES

Over the years, SFD has honed several strategies to ensure streamlined and cost-effective use of Dream Drive funds.

1 STRONG PARTNERSHIPS WITH SCHOOLS

SFD uses a thorough application and interview process to screen schools and other organizations that wish to become partners, like the Chicago Youth Centers. All SFD partners demonstrate that their students truly have a need for supplies and that they are willing to cooperate throughout the year to maximize the impact of SFD programs.

2 TIRELESS FUNDRAISING EFFORTS

The development and marketing teams at SFD work yearlong writing grants, planning events, and organizing campaigns to obtain monetary support for this program. Because of low overhead costs compared to other charity organizations, a higher percentage of funds raised can go directly to purchasing supplies. This year, we paired Build-A-Backpack Day with a new Back-to-School campaign for Supplies for Dreams to continue to broaden its reach. The Back-to-School campaign was an online social media campaign that was able to raise nearly \$4,000.

3 COST EFFECTIVE OPERATIONS

The Dream Drive team works with wholesale dealers to lower the cost of materials. Then each August, Dream Drive hosts Build-A-Backpack Day, a Summer event where SFD supporters volunteer to package supplies and see the concrete impact of their philanthropy. The packages also are delivered to students by a group of SFD volunteers.

AWARD-A- FIELD TRIP

STRATEGIES

In 2016, the committee focused primarily on improving its educational strategies, including revising mission-based curricula and developing stronger partnerships between sponsors and our students.

1 FRICTIONLESS EXPERIENCE

Our Award-A-Field Trip (AAFT) team manages all the logistics and curricula to ensure that the students and chaperones can immerse themselves in the field trip experience, while taking the burden off CPS teachers. AAFT believes that field trips will bring the students a unique experience that will help them understand the information while gaining a new perspective.

2 MISSION-BASED CURRICULA

The AAFT committee works continuously to update the curricula in order to make the field trips as engaging, informative, and exciting as possible for our students. With this curriculum, students explore the museum with mission-based worksheets, which are also carefully crafted by the team.

3 CONNECT SPONSORS WITH STUDENTS

Sponsors can provide much more than funds for our AAFT program: they can join us as chaperones to work directly with the students on field trips. This connection gives sponsors a first-hand opportunity to see the impact of their donations. SFD-trained Field Trip Facilitators are also present on field trips to provide engaging short presentations on the exhibits and to support the chaperones. Throughout 2016, AAFT connected students with sponsors such as Flowers for Dreams and RedShelf.



IMPACT

In 2016, there were 20 field trips to our five sites: the Field Museum, the Adler Planetarium, the Museum of Science and Industry, the Shedd Aquarium, and the Chicago History Museum. These field trips engaged 758 Chicago Public Schools students.

Feedback from our students collected by QA has shown that our field trips engage our students, provide new experiences, and foster curiosity. Looking at our field trips in 2016, 81% of our students were more interested in other cultures after our Field Museum trips, and 96% of our students were more interested in marine life after our Shedd Aquarium trips.

LOOKING AHEAD

In the upcoming year, AAFT will be incorporating field trips to the Northwestern campus as part of the AAFT program. Additionally, we are working on improving and revising curriculums for each museum through committee research trips to ensure that the field trips continue to be rewarding and informative for our students.

ACADEMIC ENRICHMENT



GOALS

Academic Enrichment is committed to building relationships between mentors and mentees through weekly mentoring. The team's interactive project-based curriculum encourages students to develop a love of learning, broad worldview, confidence, and agency.

In order to improve upon last year's strategies, Academic Enrichment (AE) is now taking larger steps to collect feedback, ensure impact, and prepare mentors.

1 MENTOR DIVERSIFICATION

In order to better serve our students and act as role models with whom they can relate, we seek to broaden our recruitment effort to include mentors coming from CPS as well as from minority groups.

2 DREAMTRACK AND QA

DreamTrack allows us to collect feedback from mentors and students each week. This information allows us, in conjunction with the Quality Assurance team, to improve our curriculum and monitor the growth of our students.

3 TRAINING IMPROVEMENT

We have improved mentor training to include aspects of power dynamics and community knowledge. Additionally, we plan on one-on-one coffee-chats with mentors to get feedback on how to increase preparedness. We have also continued to improve our curriculum to better serve our students.

IMPACT

In 2016, Academic Enrichment (AE) provided mentoring for 80 students at our four partner Chicago Public Schools. Students were led through curriculum focused on three established areas: Entrepreneurship, Community Engagement, and Career/Future Explorations.

LOOKING AHEAD

A primary goal for AE in 2017 is to continue to work closely with QA to extract information from data to better understand our impact and improve our program, and another is to expand our program to become a two-year mentoring program for sixth and seventh graders.



QUALITY ASSURANCE

GOALS

Quality Assurance (QA) is the newest branch of Supplies for Dreams and was developed to quantitatively and qualitatively measure the impact our programs have upon students. The research and analysis done by the committee aims to ensure sustainability and constant evaluation and improvement of our programs. QA analysis will help programming committees make decisions about mentoring theme topics and field trip curricula. Data collected by QA will be essential to proving our impact to potential donors.

This year the QA branch had three main goals: work more closely with other committees, improve current research methods, and continue to measure impact.

STRATEGIES

To accomplish the goals above, Quality Assurance (QA) is implementing several strategies to assess and improve the work of SFD.

1 PRESENTING RESULTS

To strengthen ties with other committees, QA is presenting reports at Academic Enrichment and Award-A-Field-Trip meetings and working together with those committees to improve their curriculum. Additionally, QA members are teaming up with each committee to pinpoint how data-driven tools can help them.

2 RESEARCH METHODS

QA is focusing on implementing new ways to measure impact, increasing existing methods (e.g. interviewing students), and evaluating the effectiveness of others (e.g. surveying students). As part of these efforts, QA plans to hire a data consultant.

3 BENCHMARK ANALYSIS

The QA team's main objective is to measure impact, but the first step is understanding what that 'impact' is. QA has begun to refine this scale of measurement by reaching out to other non-profits to compare and improve our data measurements and goals.

HIRE A DATA CONSULTANT

QA is looking for a data consultant to quantitatively measure the impact of Supplies for Dreams' mentoring program in terms of agency, broad worldview, confidence, and love of learning. While QA currently has a collection of measurement tools (primarily consisting of surveys and interview questions), a professional data consultant will further develop tools to track and quantitatively measure the impact Supplies for Dreams has on a student.

LOOKING AHEAD

QA hopes to improve ties within the organization to create effective solutions for each committee. In addition, the team hopes to develop new ways to measure the success and impact of our programs in the long term.



EXPANSION AND SUSTAINABILITY



PROGRESS, GOALS, AND LOOKING AHEAD

In 2016, we took the first big steps toward furthering our overall impact. After considering several universities in Chicago, we decided on the University of Chicago as a home for our second university chapter.

We are planning on continuing to expand the organization's reach across Chicago, with the goal of 30 CPS partner schools and 16 university chapters by 2021.

As our organization grows internally, we recognize that we need to provide the best quality programming for our current students. In order to expand successfully and in a sustainable manner, the team has created a four-step growth strategy detailed on the following page.

1. FOCUS ON CORE COMPETENCIES

We plan to increase funding for programs focused on providing rich extracurricular experiences. We are aiming for a 40% increase in AAFT per student spending and a 400% increase in AE per student spending by 2021 as we continue to shift the focus to extra-curricular experiential programs.

2. INCREASE INVESTMENT IN TECHNOLOGY

We will actively explore technologies that can help students better engage with educational content and enhance extra-curricular experiences. This will include adopting new mobile and e-learning technologies and, where necessary, investing in the creation of custom platforms. We will allocate 5-10% of annual programming budget towards procuring, developing, and maintaining technologies.

3. LEVERAGE CHICAGO UNIVERSITIES AND COLLEGES

We will continue to establish chapters of Supplies for Dreams at various universities and colleges in the Chicago area. Chapters will be responsible for programming, and local fundraising and marketing. Each chapter will receive partner schools and operate according to standards set by the parent organization. By 2021, 16 chapters will provide services to 30 CPS schools.

4. RECRUIT AND HIRE A FULL-TIME LEADERSHIP TEAM

We believe that full-time leadership will better manage growth and enhance the credibility of the organization. Because of this, over the next 12 months, the Board of Directors will work to draft a recruiting and hiring plan for full-time leadership.

MEET THE TEAM



Row 6: Sean Bald, Troy Xu, Joseph Raff, Alex Mason, Reed Klaeser, Mark Scovic
Row 5: Sam Kahn, Lukas Stachtiaris, James Malnati, Bere Clarke, Kevin Pu, John Ericson
Row 4: Natalie Griffin, Helena Kalman, Sarah Walwema, Derek Zajac, Ryan Tang, Pavel Kleyner
Row 3: Prianka Murthy, Mira Wang, Dashia Kwok, Irena Yang, Rebecca Liu, Sabrina Kinney
Row 2: Jamie Hwang, Jane Ruan, Avni Singh, Maria Christina Loi, JoAnna Mueller, Laura Zajac
Row 1: Yoko Kohmoto, Christie Jok, Ashley Antony, Avni Mahagaokar, Tracy Yu, Reena Burt, Carolyn Guo
Not Pictured: Rishika Bheem, Teah Brands, Kenzie Carnow, Helen Chen, Marissa Esparza, Helen Li, Jocelyn Liao, Gloria Mao, Eleni Varelas, Suyeon Yang, Alicia Zheng

HIGHLIGHTS FROM THE TEAM



Suyeon Yang (Donor Engagement) As SFD’s first Donor Engagement Director, Suyeon Yang spearheads donor relations and organization. During her first year on the job, she’s crafted new ways to streamline her work, which includes compiling and using concrete data to target specific donor groups. Beyond managing existing donations, Yang proactively seeks out new resources for SFD. In the past, she’s studied non-profits of similar size, mission, or location for inspiration, which has brought forth fresh fundraising ideas.



Jane Castro (AAFT) This year, veteran Award-A-Field-Trip Director Jane Castro revamped old curriculum with a new team, starting from scratch for many locations. While minor improvements are typical from year to year, her team decided to completely overhaul old museum guides and activities.

“There was a really great energy in the committee that came with change, and it came through on all of the trips,” Castro said. “Some of the best trips are when everyone is excited to see it in action for the first time. I think the students really pick up on that excitement and want to get in on all the fun!”



Jane Ruan (AE) Academic Enrichment successfully retooled its Career Exploration curriculum this year, to the delight of mentors. Mentoring recruitment itself has been a highlight for Director Jane Ruan, who is excited to roll out Mentor Trips this winter.

As a senior, Ruan is ready to enjoy her last couple of quarters at Northwestern, but not without first finding a replacement to pass her baton to: “I’m looking forward to finding and preparing the new AE Director for this amazing job.”

ASSOCIATES BOARD



BRIAN BOHL



MASHA BOVKUN



ARIA FIAT



KATHERINE GAUDYN



CHAD HORETSKI



HIRO KAWASHIMA



VANESSA LEE



CASSIE MORAN



MIRANDA ZHAO

“The next few years will be tumultuous for public education and our students. My goal is to ensure that every student we serve feels cared for, prepared, and ultimately succeed in their daily lives.”

Hiro Kawashima, founder of SFD

BOARD OF DIRECTORS



BRIAN BOHL



ARIA FIAT



HIRO KAWASHIMA



VANESSA LEE



JOSEPH RAFF

GIFT SHOWCASE

\$5,000+

Flowers for Dreams
Northwestern University
Seabury Foundation
The Springboard Foundation

\$1000-\$4999

Chicago Community Trust
The GE Foundation
Hiro Kawashima
Kenneth & Joan Raff
Li Jiang
Ronald Ringer Foundation

\$100-999

Adriana Diaz
Alex and Heather Stachtiaris
Allstate
Andrea Bell
Andy Goodrich
Angela Lee
Anna Hunderfund
Anonymous
Ariel Cheung
Benita Sinnarajah
Bernie Auyang
Bettina Chang
Carolyn Guo
Cassie Moran
Charles Whitaker
Chase Wurdeman
Chicago Tribune
Christopher Mueller

Crossroads Trading Co
David and Susan Rosenberg
David McGranahan
Dea Guerra
Debra Gupta
Douglas Raff
Emily Young
Eric Wang
Gaoxiang Pu
Gary Kromelow
Geoffrey Orsak
George Terzakis
Gray Matters Group
Hitoshi Kawashima
Inn (Christina) Lee
Jainulabdeen Ifthikharuddin
Jennifer Kunde
Joe Regan
John Bryant
Jorge Ugaz
Joseph Kwok
Joseph Raff
Joshua Sim
Katherine Gaudyn
Khateeta Emerson
Kristen Goss
Laura Sommer O'Brien
Laurie Rosin
Linda Zajac
Lisa Bacus
Lyft
Marie Donaldson
Martha Johnson
Mary Clarke

Mary Goodrich
Masha Bovkun
Melissa Bartolomei
Merck Foundation
Michele Title
Mizuho
Morgan Howe
Nancy Ericson
Network for Good
Peter Hayes
Philip and Tina Danze
Rachel Givelber
Randi Fiat
Richard Crawley
Rimma Resenchuk
Rory Burnett
Rotary Club of Wilmette Foundation
Samantha Yi
Samir Mayekar
Scott Seder
Steve Kaiser
Susan Landis
Tao Guo
Taylor Diem
United Way of Greenville County
Vanessa Lee
Vanguard Charitable
Walmart
Xiaoshuang Li
Yolanda Trejo
Yuan Zeng
Yuko Kawashima

FINANCIAL STATEMENT

	<u>2016 YTD</u>	<u>2015 YTD</u>
Public Support And Revenue		
Public Support		
Individuals	\$ 17,060	\$ 20,853
Corporations, Foundations and Other Organizations	51,354	54,731
Special Event Revenue	10,929	17,163
Gifts In-kind	2,626	5,243
Interest and Other Income	84	91
Total Public Support and Revenue	82,053	98,081
Expenditures and Expenses		
Charitable Expenditures and Development		
Programming	42,818	58,260
Fundraising	14,979	17,063
Promotions	-	-
General & Administrative Expenses	12,462	11,037
Total Expenditures and Expenses	70,259	86,360
Change In Net Assets	11,794	11,721
Change in Investment Account Year to Date	1,136	(131)
Net Assets At Beginning Of Year	99,715	88,125
Net Assets YTD	\$ 112,646	\$ 99,715

