

YEAR OF IMPACT

# 2013: A Foundation for Social Transformation



1998 Fellow Vikram Akula at 2013 Big Bold Benefit

➤ *We believe investing in next-generation social change talent is a powerful route to solving the world's biggest problems.*

In 2013, Echoing Green's work was driven by our goals to deepen support to our Fellows, incubate a movement of young people seeking to discover their unique path to social change, share our twenty-five year perspective with the sector at large, and fortify our own capacity for growth.

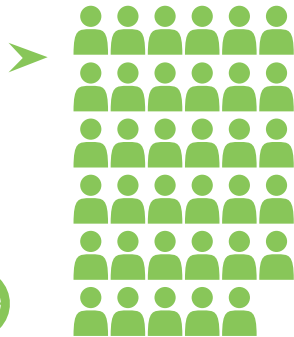
Here, we present a snapshot of the year's activity and impact, which lays a foundation for Echoing Green to grow our programs in years to come.

## I. SELECTING TOP TALENT

*We believe that a competitive process* for Fellowship selection drives social entrepreneurs to better hone their ideas and elevates top talent for a diverse portfolio.

# 2,872

Applications received



35 Fellows selected as Class of 2013

# 126

Countries represented

# 532

Application evaluators

# 6k

6,180 hours reviewing

## II. DEEPENING FELLOWS SUPPORT



*We believe that individualized support*, from a trusted advisor who can provide access to our world-class network, increases Fellows' potential for lasting impact.

# 85

51 Global

20 BMA

14 G2S

Fellows in current cohorts

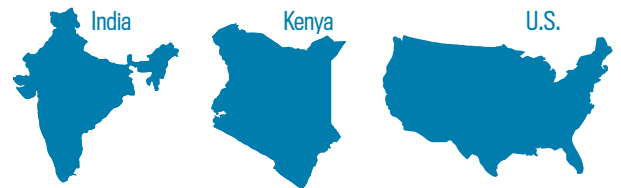
**Global Fellowship:** Our twenty-five year-old program for entrepreneurs deeply connected to the needs and solutions that may work best for their communities, anywhere in the world.

**Open Society Black Male Achievement (BMA) Fellowship:** Launched in partnership with the Open Society Foundations to support emerging leaders dedicated to improving the life outcomes of black men and boys in the U.S.

**Going to Scale (G2S) Inflection Cohort:** Pilot of our new Inflection Cohort program, providing deep support to Fellows during key moments in their careers, long after their initial funding period.

# 36

Fellows received in-person support in 13 cities in 3 countries



Atlanta, Boston, Bungoma, Jaipur, Los Angeles, Mumbai, Nairobi, New Delhi, New Orleans, New York, San Francisco, Seattle, Washington, D.C.

# 81



Brain Trust problem-solving roundtables connected Fellows to advisors in our network

# 900



Emails exchanged between Fellows and our President

## YEAR OF IMPACT 2013

# ROI

Return on Investment in FY13  
from Classes of 2011 and 2012

\$2.4 M

Directly invested  
in Fellows

\$28.8 M

Raised and earned by our  
current classes of Fellows

58

Fellows  
received support

641

Staff employed  
around the world



Fellows received such awards as Forbes '30 Under 30,' PopTech Fellowships, Ashoka Fellowships, the Petra Fellowship, and the Draper Richards Kaplan Fellowship



### III. BUILDING LASTING COMMUNITY

*We believe investing in an interconnected, loyal ecosystem* amplifies the commitment of our community to supporting one another, and to achieving their visions for social change.

90%

We are in touch with 90 percent  
of all 587 Fellows ever selected.

188

Fellows  
attended

22

Classes  
represented

42

Fellow-led  
sessions

At our  
**25th**  
Anniversary  
All Fellows  
Conference

Fellow speakers included Van Jones, Wendy Kopp, Mayor Angel Taveras, Michael Brown, Alan Khazei, JB Schramm, and Vanessa Kirsch

2012 All Fellows Conference



### IV. INCUBATING A MOVEMENT

*We believe there is a long-lasting opportunity* for social entrepreneurs to seek and enact their unique purpose early in their careers.

#### Work on Purpose

Work on Purpose is a curriculum and training program that leverages the life and work lessons from our world-changing Fellows to support a wide spectrum of young people seeking to make the world a better place in a way that is distinctly right for them.



1

175 page curriculum



15

Uniquely designed workshops



131

Trained facilitators from nonprofits  
and universities



3,000

Young people reached through trainings,  
workshops, and keynotes

100%

of facilitators surveyed said  
they would recommend the  
curriculum to a colleague.



GirlTrek, 2013 Global Fellows

# ECHOING GREEN

## V. BUILDING A SUSTAINABLE PLATFORM

We believe investing in our organization fortifies our role as a twenty-first century leader in the social innovation movement.

**1,000,000+** Online followers 



Speaking engagements included Skoll World Forum, The White House, USAID Global Diaspora Forum, Ben & Jerry's Social Entrepreneurship Summit



Top-rated articles included Harvard Business Review, Time Magazine, Idealist, New York Times, Black Enterprise, Forbes, DailyGood

Change that lies in equipping and inspiring young people to

## Social Investment Council

The Social Investment Council is a select group of socially-conscious rising leaders from the private sector who support and participate in Echoing Green's work, with emphasis on the unique ways philanthropy and skill-based volunteerism can lead to highly impactful lives.

### MEMBERS PARTICIPATED IN

12

Fellow Brain Trust roundtables

15 

Working dinners with Fellows

5

Fellow consulting projects

20

Echoing Green focused activities

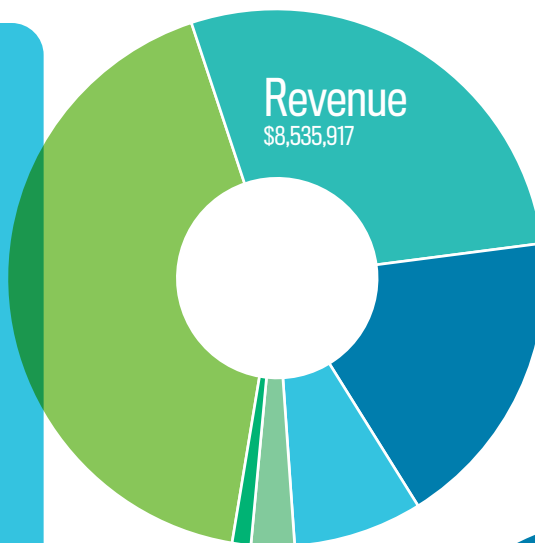


88%

of members said they now think more about how they can contribute to solving social problems.

78%

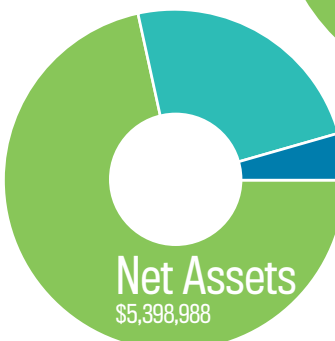
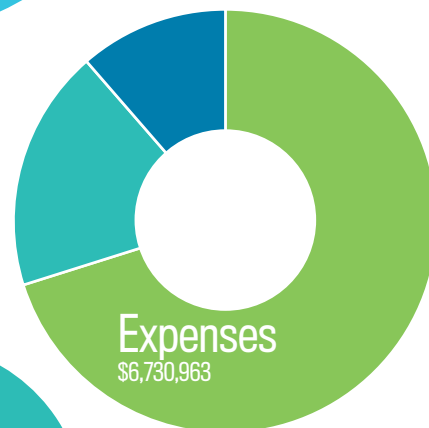
of members said they are now more likely to engage in philanthropic activities.



Foundations: \$3,602,241  
Corporations: \$2,366,746  
Individuals: \$1,573,271  
TSEF: \$671,256\*  
Earned Income and Other: \$225,292  
Donated Goods and Services: \$97,110

\* Revenue recognized from for-profit Fellows' recoverable grants assigned to The Social Entrepreneurs Fund (TSEF).

Fundraising: \$766,068  
Management: \$1,244,004  
Program services: \$4,720,891



Unrestricted: \$1,294,887  
Permanently Restricted: \$239,335  
Temporarily Restricted: \$3,864,766



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## OUR INVESTORS

Fiscal Year 2013  
(July 1, 2012 to June 30, 2013)

### \$1,000,000 and Up

General Atlantic\*  
Open Society Foundations\*  
W.K. Kellogg Foundation\*

### \$500,000 to \$999,999

David C. and Laurie B.  
Hodgson\*  
Newman's Own  
Foundation\*  
Pershing Square  
Foundation\*

### \$100,000 to \$499,999

Anonymous (3)  
Barclays  
The Bertha Foundation  
Peter Bloom and Janet  
Greenfield\*  
Bohemian Foundation\*  
Steve and Roberta  
Denning\*  
Andrew Kassoy\*  
Laurie M. Tisch Illumination  
Fund  
Larry Lunt\*  
Rockefeller Foundation\*  
Start Something That  
Matters

### \$25,000 to \$99,999

Anonymous (1)  
Maya Ajmera and David  
Hollander  
American Express  
Foundation  
American Securities Capital  
Partners  
Bloomberg L.P.  
Guy and Kitty de Chazal  
Flora Family Foundation  
William Ford  
Godley Family Foundation  
Goldman Sachs Group, Inc.  
Halloran Philanthropies  
HP  
Indira Foundation  
Lisa and David Issroff  
John P. & Anne Welsh  
McNulty Foundation  
Joshua Mailman and  
Monica Winsor  
Ajay and Debbie Nagpal  
Paul, Weiss, Rifkind,  
Wharton & Garrison LLP  
Marc and Stacey Saiontz  
Segal Family Foundation

TPG Capital, L.P.  
Daniel Weiss and Amy  
Berkower

### \$10,000 to \$24,999

Blue Ridge Foundation New  
York  
Steve and Barb Buffone  
Peter and Sybille Campbell  
Coatue Foundation  
Kathryn Corro and Joseph  
Ansanelli  
Carrie Denning  
Gibson Dunn  
Andrew Eil and Hannah  
Seligson-Schaffer  
Education Foundation  
GE Antares Capital  
Adam and Julia Janovic  
J.P. Morgan & Co.  
Kaye Scholer LLP  
Marie Kelly  
Rene and Marie-France  
Kern  
Knight Capital Americas  
LLC

Margaret Loeb  
Steve Malkenson  
Murray Metcalfe  
Anthony Meyer  
Stuart Miller  
Mario Morino  
Maurice Amado Foundation  
McKinsey & Company  
Lisette Nieves  
Paulson & Co Inc.  
Tom Phillips  
Shiva Sarram  
Robert and Karen Scott  
Adam Shapiro  
Ian and Liesel Pritzker  
Simmons  
Jerome and Mary  
Vascellaro  
Richard and Patti Wayne

### \$5,000 to \$9,999

Anonymous (1)  
Eli Aheto  
John Burchett  
Diana Propper de Callejon  
and Antonia Bowring  
Thomas and Melissa  
DiTosto  
Doris Duke Charitable  
Foundation  
Cheryl Dorsey

Edwin Gould Foundation  
Embrey Family Foundation  
Wendy Ettinger  
Robert and Nellie Gipson  
Google  
Kirstin Hill  
Dylan and Camomile Hixon  
Ellen Jewett and Richard  
Kauffman  
John S. and James L. Knight  
Foundation  
Peter Knight and Gail  
Britton  
Miles Lasater  
Millennium Management  
and Employees'  
Foundation  
Louis V. Molinari & Family  
Morrison Foerster  
Foundation  
Sally Park  
Ronnie Planalp and Stephen  
Trevor  
Ryan Preclaw  
The Sandler Family  
Ben and Karen Kehela  
Sherwood  
The Siege Family  
Tom and Catherine Tinsley  
David and Peg Topper  
Philip and Jenny Trahanas  
Klaas and Petra Van Der  
Kaaij  
Robb and Jenny Vorhoff  
Susan and Jerry Webman

### \$2,500 to \$4,999

Anonymous (1)  
Dr. Neal Baer & Gerrie  
Smith  
Lucy Ball  
Richard Cavanagh  
Jeffrey Greenip  
HBO  
Evan and Florence Janovic  
Network for Good  
Noddle Family Charitable  
Fund  
Craig and Kim Pastolove  
Robert and Margaret  
Patricelli  
Anne Pollack  
David Rosenstein  
United Way of New York  
City  
Jeffrey Walker  
Margaret Wang  
James Watson  
Lance West

### \$1,000 to \$2,499

Katherine Aitken  
Seema Amble  
Cornelia van Amerongen  
Aditi Banga  
Bank of America  
David Batt  
BC Partners Foundation  
(US), Inc.  
Esther Benjamin  
Lisa Berkower and Mitchell  
Rubin  
BlackRock  
Katherine Boas  
Keith Buckler  
Spencer Butwin  
Benjamin Byrne  
Roxanne Campbell  
Alejandra Caro  
Elizabeth Cassidy  
George Chang  
Daniel Chorney  
Albert Chu  
Ken Bartels and Jane  
Condon  
Jason Costi  
Stonington Cox  
Timothy Croak and Kevin  
Hogan  
Jed Cullen  
Munir Dauhajre  
Mark Degenhart  
Graham Duncan  
Henry Dunlop  
Diana Elghanayan  
Michael Faber  
Lauren Farleigh  
Fidelity Foundation  
Quentin Fogan  
Benjamin Forman  
John Feraca  
David and Ellen Freeman  
Charles Friedland  
David Gaynes  
David George  
Eleanor Gimon  
Marianne Gimon and  
Alessandro  
d'Ansembourg  
Eric Glass  
Jonathan Gurwitz  
Andrew and Bracken Gustin  
Hilary Halpern  
Amir Har-El  
Julia Heath  
Jonathan and Patricia  
Hedley  
Michael Hinckley  
Rachel Hines  
Phil Horstmann  
Lauren Hubbell  
Lilah Hume  
Michael Jones  
Justin Kang  
Melvin Kaplan  
Andrew Karlin  
Carolyn Kelly  
Patrick Kelly  
Anna Khan  
Jin-Young Kim  
Taena Kim  
Andrew Klaber  
Johanna Klein  
Brian Kreiter  
Emily Lamont  
Stuart Landesberg  
Lisa Lee  
Jed Leidheiser  
Andrew Leisman  
Marian Leitner  
Daniel Liebskind  
Tracy Li  
Samuel Lipsick  
Eric Liu  
May Liu  
David and Mary Lohuis  
John Lovisolo  
Grace Lu  
Liz and Matt Luckett  
Thomas and Johnna Luglio  
Peter Ma  
Marty and Judy Malloy  
Virginia Maloney  
Melissa Mariaschin  
Diego Marroquin  
John McBryan  
Kevin McCarthy  
Calley Means  
Alexis Meredith  
Microsoft Corporation  
Samuel Miller-Little  
Larry Mizel  
Alexandra Moser  
David Munsky  
Clare Murray  
Stephen Meyer  
The Narula Foundation  
Christopher Nizolek  
Aron O'Connor  
Morris Offit  
Nancy Oriol

William Oris and Jeanne  
Murphy  
Michael Graff and Carol  
Ostrow  
Monika Parekh  
Alan Patricof  
Tanya Perkins  
Jason Peterson  
Jim Pitofsky  
J. Paul and Pamela Pope  
Danielle Rausnitz  
J Regalado  
Rita J. and Stanley H.  
Kaplan Family Foundation  
Inc., Scott Kaplan Belsky  
Laura Rodgers  
Brett and Rivi Rochkind  
Gidon and Elizabeth  
Rothstein  
Vishal Rungta  
Thomas Ryan  
Paul Schnell  
Lauren Schy  
David Seidman  
Allison Shapiro  
Doug Shaw  
Meicheng Shi  
Tripp Shriner  
William Shutkin  
David and Linda Sicher  
Anita Sonawane  
Nikila Sri-Kumar  
Stuart and Lisa Sternberg  
Marquise Stillwell  
Elaine Tai  
Claire Tinsley  
Christopher Titcombe  
Graves and Colleen  
Tompkins  
TowerBrook Capital  
Partners, L.P.  
Zachary Townsend  
Seth Tribble  
Casey Trubo  
Eric Verploegen  
Vaibhav Vish  
David Waldman  
Tina Walha  
Pam Wasserstein  
Michael Webb  
Nicole Wee  
Sara Weiss  
Jenn Wilcox  
Steve Wu  
Michael Yarian

\*Denotes a multi-year gift