We put into action our most rapid organizational growth in our twenty-seven year history.

Committing to innovative new programming and fortifying our own sustainability is a core component of our strategic growth plan. This means building new departments, re-aligning teams, and developing new roles.

89% STAFF GROWTH 42% MORE INVESTED IN PROGRAMS

We increased paths for our dedicated supporters to become engaged contributors of their passion, time, and perspective.

Encouraging a stronger ecosystem increased professional resource for Fellows, and correlated to revenue growth for Echoing Green.

Supporters involved in Fellow Support through:

- 120% REVENUE GROWTH
- BARCLAYS BRAIN TRUSTS
- FELLOWSHIP APPLICATION READERS
- EXECUTIVE ADVISORS CIRCLE
- FELLOWSHIP JUDGES

$18,623,833.81
- Founders: $14,649,327
- Individuals: $3,371,860
- Corporations: $3,321,576
- TSFF: $744,965 *
- Other: $9,910

$2,242,706
- Program Services: $1,792,579
- Management: $740,680
- Fundraising: $290,000

$16,371,107
- Temporarily Restricted:
  - $12,315,762
  - $8,871,340
- Permanently Restricted: $235,335

Being involved with the Executive Advisors Circle for two years, I have met with dozens of Echoing Green Fellows. In the course of providing counsel and a sounding board, I have invited several of them to take up temporary residences in my company’s offices. That’s a nice benefit to the Fellows. But the reciprocal benefit to my business is at least as compelling. My staff got involved with the Fellows, and came back to work inspired, motivated and excited to work at a company aligned with such innovative social enterprise.

TOM PHILLIPS
CEO, Distillery

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We launched the Climate Fellowship for social entrepreneurs addressing climate change.

The threat of global climate change is one of the greatest humanitarian and economic challenges of our time. Echoing Green’s new Climate Fellowship, built in partnership with The ZOOM Foundation, is specifically targeted for next-generation social entrepreneurs committed to working on innovations in mitigation and adaptation to climate change.

We now operate three Fellowships to promising social entrepreneurs:

- 12 CLIMATE FELLOWSHIPS
- 10 BLACK MALE ACHIEVEMENT FELLOWSHIPS
- 33 GLOBAL FELLOWSHIPS

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35.2% INCREASE IN NUMBER OF FELLOWS SUPPORTED
We distill our support for Fellows into a standard Individualized Fellow Plan.

The Individualized Fellow Plan is based on universal building blocks and, with the dedicated support of a Portfolio Manager, is at the center of our work with each Fellow. This standard helps us create a dashboard to track and guide each Fellow’s progress, and to see broader trends in both challenges and opportunities as they grow their impact.

We kicked off three cohorts for Fellows at pivotal moments of growth later in their careers.

Programming designed for Fellows at key inflection points of their initial funding period presents an opportunity to further deepen their impact in the world.

We have removed the term “alumni” from our vocabulary: “Once a Fellow, always a Fellow.”

We have invested $4700,540 in FY14. 7.6x return.


We sharpened our focus on training educators and nonprofit leaders who assist young people to identify their purpose.

The curriculum and training program for educators and nonprofit leaders extends the Work on Purpose program’s reach to help more young people discover what’s right for them, and what’s good for the world.

After sixteen years of running my organization, At The Crossroads, I had no immediate plans to significantly scale our work. But there was a growing need. Attending the 2013 Inflection Cohort motivated me to take action and double our budget within 2-3 years to increase our client counseling capacity by 150 percent.

ROB GITIN 1997 Global Fellow, Co-founder and Executive Director, At The Crossroads

Social enterprises with varying legal structures working across geographies and sectors have used both investment and philanthropic capital to advance their work.

With support of the Rockefeller Foundation, we conducted wide-ranging interviews to gain perspectives from entrepreneurs, grant makers, impact investors, and corporate supporters. The resulting study hopes to open and inform broader conversations in the field of impact investing.

MAGGIE STEVENS Director for Program Development and Undergraduate Studies, University of Indianapolis School for Adult Learning

“Work on Purpose was awarded the Cordes Innovation Award.”

We drew from our deep experience and network to illustrate how social enterprises can secure mission-aligned capital.

KEY THEMES

- Foster funder relationships long before needing funding
- Seek mission-aligned funders who can offer more than financial resources
- Fit the funding to the need and not the legal structure
- Impact investors and grant makers can partner to support growing social enterprises