

OUR 30TH YEAR boasted new highs, exciting new Fellows, and a powerful return on our investment in social impact leaders. Taken together with the full impact of the first 30 years of Echoing Green's work, we see an evolving organization with global impact, and an entire generation of leaders who continue to do the work it takes to change their world for the better.



Bigger and Bolder

MOST RAISED FROM
A SINGLE EVENT

\$1.53M

BIG BOLD BENEFIT
AT CIPRIANI WALL STREET

MOST FELLOWS AT
A SINGLE EVENT

184

ALL FELLOWS CONFERENCE
IN SAN FRANCISCO

HOSTED INAUGURAL
ECHOING GREEN SUMMIT

19
SESSIONS

54
SPEAKERS

403
ATTENDEES

\$693K
RAISED

Prepared for Impact

AS THEY COMPLETE THEIR 2-YEAR FELLOWSHIP, THESE LEADERS HIT THE GROUND RUNNING.

SARAH TOUMI '15 is combating rural poverty in Tunisia, a result of land desertification and dwindling water resources, by introducing hardy trees and holistic farming. She is featured on prime time news across North Africa, is the subject of an upcoming documentary, and was recently appointed a member of France's Presidential Council for Africa.

DAQUAN OLIVER '15 pairs college mentors with middle school students in under-resourced communities. Having expanded from Boston to New York, Los Angeles, and the Bay Area, he pitched his plan to deepen the program at WeWork's Demo Day. When the judges awarded him the top prize, they chose to increase it from \$100K to \$180K.

With a single food truck, **JORDYN LEXTON '15** trains formerly incarcerated youth in culinary and business skills. Now, Drive Change has been awarded \$3M from the Manhattan District Attorney's Office to build a shared food truck commissary, putting more trucks on the road and clearing the path to even greater impact on poverty and unemployment citywide.



Mapping the impact of our first **30** years

ECHOING GREEN HAS
SELECTED AND SUPPORTED

763

SOCIAL CHANGE LEADERS

DIRECTLY INVESTED

\$42.5M

IN THEIR DEVELOPMENT

THIS COMMUNITY HAS...

WORKED IN

86

COUNTRIES

APPLIED A
RANGE OF
STRUCTURES

78% NONPROFIT 7% HYBRID
12% FOR-PROFIT 3% OTHER

SERVED AT A GLOBAL SCALE

COLLECTIVELY, ECHOING GREEN-FUNDED ORGANIZATIONS HAVE SERVED MORE THAN...



12 Million

STUDENTS IN 3700 SCHOOLS



3.7 Million

PATIENTS



270,000

COMMUNITY HEALTH WORKERS



When **RAJ PANJABI '11** arrived in Liberia in 2005, there were only 51 doctors to serve 4 million people. Today, the country is on it's way to training and employing over 4,000 health workers. In the past year alone, Raj has been profiled by Bill Clinton for TIME 100 Pioneers, awarded the 2017 TED prize, and joined the Echoing Green Board of Directors.



28 years ago, **WENDY KOPP '91** had the idea to recruit young leaders to teach in under-resourced schools. Today, 6,400 Teach For America members work in 53 communities. 83% of the 50,000 alumni work in public service, including 1,120 school principals and 150 elected officials. Wendy founded Teach For All in 2007, now operating on every continent.



ANDREW YOUN '06 is fighting hunger and poverty in Sub-Saharan Africa by delivering modern techniques to 576,000 farming families, who now generate 50% more annual income than unsupported farmers. One Acre Fund has received \$18M from The Gates Foundation since 2013, and this year entered a partnership with the Global Innovation Fund.

A Legacy of Leadership

FELLOWS REMAIN DEDICATED TO CREATING LONG-LASTING CHANGE.



70%

of Echoing Green-funded organizations from 1990-2015 are still in operation today.

80%

of Fellows remain in the social sector, regardless of whether they continue leading their Echoing Green-funded organizations. Many of the remaining 20% hold leadership positions in academia, government, and healthcare.

ANNUALLY SPENT

\$900M

TO SOLVE SOCIAL PROBLEMS

COLLECTIVELY RAISED

\$5BN

FOR PUBLIC GOOD

**ECHOING
GREEN**

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Taking the Right Risks

IN FY17
ECHOING GREEN
DIRECTLY INVESTED

\$2.7M

IN 85 FELLOWS



ECHOING GREEN
SUPPORTED

66

FELLOW-LED ORGANIZATIONS



FELLOWS RAISED
OR EARNED

\$26.9M

FOLLOW ON FUNDING



FELLOWS
EMPLOYED

1,097

STAFF MEMBERS



For every dollar we awarded to a Fellow, they raised an additional \$9.99. That's a

999%

ROI FOR SOCIAL
INNOVATION



OUR COMMUNITY
REACHED

2.7 Million

CONSTITUENTS WORLDWIDE

Echoing Green is a 501(c)(3) nonprofit organization. 'Return on investment' is for illustration purposes only. Fellows leading nonprofit organizations are not required to repay their awards; fellows leading hybrid and for-profit businesses are awarded recoverable grants. See echoinggreen.org/fellowship for more info. Activity self-reported by current classes of Fellows.

FY17 FINANCIAL STATEMENT

REPORTED 11.29.17-UNAUDITED

NET ASSETS **\$4,622,414**

Unrestricted \$1,747,508

Temporarily Restricted \$2,635,572

Permanently Restricted \$239,335

REVENUE **\$9,127,717**

Revenue Released from Restriction \$3,777,662

Foundations \$1,997,490

Individuals \$1,943,381

Corporations \$1,309,052

Earned Income & Other Revenue \$100,132

EXPENSES **\$9,588,505**

Program Services \$6,394,938

Management \$1,951,725

Fundraising \$1,241,843

THANKS TO OUR VISIONARY SPONSORS

CONTRIBUTIONS OF \$500,000 OR MORE IN FY17

Steve and Roberta Denning

Dave and Laurie Hodgson



Thanks to all FY17 Donors. Please join us in supporting social innovators as we look forward to the next 30 years.

echoinggreen.org/donate