



**echoing
green**

ACCELERATING
BOLD IDEAS
& **EXTRAORDINARY**
LEADERS

Investing in innovation and
transformational impact for
over 35 years.



Photo: 2012 Echoing Green Fellow Ajaita Shah with social commerce platform Frontier Markets team.

Echoing Green is building a more just, equitable, and sustainable future.

Since 1987, Echoing Green has been on the front lines of solving the world's biggest problems, raising up the transformational leaders willing to speak truth to power and challenge the status quo. We find emerging leaders with the best ideas for social innovation as early as possible and set them on a path to lifelong impact by funding, connecting, and supporting new generations of social impact leaders. Our community of nearly 1,000 Fellows—including past Fellows such as First Lady Michelle Obama, political commentator Van Jones, and the founders of Teach For America, BlocPower, and One Acre Fund—are challenging the status quo to advance racial equity, climate justice, economic opportunity, and more worldwide.

BACKING TRANSFORMATIVE LEADERS

and thriving communities around the world

\$54M INVESTED IN **901 FELLOWS** IN **86+ COUNTRIES**

AN ECOSYSTEM OF SUPPORT:
\$200K PER FELLOW

- Leadership development
- Wellness programming
- An unrivaled network of industry leaders

\$7.5B+ raised by Fellows for social change worldwide

70% of orgs we've funded are still in operation

80% of our Fellows remain in the social sector

Echoing Green Fellows launch their social businesses using various structures to innovate for dramatic social change.

75.1% NONPROFIT

14.3% FOR-PROFIT

8.2% HYBRID

2.1% OTHER

0.3% UNDECIDED

ECHOING GREEN FELLOWS

Change-makers.
Innovators.
Proximate leaders.

We believe lasting change and bold ideas come from the communities those ideas impact. Check out some of the game-changing work led by Echoing Green Fellows.



DION DAWSON '22

Dion's Chicago Dream, Founder

Dion's Chicago Dream increases access to healthy food options for the over 500,000 Chicago residents experiencing **food insecurity**. The organization delivers food to the doorsteps of more than 375 households every week. Since the organization's founding in 2020, they have distributed over 200,000 pounds of fresh produce to Chicago residents.



HEEJAE LIM '15

TalkingPoints, Founder

TalkingPoints is an **ed-tech nonprofit** improving educational outcomes for under-resourced, multilingual students in the U.S. by building strong connections between families and schools. With translations in over 125 languages, their human and AI-powered platform has already facilitated over 250 million conversations between families and educators. By 2023, TalkingPoints plans to reach and support 10 million students and their families across school districts in the U.S.



SHIVANI SIROYA '11

Tala, Co-Founder

Tala is the world's largest and most accessible **financial platform** for the unbanked. Working in Kenya, Mexico, India, and the Philippines, Tala has disbursed over \$2.7 billion to more than 6 million traditionally underserved entrepreneurs. Tala is powering bold ideas, growing local businesses, and building a more equitable financial system for all.



AJAITA SHAH '12

Frontier Markets, Founder

Frontier Markets builds strong **rural marketplaces** and economies in India by investing in rural women entrepreneurs. Serving as a bridge to rural communities, they provide essential high-quality, climate-friendly, and gender-inclusive products and services. Frontier Markets' rural women entrepreneurs have earned nearly \$2 billion in income and impacted 3.5 million lives.



CHARLOT MAGAYI '20

Mukuru Clean Stoves, Founder

Mukuru Clean Stoves is a woman-led social enterprise that manufactures clean, affordable, and **reliable cookstoves**. A finalist for the 2023 Earthshot Prize, Mukuru employs local women and women's groups to produce and distribute safe cookstoves that help households save on fuel consumption and reduce air pollution.

Their work, powered by a 100% women salesforce, has so far impacted the lives of more than 350,000 people.

2022

ECHOING GREEN'S BANNER 35th Year

Bold innovations that position us for our next chapter of impact.

ADVANCING RACIAL EQUITY TODAY

Transforming the world for the better requires an intentional, explicit, and sustained focus on advancing racial and ethnic equity. As a part of our 2020-2024 impact plan, Echoing Green's **\$75 million Racial Equity Philanthropic Fund** fuels our work to invest in visionary social innovators advancing racial equity globally.

BOLD GOAL #1:

**LAUNCH AND SCALE
520
SOCIAL ENTERPRISES**

around the world, including new & alumni Fellows whose work advances racial equity.

OUR PROGRESS:

130+

SOCIAL ENTERPRISES provided with seed funding & follow-on investments.



30%

OF OUR GOAL ACHIEVED AS OF DEC 2022

IN 2022

**\$4M+ AWARDED
40 COUNTRIES
5 CONTINENTS**

54 NEW AND ALUMNI FELLOWS

advancing racial equity at the intersection of health, climate, gender, immigration, and economic opportunity.

Photo: Spelman College students sharing their bold ideas during Echoing Green's IGNITE on-campus workshop.



IN 2022

32 Bonner Scholar students at Spelman College participated in Echoing Green's masterclass program. This virtual course provided hands-on leadership development and learning opportunities for students with a passion for civic engagement and community service.

BOLD GOAL #2:

**5K
LEADERS**

Cultivate a global community of 5,000 leaders who approach social change through racial justice frameworks.

OUR PROGRESS:

2,215+

LEADERS OF ALL EXPERIENCE reached through racial justice programming and workshops.



44%

OF OUR GOAL ACHIEVED AS OF DEC 2022

BOLD GOAL #3:

10K
EMPLOYEES

ENGAGE 10,000 CORPORATE EMPLOYEES in the racial equity movement, activating them to drive impact within their roles and across their communities.

OUR PROGRESS:

7K
EMPLOYEES

connected through workshops and skill sharing engagements with social entrepreneurs as of Dec 2022.



Photo: Echoing Green's Vice President of Programs, Dr. Osagie, welcomes HBCU students to a workshop on social innovation and entrepreneurship.



Photo: Student participating in one of Echoing Green's IGNITE on-campus workshops.

INVESTING IN BLACK LEADERS

In 2022, Echoing Green launched a storytelling campaign to celebrate the catalytic impact of Black innovators working around the world to create a thriving future for all.

Highlighting insights from Black leaders supported through Echoing Green's Black Male Achievement Fellowship, the **Invest in Black Leaders campaign** features a documentary and report.



Unwavering: The Power of Black Innovation

Echoing Green's first-ever documentary explores chronic underfunding of Black-led organizations, all the while celebrating the optimism and perseverance of Black innovators from across the U.S. In February 2022, a special of *Unwavering* aired on 15 NBC-owned and affiliated stations.

Written with Equivolve Consulting Black Voices, Black Spaces: The Power of Black Innovation

explores the possibilities for the field of social innovation through a series of critical reflections on Echoing Green's last decade of investment in Black social innovators.



We are grateful for the partnership and generous support of Comcast NBCUniversal, Barclays, Bloomberg Philanthropies, General Atlantic, Allstate, and Moody's. Learn more at echoinggreen.org/invest-in-black-leaders.

FINANCIALS

June 30, 2022 & 2021

STATEMENTS OF FINANCIAL POSITION

	2022	2021
ASSETS		
Cash & cash equivalents		
Without donor restrictions	\$26,761,248	\$14,221,799
With donor restrictions	\$6,603,884	\$7,773,237
Unconditional promises to give		
Without donor restrictions	\$1,790,000	\$1,397,000
With donor restrictions	\$15,291,042	\$20,335,215
Investments	\$9,768,896	\$9,824,339
Prepaid expenses & other assets	\$381,757	\$275,584
Security deposit	\$111,812	\$111,812
Property and equipment, at cost, net of accumulated depreciation	\$35,829	\$108,486
TOTAL ASSETS	\$60,744,468	\$54,047,472
LIABILITIES AND NET ASSETS		
Liabilities		
Fellowship grants payable	\$2,413,000	\$193,054
Accounts payable and accrued expenses	\$468,562	\$606,751
Deferred income	-	\$306,710
Deferred rent	\$145,519	\$198,643
TOTAL LIABILITIES	\$3,027,081	\$1,305,158
Net Assets		
Without donor restrictions	\$35,822,461	\$24,633,862
With donor restrictions	\$21,894,926	\$28,108,452
TOTAL NET ASSETS	\$57,717,387	\$52,742,314
TOTAL LIABILITIES & NET ASSETS	\$60,744,468	\$54,047,472

Reported Dec 5, 2022. For our full financial report, please visit echoinggreen.org/about/finance

WE ARE GRATEFUL

to all our supporters who made our work possible in FY22

\$500,000+



ARROW IMPACT



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Roberta Denning



TIGERGLOBAL
IMPACT VENTURES



\$100,000+

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FALL 2022

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