During the school year, my Minds Matter mentors were a constant source of support, especially when I was overwhelmed and stressed about college applications. They let me know that I am good enough when I don’t feel like I am. To know that I have people outside of my family that support me and want to see me succeed has given me the motivation to keep pushing myself. I want to make them – and myself – proud.”

-Nancy, Minds Matter NYC alumna and Wheaton College Class of 2019

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Dear Friends and Supporters:

Minds Matter transforms the lives of accomplished high school students from low-income families by broadening their dreams and preparing them for college success. Our students come from households where the average family income is approximately $24,000 and they have achieved an average GPA of 3.8. Outside of Minds Matter, opportunities for this population are far more limited as compared to their wealthier peers:

- High schools with predominantly low-income students have 1,000 students per counselor versus a national average of 471 students per counselor.
- 50% of our nation’s high-achieving, low-income students do not apply to a single selective college or university.
- 75% of students at competitive colleges come from families with incomes in the top 25%, while less than 10% of students come from the bottom half.

Minds Matter is actively addressing these gaps, providing our students with the tools and resources they need to achieve college success, and realizing a 100% four-year college acceptance rate for our program graduates – with greater than 70% attending very, highly, or the most competitive colleges as defined by Barron’s.

Minds Matter volunteers challenge our students, many of whom will be the first in their families to attend college, to create a new vision of themselves. Ours is an intense and rigorous program that works to help our students evolve in significant ways, allowing for deep and lasting change.

Our volunteers and students all invest a significant amount of time, and our program offers experiences well beyond those of a standard college prep program. We are about helping students find their talent and potential, nurturing them to become not just college graduates, but those who can help shine the light for future generations.

Across the country, Minds Matter is powered by more than 1,700 extraordinarily dedicated volunteers and fewer than 10 paid staff nationwide. We run a lean shop, and that is reflected in the results of last year’s independent ROI study. In 2015, we served 611 students – a 7% increase over 2014. In addition, we now have 1,257 program alumni, some of whom have earned roles on our staff and board.

As we ended fiscal year 2015, Minds Matter leaders from across the country gathered to begin charting the plan for our next phase of growth. Our meetings reinforced our shared vision for an entrepreneurial chapter network with a unified vision for programmatic excellence. We are eager to propel Minds Matter forward and look forward to continuing to serve our wonderful students.

On behalf of our students, volunteers and staff, thank you for your ongoing support of this very special organization.

G. Jonathan Bernstein
Board Chair of Minds Matter

Looking Ahead to Fiscal Year ‘16

- Ellen Magnis joins Minds Matter as Executive Director
- Minds Matter named by the prestigious 100 Women in Hedge Funds organization as its 2016 beneficiary
Minds Matter Seattle Student: RASHA

Rasha, a junior at Minds Matter Seattle, is pursuing a career in medicine. Witnessing violence and war as a child in her home country of Iraq left Rasha wanting to do what she could to help the people there. Rasha explains, “They deserve a better life . . . I want to help care for people.”

Rasha grew up in Baghdad, Iraq, and spent nine years in Egypt before moving to the United States three years ago with her family, seeking a safer home and better education. She joined Minds Matter in 2014.

Rasha dreams of becoming a primary care doctor or surgeon, and Minds Matter’s summer programs helped her pursue that passion. Rasha’s Minds Matter Mentors helped her apply to attend the MultiCare Nurse Camp over the summer, to pursue her passion in the medical field. During the five-day camp, Rasha tested medical devices, practiced suturing, and shadowed professional nurses and other healthcare providers.

Attending high school in the United States without speaking any English was initially a challenge for Rasha. But Rasha has proven her commitment to getting a quality education and achieving her dreams. Rasha explains that back in Iraq, it was sometimes dangerous to go to school and the teachers were very strict. She feels the teachers in the United States make learning fun, and she feels more interested in her own education now. Minds Matter Seattle President Ann Rubin says, “I believe Rasha has the patience and diligence to succeed.” And Rasha is happy to be a part of Minds Matter. She says, “I think I’m getting the right education I deserve.”

“I want to help care for people”

-Rasha, Minds Matter Seattle Junior
What We Do

Minds Matter is a comprehensive and highly-successful three-year program that empowers young people from low-income families to achieve college readiness and success. Founded in New York City in 1991 by six Wall Street professionals who understood that the gap in low-income student achievement is not one of intelligence, but resources, Minds Matter has developed a successful program incorporating academics, mentoring, and enrichment experiences that prepare students for bright futures.

Our Three-Year Program

Beginning in their sophomore year of high school, our students spend 4-6 hours per week during the school year in Minds Matter sessions with their volunteer mentors and instructors. Our sophomore program centers on cultivating the math and writing/critical thinking skills that are the foundation of our students’ academic success. In the junior program, students work with their mentors on test preparation for the SAT and ACT standardized exams. During the summers after their sophomore and junior year, students attend summer enrichment programs at prep schools, colleges, and universities across the country and around the world. In the senior program, students work closely with their mentors on college applications, financial aid forms, financial literacy, and navigating the college application process. Our volunteers guide seniors through the college selection process, helping our students determine what school and area of study might be best for them.

Throughout the program, students gain confidence and ambition, strengthen their skills in writing, critical thinking, test-taking, and mathematics, and flourish into young adults who are ready and excited to succeed in college. Minds Matter proudly boasts a 100% success rate for students’ acceptance into four-year colleges and universities.
Who We Are

Our Students

Each day, Minds Matter is inspired by the commitment and drive of the students we serve. Our students choose to spend 4-6 hours per week improving their academic abilities and preparing themselves for the future.

The average family income of our students is $24,360, and nearly half of them live below the federal poverty line. They are typically the first in their family to attend college. Many of them want to become doctors and teachers; they’re determined, focused, and fully aware of the value of higher education to their lifelong successes. It is impossible to not be impressed by these young people.

Our Volunteers

Minds Matter could not exist without the dedication and commitment of more than 1,700 volunteers nationwide. Many of our mentors are working professionals who devote their time to enriching the lives of our deserving students. It is not uncommon for mentor/mentee relationships between volunteers and their students to continue beyond the three-year program and into the students’ college and post-collegiate experiences. Our volunteers are a motivational powerhouse, always available to provide a listening ear and an encouraging word to the students they mentor.
Minds Matter Chicago Alumnus: JOHNATHAN

With the help of Minds Matter Chicago, Johnathan beat the odds in one of the city’s most challenged neighborhoods – graduating from high school in Englewood and enrolling Pomona College on a full scholarship.

“I love all of you,” Johnathan wrote in an e-mail to the Chicago chapter during his first semester at Pomona College. “Without you, I wouldn’t have the chance to be here.”

During his three years with Minds Matter, Johnathan attended summer programs at Davidson College and in Peru. With his mentors Megan and Stephen, he navigated the maze of college admissions and financial aid, becoming a Posse Scholar and winning a Gates Millennium Scholarship.

A few months into his freshman year, Johnathan says Pomona is great. He’s taking genetics, economics and writing courses. He admires his professors and has made friends from all over – but that’s not to say college doesn’t have its challenges, too.

“I’m working hard to boost my grades,” Johnathan shared. He goes to mentoring and tutoring sessions, plus office hours with his professors – admirably taking advantage of available resources to help him succeed, just as he did with Minds Matter Chicago.
Minds Matter in Action

100% of students are admitted to 4-year colleges & universities

73% of students admitted to Barron’s Most, Highly, or Very Competitive schools

611 Students served in the 2014-2015 school year

3.78 Average incoming GPA of Minds Matter students
Minds Matter by the Numbers

1,700+ volunteers across all chapters in FY15

89% of students identify as minorities

$24,360 average family income for students

1,257 alumni across the country

17:1 Return on Investment

$24,360 average family income for students

86% of students are eligible for free or reduced lunch

93% of tracked alumni are enrolled in or have graduated from 4-year colleges and universities

73% of tracked alumni who enrolled in college at least 4 years ago have graduated from 4-year universities and colleges
Minds Matter Twin Cities Mentor Story:

KONG & DREW

*Minds Matter volunteer Drew tells the story of Kong, a bright Minds Matter student determined to attend his dream school. Drew writes:*

"Kong is one of the first alumni of Minds Matter Twin Cities. Since he began in Minds Matter, Kong wanted to pursue a career in engineering. Kong had his heart set on attending the University of St. Thomas, but he diversified his applications among other public schools in Minnesota, Iowa, and Wisconsin at the behest of his mentors. Kong was accepted into almost all the programs to which he applied, and the financial aid packages followed. Kong would be able to attend the University of Minnesota at almost no cost, but St. Thomas was a different story. Though the aid package was generous, there would still be a $20,000 shortfall. Given the tradeoff, it would seem that Minnesota was the practical choice. Kong was torn. On one hand, he had successfully completed his mission of gaining acceptance to a four-year university to study engineering, and could do so at little cost. On the other hand, it wasn’t his dream school.

Kong had applied to three scholarships that would make up the difference in cost between St. Thomas and the University of Minnesota, but he wouldn’t know if he’d received them until after his decisions to the colleges were due. Kong came up with a game plan: He would ask the universities for an extension so he could make a more informed decision. First he called St. Thomas. I sat on mute as part of a three-way call and only Kong knew I was on the phone. I bit my fingernails nervously as Kong let St. Thomas know that they were his first choice and that he'd like an extension. They agreed to grant Kong an extra week. Next came the call to the University of Minnesota, where unfortunately Kong was told he would not get an extension. Kong was defeated, but I told him we would call the scholarship providers the next day to see if they could provide any insight.

I received an unexpected phone call that night from Kong. He spoke very slowly and expressed his thanks for our efforts that day, and that it meant a lot to him that we were trying. He then said that the University of St. Thomas called him earlier and he just got off the phone. The purpose of the call was to tell him that he shouldn’t wait on those outside scholarships and that they would like to provide him with a full scholarship package. We both spent the next sixty seconds yelling in excitement.

Kong is currently part of the University of St. Thomas Class of 2019, studying mechanical engineering."
College Acceptances

We’re consistently impressed by and proud of our Minds Matter students. 100% of our students are accepted into four-year universities and colleges, and many are accepted into some of the most competitive schools in the country. Below is a list of some of the schools into which graduates of our class of 2015 were accepted:

Allegheny College  Daemen College  Northeastern Illinois University
American University  Dartmouth College  Northeastern University
Baldwin Wallace University  Denison University  Northern Illinois University
Barnard College  DePaul University  Notre Dame of Maryland University
Bentley University  Dickinson College  Nyack College
Bowling Green State University  East Stroudsburg University of Pennsylvania  Ohio State University
Brandeis University  Franklin and Marshall College  Oregon Institute of Technology
Bryn Mawr College  Hamilton College  Pace University
Caldwell College  Illinois Institute of Technology  Pacific Lutheran University
California State Polytechnic University, San Luis Obispo  Indiana University of Pennsylvania  Pennsylvania State University
California State University, Long Beach  Ithaca College  Pomona College
California State University, Northridge  Jackson State University  Providence College
California State University, San Francisco  John Carroll University  Purdue University
California State University, San Jose  Kenyon College  Reed College
Carroll College  Lehigh University  Saint Louis University
City College of San Francisco  Lewis & Clark College  Saint Mary’s College
Cleveland State University  Long Island University  Skidmore College
Colorado State University  Loyola University  Smith College
Connecticut College  Loyola University Maryland  Southern Illinois University
Cornell University  Marquette University  St. John's University
CUNY Baruch College  Marymount Manhattan College  St. Olaf College
CUNY City College  Massachusetts College of Pharmacy and Health Sciences  St. Thomas University
CUNY Hunter College  Massachusetts Institute of Technology  Stonehill College
CUNY New York City College of Technology  Middlebury College  Suffolk University
CUNY Queens College  Mount Holyoke College  SUNY Albany
CUNY Staten Island  North Carolina A&T State University  SUNY Brockport
CUNY York College  "  SUNY Buffalo
"  SUNY Fredonia
SUNY Geneseo
SUNY New Paltz
SUNY Potsdam
Trinity College
Tufts University
Union College
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University of Minnesota
University of Pennsylvania
University of Richmond
University of St. Thomas
Villanova University
Washington State University
Wellesley College
Wesleyan University
West Chester University
Wheaton College
Williams College

Four Minds Matter Seattle students—two seniors and two juniors—interned at The Boeing Company in Seattle, WA last summer. Boeing offers high school students who are interested in aerospace manufacturing an opportunity to get hands-on experience and to shadow in their particular area of interest.
Summer Program Experience

During the academic year, Minds Matter volunteers mentor students, work with them on standardized test preparation, and provide individualized tutoring in writing and math. In the summer months, students have the opportunity to further that learning and have unforgettable experiences at summer programs across the nation and around the world. Students learn in a college setting, meet other talented and highly motivated high school students, and gain new perspectives on the world around them. We provide students with this invaluable experience by connecting them to the best summer programs, guiding them along the application process, and providing them with the financial aid and support network to make college-immersion summer programs possible.

Minds Matter Denver Junior: SILVIA

“With the help of the Rocky Mountain Harvard University Club and Minds Matter, I had the amazing opportunity to spend my summer at Harvard. I have wanted to go to Harvard since I was 10 years old, so being there for almost two months was truly a dream come true.

Being there was like being in a different world. I was able to meet new people, live the college experience, and gain a vast array of knowledge. While I was there I took a Law and Psychology class where I had thought provoking conversations with my classmates and professor, and met other people who were passionate about the same topics as me, which made the class even more rewarding.

At the end of the summer, I was ready to come back home to see my family, but I didn't want to leave Harvard. I cannot express how thankful I am to everyone who helped me make this dream come true; if it weren't for them, I wouldn't have had one of the best experiences of my life. I really hope that I have the opportunity to go to Harvard again, this time hopefully as a full-time student.”
Minds Matter Volunteer Spotlight: JONATHAN

Jonathan began as a mentor in the Minds Matter NYC chapter and is currently the Chapter President of Minds Matter Washington, D.C.

“Upon moving to Washington DC, I had few friends in the metro area. I was actively looking for new people to meet but also ways to help my community, as I had for five amazing years with Minds Matter in New York City. I was beyond excited when I heard that the DC chapter would be accepting its first class of students. Having been a part of the established NYC chapter, I was excited and nervous to help start a new chapter from scratch. To create a grassroots movement in the DC area, a geographical location ripe with competitive non-profits, was a dream come true.

The DC chapter at Minds Matter operates like a true start-up, where individuals wear many hats, frugality breeds resourcefulness, and the saying “all hands on deck” rings true. It didn’t take long for me to notice the many constants among chapters of Minds Matter: extremely dedicated volunteers, enthusiastic and intellectually curious mentees, and an incredible leadership network in the board of directors.

This year, the DC chapter has six wonderful mentees and 12 mentors who support them. As we approach the first round of summer program deadlines and introduce new geographical opportunities, it is so rewarding to see the smiles on the mentees’ faces. I want to thank Minds Matter of Washington for not only welcoming me with open arms, but also for being my refuge in a new city. Minds Matter has helped me acclimate to my new life in DC, and I hope to do the same for the mentees on their journey to college. I look forward to providing more updates on our mentees’ successes!”

-Jonathan, Minds Matter Washington, D.C. president
Minds Matter San Francisco Alumna:

ZHI

Zhi remembers one thing about the first time she met her mentors, Sean and Isaac: “They asked so many questions.” When she entered the Minds Matter program, Zhi was a shy student. But after seeing her mentors every Saturday, the ice thawed, and the trio started to talk more about her school work, challenges, and passions. Zhi’s mentors felt like friends who had gone through the process and could provide some valuable insight and guidance.

“Sean and Isaac are the most optimistic people I’ve met, and it really helped to be around them because I was pretty anti-social then.” Zhi cites their enthusiasm as the element that helped her get into the material and her homework. Zhi’s summer program experiences at Andover and Princeton further helped her open up to her mentors because her summer trips were opportunities where she learned how to connect with others and put herself out there.

“I grew up believing I had to do everything for myself. Slowly, but surely, I learned how to ask for help…” she said. “There was a lot on my plate. At first, it was difficult to go to my mentors for guidance or assistance when I felt like there was so much to do. It was a huge lesson to realize that I sometimes couldn’t do it all by myself. If anything, I need community.”

Zhi never really thought about college aside from the fact that she wanted to go.

“Nobody in my family had gone to college, so I had no idea what the process entailed or what I needed to do. I didn’t even know what different types of colleges there were outside of state schools,” she said. With Sean and Isaac’s encouragement and guidance, Zhi explored colleges she would have never even considered. She ultimately applied to 19 schools, including a few out-of-state schools. She was accepted into the majority of the colleges, and her final choices were Middlebury, Kenyon, and Hamilton. Hamilton came out on top because Zhi had such a positive college visit there. Hamilton also offered to cover 100 percent of Zhi’s tuition.
When Zhi looks back, she knows that the investment and hard work that she put in as a Minds Matter student changed her life. Every Saturday, Zhi woke up before 7 a.m. to make a long commute from the Bay View district in order to get to Minds Matter. For hours, she tuned in to college prep courses and critical thinking exercises, and connected with her mentors to think deeply around goals, setting a vision of success.

“What would I have been doing otherwise?” Zhi asks herself, “I would’ve probably just been watching TV all those Saturdays. Despite my passion and hard work, I know I wouldn’t be where I am today without Minds Matter.”
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I want everyone at Minds Matter to know that more than helping me academically they helped me as a person. They were there through the tough decisions and all the disappointments. No one gives up on you and that's the best feeling in the world.”

- Marissa, Minds Matter Cleveland alumna and Baldwin Wallace University Class of 2019
## Consolidated FY15 Financials

### SUPPORT AND REVENUES

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Individual donations</td>
<td>$502,435</td>
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<tr>
<td>Corporate donations</td>
<td>$710,826</td>
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<tr>
<td>Foundation donations</td>
<td>$389,895</td>
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<tr>
<td>Contributed services and facilities</td>
<td>$215,003</td>
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<tr>
<td>Special events</td>
<td>$874,439</td>
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<tr>
<td>Other income</td>
<td>$47,022</td>
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### NET ASSETS RELEASED FROM RESTRICTIONS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Total Support and Revenue</td>
<td>$2,739,620</td>
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</table>

### OPERATING EXPENSES

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td>Program services</td>
<td>$1,868,772</td>
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<tr>
<td>Support services</td>
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<tr>
<td>Management and general</td>
<td>$403,663</td>
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<tr>
<td>Fundraising</td>
<td>$383,262</td>
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<tr>
<td>Total Operating Expenses</td>
<td>$2,655,697</td>
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### CHANGE IN NET ASSETS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Change in Net Assets</td>
<td>$83,923</td>
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</table>

### NET ASSETS AT BEGINNING OF YEAR

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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<tbody>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>$3,309,292</td>
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### NET ASSETS AT END OF YEAR

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Assets at End of Year</td>
<td>$3,393,215</td>
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</tbody>
</table>
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Jade Keena, Director of Operations
Shelly Zhou, Program & Development Assistant

*Leadership is current as of April 2016
Being in the Minds Matter program is like having a second family. I’ve met some of my best friends through the program. My mentors, Vivian, Leala and Rachel, have also been a vital part of my life. They have not only guided me throughout the college application and financial aid process, but they helped me grow as a person as well. Knowing that my mentors believe in me and my ability to succeed definitely gives me more confidence and reassurance. Minds Matter has been a huge support for me throughout high school and even during college.”

- Ericka, Minds Matter Los Angeles alumna and UC Berkeley Class of 2019

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