**Financial Information**

### Statement of Financial Position 12/30/12 12/30/11

- **Assets**
  - Cash, savings, and investments: $122,331 vs. $116,319
  - Property, Plant, and Equipment: 11,004 vs. 5,427

- **Total Assets**: $135,424 vs. $120,546

- **Liabilities**
  - Scholarships Payable: $62,218 vs. $57,094
  - Unrestricted: 73,044 vs. 62,552

- **Total Liabilities & Net Assets**: $135,424 vs. $120,546

### Statement of Activities 2012 2011

- **Support & Revenue**
  - Contributions and Grants: $65,012 vs. $60,446
  - Interest and Dividends: 0 vs. 0
  - Other: 0 vs. 0

- **Total Support and Revenue**: $65,012 vs. $60,446

- **Foundation Grants 17%**

- **Corporate Donations 22%**

- **Individual Donations 61%**

- **2012 Revenue Sources**

### Organizational Profile

**Past & Present** 2012 1995

- **Program Results**
  - Number of participating schools: 18 vs. 9
  - Number of applicants: 212 vs. 56
  - Percent of applicants interviewed: 276 vs. 296
  - Scholarships awarded to date: $172,000 vs. $13,000
  - Number of volunteers: 72 vs. 11

- **Total Support & Revenue**: $65,012 vs. $63,046

- **Total Assets**: $135,424 vs. $120,546

- **Scholarships Payable**: $62,218 vs. $57,094

- **Liabilities**: $135,424 vs. $120,546

- **Net Assets**: $73,204 vs. $62,552

- **Total Liabilities & Net Assets**: $135,424 vs. $120,546

### 2013 – 2014 Education First Board of Directors

- **Cayla Lopez**, Executive Director
- **Chris Bryant**, Operations Director/Financier
- **Ashwin Sathe**, Technology Director
- **Jon Johnson**, Communications Director
- **Ruth McGinnis**, Senior Director

- **Volunteers**

**Historical Highlights**

- **Scholarships awarded to date**: $572,000 vs. $3,000
- **Percent of applicants interviewed**: 27% vs. 25%

**Organizational Profile**

Founded in 1995 by a group of recent college graduates, Education First is a nonprofit organization that provides college scholarships to low-income youth. The founders of Education First believe that higher education can assist in breaking generational poverty. To promote our mission, we provide both financial and mentoring support to students. Education First targets students who have overcome significant life challenges and are seldom recognized for their achievements.

**2013 – 2014 Education First Board of Directors**

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**Education First is dedicated to providing need-based college scholarships to exceptional seniors attending high schools with historically low percentages of college applicants.**

By rewarding students with strength of character, a commitment to learning, and a vision for their future, our aim is to invest in individuals who will positively affect their communities.

**Letter from the Executive Director**

First off, I’d like to introduce myself as the newly elected Executive Director of Education First. I’ve been an active volunteer for over three years and previously served as the Portland Regional Director. Before delving into the annual highlights, I’d like to thank you for your mobile support and contributions to the Education First Scholarship Program.

Despite a few challenges, 2012 was a year of many rewarding moments. Our corporate and foundation giving increased by 100% from 2011 and our regions continued to put on successful fundraising events, which led to total donations of over $565,000. This was the third year in a row we accomplished an increase in total fundraising. This allowed us to interview 1,232 great applicants on our way to rewarding 12 scholarship winners in our six regions.

The two areas in which we struggled this past year was in our individual giving, which was down 30%, and in maintaining optimum volunteer levels in all regions. In 2013, we will focus on volunteer recruiting and increasing individual giving through more regional fundraising events and a successful letter campaign.

As we continue to focus on our corporate, event and individual fundraising efforts this year, I’d like to reiterate how grateful we are for your continued support in our scholarship program. Your contributions create real opportunities for well-deserving students continuing their education.

Sincerely,

**Cayla A. Lopez**, Executive Director

**2013 – 2014 Participating High Schools**

- **Seattle**: Chief South, Eisenhower, Rainier Beach
- **San Francisco**: Balboa, Mission, Thurgood Marshall
- **Los Angeles**: Garfield, Jefferson, Manual Arts
- **Portland**: Roosevelt, North, West
- **Austin**: LBJ, MacArthur, Reagan
- **Denver**: South, Jefferson, North

**Annual Report 2012**

- **Seattle Regional Director**: Dana Such
- **Ruthe McGinnis**: Senior Director
- **Jeffrey P. M. Ayres**: President
- **Trevor Kaufman**: Los Angeles Regional Director

**Staff Members**

- **Nate Smith**: Chief Executive Officer
- **Annie Andersen**: Director of Development
- **Ruthe McGinnis**: Senior Director
- **Bonnie McCall**: Senior Director

**Individual Donations 61%**

**Corporate Donations 22%**

**Foundation Grants 17%**

**2012 Revenue Sources**

- **Washington D.C.**
- **New York City**
- **Chicago**
- **Los Angeles**
- **San Francisco**
- **Seattle**

**Website**: [educationfirst.org](http://educationfirst.org)
Our 2012 Scholarship Recipients ($5,000)

Seattle
María Alejandra Pérez
Cleveland High School
University of Washington Bothell campus

Maria came to the United States when she was 12 years old and had to quickly learn English to excel in school. During high school, she started the Latinos United Student United to celebrate their culture. Maria plans to study Business Administration and hopes to eventually start a non-profit to help others reach their educational dreams.

Portland
Nathaniel Stanley
Reed High School
Oregon State University

Growing up, Nathan dealt with drug addiction in his family and living in a broken home was not an easy task. However, he was determined to keep the family together. He began working at a veterinary clinic so that he could help pay the mortgage. Throughout life, Nathaniel has always turned to nature as his sanctuary, and he will continue to pursue this love by seeking a degree in Marine Biology.

San Francisco
Makala Boyen
Mission High School
Pitzer College

After immigrating to the United States from Asuma, Makala’s family could not afford housing and lived in homeless shelters. She is a strong young woman who uses her situation as a motivation to pursue college and aims to help others in similar situations. Seeing how poverty keeps people from seeking medical help, Makala plans to use college to earn healthcare and work in a public hospital and help those who cannot afford healthcare.

Los Angeles
Jessica Alonzo
Thomas Jefferson High School
University of California, Los Angeles

Raised by single mom, Jessica has watched her as mom battled severe illness, and today she strives to bring her mom and help make ends meet. She does not let the doubts of friends and family get in her way. Through incredible perseverance, she was one of the top four students in her graduating class, the president of the Make It Count Leadership club, and a member of the Health Advocacy club.

Honorable Mention Award Scholarships ($3,000)

Seattle
Karl Gaoz
Chief Sealth High School

Portland
Blaise Higgins
Roosevelt High School

San Francisco
Cynthia Mendoza Pedrero
Mission High School

Los Angeles
Edgar Pablo
Manual Arts High School

Denver
Maria Lavin Puentes
West High School

Austin
Jose Salazar
Travis High School

San Antonio
Aurora University of Washington Bothell campus

Maria is an incredibly motivated and driven young lady. She approaches life with a strong sense of practicality, especially when it came to the financial burdens of college. Maria attended West High School and will be the first member of her family to graduate college.

Austin
Jose Salazar
Travis High School

Austin Community College

Jose is an inspirational young man, creative and hard-working who learned English in just six months and plans to study civil engineering. In addition to the language barrier, Jose has faced many challenges throughout his adolescence, including the death of his sister, who was taken by cancer. Jose was actively involved on campus through PALS and many sports. Jose was very involved in community service in different non-profit organizations in math, physics and science. In addition, he received several awards, certificates and invitations to honor societies. Thank you for your vision you saw when you awarded me with your scholarship as your trust is becoming a reality.

—Jaino Guerrido, 2010 Scholarship Recipient, Los Angeles