

COLLEGE GRADUATION. PERIOD.

ANNUAL REPORT

FISCAL YEAR 2016 | JULY 1, 2015 - JUNE 30, 2016

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DEAR FRIENDS,

Events in our communities and on the national stage have surfaced extreme divisions in our country and underscore the systemic inequities that our nation must dismantle in order to live up to its promise of equality and justice.

Our response cannot be to shrink in times of uncertainty. OneGoal's mission of closing the college divide has never felt more relevant or more urgent than it does now. As one Fellow put it, "it is hard enough to be a first generation student at college, but right now it feels untenable."

The gap in college graduation, rooted in systems and centuries of oppression, has only widened over the last 40 years. Yet every day we see the power and brilliance of our young people and the extraordinary dedication of educators, and we know this gap can and must be solved within our lifetime.

For OneGoal this means redoubling our work to grow our reach while continuing to work in service of transformational outcomes for all our Fellows. In FY16, we increased the number of Fellows served by 61%, to 6,369 in 137 schools in four regions. And in a nation where only 9% of students from low-income communities graduate from college, 82% of OneGoal Fellows enrolled in college and 78% of those Fellows have graduated or are persisting in college.

By scaling up in Chicago, Houston and New York and expanding into Massachusetts, we worked to empower more communities while ensuring our model was successful in different regional contexts. In our inaugural year in Massachusetts, we recruited, selected, and trained our founding Program Directors to lead cohorts in six schools across Boston and Lawrence Public Schools. We also established our fifth region in Metro Atlanta after securing a partnership with Achieve Atlanta and Atlanta Public Schools.

Throughout the year, I was struck by the incredible courage that our Fellows have shown in the face of obstacles and injustices. Fellows like Destiny, featured in this report, and countless others showed immense integrity, resilience and resourcefulness as they continue on their journeys to college graduation.

We continue to march alongside our Fellows, Program Directors, high school and college partners and supporters to close the college divide. We are proud that with every ally and every step, we are building a movement that embraces diversity and fosters an environment of inclusion, integrity and learning.

As I reflect on the work before us, I am especially grateful to you—our supporters, partners, and champions—whose generosity, expertise and time make this work possible. With your continued support, we will equip our Fellows to meet the challenges on the road ahead with passion and purpose. Each day, we take another step toward our collective goal of educational equity and college graduation for a new generation of Fellows.

Onward,

Jeff Nelson

EVERY YOUNG PERSON IN AMERICA WILL HAVE A REAL OPPORTUNITY TO EARN A COLLEGE DEGREE—AND THE LIFE THAT COMES WITH IT.

THE CHALLENGE

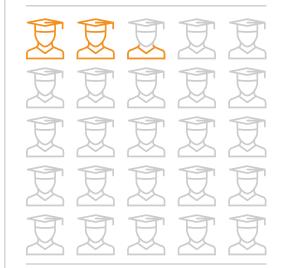
Despite millions invested, only 9% of students from low-income communities graduate from college compared to 77% of their peers in high-income communities*. Students from low-income communities—the vast majority of whom are students of color—face enormous systemic barriers to attend and complete college. This lack of opportunity is one of our nation's greatest injustices, and it has only widened over the past few decades, despite massive reform and investment.

TO MAKE COLLEGE GRADUATION A REALITY FOR ALL STUDENTS, NOT JUST THOSE AT THE VERY TOP OF THEIR CLASS, WE NEED AN IN-SCHOOL SOLUTION THAT IS BOTH RIGOROUS AND SCALABLE.

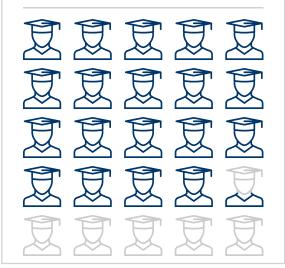


COLLEGE GRADUATION

ONLY 9% OF STUDENTS FROM LOW-INCOME COMMUNITIES GRADUATE FROM COLLEGE



COMPARED TO 77% OF THEIR PEERS IN HIGH-INCOME COMMUNITIES



OUR RESPONSE

WE PARTNER WITH HIGH SCHOOLS TO OFFER A HIGHLY COLLABORATIVE, INNOVATIVE AND PROVEN SOLUTION AT A SUSTAINABLE, **REPLICABLE COST. WE ENLIST EXCELLENT** TEACHERS ALREADY IN PUBLIC SCHOOLS TO **BECOME PROGRAM DIRECTORS, AND PROVIDE** THEM WITH AN INTENSIVE, RESULTS-BASED CURRICULUM, TECHNOLOGY, TRAINING AND COACHING TO IMPLEMENT OUR THREE-YEAR MODEL WITH A GROUP OF STUDENTS (FELLOWS). PROGRAM DIRECTORS SUPPORT THE SAME GROUP OF FELLOWS BEGINNING IN JUNIOR YEAR OF HIGH SCHOOL AND BRIDGE THE GAP FROM HIGH SCHOOL TO COLLEGE BY CONTINUING THEIR SUPPORT THROUGH FELLOWS' FIRST YEAR OF COLLEGE.

B2%

OF ONEGOAL HIGH SCHOOL GRADUATES HAVE ENROLLED IN COLLEGE ARE PERSISTING IN COLLEGE OR HAVE GRADUATED WITH A DEGREE





TEACHER-LED

We work with high-performing educators already teaching in schools because they are best positioned to build and deepen relationships, identify and secure resources, and garner in-school community support as they coach Fellows to meet ambitious outcomes. As OneGoal Program Directors, these teachers dedicate one period a day to delivering our model.

25-30 FELLOWS



UNDERSERVED STUDENTS

Each OneGoal cohort is comprised of 25-30 Fellows who have demonstrated potential and commitment to college. While there are often opportunities available to students at the top of their class, OneGoal prioritizes students whose college prospects are limited without intervention. Our cohorts enter the program with an average GPA of 2.7 and an 876 SAT or 15 ACT score.

3 YEARS



THREE-YEAR MODEL

OneGoal starts as a credit-bearing class during Fellows' junior and senior years of high school. Program Directors guide Fellows through a step-by-step college pathway to gain admission, receive financial aid and enroll in a best-fit college. Then, when Fellows enter college, Program Directors bridge the transition from high school to college by providing one-on-one intensive coaching remotely, through the first day of Fellows' sophomore year of college.

5 LEADERSHIP PRINCIPLES



ACADEMIC + NON-COGNITIVE SKILLS

OneGoal Program Directors teach and practice non-cognitive behaviors, mindsets, strategies and social skills that help students improve academically and prepare for success in college. In addition, there are five Leadership Principles that guide our work in classrooms: ambition, integrity, professionalism, resilience and resourcefulness. The ability to build these non-cognitive skills correlates with students' increased academic performance and persistence in the face of challenges, including those that often present major obstacles to college graduation for students from low-income communities.

MASSACHUSETTS NEW YORK CHICAGO METRO ATLANTA HOUSTON

PROOF AND HIGHLIGHTS

ONEGOAL LAUNCHED WITH 32 FELLOWS IN CHICAGO. IN FY16 WE SUPPORTED MORE THAN 6,300 FELLOWS IN FOUR REGIONS AND EXPANDED TO OUR FIFTH REGION.

FELLOW SPOTLIGHT -

DESTINY DOMENECK YEAR 2 FELLOW BRONX LIGHTHOUSE CHARTER SCHOOL ONEGOAL-NEW YORK

Growing up in the South Bronx, you can come across so many different cultures within just a five-block radius. But the one thing that you don't see much of in my community is college graduates. Even in my family, most don't hold a college degree and many didn't finish high school. So for me, it was natural that I hadn't considered college before being a part of OneGoal.

OneGoal absolutely opened my mind to what was possible and exposed me to so many careers that I had never before considered. As a junior, our OneGoal cohort took a field trip to attend Michelle Obama's college signing day event. We got there early, before the doors to the event even opened up, and saw a line that spanned three blocks just to get in, with students representing shirts and sweatshirts of the different colleges they had applied to. It was then that I realized that there were all of these other students doing what I was trying to do: beat the low expectations placed on them because of their skin color or socioeconomic status, and graduate from college. These were the students that will one day be in charge of businesses, the government or community organizations. I knew then that I wanted to be with them celebrating college and serving as an agent for change.

I got back to the classroom and really took everything OneGoal was teaching us much more seriously. My grades improved, my SAT score rose, and I found myself visiting colleges that I never considered within my reach. The OneGoal staff and my Program Director Ms. Choi have really taken getting me ready for college to the next level in the way that they've supported me through studying for tests, researching colleges, writing supplemental college essays, and applying for scholarships. I'm applying to more than 20 colleges all across the country because I want to study sociology and political science to better understand how different cultures can coexist, especially now when it feels like there is so much division between everyone.

I'm now more determined than ever to earn my college degree so that I can one day serve as the United States Ambassador to the United Nations and really make an impact on the world."



"ONEGOAL ABSOLUTELY OPENED MY MIND TO WHAT WAS POSSIBLE AND EXPOSED ME TO SO MANY CAREERS THAT I HAD NEVER BEFORE CONSIDERED."



58% OF FELLOWS ARE AFRICAN AMERICAN AND

34% ARE LATINO

ON AVERAGE, FELLOWS WERE ACCEPTED TO AT LEAST **4 COLLEGES**



934 FELLOWS, OR



GRADUATED HIGH SCHOOL AND WERE ACCEPTED INTO COLLEGE





PARTNER HIGH SCHOOLS AND FELLOWS SERVED

During the 2015-2016 school year, we served 3,417 Fellows in 93 partner high schools and increased our footprint in these existing regions by developing 44 new school partner-ships, allowing us to serve a projected 2,952 additional Fellows the following school year.



TOTAL FELLOWS: 6,369



TOTAL SCHOOLS: 137

CHICAGO

Air Force Academy High School Al Raby High School Alcott High School for the Humanities Amandla Charter School Architecture, Construction, and Engineering Technical Charter High School (ACE Tech) Back of the Yards College Prep High School Benito Juarez Community Academy High School Carl Schurz High School Catalyst Maria Charter School Charles Allen Prosser Career Academy High School Chicago Academy High School Chicago International Charter School - Longwood Campus Chicago International Charter School - Northtown Academy Chicago International Charter School - Ralph Ellison Campus Christian Fenger Academy High School Collins Academy High School Daniel Hale Williams Prep School of Medicine David G Farragut Career Academy High School Disney II Magnet High School Edward Tilden Career Community Academy High School Edwin G Foreman High School Ellen H Richards Career Academy High School Emil G Hirsch Metropolitan High School EPIC Academy Charter High School Eric Solorio Academy High School Friedrich W Von Steuben Metropolitan Science High School Gary Comer College Preparatory - Noble Street Charter School Network George H Corliss High School George Washington Carver Military Academy High School Hyde Park Academy High School

James H. Bowen High School John Marshall Metropolitan High School Kelvyn Park High School Kenwood Academy High School Lake View High School Legal Prep Charter Academies Lincoln Park High School Manley Career Academy High School Michele Clark Academic Prep Magnet High School Morgan Park High School Multicultural Academy of Scholarship Nicholas Senn High School Orr Academy High School Perspectives Charter School - High School of Technology Perspectives Charter School - Leadership Academy Pritzker College Prep - Noble Street Charter School Network Richard T Crane Medical Preparatory High School Roberto Clemente Community Academy High School Rowe Clark Math and Science Academy -Noble Street Charter School Network Simpson Academy High School for Young Women Steinmetz College Prep High School TEAM Englewood Community Academy High School Theodore Roosevelt High School Thomas Kelly High School Uplift Community High School Wells Community Academy High School Wendell Phillips Academy High School William J Bogan High School William Rainey Harper High School

PARTNER HIGH SCHOOLS

HOUSTON

Barbara Jordan High School East Early College High School Eastwood Academy HS Furr High School Houston Academy of International Studies Jefferson Davis High School Kashmere High School Memorial High School Mickey Leland College Preparatory Academy for Young Men Northbrook High School Reagan High School Sam Houston High School South Early College High School Spring Woods High School Sterling High School Stratford High School Washington BT High School Westbury High School Westchester Academy for International Studies Worthing High School

NEW YORK

Academy for Software Engineering Acorn Community High School Bronx Lighthouse Charter School Digital Arts and Cinema Technology High School Fordham High School for The Arts Harlem Village Academy High School New York Harbor School Williamsburg Preparatory School









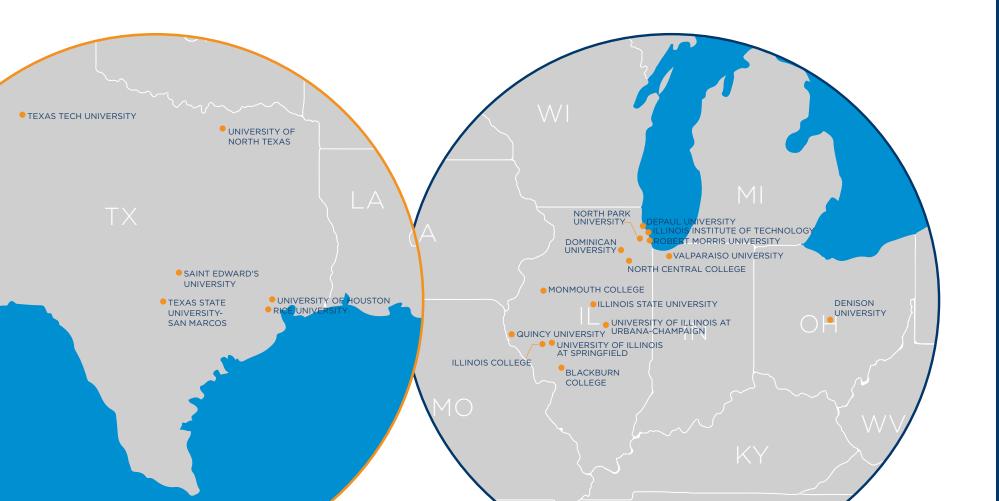




PARTNER COLLEGES

OneGoal partners with colleges and universities who share our mission of closing the college graduation gap and recognize the value Fellows bring to their school communities. These are colleges and universities where Fellows can have engaging and challenging college experiences, while doing well socially, financially, and academically, with the ultimate goal of persisting through college graduation. OneGoal benefits partners by providing a connection to hundreds of talented and driven high school seniors, most of whom are first generation students of color. OneGoal currently has college partnerships in the Chicago and Houston regions, and launches partnerships in additional regions when Fellows begin their senior year of high school.



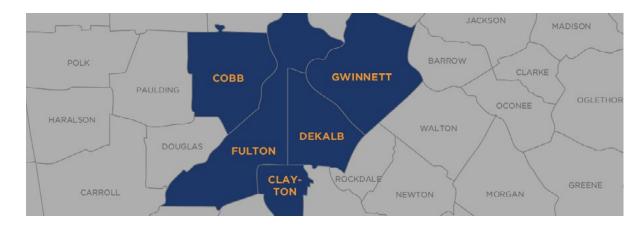


ONEGOAL EXPANSION

"ONEGOAL'S DEMONSTRATED EXPERTISE IN COLLEGE ACCESS AND PERSISTENCE, AND THEIR RESULTS, WERE SO COMPELLING THAT WE KNEW WE WANTED ONEGOAL TO COME TO ATLANTA. ATLANTA PUBLIC SCHOOLS (APS) IS IN THE MIDST OF A MAJOR TRANSFORMATION FOR STUDENTS AND FAMILIES AND THE APS COMMUNITY IS CASTING A BOLD VISION FOR OUR STUDENTS' FUTURES."

-Tina Fernandez, Executive Director, Achieve Atlanta

EXPANDING INTO METRO ATLANTA



In November 2015 we announced our expansion into Metro Atlanta. After vetting several cities through our rigorous new site development process, we selected Metro Atlanta given its particular blend of student need, potential for strategic partnerships and philanthropic support—including the opportunity to join the Achieve Atlanta initiative. We are thrilled to be part of the college success community in Metro Atlanta, and began operations there on July 1, 2016.

OneGoal-Metro Atlanta's founding Executive Director is Brooke Flowers, who was born, raised and educated in Northwest Georgia. After graduating with a BA in Public Policy Studies from Duke University in 2005, Brooke joined Teach For America and taught second grade at John Hope Elementary School. In 2007, she joined Teach For America's national staff as the first Director of Faith-Based Outreach and built national partnerships with collegiate and national faith-based organizations. For the past seven years, Brooke has worked as a human capital strategist. Brooke brings a commitment to the community, a bold vision for our students and an excellent track record of building exceptional teams.

Part of our expansion to Metro Atlanta includes our partnership with Achieve Atlanta, an initiative aligning philanthropic, civic and public resources and programs to support students' journeys to and through college. This program will provide advisors to help students and parents navigate the college application and financial aid process, award scholarships and provide academic and social support to students in college.



SUPPORTER SPOTLIGHT -

IN MAY 2015, AT&T CONTRIBUTED \$1.5 MILLION TO ONEGOAL, MAKING IT POSSIBLE FOR US TO SERVE AN ADDITIONAL 4,000 STUDENTS IN CHICAGO, HOUSTON, MASSACHUSETTS, METRO ATLANTA AND NEW YORK IN THE COMING YEAR.

AT&T's contribution will allow us to increase our reach to more than 5,000 Fellows within Chicago, and over 9,000 students nationwide. This collaboration is also the catalyst to key innovations of the OneGoal model, from curriculum to the training and support of those teachers who lead it. We are continuously improving not only how we support our Fellows, but how we can better recruit and coach the truly gifted teachers who work with Fellows throughout the three-year program. "We couldn't be more grateful to AT&T for recognizing the incredible talent of our teachers," says Jeff Nelson, OneGoal Co-Founder + CEO, "and ultimately becoming a part of our Fellows' success stories."

This contribution is part of AT&T Aspire, the company's signature philanthropic initiative

that drives innovation in education to promote student success in school and beyond. AT&T Aspire brings together AT&T employees, nonprofits and community members to help equip students with the skills they need to lead the digital, global economy. AT&T is investing in innovative education organizations, tools and solutions; and employing technology and capabilities that are unique to their company to make a positive impact on education.

"We are excited to support OneGoal, whose teachers support and encourage so many deserving students at critical transition points in their school careers," said Nicole Anderson, Executive Director of Philanthropy at AT&T. "We look forward to seeing what these students achieve in the future."

We are incredibly grateful to be a part of the AT&T Aspire community working together to ensure our Fellows graduate from college and reach their full potential.



STATEMENT OF FINANCIAL POSITION

AS OF JUNE 30, 2016

CURRENT ASSETS	2016	2015
Cash	\$7,423,497	\$4,012,408
Accounts receivable	\$3,443,559	\$3,758,743
Prepaid expenses	\$173,315	\$75,124
Pledges receivable	\$3,050,000	\$2,000,000
Total current assets	\$14,090,371	\$9,846,275
PROPERTY AND EQUIPMENT		
Furniture and fixtures	\$97,433	\$92,053
Computer equipment	\$52,628	\$64,365
Leasehold improvements	\$101,421	\$101,421
	\$251,482	\$257,839
Less: accumulated depreciation	(\$139,378)	(\$99,002)
Net property and equipment	\$112,104	\$158,837
OTHER ASSETS		
Rent deposit	\$39,959	\$20,484
Website	\$61,440	-
Pledges receivable, non-current	\$225,000	\$3,111,855
Total other assets	\$326,399	\$3,132,339
Total Assets	\$14,528,874	\$13,137,451
CURRENT LIABILITIES		
Accounts payable and accrued expenses	\$221,580	\$125,511
Accrued payroll	\$60,470	\$13,074
Deferred revenue	\$65,000	-
Total current liabilities	\$347,050	\$138,585
LONG-TERM LIABILITIES		
Deferred rent	\$16,446	\$15,841
Deferred lease incentive	\$4,167	\$14,167
Total long-term liabilities	\$20,613	\$30,008
Total liabilities	\$367,663	\$168,593
NET ASSETS		
Unrestricted	\$6,445,878	\$3,826,249
Temporarily restricted	\$7,715,333	\$9,142,609
Total net assets	\$14,161,211	\$12,968,858
Total liabilities and net assets	\$14,528,874	\$13,137,451

FINANCIALS

STATEMENT OF FINANCIAL ACTIVITIES -

AS OF JUNE 30, 2016

REVENUES	2016	2015
Contributions		
Foundations	\$5,463,672	\$11,557,630
Individuals	\$2,813,685	\$2,960,954
Corporations	\$547,473	\$456,339
In-kind	\$105,563	\$41,596
Fee for Service	\$265,350	-
Rental Income	\$89,656	-
Interest	\$3,182	\$3,005
	\$9,288,581	\$15,019,524
EXPENSES		
Program Services	\$5,385,056	\$3,531,566
Fundraising	\$1,502,133	\$1,042,613
General Administrative	\$1,209,039	\$402,361
	\$8,096,228	\$4,976,540
CHANGE IN NET ASSETS	\$1,192,353	\$10,042,984
NET ASSETS AT BEGINNING OF YEAR	\$12,968,858	\$2,925,874
NET ASSETS AT END OF YEAR	\$14,161,211	\$12,968,858

BOARD OF DIRECTORS

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Eddie Lou Co-Founder + CEO Shiftgig

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ONEGOAL LEADERSHIP

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Mimi Klein Sternlicht

Co-Founder Brad + Buzz Ventures, LLC Co-Founder Campus Goose, LLC

INDIVIDUAL SUPPORTERS

\$1,000,000 + ABOVE

Earvin Johnson Arthur Rock + Toni Rembe Rock Walter Family Foundation**

\$250,000 + ABOVE

Leslie Bluhm + David Helfand* John + Diane Patience* Phillips Family Foundation**

\$100,000 + ABOVE

Balyasny Foundation, Inc.** Thomas + Susan Dunn** Joan + David Evans* Gary + Denise Gardner Keywell Family Foundation

\$50,000 + ABOVE

Todd + Katie Boehly John + Maureen Dugan Dupre Nunnelly Charitable Trust Mike + Alyse Gamson Maynard Holt Charles Ashby Lewis + Penny Bender Sebring Michael + Tracy Lou Steve + Diane Miller Thomas B. Nusz Krissi + Taylor Reid Brian + Nadine Sir Stephanie + Frank Tsuru Bob + Barb Zorich

\$20,000 + ABOVE

Anonymous Matt + Joyce Bayer Sharon + Jason DeLorenzo Brandon Gardner Gumerlock Family Foundation Michael Jamieson Kirstin + Paul Marcus Scott + Sally Pofcher Bobby + Johanna Rahal Shackouls Family Foundation Brian Spector Stier Family Charitable Fund Jonathan Weiss + Barbara Asch Jessica Droste Yagan + Sam Yagan

\$10,000 + ABOVE

Melinda + Jay Chernosky Lonny + Jeannine Essex Paul + Mary Finnegan Nick Gialamas + Crystal Reneau Claire + Joe Greenberg Cecilia + Tom Hawkins Jacob Friedman Charitable Fund Mike + Margarita Jacobs Mike + Lindv Keiser David Korman Lyle Logan + Shawnelle Richie Meg and Tim Callahan Family Foundation Keith Meister Brett + Jana Newton Mike + Claire O'Grady Gary R. Petersen John Rogers Lauren Rosenkranz Scott Smith Aimee + Wynne Snoots Don + Liz Thompson Patrick + Julia Walter Darrell + Allison Williams

\$5,000 + ABOVE

Victor Barcot Shannon + Don Childress Richard Clemens Chas Edelstein Andrew Feichter Linda Fiore Steven + Priscilla Kersten Natalie + David King Charles Ledley Jenny + Niko Lorentzatos Eddie Lou Matt + Holly Maloney Farhad Nanji Nathaniel + Charlotte Raggette Robert Candito Gift Fund Clayton Struve Greg + Anne Taubeneck Steven + Valerie Waller Danny + Emily Weingeist Kevin + Victoria Willer







CORPORATE + FOUNDATION SUPPORTERS

\$1,000,000 + ABOVE

A Better Chicago* AT&T** Chicago Beyond* Strategic Grant Partners**

\$500,000 + ABOVE

The Barr Foundation* Houston Endowment* Michael + Susan Dell Foundation

\$100,000 + ABOVE

Anonymous* Baiyor-Handler Charitable Program** Chicago Blackhawks Community Fund, a fund of the McCormick Foundation The Crown Family* Finnegan Family Foundation Heckscher Foundation for Children The Kresge Foundation for Children The REAM Foundation, made possible by Steve + Diane Miller* Robin Hood Foundation* State Street Foundation Sternlicht Family Foundation Tiger Foundation

\$50,000 + ABOVE

Arbor Brothers Claneil Foundation*** Cleveland Avenue Foundation for Education Edwin Gould Foundation The Fondren Foundation Guggenheim Partners Mayer + Morris Kaplan Family Foundation* Oasis Petroleum The Paul M. Angell Family Foundation UBS

\$20,000 + ABOVE

Anonymous Berghorst Foundation **Best Portion Foundation BMO** Harris Bank The Brinson Foundation Capital One Foundation Carnival Foundation Chicago Tribune Charities, a fund of the McCormick Foundation ContextMedia. Inc. Delaware Life Insurance Company DeVry Education Group DRW Trading Group Foundation EquiTrust Life Insurance Company LinkedIn for Good Foundation** LLL Foundation Lloyd A. Fry Foundation National College Access Network Northern Trust Northwestern University The Osa Foundation Polk Bros. Foundation **RBC** Foundation USA Schwartz Family Foundation Skender Family Foundation WGN Neediest Kids Fund, a fund of the McCormick Foundation

\$10,000 + ABOVE

Ariel Investments, LLC Bradford Allen Enterprises CME Group Community Foundation Cubs Care, a fund of the McCormick Foundation Deloitte LLP GCM Grosvenor George Seymour Bissell Charitable Foundation Gochnauer Family Foundation GrubHub Insurance Industry Charitable Foundation LinkedIn OCA Ventures Omenn-Darling Family Advised Fund The Seabury Foundation Sidley Austin LLP The Siragusa Foundation W.P. + H.B. White Foundation Weston Foundation William Blair William Scott Mace Foundation

\$5,000 + ABOVE

Ameredev Anonymous CenterPoint Energy Daedalus Foundation, Inc. Deutsche Bank Evans Food The Evanston Group GE Foundation Heikkinen Energy Advisors Jemp-D Foundation, Inc. Jennifer + Brian Kuzma Charitable Fund JP Morgan Chase Kirkland + Ellis Foundation Kutchins, Robbins + Diamond, Ltd. North Park University Travelers Oil + Gas Unison Consulting, Inc. Wells Fargo Energy Group West Tisbury Partners, LTD

Commitment spanning multiple years
**Denoting a gift to national and regional operations
***Denoting a gift to multiple regions



www.onegoalgraduation.org