

C O R P O R A T E A N N U A L R E P O R T

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Achieve Learning & Resource Center, Inc

2015 was another year of growth for Achieve. Below is a summary of our growth from the previous year.



↑ 27.4 %

K-12 sales growth

↑ 81.7%

Test Prep growth

↑ 35.1 %

total growth in sales compared to 2014

About Achieve

Achieve Learning and Resource Center is a nonprofit organization dedicated to supporting the equitable access to education for all students interested in pursuing higher education.

Established in 2008, Achieve Learning and Resource Center was founded by Dr. Juan Sánchez and Dr. Evelyn Boria-Rivera as part of an effort to support their community by providing elite educational services for free to far-below-market prices.

Having grown up in the Bay Area, Juan experienced both the benefits and the shortcomings of a public education. While well-intended teachers always encouraged the pursuit of higher education, they often did so with dwindling resources and limited means. Outside tutoring agencies and test prep companies were simply too expensive; those resources seemed reserved for families with means.

Despite these challenges, Juan graduated at the top of his class, put himself through college, and eventually earned a Ph.D. from the University of Notre Dame. Now a professor at one of the nation's premier universities, UCLA, Dr. Sánchez finds himself in a position to finally give back to his community.

Attempting to offer solutions to some of the frustrations he had experienced in school, Professor Sánchez with Professor Evelyn Boria-Rivera founded Achieve Learning with the intention of creating a nonprofit center that would affordably meet the needs of students in their community.

to never turn away a student because of financial constraints. That is why we provide need-based scholarships that enable low-income families to participate in every one of our fee-based services. In addition, Achieve Learning remains focused on creating and developing community partnerships. With a growing

Our number one policy is to never turn away a student because of financial constraints. That is why we provide need-based scholarships.

Community Oriented

As a nonprofit organization staffed with qualified people who live in and care about the community they serve, we are committed to going the extra mile to help every member in our community excel academically regardless of income level. Our number one policy is

staff of volunteers, we regularly participate in community events and actively seek out opportunities to provide free educational workshops at local community events. Through such activities we build partnerships with students, families, schools, and communities.

Dear Supporters

Last year was an important year for ALRC— we delivered strong results, maintained important partnerships, and positioned ALRC for its largest expansion to date.

For fiscal year 2014-15, revenue grew to 125 K. We also practiced strong cost discipline resulting in cash flow from operations of \$102 K, an increase of 35.1 percent from the prior year. In addition, we contracted with new partners while maintaining central partnerships such as ASTI, YMCO, and Holy Names Upward Bound.

We delivered these results while operating on a reduced but dedicated staff due to a major shift in personnel at the start of the year. Despite these initial setbacks we served 310 students, contracted with 10 partners, and laid the foundation for a major contract with San Leandro Unified School District to take place for the duration of the academic year ahead. With two new key hires set to be made and much interest from new partners on the horizon, we closed 2014-15 on a high note.



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Juan Sanchez, ED

“Achieve Learning is positioned for its largest expansion to date.”



Evelyn Boria-Rivera
CFO and Founder

Evelyn Boria-Rivera earned her Ph.D. from the University of Notre Dame in 2008 and is now serving as a three-year postdoctoral fellow at UCLA in the department of English. After teaching at New York University (NYU) in 2007 as a visiting scholar, Evelyn was selected for a one year fellowship at the Chicana/Latina Research Center at UC Davis. As a teacher, Evelyn has served as a guest lecturer in the Boston and Amherst areas and taught a number of courses at Emerson College, University of Notre Dame, and NYU.



Xochitlquetzal is a graduate of UC Santa Cruz where Xochi focused on history, social theory, and educational development. As a passionate advocate of social justice, Xochitlquetzal has turned to education in order to pursue their commitment to equality for all students.

“Providing SAT Prep to all students regardless of income level is a mission I firmly believe in.”



Luisa Lee
Outreach Coordinator

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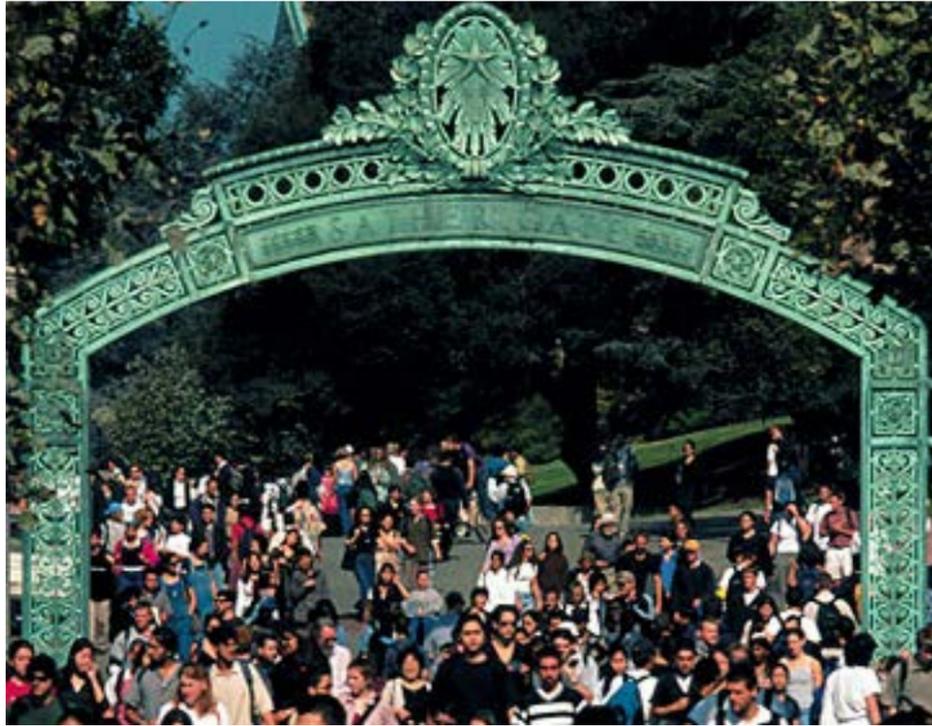
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Zack Griset
Sales Director

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Key figures

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THE EAST BAY EDUCATIONAL CRISIS

According to the California Department of Education, less than half of all socioeconomically disadvantaged students in the East Bay go to college. In 2011-2012 school year, schools in Alameda County graduated only 69.7% of these students. In Contra Costa, the graduation rate is only slightly higher at 72.4%. Of those graduates, only roughly 60% enroll in postsecondary institutions. This means that for every 100 students, less than 45 went on to college.

	Graduation Rate	Graduates Enrolled in college	Total HS Enrolled in College
Alameda	69.7%	56.5%	39.38%
Contra Costa	72.4%	65%	47.06%

EAST BAY NEEDS OUTWEIGHT LIMITED RESOURCES
In a new research by the East Bay Community Foundation

synthesizing over 58 different independent studies, high-school graduation rates have been found to have fallen in 19 out of 24 East Bay school districts since 2002. In addition, English learners and socio-economically disadvantaged students pass

Less than half of all socioeconomically disadvantaged students in the East Bay go to college

the high school exit exam at rates well below other students. According to the same study, districts are unlikely to meet the state's high academic achievement goals for all students without a significant increase in funding as well as fundamental reforms in the way public schools are financed and governed in California. While it is true that the implementation of state Proposition 49 in 2006 brought an influx of more than \$35

million for school-based after school programs in the East Bay, under-funding of public education continues to be one of the central barriers to greater equity and inclusion in East Bay communities. The 2008-09 cuts to K-12 education, including the loss of federal matching funds, has translated into a reduction of \$786 per student. As a result, East Bay districts have had to cut educational programs and student services.

MAXIMIZING RESOURCES

With dwindling resources and growing

K-12 SALES +27.4%

gaps in funding, the need to do more with less has now become an imperative. According to Getting Down to Facts (GDTF), a collection of 20 independent studies conducted at the request of the Governor's Advisory Committee on Educational Excellence, California would need to increase spending by 40 to 71 percent above recent levels to meet the state's achievement standards. The GDTF, however, has also indicated that increased spending is unlikely to result in dramatic improvements in student achievement without major reforms in how funding is allocated.

Achieve Learning contributes to this reform effort by maximizing the benefits of out-of-school programs for under-achieving students. With eye toward equitable outcomes for all students, ALRC maximizes your limited resources by not only providing high quality services at far-below market prices, but also by increasing the efficiency and effectiveness of education delivered. By providing more focused instruction to targeted student groups, Achieve Learning ensures that underprepared students benefit from the individualized attention difficult to achieve in large classroom settings.

NONPROFIT PARTNERS

Partnering with Other Nonprofits

Achieve Learning firmly believes that addressing educational challenges in the East Bay requires partnerships between like-minded institutions willing to mobilize financial resources and community leadership to meet those challenges. As a nonprofit with its own set of resources, we offer services above and beyond the work we are contracted to do. Through collaboration, partners create value in education by not only pooling resources, but also sharing responsibility for the educational success of our students. Fostering bilateral and reciprocal exchange is crucial to development of all partner organizations interested in adapting to the needs of our youth. As your curriculum

control students on examinations and develop more positive attitudes toward the subject matter covered (1982). With research confirming what we intuitively already know, namely, that tutoring works, educators ought to find ways to increase their K-12 tutoring programming. Finding a way to pay for it is obviously a major question. Achieve Learning is the answer to that question.

ALRC'S MARKET APPROACH

The current crisis in education in California precipitated by substantial federal pressure from No-Child-Left-Behind legislation and the Public Schools Accountability Act, has created a great demand for

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changes, so does ours. As our programming develops, so should yours.

INCREASING K-12 TUTORING

In a review of 53 studies on the effectiveness of out-of-school programs, the Mid-continent Research for Education and Learning found that such programs (which include group and individualized K-12 tutoring) led to significant improvements in student achievement (Lauer et al. 2004). This recent study confirms an earlier meta-analysis of findings from 65 independent evaluations of

supplemental educational services in recent years for K-12 students. As a result, the state of California has provided extensive funding for learning institutions like ALRC to provide free tutoring for eligible students. With only 62% of schools in Contra Costa County meeting the Adequate Yearly Progress standard, Contra Costa County, particularly the City of Richmond, is among the most in need of these services. As the only learning center of its kind in the Richmond area, Achieve Learning and Resource Center stands poised to take advantage of the free tutoring initiative to meet the City of Richmond's incredible demand for supplemental educational services.

SAT SALES +81.7%

school tutoring programs that found that tutored students tended to outperform

YEARLY SALES +35%

Profit and Loss Report

Ordinary Income/Expense	12/31/2015	12/31/2014	% change
Income			
Program Service Revenue	124,349	80,691	35.1
TOTAL INCOME	124,349	80,691	35.1
Expenses			
Prof fees and pymt to contractors	75,422	71,261	5.5
Occupancy, rent, utilities	15,239	12,891	15.4
Operations	4,086	2,242	45.2
Advertising	431	115	73.3
Staff Development	510	144	71.7
Travel/Meetings	3,542	1,965	44.5
Business Fees	1,050	407	60.1
Banking Fees	388	269	31
Forgiveness Credits	791	1,255	-59
Payroll Expenses	638	0	
Other Expenses	157	10	93.6
TOTAL EXPENSE	102,254	90,558	11.4
NET INCOME	22,100	-9,839	144.5

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