

# TABLE OF CONTENTS

- 3 CEO LETTER
- 4 WHO WE SERVE & THE JUMA MODEL
- 7 YEAR IN NUMBERS
- 8 HIGHLIGHTS FROM ACROSS THE COUNTRY
- 16 SCALING OUR IMPACT
- 17 FINANCIAL STATEMENT
- 19 DONORS/SUPPORTERS
- 22 BOARD MEMBERS AND STAFF





2015 was an exciting and inspiring year for Juma as we continued on our quest to deliver innovation, growth, and ultimately, impact. We expanded our footprint, built new relationships, and were able to serve hundreds of more low-income youth. We also expanded our mission to be able to reach a broader demographic of young people.

For the past 10 years through our Pathways program, Juma has exclusively served low-income, first-in-family youth on their journey to a four-year college education. Pathways provides youth with three unique and complementary support systems including academic and college access, employment, and financial capability services that together, help build the skills necessary to achieve college and career success. However, as we expanded into four new markets in the past four years, we realized that we are in a unique position to serve some of the 5.6 million Opportunity Youth, aged 16-24, who are disconnected from both school and work.

In partnership with a few Seattle nonprofits, we began to enroll Opportunity Youth into our program. The pilot was a success,

as these youth accrued the benefits of our employment and financial capability services. We are now vested in expanding our work with Opportunity Youth across other Juma markets.

With the support of the Board of Directors, we broadened our mission statement to recognize that these youth are at a different point in their lives where accessing and succeeding in the labor market precedes a college education. Today, Juma strives to break the cycle of poverty by paving the way to work, education and financial capability for youth across America.

With your support in 2015, Juma was able to employ over 750 youth nationally who earned over \$1M and saved over \$144,000 towards college. Our youth surpassed national averages:

- · 97% graduated from high school (v. 81% nationally)
- 92% enrolled in post-secondary education (v. 66% nationally)

In addition, 65% of youth in Juma's Inaugural College Class (Bay Area Class of 2010) graduated from college in five years or less. This is an incredible accomplishment given that only one in ten youth from similar socioeconomic backgrounds obtain a college degree.

Juma could not have achieved this growth and impact without your generous support, the hard work and dedication of our staff, and the time and effort of our Board of Directors and volunteers. We are grateful to all of you who make up the Juma Family and look forward to creating more opportunities for our youth to reach their full potential.

Sincerely,

DR. MARC SPENCER

### WHO WE SERVE AND THE JUMA MODEL



In 1993, Juma Ventures became the first nonprofit organization to own and operate a commercial franchise — a single Ben & Jerry's ice cream shop in San Francisco. Since then, Juma has grown into a nationally-recognized youth development organization, and in 2015, Juma served over 750 low-income students in seven cities — New Orleans, New York City, Oakland, San Diego, San Francisco, Santa Clara, and Seattle. (2016 update: Juma has expanded into Atlanta and Sacramento)

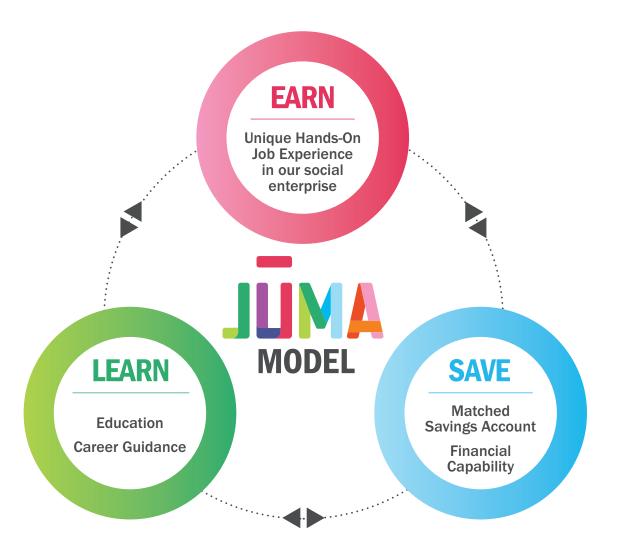
#### WHO WE SERVE

Juma serves two populations of youth from low-income households. **Those who are:** 

· In high school and first-in-family to go to college (recruited in their sophomore year)

or

 Out of school and out of work for the last 6 months, known as Opportunity Youth, (aged 16-24)



#### **JUMA MODEL**

Juma's comprehensive, results-oriented program empowers low-income youth to transcend challenging circumstances, fulfill their inherent potential, and positively impact their communities. Juma offers three unique but complementary program components designed to help our youth succeed in work, school, college and beyond:

#### 1. EARN: EMPLOYMENT

Juma employs hundreds of youth to work food and beverage concessions at its 13 social enterprise operations in major sporting venues nationwide. For most youth, Juma is their first job and our social enterprise concessions business serves as a learning laboratory. Juma youth gain skills, confidence and work experience, laying a foundation for future employment and independent adulthood.

Employment opportunities provide training and hands-on skill building in customer service, cash transactions, work readiness, and personal responsibility. Students receive on-the-job training and supervision from adult staff, and high-performing youth are promoted into leadership positions. On average, our youth earn \$1,000 per year.

#### 2. LEARN: EDUCATION AND CAREER SUPPORT

For our college-bound youth, Juma's college access and education services help students finish high school, enter and complete college, and develop career goals. Alongside a counselor, our youth develop an education plan that ensures they are working toward the completion of courses and credits needed to enroll in post-secondary education. Youth participate in college and career tours and SAT prep courses, receive assistance with college and financial aid applications, and benefit from after-school tutoring.

In 2016, Juma's Opportunity Youth will be supported by Job Coaches to identify strengths-based (short and long-term) career and education goals, develop an Individual Development Plan, and track progress toward these goals. Through 'collective impact' partnerships with local nonprofit organizations, our Opportunity Youth will receive a full spectrum of social support services, including but not limited to housing, mental health counseling, and career focused education supportive services (such as the completion of GED and/or trade credentials).

#### 3. SAVE: FINANCIAL CAPABILITY

Youth are provided with the opportunity to develop life-long money management skills. They receive support opening fee-free checking accounts to manage their income and are required to complete

Juma's financial literacy curriculum which teaches the importance of building a personal budget, saving, and asset building.

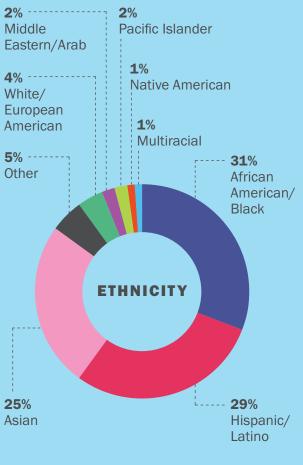
Research shows that even small amounts of savings can help level the playing field for low-income youth, increasing both their aspirations and their likelihood of college matriculation. Juma opens a matched savings account for each college-bound youth in our program. Juma matches every dollar a student saves two-to-one, turning \$1,000 into \$3,000 for tuition, textbooks or other educational expenses.

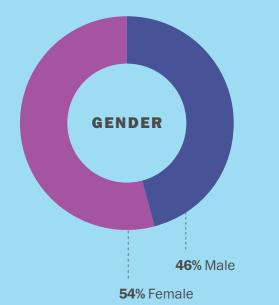
#### WHY WE WORK

Juma's core belief is that the world's greatest social service program is a job. At a job, you learn to show up on time, take personal responsibility, and become a leader. A job is about more than a paycheck. There's dignity in work, and research shows that when youth are given the chance to work, they are more likely to graduate from high school and become productive members of society.

For youth who will be the first in their family to attend college, we make the connection from education to work, and we make education a reality with college savings.

For youth who have become disconnected from both school and work, we give them the opportunity to re-engage with dignity and support. We give them the chance to compete for future employment having developed industry-demanded soft and hard skills, gained work experience and financial capability, and developed a resume and tools to build a career.





# YEAR IN NUMBERS

#### 2015:

**Social Enterprise revenue:** \$3,334,412

**Youth wages earned:** \$1,048,850

Youth employed: 755

**Matched College Savings Accounts opened: 236** 

**Youth savings:** \$144,334.58

Total number of shifts worked: 16,768



Percentage of youth enrolled in post-secondary education Total percentage of youth first-in-family to attend college



Total percentage of youth low to moderate income



Total percentage of youth graduated from post-secondary education

#### **SINCE 1993:**

Percentage of

youth graduated

from high school

# Low-income youth employed: 5.5K

Youth wages earned \$6.5M

Social enterprise revenue: \$26M

Youth savings: \$1,786,451

**Total youth savings, incentives and match earned:** \$5,764,510

# HIGHLIGHTS FROM ACROSS THE COUNTRY: SAN FRANCISCO

#### THE POWER OF EXPOSURE

Exposure to a broad range of college and career pathways is a critical component to Juma's Pathways program as we support low-income youth to become the first in their family to go to college.

In San Francisco, eight of the eleven occupations with the largest projected growth before 2020 are in STEM (Science, Technology, Engineering, Mathematics) fields. Yet, most students in San Francisco public schools have never met a STEM professional.

In summer 2015, we held our annual summer college and career tour series for 80 rising seniors (Class of 2016). Students visited companies including Square, Lever, BuzzFeed, Cisco and NRG

San Francisco Giants pitcher, Javier Lopez, became a champion and supporter of Juma, helping to increase local awareness of Juma's mission and work. As a Juma Champion, Javier filmed a PSA with Juma youth and served coffee at Peet's, donating his appearance fee to Juma.



Solar, toured the offices, and met with employees from various departments to learn about their roles, and how their college studies and life experiences have impacted their professional lives. At Lever, staff held one-on-one mock interviews with our youth. At Cisco, youth studied lego models of towns, engaged with facial recognition technology, piloted a virtual reality Star Wars X-Wing with Oculus Rift goggles, and interacted with a teleconferencing robot.

Workplace tours were followed by California college visits where youth met with STEM-focused faculty members, including staff at UC Berkeley's Neuroscience and Physics departments and Stanford's Medical Center. At San Francisco State, youth met with the Director of MESA (Mathematics, Engineering, Science Achievement), a campus program that supports underrepresented



students in STEM fields throughout their undergraduate education.

Juma youth also attended an Applied Materials Science
lecture and met with staff in the SFSU Engineering Department.

By exposing youth to STEM pathways, Juma provides opportunities to discover new passions which may lead to careers in booming job sectors that currently lack diversity. We are proud to share that in 2015, 38% of our Bay Area Class of 2014 declared STEM-related majors and many attribute this to the exposure and encouragement they received from Juma.

"I went on a career tour at Lever. It was really interesting to see the other side of the tech industry. It was great to see what they're actually doing—they're not just sitting behind a computer. We learned about what these people do and we networked with them. It was amazing because most students don't get the chance to do that." — Elizabeth Aguas, Juma student

#### **2015 SAN FRANCISCO SNAPSHOT:**

Youth employed: 159

Youth wages earned: \$289,000

**Youth savings:** \$56,400

Percentage graduated from high school: 98%

Percentage enrolled in post-secondary education: 96%

**Venue:** AT&T Park

**Concessionaire:** Centerplate

**Sports Team:** San Francisco Giants

# HIGHLIGHTS FROM ACROSS THE COUNTRY: OAKLAND

#### **DEFYING THE ODDS**

Last year was a stellar year for Juma's Pathways program in Oakland with 100% of students graduating from high school, versus 63% of their peers in the Oakland Unified School District. Juma is pleased to report that 91% of our students in the Class of 2015 have enrolled in post-secondary education. Of these youth, 95% are enrolled in a four-year college or university, including Cal State East Bay, Cal State Northridge, UC Berkeley, UC Santa Barbara, UC Santa Cruz, UCLA, Howard University, Smith College and New York University.

#### **2015 OAKLAND SNAPSHOT:**

Youth employed: 59

**Youth wages earned:** \$54,000

**Youth savings:** \$9,800

Percentage graduated from high school: 100%

Percentage enrolled in post-secondary education: 91%

**Venue:** Oakland Coliseum **Concessionaire:** Ovations

Sports Teams: Oakland Raiders & Oakland A's



#### FROM EAST OAKLAND TO GAME DESIGN AT UC SANTA CRUZ

Growing up in East Oakland, Briana spent most of her time indoors. After the homicide of her uncle, Briana's parents kept her from going outside. Briana's father taught her how to play video games. These games became an important activity in Briana's life, providing an escape from the everyday violence and an opportunity to spend time with her dad.

In the 10th grade at Oakland High School, Briana was introduced to Juma. Excited about the opportunity, Briana submitted her application within a week. She was off to a fast start at the ballpark, but at first, Juma work was difficult.

"When I started at Juma, it was completely overwhelming as Raider games are loud and rowdy. I had to apply what I learned in training (through hypothetical situations) to actual events at the ballpark. It definitely took some time getting used to, but eventually I adjusted

and started to like the job. Through my experience working in the ballpark and my promotion to vendor lead, I became more responsible. As vendor lead, I wasn't only selling, I was helping new vendors find their personal selling style and teaching them how to be more efficient."

"Before Juma, I was driven, but my Juma mentor, Charity Clay, really helped me stay motivated to find internships, scholarships, and keep my grades up. I gained the confidence to apply for programs/ services that I would never have thought of in a million years. Because I knew someone was there to help me, I wasn't afraid to do something I'd never done before. Because of Charity, I found what I wanted to major in during college."

Briana's years of playing video games in East Oakland turned into a passion for game design. She is currently a freshman at UC Santa Cruz majoring in computer science (specializing in game design)

with a minor in computer engineering. Briana received a \$5,000 scholarship from UCSC — part of an initiative that helps to build a stronger partnership between UC's Office of the President and the Oakland community.

Briana is proud to say that, through Juma, she also learned about financial literacy and responsibility which is helping her to succeed in college. "I know how to read my financial aid letter and how to handle my scholarship money. I didn't think it was that big of a deal until I came to college and noticed that some people didn't know the basics of reading and understanding their aid letter so they have unnecessary loans. Juma also taught me that I need to stay on top of my school work in college and not skip class. There is a time and place for studying and a time and place for being with friends. Every class I skip is \$50-\$75 down the drain. I didn't come to college to waste money. My mom is proud that I became so responsible, working, saving money for my studies and that I am the first in my family to go to college."

Briana's long-term goals include getting her degree and giving back to communities like hers by starting a Computer Science camp for Black students in low-income areas.

Through hard work, tremendous determination, and success, Briana is proving to her family that they have an opportunity to break the cycle of poverty and change the trajectory of their lives.

"I am first in my family to go to college. My brother has even started talking to his sons about college and is using me as a way to introduce them to a college campus. My brother definitely wants his children to go to college so, hopefully, since they see me in college, they'll believe they can do it too. And I will help them, of course."

## HIGHLIGHTS FROM ACROSS THE COUNTRY: SANTA CLARA

#### **GAME CHANGERS**

2015 kicked off with a touchdown for Juma in Santa Clara as we were one of five Bay Area non-profit organizations to be awarded the \$500K SuperBowl 50 Fund Game Changer grant. With this support, we employed 166 youth in Santa Clara, continued to build out our program model, and deepened our work throughout the Bay Area to better serve our youth.

Super Bowl 50, held at Levi's Stadium, was the most philanthropic and giving SuperBowl ever. For Juma, it was also a rare opportunity for our youth to participate in a historic event. 120 Bay Area youth were given the chance to step outside of their comfort zone, work the big event and collectively, they earned \$15,000 in wages! Working at an event of this caliber made it crucial for youth to hone their customer service, interpersonal, and money management skills.

"The atmosphere was lively and the fans were great. Working Superbowl 50 showed me how football and its culture bring people together." — Jose S., Juma student



#### **2015 SANTA CLARA SNAPSHOT:**

Youth employed: 166

**Youth wages earned:** \$106,000

**Youth savings:** \$2,700

**Venue:** Levi's Stadium & Avaya Stadium **Concessionaires:** Centerplate & Ovations

**Sports Teams:** San Francisco 49ers & San Jose Earthquakes

# HIGHLIGHTS FROM ACROSS THE COUNTRY: **SEATTLE**

#### **SUSTAINABLE GROWTH**

2015 was an exciting year for Juma Seattle. Our youth earned a record \$331,000 in wages through our social enterprises at Safeco and CenturyLink Field, and we were honored to receive the 'Silver' award from the Seattle Business Magazine for Youth Development Nonprofit Organization of the Year (in just our third year of operations).

With support from the Starbucks Foundation, we launched YouthConnect, an adaptation of Juma's three-part model, to meet the needs of Opportunity Youth. Opportunity Youth are defined as youth aged 16-24 that have become disconnected from both school and work for the last 6 months. Through YouthConnect, Juma offered 25 Opportunity Youth in Seattle job training and employment in our social enterprise. Our goal is to ensure that these youth, who face a multitude of barriers, can compete for future employment as they will now have developed industry-demanded soft and hard skills, gained work experience, developed a resume and tools to build a career.

#### **RICHARD'S STORY**

A high school drop-out, Richard grew up without a support system or a trusting adult in his life. At 21 years old, Richard was living in a Seattle group home and because he did not complete high school, he lacked the training and professional skills necessary to find stable and reliable employment. After years of instability and bouncing from one job to another, Richard was introduced to Juma by his Case Manager at Youth Care, an organization that provides support to homeless youth.

With the support of Juma, Richard gained essential job skills and customer service training at our social enterprises, built a professional resume and received mentorship to help him overcome initial barriers to successful employment. Richard benefitted from Juma's financial literacy education, opened his first bank account and set up direct deposit — all which helped him manage his expenses.

Today, Richard has leveraged his professional training to secure a job with the Stadium Security Firm Staff Pro, is earning a real wage, and has secured an apartment of his own.

#### **2015 SEATTLE SNAPSHOT:**

Youth employed: 174

**Youth wages earned:** \$331,000

Youth savings: \$36,000

Venues: CenturyLink Field & Safeco Field

**Concessionaires:** Delaware North Corporation & Centerplate

**Sports Teams:** Seattle Seahawks & Seattle Mariners

# HIGHLIGHTS FROM ACROSS THE COUNTRY: **NEW ORLEANS**



#### **YOUTHFORCE**

While New Orleans youth are getting academically stronger, they are struggling to navigate post-high school life. A staggering 55% of 26,000 Opportunity Youth in the greater New Orleans region have a high school diploma and/or have completed some college, but are now disconnected from both school and work. They need support connecting to the region's economic opportunity, and the opportunity is there. Regional economic data projects approximately 70,000 high-wage, high-skill positions will be open in the next ten years.

Working in collaboration with Educate Now!, the City of New Orleans, and the New Orleans Business Alliance (NOLABA), in the summer of 2015, Juma launched YouthForce (a replication of Juma's YouthMade program). This innovative workforce initiative connects low-income, high-potential students to paid internships in high-wage, high-demand industry clusters. YouthForce's goal is for every high school student to have access to the information, training, and experiences necessary to prepare for the high-wage, high-demand careers that are aligned with New Orleans' industries (including STEM).

YouthForce helped students gain soft skills through placement into internships with employers in the fields of bioinnovation, technology, health services, and digital media/arts. Students participated in

and completed industry-specific projects such as research, social media, marketing, and data testing. They honed their skills in communication, teamwork, conflict resolution, problem-solving/critical thinking, taking initiative, and they learned the importance of workplace etiquette (like attendance, punctuality, and workplace attire).

Exciting things are coming for 2016 and beyond with plans to significantly scale the program over the next five years!

\*As of this print, YouthForce has received \$7.5 million in grant support.

#### **2015 NEW ORLEANS SNAPSHOT:**

Youth employed: 54

**Youth wages earned:** \$37,000

Youth savings: \$9,500

Percentage graduated from high school: 85%

Percentage enrolled in post-secondary education: 91%

Venues: Mercedes-Benz Superdome & Smoothie King Center

**Concessionaires:** Centerplate

**Sports Teams:** New Orleans Saints & New Orleans Pelicans

**Events:** NOLA JazzFest

# HIGHLIGHTS FROM ACROSS THE COUNTRY: **NEW YORK**

#### LAUNCH IN THE BIG APPLE

Over the past four years, Juma has experienced historical growth of our social enterprises and 2015 was no exception with the launch of operations in New York City at Yankee Stadium.

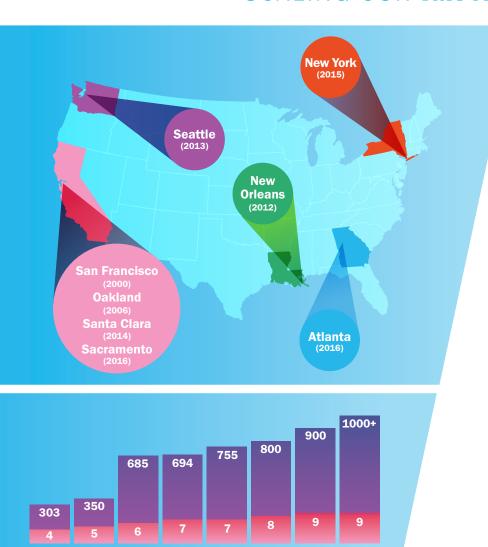
In March 2015, Juma partnered with BronxWorks and Children's Aid Society to employ 90 Opportunity Youth at Yankee's Stadium where they earned \$193,000. Our goal in the first year of operations in New York was to ensure that these youth gained job training, work experience, and a critical first job on the resume. By the time they graduated from our program, these youth were equipped with the hard and soft skills demanded by employers.

As we look to build on the success of our first year at Yankee Stadium, our goal is for Juma New York to become a launch pad into future career and education pathways.

"This is an invaluable partnership that is helping to expand our capacity and improve economic opportunity and material impact on our youth. This partnership has helped expand our services in an exponential way and has prepared our youth for work by providing a meaningful work opportunity. We are grateful to be partnering with Juma Ventures and look forward to expanding together in the future." — Tonya Melton, Director of Education and Employment for Youth Empowerment Programs, The Children's Aid Society



#### SCALING OUR IMPACT



# YOUTH EMPLOYED

# MARKETS/SITES

Juma has experienced unprecedented growth over the last five years, expanding from four cities employing 300 youth to seven cities employing nearly 800 youth. In the next two years, we will replicate into three more cities (including Atlanta and Sacramento) and by 2018, Juma will be employing over 1,000 youth.

With support from REDF and the Federal Government's Social Innovation Fund, we will also be scaling our work with Opportunity Youth across seven of our cities. A total of 2,400 Opportunity Youth will be employed as concession workers in the Juma program over the next five years.

The next step is to move these Opportunity Youth into permanent part-time work. We have already begun to build partnerships with corporate employers looking for motivated and hard-working youth talent. Juma's concessions businesses at sports and entertainment venues will be a launch pad for these youth and will provide them with a critical pathway into future employment and higher wages with our corporate partners. By connecting career-constrained youth with good stable jobs, we will help them enter adulthood prepared for career success and economic self-sufficiency.

We look forward to this next phase of our growth and the possibilities that lie ahead in support of our nation's youth.

|  | 2015*                    | 2014                      |
|--|--------------------------|---------------------------|
| ASSETS                                   |                          |                           |
| Cash and cash equivalents                | \$1,295,676              | \$1,065,843               |
| Grants and contributions receivable, net | \$750,015                | \$867,219                 |
| Accounts receivable                      | \$88,211                 | \$167,954                 |
| Investments                              | \$153,859                | \$304,124                 |
| Restricted Cash                          | \$1,203,180              | \$908,065                 |
| Prepaid expenses and other assets        | \$171 <mark>,</mark> 471 | \$195,708                 |
| Total assets                             | \$3,662,412              | \$3,508,913               |
|  |                          |                           |
| LIABILITIES AND NET ASSETS               |                          |                           |
|  |                          |                           |
| Liabilities:                             |                          |                           |
| Accounts payable and accrued expenses    | \$249,726                | \$266,964                 |
| Individual development accounts (IDA)    | \$291,471                | \$399,238                 |
| Agency payable                           | \$133,047                | \$116,800                 |
| Deferred revenue                         | \$414,985                | \$180,650                 |
| Total current liabilities                | \$1,089,228              | \$963,652                 |
|  |                          |                           |
| Net Assets:                              |                          |                           |
| Unrestricted                             | \$202,073                | \$411,416                 |
| Temporarily restricted                   | \$2,371,111              | \$2,133,845               |
| Total net assets                         | \$2,573,184              | \$2,54 <mark>5,261</mark> |
|  |                          |                           |
| Total liabilities and net assets         | \$3,662,413              | \$3,508,913               |

# STATEMENT OF **FINANCIAL POSITION**

<sup>\*</sup> Preliminary Numbers

## STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

|                                       | UNRESTRICTED              | TEMPORARILY<br>RESTRICTED | 2015 TOTAL  | 2014 TOTAL  |
|---------------------------------------|---------------------------|---------------------------|-------------|-------------|
| Revenues and support:                 |                           |                           |             |             |
| Grants and contributions              | \$1 <mark>,118,364</mark> | \$2,385,630               | \$3,503,994 | \$3,305,667 |
| Employment projects                   | \$3,334,412               |                           | \$3,334,41  | \$3,210,331 |
| Investment income                     | \$2,697                   |                           | \$2,697     | \$3,738     |
| Special events                        | <b>-</b>                  |                           |             | \$93,938    |
| Miscellaneous income                  | \$61,515                  |                           | \$61,515    | \$81,178    |
| Net assets released from restrictions | \$2,148,364               | (\$2,148,364)             |             | _           |
| Total revenues and support            | \$6,665,352               | \$237,266                 | \$6,902,618 | \$6,694,852 |
| Expenses:                             |                           |                           |             |             |
| Program services                      | \$5,508,099               |                           | \$5,508,099 | \$6,295,922 |
| Supporting services:                  |                           |                           |             |             |
| Management and general                | \$625,131                 |                           | \$625,131   | \$470,282   |
| Fundraising                           | \$741,465                 |                           | \$741,465   | \$531,380   |
| Total expenses                        | \$6,874,695               |                           | \$6,874,695 | \$7,297,584 |
| Change in Net Assets                  | (\$209,343)               | \$237,266                 | \$27,924    | (\$602,732) |
| Net Assets — Beginning of the year    | \$411,416                 | \$2,133,845               | \$2,545,261 | \$3,147,993 |
| Net Assets — End of the year          | \$202,073                 | \$2,371,111               | \$2,573,184 | \$2,545,261 |

### DONORS/ SUPPORTERS

Adriane Armstrong Archana Ravichandran Arturo Villanueva Google NRG Home Solar Paula Sullivan Silver Starbucks

Adaptive Path

50Fund

Assets for Independence

Citi Foundation

Cy Pres Fund

Gap Foundation

JPMorgan Chase Foundation

Levi Strauss Foundation

Oakland Fund for Children and Youth

San Francisco Department of Children, Youth and their Families

Bank of America Foundation

City of San Diego, Economic Development Division

City of Seattle

Genentech

Horace W. Goldsmith Foundation

Legends

Marcled Foundation

Northwest Area Foundation

Starbucks Foundation

Walter & Elise Haas Fund

William Zimmerman Foundation

W. K. Kellogg Foundation

Bothin Foundation
Bravo Foundation
Ara and Michelle C

Ara and Michelle Chackerian

Charles Schwab Bank

Nestle Dreyer's Grand Ice Cream

Price Philanthropies Foundation

PricewaterhouseCoopers

Safeco Insurance Fund

San Francisco Foundation

Silicon Valley Community Foundation

The Leo M. Shortino Family Foundation

Surdna Foundation

**US** Bank

Walther Foundation

Webb Family Foundation

Bank of the West

BlackRock

The Boeing Company

CalNonprofits Insurance Services

Costco Charitable Giving

Doug and Kristen Edwards

Robert and Dana Emery

**Eos Foundation** 

Friedman Family Foundation

German Protestant Orphan Asylum Association Foundation

**Greater New Orleans Foundation** 

John R. Cahill Fund

Joseph Pedott Perpetual Endowment Trust

Morrison & Foerster Foundation

Oracle

**Quest Foundation** 

San Diego Gas & Electric

The Lee and Perry Smith Fund

State Street Foundation Warriors Community Foundation Thurman and Eileen White

**Barrios Trust** 

Keith Belling

Laszlo Bock

**Boston Properties** 

Danny Briskin

Paul Clemmons

Comerica Bank

Deloitte

Dodge & Cox Funds

Scott and Erika Garell

GoodSearch

Google

Kasina Youth Foundation

Parker Foundation

Tarker Foundation

Peet's Coffee & Tea

RFDF

ResMed Foundation

Sidney Stern Memorial Trust

Wells Fargo Foundation

All Stars Helping Kids Eric and Claire Alt

**Artist Capital Finance** 

Ask.com

Kevin Aveson

Bay City Capital

Eric Bischof

Warren Brown and Gina Falsetto

Mei and Herald Chen

Children's Aid Society

Kate Chrisman

### DONORS/ **SUPPORTERS**

Cisco Systems Foundation

Yvonne and Michael Derse

Rai Dosai

Educate Now!

Entergy

Charitable Foundation

Skip Folds

Joseph and Michelle Freschi

Funding Circle USA

Gap Inc.

Noah Goldberg and Linda Frey

Goldman Sachs & Co.

Aimee and Christopher Hirata

Inflection

James Irvine Foundation

Sarah Lutz and John van Rens

Patrice Martin and Nathan Wilson

McBaine Family Fund

Merchant Family Foundation

David Myers

Nordson Foundation

Adam Oberweiser and Melissa Curran

Orla O'Hara

Stephen and Nancy Cohen Paul

Michael Rolig

Ken Ross

Jim Schorr

Shaw Family Fund

Dina and Scott Smith

Straus Family Foundation

Windermere Foundation

Sharon Wurtzel

Chris and Susan Yates

Youth Development Executives of King County

Cindy Bernhardt

Ted and Danielle Bluey

Zachary Blume

Callan Associates

**David Carleton** 

Richard and Sharon Chackerian

Sally and Brian Chess

**Clorox Company Foundation** 

Charlie and Karen Couric

Llovd Dean

Craig Etlin and Leslie Gordon

William Greathouse

Richard and Lorrie Greene

Rosie Gumpal O'Connor

Bradley and Lisa Hummel

Mercer

**Andrew Moers** 

Judy and John Munter

Jon Neuhaus

Amy Niles

Susan and Geoff O'Neill

Pacific Gas and Electric Company

Sonya Park

Justin Philips

Barry Rosenberg

Rebecca Scherzer

Silicon Valley Bank

**Thomson Reuters** 

Jason and Danielle Trimiew

Alan and Joanne Vidinsky

Arthur & Charlotte Zitrin Foundation

Sumeet Ajmani

All Covered

Aaron Allbrooks

Brad Andrews and Shaun Cordes

Elizabeth Blau

Mildred Chackerian

**Hubert Chan** 

Karen Conway

Belinda Davis

Tamar Dorsey

Marcus and Alix Fagersten

Jenny Flores and Anthony Valle

Annelise Grimm

Scott Hauge

Marsha and Alan Ingber

Lindsay Lee

Darlet and Patrick Lin

Network for Good

Chris Olston

Susan Orenstein

Judith Oroshnik

John and Darci Pani

Susan and Gerald Peliks

Tina Phillips

Andy and Stacey Scott

ShareProgress

Ian Taylor

UBS

Diana Dolores Valle

Ron Wagner

Frank Walsh

Michael and Tory Winnick

Elizabeth Yee and Michael Dorf

Becky Zhu

20

### DONORS/ **SUPPORTERS**

James Alano

AmazonSmile

J J Andre

Apple

Jamey Aspel

Brian and Grace Aviles

Ken and Tammy Bagchi

Alex Bernstein and Sonia Daccarett

Jack Bertges

Princessa Bourelly

Kelly Bowers

Kristine Breese

Mardrie Bryant

Carroll Burdett

Ignacio Ceballos

Nancy Chang

Cisco

Diana Contreras

Jason Craparo

Leslie Davis

Candace Dekkert

Jasmin Dial

Andrea Dooley

Vera and Neno Duplan

eBay Foundation

David Eddy

**Enterprise Rent-a-Car Foundation** 

Shellena Eskridge

Michael Evertsen

Sherry Farrow

Patricia Fong

Francisco Garcia

Dale and Iris Garell

James Gibson

Michael Giddens

Adrienne Go and Charles Johnson

Robert and Joanne Griffin

Mario Guerrero

Karsten Guthridge

Noah Halton

Kelly Havens

Daniel Heller

Kelly Herrington

Eric Huang

Mary Huber

Tommy Hyland

Elizabeth Ingram

Mark Iverson and Wendy Lowinger

Jan Jedrzejowicz

Benedicto Judilla

Soad Kader

Kaiser Permanente

Nicholas Kime

Bob and Kim Kristoff

Kevin Kuang

Mary-Jane Lawless

Joshua Lawrence

Lana Lee

Shep and Sandra Maher

**Billy Manning** 

Nancy Marshall

Kyle McCarthy

Robert Merritt and Audrey Irwin

**Greg Meurer** 

Cassie Miller

Michael Miller

Vicki Moore

David Moore

Evan Moore

Suzie and Dan Noal

Maureen Offer

Ike and Annette Onwurah

Sam Pettway

**Bradley Phifer** 

Denise and Dave Pitt

Joshua Rai

Lisa Ralphe

David Rodriguez

Michael Rolph

Jason Rush

Salesforce Foundation

Rene Santos

**Heather Saunders** 

Lary and Judy Schiller

Scott Setrakian

Cameron Shaw

Stephen and Dana Shrager

Dara Shulman

Tobias Siegel and Karen Hagberg

Chris Silverman

Howard Simon and Vivien Igra

**Fva Strnad** 

Tim and Gillian Struthers

Laurie Tempest

Joe Theisen

Kate Tracy

Frank Tse and Stephanie Yee

Union Bank

United Way San Diego

Gregg and Marjorie Vignos

David Walsh and Carolyn Sulivan

Erin Warnock

Laura Willis

Alexis Woods and Daniel Donahoe

Paul Woychesin

## & STAFF (AS OF JULY 2016)

#### **LEADERSHIP TEAM**

Dr. Marc Spencer

Chief Executive Officer

**Adriane Gamble Armstrong**Chief Operating Officer

**Richard Martinez** 

Chief of Social Enterprise

Lisa Clarke

**Advancement Director** 

**Heather Saunders** 

Director of Development

**Torrey Fingal** 

New Orleans Site Director

**Mason Moore** 

Seattle Site Director

**STAFF** 

Amani Austin Ben Barboza Alyssa Benveniste Alejandro Castelan Abdiel Cerrud Michael Chion Frank Cobbs Duane Cruse

**Bridget Dennis** 

Alisa Dwver

Monique Ellis Gabriel Estivalet Lucia Fernandez-Palacios

Allie Ferrey Randy Flores Ren Gooch

Noah Halton Asia Hassell

Teshika Hatch

Candice Henderson Ryan Sheldon Hitchens

Sabrina Jueseekul

Mary Lazar Rachael Lites

Mauricio Majano

Diana Orozco Tamara Orozco

Fira Ostrovsky

Mark Pasadilla

Luis Perez

Patricia Perez

Cooper Phillips Rafael Platas

Jasenia Quintana-Lopez

Michael Rivera Richard Robinson

Jesus Rojas-Cazarez

Cagney Sanders Ashley Solus

Jasmine Stewart
Bishwal Summan

Frank Summerlin Damaris Tapia

Jommel Terrado

Mayra Torres Beth Williams Reggie Williams Alyssa Wilson Tammy Yan Cassandra Yee

Alvin Yu Kelly Yu

#### **BOARD OF DIRECTORS**

Scott Garell, Board Chair

Independent Consultant, Garell Consulting

**Jason Trimiew, Vice Chair** 

Head of Supplier Diversity, Facebook

**Arthur Johnson, Treasurer** 

Vice President, Strategy, Corporate Development and Global, Twilio

**Anthony Rodriguez, Secretary** 

Paralegal, Minami Tamaki, LLP; Juma Ventures Alum

**Keith Belling** 

Founder & Chairman, popchips

#### Jim Bildner

CEO and Managing Partner, Draper Richards Kaplan Foundation

#### Jamie Brandt

Vice President, Ticketing and Premium Services, San Francisco 49ers

#### **Dan Briskin**

Vice President, Global Employee Relations and HR Shared Services, Gap Inc.

#### **Paul Clemmons**

Principal, Deloitte

#### **Maisie Ganzler**

Chief Strategy and Brand Officer, Bon Appetit Management Company

#### **Courtney Hall**

Managing Director, Hillcrest Venture Partners

#### **Patrice Martin**

Co-Lead & Creative Director, IDEO.org

#### John McNeil

Founder and CEO, John McNeil Studio

#### **Gail Moody-Byrd**

Senior Director, Head of Digital Governance, Performance & Optimization, SAP Experience

#### **Jason Pearl**

Senior Vice President, Business Development, San Francisco Giants

#### **Robin Richards Donohoe**

Co-Chair, Draper Richards Kaplan Foundation

#### **Stephen Rogers**

Investor

#### Kim Vu

Senior Vice President; Seattle Market Manager, Bank of America

#### **James White**

Board Director & former Chairman and CEO, Jamba Juice

## & STAFF (AS OF JULY 2016)

### NEW ORLEANS BOARD OF ADVISORS

#### R. Glen Armantrout, III

CEO, Cafe Reconcile/ Reconcile New Orleans, Inc.

#### Mark S. Boucree

Vice President, Community Development Banking, Capital One Bank

#### **Nadiyah Coleman**

Director, Mayor's Office of Workforce Development City of New Orleans

#### Liza Cowan

Global Philanthropy, JPMorgan Chase

#### **Kacie Kelly**

National Program Manager, VA-DoD Integrated Mental Health, Department of Veterans Affairs

#### **Brandon MacNeill**

Executive Associate Athletic Director, Tulane University

#### Michael O'Brien

Partner, Kean Miller LLP

#### **Anthony Patton**

President/CEO, Do-WAP Project Management & Consulting Firm

#### **Monica Smith**

Attorney, Louisiana Center for Children's Rights

#### NEW YORK CITY BOARD OF ADVISORS

#### Richard R. Buery, Jr.

Deputy Mayor for Policy Initiatives, City of New York

#### **Kate Debold**

Vice President, Corporate Affairs, BNY Mellon

#### **Chloe Drew**

Executive Director, Mayor's Office of Appointments, City of New York

#### Ali Esmaeilzadeh

Vice President, Commercial Development and Leasing, Forest City Ratner

#### **Stephen Frangione**

Managing Director, RMS

#### **Daron Greene**

Managing Partner and President, Silver Tide Management

#### **Aaron Hurst**

Founder, Taproot Foundation

#### **Derrick Lewis**

Senior Manager, Advisory Services, Ernst & Young LLP

#### **Renee Long**

Senior Relationship Manager, J.P. Morgan Retirement Services

#### **Shirin Malkani**

Vice President, Legal & Business Affairs, National Basketball Association

#### **Richard Martinez**

Senior Vice President, Corporate Treasury, Citigroup

#### **Gregorio Mayers**

Sr. Policy Advisor to the Deputy Mayor for Education and Community Development, Mayor's Office of the City of New York

#### **Brian Moonan**

Senior Vice President, Institutional Sales, NorthCoast Asset Management

#### Helen Steblecki

Senior Vice President and Community Development (CD) Officer, Citi

#### Rebecca Wollensack

Associate General Counsel, Ford Foundation

#### **David Wright**

Senior Vice President, Global Sponsorship, Major League Soccer and Soccer United Marketing (SUM)

#### Jennifer Stredler

Senior Manager, Community Relations, Capital One

## SEATTLE BOARD OF ADVISORS

#### **David Carleton**

Vice President, FareStart/ Director, Catalyst Kitchens

#### **Kerry Carter**

Founder and CEO, Apex Agency

#### **Jim Hedington**

Principal Executive Recruiter, Starbucks

#### **Laurie Tempest**

Pacific Northwest Market Administrative Leader, PricewaterhouseCoopers

#### Kim Vu, Board Chair

Vice President, Local Market Delivery Market Manager, Bank of America

#### **Aimee Wood Hirata**

Managing Director, BlackRock Alternative Advisors

#### **JUMA BOARD EMERITUS**

Ara Chackerian, Board Chair Emeritus
Mei Chen, Board Chair Emeritus
Jenny Flores, Board Chair Emeritus
Andy Scott, Board Chair Emeritus
Doug Barry
Colleen Cassity
David Corey
Dan Henkle
Anne Pedrero
Amy Schioldager
Thurman White
Daryle Whyte
Tom Wyatt



NOUN / JU-MA /
"WORK" IN MULTIPLE
AFRICAN DIALECTS.

#### **LOCATIONS**

ATLANTA

**NEW ORLEANS** 

**NEW YORK** 

OAKLAND

SACRAMENTO

SAN FRANCISCO

SANTA CLARA

SEATTLE

