“THERE ARE MANY DIFFERENT PATHWAYS TO POST-SECONDARY SUCCESS AND FINANCIAL STABILITY. Many college success organizations in our region focus on the bachelor’s degree as the sole route, and few are dedicated to working exclusively with students in pursuit of alternative or non-traditional paths.

At New Futures, we believe fiercely that shorter-term credentials—associate degrees or professional certifications—can be a phenomenal launching pad toward rewarding, fulfilling careers.

We are so much more than just a scholarship organization: we work alongside our Scholars and Alumni to support them throughout their academic tenures, connecting them with skill-building workshops and professional development opportunities, so that they’re able to complete their educational programs and spring into their careers.”

—Silvana Rueda
Scholars Program Manager and New Futures Advisor
NEW FUTURES PROPELS UNDER-SERVED YOUNG PEOPLE through certifications and community college degrees and into further education and rewarding careers across the Washington, DC region.

We invest in our Scholars with a deliberate combination of scholarships, academic advising, career coaching, and a lot of heart to help our Scholars launch in-demand careers that will lead to financial security.

WHAT’S NEW:

CAREER PATHWAYS
New Futures advanced our Career Pathways model in 2018, adding workshops in IT/Cybersecurity after our 2017 pilot, and developing Corporate Partnerships and programming for additional Career Pathways in our region’s most in-demand career fields. Follow New Futures for the next phase of our Career Pathways work in Construction/Trades, Hospitality/Culinary Arts, and the Health Sciences.

SIGNATURE WORKSHOPS
In 2018, New Futures overhauled our suite of signature workshops, leveraging our staff’s talent for curriculum development and instruction. Our skill-building workshops are better than ever, tailored to the unique opportunities and challenges facing our Scholars as they persist in school and launch careers.

PERSONAL FINANCE
New Futures launched a series of Personal Finance workshops with volunteers from Capital One at the new Capital One Café. Through this thriving partnership, Scholars and Alumni benefit from personalized advising about budgeting, credit, wealth accumulation, and additional relevant topics.

HERE’S HOW YOU HELPED US PROPEL OUR SCHOLARS IN 2018:

SUCCESS RATE
91% of recent Scholars have graduated from or persist in their post-secondary programs

EMPLOYMENT RATE
97% of Alumni are employed or enrolled in their next degree programs

COMMUNITY SERVED
180 Scholars and 238 Alumni launching new and bright futures

FINANCIAL SECURITY
63% of Alumni report that their financial position has improved because of New Futures

SCHOLARSHIP AWARDS
Nearly $5 million in scholarships awarded over 20 years

FINANCIAL SECURITY
63% of Alumni report that their financial position has improved because of New Futures

180 SCHOLARS & 238 GRADUATES launching new and bright futures

SUCCESS RATE
91% of recent Scholars have graduated from or persist in their credentials

EMPLOYMENT RATE
97% of Alumni are employed or enrolled in their next degree programs

NEARLY $5 MILLION awarded in scholarships over 20 years
“I’m still involved in New Futures after graduation because WE ALL DESERVE THE OPPORTUNITY TO ACCOMPLISH OUR DREAMS AND HAVE SOMEONE BELIEVE IN US.”

— Halek was a two-time New Futures Scholar; she earned an associate degree and then a bachelor’s degree in Administration of Justice from the University of the District of Columbia and is a member of New Futures’ Alumni Committee

“NEW FUTURES GOT ME THROUGH THE IMPOSSIBLE, and now I’m growing into the person I’ve dreamed of becoming. They gave me the tools I needed to complete my associate degree, connected me with the right advisors and resources, introduced me to professionals and companies related to my field, advised me on my business portfolio, and are helping me pay for my bachelor’s degree. The whole New Futures team is willing to go above and beyond to help all of us become successful.”

— Rohan earned an associate degree in Cybersecurity and is now a Second-Time Scholar pursuing a bachelor’s degree in Cybersecurity at the University of Maryland University College

“New Futures reaches out to people who aren’t as privileged to give them career and academic opportunities so they can achieve their goals. NEW FUTURES ISN’T JUST A SCHOLARSHIP; IT’S MENTORSHIP AND FAMILY. Especially for me, a first-generation college student, that guidance is very important. If I didn’t have someone by my side, my college experience would be much more difficult. From the beginning, I’ve felt welcomed here; I felt like everyone was genuinely interested in my career goals and who I am as a person.”

— Ronald is pursuing an associate degree in Graphic Design at Montgomery College

“WE ALL DESERVE THE OPPORTUNITY TO ACCOMPLISH OUR DREAMS AND HAVE SOMEONE BELIEVE IN US.”

— Halek

New Futures Alumna
SHAHID AWEL, A SECOND-TIME SCHOLAR AT NEW FUTURES, IS A YOUNG WOMAN ON THE MOVE.

Coming to the US from Ethiopia in 2015 for her higher education, Shahid began her studies as a New Futures Scholar at Montgomery College. This choice gave her the opportunity to learn the American higher education system in a small, family-like environment and to minimize costs. Although during her first semester she focused exclusively on “grades, grades, grades”, she soon branched out to become involved in student government and the Honors Business Program, and to work in the student-run Starbucks. “I really pushed myself to be the best I could be.”

Shahid had needed to seek out scholarship support, and she found New Futures. Beyond the financial element, she recalls “From the beginning, New Futures stuck out among other scholarship programs. The essay questions reflected New Futures’ desire to establish a long-term relationship.” She is grateful for all that she learned through New Futures’ workshops and Scholars Weekend (from time management to resume building to flying through the air on a zip line), and for the support system provided by her New Futures Advisors to guide her through — what was then — “an unfamiliar world”. Building on her associate degree from Montgomery College, Shahid transferred to the University of Maryland’s Smith School of Business, where she currently majors in Operations Management and Information Systems. A second New Futures scholarship covers her tuition. Although the courses are harder, the classes are bigger, and she misses her friends, Shahid is glad to be pursuing this practical program in preparation for her future career in business. She has gained a lot from the University’s Transfer Students Boot Camp and is well-equipped to mentor new transfer students who, like her, chose community college first.

As a Second-Time Scholar at New Futures, Shahid recently benefited from our Career Launch Workshop, where she and fellow Scholars developed their “elevator pitch” and other networking skills. Shahid also wholly appreciates the constant support and mentorship provided by New Futures staff and, especially, “their responsiveness and loving approach.” She says: “They will do whatever it takes to help. They understand what you’re going through. I’m lucky to have these advisors, they have my best interests at heart. They’re the people you need when things get hard. It’s just nice to have them in my life!”
Some of New Futures’ generous supporters have established Named Scholarships to connect their philanthropy with our Scholars in a deeply personal way. These special donors make their gifts in memory of loved ones or in emphasis of a career pathway or field of study particularly meaningful to them. They can connect with the awardee of their Named Scholarship and witness first-hand as Scholars grow their confidence and achieve their goals. We are ever grateful to these donors for supporting our Named Scholarships!

**THE GREG BANKS MEMORIAL SCHOLARSHIP**  
with Support from many of Greg’s friends and family

**THE ROBERT B. BELL, SR. SCHOLARSHIP**  
Susan Krause Bell and Robert Bell

**THE BROWN FAMILY SCHOLARSHIP**  
Andrew and Robyn Brown

**MARY CHALLINOR SCHOLARSHIP**  
Mary Challinor

**THE EDUCATION AWARD**  
Susan and Dixon Butler; Romana Li and Bruce Bartels; and Annette Polan

**THE FRIEDMAN-LUDWIG SCHOLARSHIP**  
Ludwig Family Foundation

**THE NOTO FAMILY SCHOLARSHIP**  
Nonna Noto

**JANE BANCROFT ROBINSON FOUNDATION SCHOLARSHIP**

**THE ISABELLE THOMPSON SCHOLARSHIP**  
Michael Kershow and Marianne Keler

---

**REMEMBERING GREG BANKS**

The New Futures family celebrated the life and mourned the loss of Greg Banks, a gentle and committed leader who passed away last fall. Over many years, Greg served New Futures in his signature way – with patience, support, and kindly offered strong opinions – as a Board Member, Board Chair, and Interim Executive Director. Greg meant the world to many of us at New Futures, and we chose to honor his legacy by establishing the Greg Banks Memorial Scholarship, supported by heartwarmingly generous contributions from Greg’s loved ones.

—GRISELDA MACIAS  
New Futures Program Director
WHEN I THINK OF NEW FUTURES SCHOLARS, I ENVISION FUTURE ENTREPRENEURS, EDUCATORS, LEADERS IN LAW ENFORCEMENT FIGHTING FOR JUSTICE, CREATIVE MINDS IN THE MEDICAL FIELDS, ENGINEERS AND COMPUTER EXPERTS AND INDUSTRY LEADERS. AND BECAUSE OF NEW FUTURES, WE AT THE NEXT STEP ARE EMPOWERED TO HELP OUR MUTUAL STUDENTS SEE THAT THEIR DREAMS ARE ATTAINABLE.”

—JONATHAN MATHIS, Ph.D.
New Futures Board Member and Executive Director of The Next Step Public Charter School, a New Futures Community Partner

THE YOUNG PEOPLE OF NEW FUTURES INDEED REPRESENT THE BRIGHT FUTURE OF THIS REGION. THEIR SCHOLARS, AS THEY JUMPSTART THEIR CAREERS IN OUR HIGHEST-GROWING FIELDS, CONTINUE TO ENRICH OUR WORKPLACES AND OUR COMMUNITIES. THE MEMBERS OF THE ECONOMIC CLUB ARE DEEPLY INVESTED IN SUPPORTING OUR YOUTH OF THIS REGION. THE SELECTION COMMITTEE WAS PROUD TO RECOGNIZE NEW FUTURES AS AN AWARD WINNER AT THIS YEAR’S ANNIVERSARY EVENT THAT FEATURED KEYNOTE REMARKS FROM JEFF BEZOS.*

—MARY BRADY
Executive Director, The Economic Club of Washington, D.C.

INVESTOR SPOTLIGHT

The Economic Club of Washington, D.C. marked its 32nd Year Milestone Celebration in Fall 2018 by awarding 10 grants of $50,000 each to New Futures and other nonprofits educating and empowering the underserved of the Greater Washington region. The Economic Club’s founders and members are committed to the well-being of all the region’s residents, including the young people who represent the future of Washington, D.C. as a global cultural and business capital. Like New Futures, they believe in the infinite potential of young people.
NEW FUTURES IS FUELED BY THE GENEROSITY OF DONORS LIKE YOU, WHO HAVE HELPED TO LAUNCH BRIGHT FUTURES FOR SO MANY YOUNG PEOPLE IN OUR REGION. THANK YOU!
$10 TO $99
Anonymous
Ellen Acconcia
Cindy and Tim Albrecht
Ellen Acconcia
Anonymous
Jasmin Zamorano
Laura Wright
Tom Wood
Mary Beth Whyel
Grace and Andrew Weissman
Rebecca Wardell
Natalie and Robin Walker
Pax Wade
Kimberly Tam
Patti and Steven Silver
Priyanka Sharma
Jan-Michael Sacharko
Amy Rudnik and Michael Zeldin
Moira and Tom Ripley
Helen Richards
Lupi Quinteros-Grady
Millie Perez
Mark Pankin
Karen and Philip Morrison
Nic Subtirelu
Sally and Andy Zajon

AS VOLUNTEERS THROUGH CAPITAL ONE, WE ARE HONORED TO GIVE BACK TO NEW FUTURES THROUGH THE PERSONAL FINANCE WORKSHOPS. WE LOVE ANY OPPORTUNITY TO HEAR WHAT THIS GENERATION IS PASSIONATE ABOUT AND HOW THEY PASSIONATELY LIVE THEIR LIVES FOR OTHERS. AS VOLUNTEERS THROUGH CAPITAL ONE, WE ARE HONORED TO GIVE BACK TO NEW FUTURES THROUGH THE PERSONAL FINANCE WORKSHOPS. WE LOVE ANY OPPORTUNITY TO HEAR WHAT THIS GENERATION IS PASSIONATE ABOUT AND HOW THEY PASSIONATELY LIVE THEIR LIVES FOR OTHERS.

—JOHNATHAN MANN AND ROCHELLE WOODARD
Capital One Cafe Ambassadors

We have made every effort to ensure the accuracy of this report for gifts received from January 1 to December 31, 2018. Please inform New Futures of any errors or inaccuracies at 202.384.5854 so we may correct the record and appropriately express our gratitude.

Daniel Haile
Jenny Hinjosa
Hilda Hudson
Ada Ikenarch
Madby and Campbell Kilteer
Sherry Lord
Crisilda Macias
Tom McWalters
Quint Moody
Linda Morris
Joseph Nye
Sylvia Price
Jessica Proccaccini
Loren Redman
Charles Rice
Carol Bogentine
Matthew Rogers
Ellie and Spencer Schron
Emily Simonson
Soly’s Tavern
Jared Stern
Edith and Chuck Weiss
Bayla White
Nicole Wilkins
Brian Windsor
Lilia Wolde

GIFTS-IN-KIND FOR THE SILENT AUCTION AT THE NEW FUTURES, BRIGHT FUTURES BENEFIT
50 West Vineyard
All Purpose
Arena Stage
Balance Gym
Cactus Canfrica
Capital One
Denizens Brewing Co
Five Guys
Meg and John Haugse
Hill Country Barbecue Market
Jasper Hill Farm
La Orange Winery
Lebanese Taverna
Romana Li and Bruce Bartels
Liberty Mountain Resort
Little Leaf
Marriott
Mansfield Associates
The New Futures Board of Directors
Nespresso
Chef Gerard Pangaud
Perch
Project Design Company
Raku
Righ Proper Brewing Company
Sunset Hills Vineyard LLC
Tarara Winery
Tyto Trading Company
Washington Nationals

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Abamary Akoy
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Teresa Benjamin
Vivay Bhargava
Jamie Biderman
Juan Blazquez Arcon
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Gail Davenport
Rosary Deon
Michel de never
Judy Edstrom
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Mike and Dwayne Gould
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Sarmir El Daheer
Nicholas Krafft
Robert Liebenthal
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Millard and Bancro Long
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Mohni Malhotra
Christina D. and David Mead
Karen Mierzei and
Richard Stern
Boe Francesca Jimenez Mota
Mohinder Mudahar
John Nolli
Jay Won Oh
Hurrayt Ok
Rodyn Haas and Donal O’Leary
MinhChau Nguyen
and Per Lyth
Robert Pannl
Elizabeth Pendleton
Andrew Regatt
Peter Riddleberger
Alcia and Daniel Ritchie
Shanelka Annkhay Rose
Iris and Cene Rottberg
Robert Saun
Wolfgang Schaefer
Eleanor and Gert Schreiber
Enuned and Julian Schweitzer
Walter Schwermer
Jasdiip and Aurora Iene Singh
Richard Lee Slocik
Van Roy Southworth
Tjarda Storm Van Leeuwen
Inder Sud
F. Alyan Sumer
Haian Tuly

Emily and Antoine van Agtmael
Moira Varley and Jeremy Toft
Emily and Frank Vogl
Jason Allen Weaver
Rachel Weaver
Sally and Andrew Zajon

GIFTS IN MEMORY OF GREY BANKS
Debbie and Leonard Apac
Suzanne and Christopher Armstrong
Susan Krause Bell and
Robert Bell
Remmel Dickinson
Michele Elliott
Jon Ettinger and Kate Vlach
Jeffrey Feintech
Ray and Diana Foote
Mary and Barry Freedman
Mike and Davyé Gould
Julie Anne Green and
Bill Murray
Elizabeth and Mark Grobermy
Barbara Kafka and
Sarmir El Daheer
Mike Kershaw and
Marianne Kaler
Bruce King
David and Nancy Lesser
Romana Li and Bruce Bartels
Patricia MacNaughton
Susan and John Manes
Christina and David Mead
Nancy Rho
Karen Nelson
Moira and Tom Ripley
Eileen and Ed Roccella
Irene and Steve Rosenthal
Beth and Harold Roy
Mary and R. Clinton Saxton
Ellie and Spencer Schron
Chuck Stark and
Terry McDonald
Emily and Antoine Van Agtmael
Kim Vink
Pamela Walker and John Kerr
Suzanne Walsh

Alyan Tului
Hayan Tului

Cesar Monarrez
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Lupi Quinteros-Grady
Hein Richards
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Mary and R. Clinton Saxton
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Piyanka Sharma
Rats and Steven Silver
Kimberly Tam
Natalie and Robin Walker
Rebecca Wandall
Grace and Andrew Weissman
Molly and Rick Wheeler
Mary Beth Whyel
Tom Wood
Laura Wright
Jasmin Zamorano

TO $99
Anonymous
Ellen Acconcia
Cindy and Tim Albrecht
Alexandra Alderman
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Amazon Smile
Dale Archambault
Seannah Archambault
Stephanie and Tom Auditore
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Hala Furst
Sara and Josh Gibson
Caroline Haas

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Marshfield Associates
Marriott
Little Leaf
Liberty Mountain Resort
Romana Li and Bruce Bartels
Patricia MacNaughton
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Bayla White
Ana and Bruce Wilson

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STATEMENT OF FINANCIAL POSITION
December 31, 2018

<table>
<thead>
<tr>
<th>2018</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CURRENT ASSETS:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>$424,213</td>
<td>$382,039</td>
</tr>
<tr>
<td>Investments</td>
<td>680,674</td>
<td>669,874</td>
</tr>
<tr>
<td>Certificates of deposit</td>
<td>388,300</td>
<td>398,090</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Pledges receivable, current portion</td>
<td>188,227</td>
<td>217,642</td>
</tr>
<tr>
<td>Prepaid expenses and deposits</td>
<td>20,761</td>
<td>20,761</td>
</tr>
<tr>
<td>Total current assets</td>
<td>1,682,175</td>
<td>1,989,675</td>
</tr>
<tr>
<td>Pledges receivable, long-term portion</td>
<td>30,000</td>
<td>30,000</td>
</tr>
<tr>
<td>Property and equipment, net</td>
<td>4,248</td>
<td>4,248</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td>$1,721,423</td>
<td>$2,059,923</td>
</tr>
</tbody>
</table>

| **LIABILITIES AND NET ASSETS** | | |
| **LIABILITIES:** | | |
| Accounts payable and accrued expenses | $58,158 | $58,158 | $58,158 |
| Scholarships payable, net | 321,660 | 321,660 | 321,660 |
| Total liabilities | 379,818 | 379,818 | 379,818 |
| **NET ASSETS:** | | |
| Without donor restrictions | 858,309 | 858,309 | 858,309 |
| With donor restrictions | 463,248 | 463,248 | 463,248 |
| Total net assets | 1,341,657 | 1,341,657 | 1,341,657 |
| **TOTAL LIABILITIES AND NET ASSETS** | $1,721,423 | $2,059,923 | $2,059,923 |

STATEMENT OF ACTIVITIES
For the Year Ended December 31, 2018

<table>
<thead>
<tr>
<th></th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OPERATING REVENUE AND SUPPORT</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grants and contributions</td>
<td>$543,177</td>
<td>$419,814</td>
<td>$962,991</td>
</tr>
<tr>
<td>Special event sponsorships</td>
<td>$297,554</td>
<td>-</td>
<td>$297,554</td>
</tr>
<tr>
<td>Special event ticket sales</td>
<td>37,320</td>
<td>37,320</td>
<td>37,320</td>
</tr>
<tr>
<td>Interest and dividends</td>
<td>21,257</td>
<td>-</td>
<td>21,257</td>
</tr>
<tr>
<td>Released from restrictions</td>
<td>479,518</td>
<td>(479,518)</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING REVENUE AND SUPPORT</strong></td>
<td>$1,338,826</td>
<td>($59,704)</td>
<td>$1,279,122</td>
</tr>
</tbody>
</table>

| **EXPENSES** | | |
| STUDENT PROGRAMS AND EDUCATION | | |
| Student programs and education | $388,082 | - | $388,082 |
| New Scholarships | 384,997 | - | 384,997 |
| Scholarship Adjustments | (115,514) | - | (115,514) |
| Communication | 52,806 | - | 52,806 |
| Total program services | 710,371 | - | 710,371 |
| SUPPORTING SERVICES: | | |
| Management and general | 147,469 | - | 147,469 |
| Fundraising | 321,972 | - | 321,972 |
| Total supporting services | 473,441 | - | 473,441 |
| **TOTAL EXPENSES** | $1,181,632 | - | $1,181,632 |
| Change in Net Assets from Operations | (97,490) | - | (97,490) |

| **NON-OPERATING ACTIVITIES** | | |
| Realized and unrealized loss on investments | $(70,464) | $- | $(70,464) |
| Change in Net Assets | 86,750 | (59,704) | 27,046 |
| Net Assets, beginning of year | 771,579 | 543,000 | 1,314,579 |
| **NET ASSETS, END OF YEAR** | $858,309 | $483,296 | $1,341,605 |

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Romana Li Natasha Rodriguez
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Jon Ettinger Kim Vinick
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Covenant House
Coneyis Works
Jubilee Jobs
Latin American Youth Center
LAVC Career Academy
Liberty's Promise
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The Next Step Public Charter School
UDC, Community College Hospitality and Tourism Program
Urban Alliance
Year Up
YouthBuild Public Charter School

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Silvana Rueda Scholars Program Manager
Allie Sinine Scholars Program Coordinator
Jamila Williams Career Pathways Program Manager

SPECIAL THANKS TO
Project Design Company for designing this Annual Report.

PHOTO CREDITS
Nathan Mitchell
Andrew Propp