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You made our work possible this year.

Thank you for connecting ambition with opportunity for first-generation college students.

With every event you attended, resume you reviewed and elevator pitch you shared, YOU helped drive our mission forward. Your tireless advocacy helps ensure that first-generation college students are equipped with the tools they need to complete their education and enter the workforce prepared to succeed.

On behalf of our Fellows and Fellow Alumni, thank you.

We couldn’t do this work without you.
Dear ANY Community,

Nine years after I first joined ANY as a Mentor Coach, I am still continuously struck by the dedication and ingenuity of our community. As we fight for economic mobility for ambitious, first-generation college students, our Fellows, volunteers, staff, board, and stakeholders not only work towards impressive college graduation and employment outcomes, they also help us reach new levels of collective impact. This year our alumni founded new schools, launched nonprofits, and transformed their company cultures.

Building an inclusive economy and workforce is essential to all of our growth and success. As our partners know, a diverse workforce is not just good corporate citizenship, it is good business. Diversity makes us more thoughtful, more innovative, and more strategic. First-generation college students are the emerging leaders we all need to move our companies, communities, and country forward.

First-generation college students, our leaders of tomorrow, achieve prodigious results when their drive is matched by opportunity:

- Nearly 90% of community-based Fellows complete career-trajectory internships.
- 90% of community college students transfer to four-year institutions.
- 93% of Fellow Alumni graduate from four-year institutions within six years of enrollment.
- 89% of Fellow Alumni secure full-time employment or enroll full-time in graduate school within six months of completing their degrees.

ANY is special not only for these outcomes, but for its community, one that is based on the mutuality of the mentoring relationship—an experience that leaves all parties changed for the better. It is no surprise to us that 98% of Fellows say their Mentor Coach inspires them to be their best self, and 84% of volunteers say partnering with ANY has made them a better leader or manager.

When our Fellows succeed, their success is shared by their families, their peers, their communities, and all they meet on their journeys. As ANY continues to grow, we celebrate these successes while looking to the future. With your partnership, I look forward to expanding our impact and catalyzing more smart investments in first-generation college students. Their ambition is matched only by our dedication.

I am so appreciative of our community, and I can’t wait for what’s next.

Marianna Tu
Chief Executive Officer
America Needs You (ANY) fights for economic mobility for ambitious, first-generation college students. We do this by providing transformative mentorship and intensive career development.

ANY believes in the power of community. Our career development programming in New York, New Jersey, Illinois, and California empowers volunteers to share their experiences and provide first-hand support to our Fellows.

These interactions build genuine bonds and are proof that when first-generation college students are provided with access, opportunity, and resources, they make their career aspirations a reality.
Only 11% of first-generation college students from low-income backgrounds earn Bachelor’s degrees.

ANY serves low-income, first-generation college students—students who come from homes where no parent has earned a four-year college degree.

Nearly nine in ten first-generation college students drop out before graduation. With economic mobility tied closely to education level and 65% of jobs requiring a postsecondary credential in 2020, supporting these students through college and first-time careers is more critical than ever.

Even when students graduate, finding a job with opportunities for upward mobility is difficult. Over 50% of hiring managers reported that recent college graduates are not “job ready.”

We know that today’s job market is also tied heavily to networking and connections – ANY addresses the professional network gap for first-generation college students.

All Fellows reside in low-income households and nearly 60% live below the federal poverty line.

Fellows pursue careers in a wide variety of fields.
Fellows pursue careers in a wide variety of fields.
The Fellows Program bridges the gap between college access and career readiness.

Our intensive two-year program addresses the unique social and emotional challenges first-generation college students face and provides the career guidance, training, and networks they need to succeed in the workplace.
Students achieve **lasting success** through four components.

**INTENSIVE CAREER DEVELOPMENT**

During full-day workshops, Fellows follow a best-in-class curriculum focused on college completion, career exploration, professional skills, and personal growth. Fellows practice these skills during facilitated exercises alongside their peers and professionals.

**ONE-ON-ONE MENTORSHIP**

Fellows work one-on-one with a volunteer Mentor Coach for the entire duration of the program—over 200 hours in total. Mentor Coaches provide Fellows with industry insight, connections, and guidance to help them stay on track.

**ROBUST NETWORKS**

Fellows connect with thousands of diverse professionals at workshops, on-site employer visits, and internships. Fellows grow their networks and open new doors through these contacts.

**HOLISTIC SUPPORT**

Fellows overcome personal and academic challenges through individualized support and holistic case management from ANY staff. Fellows also receive in-kind contributions, including business attire.
Our program works because of our incredible volunteers who believe that success is not merely defined by professional achievements, but also by one’s dedication to giving back. In pursuing higher education and entering today’s highly competitive job market, we know this: mentorship matters.

These dynamic young professionals provide Fellows with real-world applications of our curriculum, connections to industry contacts, and support in achieving their goals. True mentorship is mutually beneficial, and our volunteers learn and grow from these experiences as well.

MENTOR COACHES
Mentor Coaches are professionals with at least three years of experience in their field. These volunteers are matched one-on-one with Fellows. Together, the pair attends career development workshops, totaling over 200 hours of structured engagement. Outside of workshops, Mentor Coaches help Fellows cultivate their strengths, secure internships, and overcome obstacles.

CAREER COACHES
Career Coaches volunteer one time or periodically and provide valuable insight into their industries by serving on panels, participating in mock interviews, or presenting on career skills.

98% of Fellows say their Mentor Coach inspires them to be their best self

84% of volunteers say partnering with ANY has made them a better leader or manager
A NEW BEGINNING

Dani’s Story

DANIELA, ANY FELLOW: “I landed in New York for the first time a few days after my third birthday. My young parents made the selfless sacrifice to start a new life 3,000 miles away from their home in Ecuador, never to look back. All to give me, their little girl, a chance at the American Dream. A dream that held hopes for a safer life, a better education, and a brighter future. Today, I am a Dreamer in every sense of the word.

Growing up in the shadows means that you don’t know where you belong. I was terrified that someone would discover my double life. I didn’t trust anyone. In high school I put myself under immense pressure to go to an impressive institution. I thought it would make me feel worthy of my place here. As a first-generation college student, I was scared to ask for help and ultimately burnt out. However, when I got my fifth rejection letter, I knew I couldn’t do this alone.

Thanks to my mom, who never lets me give up, I finally enrolled in college that July. Still, I struggled my first semester. Something had to change. Then, I found America Needs You. From my interview day, I felt that I finally found a place where I belonged. I was able to open up with my interviewer, a stranger who made me feel like I had known him forever – who saw my potential.

I even remember leaving the interview thinking, ‘Wow. This program can change my life.’ And it has.

The first America Needs You workshop was also my first time in a big corporate office – and what an experience it was! Here I saw my opportunity to create a fresh start…to go out of my comfort zone…to meet other driven individuals. I was so excited to be there that mid-way through a session on goals, I took the mic and blurted out, “Hi everyone I’m Dani and my goal is to get to know all of you.” It was terrifying. My voice even felt shaky, but I did it. It was a big step for me. But, with that mentality, I made amazing friends that day and beyond.

My journey with America Needs You wouldn’t be the same without my Mentor Coach, Andrea Bogarin. Before Andrea, I couldn’t believe it when people said that your major doesn’t dictate the rest of your life – her experience was proof of this. Before Andrea, I was used to others closing their doors on me when I asked for career support. Over the past year, though, Andrea has helped me pave my way as a woman in technology. With her guidance and support, paired with ANY’s workshop material, I have been able to turn some of my dreams into reality. This summer I was fortunate to land an internship at Mastercard in a role I loved, with the skills necessary to make the most of my experience. Younger me would be so proud.

Moving forward I want to be a role model for my fellow Dreamers, for the women and minorities in tech, and for my 10-year old sister, Amy.

My place in this country has never been promised, but my time at America Needs you has helped me become empowered to keep moving forward, keep challenging myself; and to continue uplifting those I meet along my journey.”
In order to ensure high-quality, impactful programming, we rigorously track and evaluate our outcomes through quantitative and qualitative methods.

ANY Fellows complete periodic evaluations while enrolled in the program and annually upon graduation. Fellows and Mentor Coaches also provide feedback on their mentoring experience through the Strength of Relationship survey.

ANY Alumni report on their post-program successes and challenges.

These tools allow ANY to assess the impact of mentoring relationships and how they change over time; solicit feedback from students and volunteers regarding program content and delivery; review student internship experiences; and evaluate student performance during internships as compared to their peers.

We incorporate data from these tools into program development and design. Our findings also inform future case management, staff training, and program curriculum.

93% of Fellows graduate from four-year institutions within six years

89% of Fellows secure employment or enroll in grad school within 6 months of graduation

80% of Fellows are employed in their industry of choice
Paying It Forward

32 Fellow Alumni serve as current Mentor Coaches, taking their ANY journey full circle.

By leading Career Days at their companies, Alumni introduced over 100 students to diverse industries, workplaces and professionals.

Our Alumni pay it forward to the next generation of leaders by volunteering at workshops, supporting recruitment efforts, and serving as Career Coaches and Mentor Coaches. They leverage and develop their skills while driving our mission forward as members of our Alumni Leadership Council and Associate Boards.

We forge a talent pipeline equipped to tackle the demands of today’s workforce. Our Alumni receive individual career counseling and opportunities to attend networking events, industry and graduate school fairs, Career Days, and panel discussions. The Fellow and Mentor Coach Alumni communities also help each other advance their careers through our online job boards and networking platforms.

Together, we are building a lifelong professional community where everyone prospers.
“The help of ANY has been the key to success in my internship because I have applied many of the skills and knowledge I acquired in the workshops in my daily tasks and responsibilities.”

CRIS, FELLOW
This year, nearly 90% of community-based Fellows developed their skills and gained industry experience in career-trajectory internships.

Internships enable students to practice the skills they learn during workshops and make key connections in their industry. This practical experience is crucial to the Fellows Program model.

As compared to other student interns, supervisors rated ANY Fellows above average in the following areas: working in teams, professional etiquette, building relationships, giving and receiving feedback, time management, verbal and written communication, presentation skills, managing up, and taking initiative.

85% of internship supervisors agreed that ANY Fellows’ performances were above average relative to other interns.

100% of internship supervisors would consider ANY Fellows for future internships or full-time positions.

Fellows interned at 363 companies and nonprofits, including:

125th Street Business Improvement District
911 Memorial Museum
A&M Medical Services
Accelerate, Complete, Engage (ACE)
Access Careers
Act Inc.
ADP
Advanced Science Research Center
Aflac
After School Matters
Agape Leaders Institute
AIESEC
Albert Einstein College of Medicine
Ali for the People
Ali State Senate Campaign
Alternative Spring Break
Amazon.com, Inc.
AMC Networks
American Civil Liberties Union (ACLU)
American CNA School
American Express
American Museum of Natural History
American Red Cross
American Shipping Company
AmeriCorps
AntiaB.org
Aon
Apple
ARNOVA
Arrupe College
Arts For Incarcerated Youth
Ascend Charter Network
Asian Pacific Islander Forward Movement
Association of Hispanic Healthcare Executives Mentorship Program
Atlantis Global
AXA Advisors
Baazar Inc
“I went through real self-discovery of what I wanted to do with my life. I am so grateful for my experience and not only did I make valuable connections, but I left my internship with new friendships.”

KATHERINE, FELLOW
“One of the most rewarding parts of my internship has been helping Veterans and their families, providing them with the information and resources they need to obtain meaningful careers after the conclusion of their military service.”

CRISTOPHER, FELLOW
“Having the behind the scenes experience is something that I’m very grateful for and it has definitely improved my technical and professional skills I need to succeed in my field.”

NORPHEL, FELLOW
“I never could have imagined that my internship could lead me to meet so many inspiring people and acquaintances from across the world, including a real US astronaut!”

SEUNGHEE, FELLOW
FORGING AHEAD
Michael’s Story

MICHAEL, ANY FELLOW: “I come from a big Jamaican family in a little Brooklyn apartment. Since I was a kid, I have dreamt big. I wanted to be a basketball player, an inventor, a forensic psychologist. Then, when I was 10 years old, I fractured both of my ankles, and my dreams were put on hold. Despite going through countless rounds of physical therapy, my problems persisted; I experienced pain so excruciating that I had to be homeschooled through middle and high school, in and out of hospitals for years. I was misdiagnosed. Prescribed wrong medication. Experienced severe complications. And finally learned that surgery was the answer. I became clinically depressed - searching for ways to make meaning from it.

During it all- the ten years of walkers, wheelchairs, and canes; my mother as my relentless advocate and literal shoulder to lean on- storytelling kept me going. In books, TV shows, video games, and movies, I found stories that inspired me to fight through my depression. It was stories that literally got me back on my feet and across the stage to collect my GED diploma. Stories paved my road to college and my dream of being a writer.

It has been 4 years and 11 days since I underwent that surgery. And 3 years since I learned how to walk again. When I arrived at Brooklyn College, I knew I needed more than academics to succeed- to not only enrich my life, but also write stories of my own, that will one day inspire someone else.

I found America Needs You at just the right time, and I couldn’t let an opportunity like this pass me by.

Initially, I was nervous about being matched with a mentor. But, my nerves went away when I met the amazing Katherine Zhang. From day one, we hit it off. Katherine understood me and saw potential that I didn’t see in myself. She was my mentor from the moment we met. Now she is also an irreplaceable friend and one of my biggest champions.

Thanks to ANY, I have grown out of my shell and accomplished things I never imagined. I ran for student government and I won. I aced several rounds of interviews and secured my first job. Inspired by Katherine and all of the amazing Mentor Coaches in ANY, I am now a mentor to freshman students. This spring, I reached out to an ANY alumnus who connected me to a great summer internship at NY Family Magazine. Now I have another with the New York Public Interest Research Group, two internships this year alone.

The ANY community has shown me what you can accomplish when surrounded by individuals with the same drive to be the best we can be. I know I’ll give back to it.

One of the biggest obstacles I have faced is my fear of public speaking. Since my surgery, pain has lingered. I worry about supporting myself when I stand to speak. I get in my own head and begin to think that I will fail. But, as I face this challenge, ANY has been there every step of the way. My ANY family reminds me that I can do it, and now, I believe it.

Who knows, maybe I will even do a TED Talk someday!

I used to think I had no future, but now I know it’s a bright one. And like the future, I will keep moving forward. I hope to be a screenwriter, producer, author, voice actor, and political scientist. The little kid who dreamt big is still alive within me. And I know I will never forget my own story.”
On October 16, 2018, over 500 supporters and advocates came together for our Annual Benefit Dinner at the iconic Plaza Hotel in New York City. The ANY network raised over $1 million to support programming for Fellows.

The event honored two individuals within the ANY community who are longtime advocates of economic mobility: Richard O’Tool, General Counsel at The Related Companies; and Wanda Hope Bryant, Chief Diversity and Inclusion Officer at Johnson & Johnson.
ASSOCIATE BOARD FUNDRAISERS

Our Associate Boards in California, Illinois, New Jersey, and New York raised over $200,000 in support of ANY through unique special events. Young Leadership Board-led events also introduced our work to nearly 1,000 young professionals across the country, deepening volunteer engagement in local sites.

By leveraging their talent and networks, our Associate Boards provided critical support for first-generation college students.
A community of generous partners and donors makes our work possible.

FOUNDATIONS

$250,000 +
The Ric & Suzanne Kayne Foundation

$100,000 - $249,999
Heckscher Foundation for Children

$50,000 - $99,999
The Jeffrey H. and Shari L. Aronson Family Foundation
Gerstner Family Foundation

$25,000 - $49,999
The David Geffen Foundation
Charles Hayden Foundation
Max and Sunny Howard Memorial Foundation

Up to $24,999
Bright Funds Foundation
The Carson Family Charitable Trust
CME Group Community Foundation
CME Group Foundation
Crown Family Philanthropies
ECMC Foundation
Finnegan Family Foundation
Ford Foundation
Fortunate Chums Foundation
Hearst Foundations

CORPORATIONS

$100,000 +
Citi Foundation
Johnson & Johnson
Macquarie Group Foundation
News Corp

$100,000 +
Morgan Sachs
MasterCard Worldwide
PwC
The Related Companies
Select Equity Group Foundation

$10,000 - $24,999
Amherst Holdings, LLC
Bank of America Merrill Lynch
Blackstone Group
Blue Harbour Group, L.P.
BNY Mellon Community Partnership
The Boston Consulting Group
Campbell Lutyens & Co. Inc.
Cushman & Wakefield, Inc.
Eastdil Secured
EY
Gerson Lehrman Group (GLG)
Greenberg Traurig, LLP
Herman Miller
Iliad Realty
Jones Lang LaSalle
Kirkland & Ellis, LLP
Levitt & Boccio, LLP
Lincoln Land Services LLC
Lord, Abbott & Co. LLC
M&T Bank
Macy’s
Maples and Calder
McKinsey & Company
OANDA Corporation
Park East Construction Corp.
Proskauer Rose LLP
Prudential Financial

$5,000 - $9,999
Albanese Organization, Inc.
Alleghany Corporation
Credit Suisse Americas Foundation
Epstein Becker & Green, P.C.
Grosvenor Capital Management
Paul Hastings LLP
HG Vora Capital Management, LLC
Kirkland & Ellis LLP
Mitsubishi UFJ Financial Group (MUFG)

Hudson County Community College Foundation
The Hyde and Watson Foundation
Lawyers Lend-A-Hand to Youth
Reginald F. Lewis Foundation
NFL Foundation
Henry E. Niles Foundation
Neal H. and Laurie K. Price Philanthropic Fund
Bradley S. Schneider and Julie R. Dann Family Philanthropic Fund
Steward Family Foundation
Streibich Family Fund
Wege Foundation
Elizabeth and Jeffrey Wellek Philanthropic Fund
Whiting Foundation
World Wide Technology Foundation

Raines International Inc.
Regeneron Pharmaceuticals
Royal Abstract
Stroock & Stroock & Lavan LLP
Sullivan & Cromwell LLP
Suvretta Capital Management, LLC
TD Bank
TIAA-CREF
TPG
Venable LLP
Wells Fargo
$1,000 - $4,999
BMO Harris Bank, N.A.
The Corcoran Group
Fitch Ratings
Heartland Brewery
Jet.com
Katten Muchin Rosenman LLP
King Street Capital Management, LP
Kramer Levin Naftalis & Frankel LLP
Modell’s Sporting Goods
Patrick Engineering
The People’s United Community Foundation, Inc.
Pfizer
RBC Capital Markets
Robert Willens LLC
RXR Realty
TransAmerica Capital, Inc.
Ventas
Viking Global Foundation, Inc.

Up to $999
ABP Investments
Amazon.com, Inc.
Belgravia Group
BlackRock
The Carlyle Group Wealth Sharing Program
CDI Construction Group, Inc.
Charles Schwab
Chicago Collegiate Charter School
Chicago Event Management
CME Group
Collective
Crowe Horwath LLP
The Delancey
Deloitte
Discover
Facebook
The GE Foundation
Google
Harry’s, Inc.
HCSC
Hess Corporation
Highline Bar & Lounge
The Irish American
Kimoto Rooftop

LaSalle Investment Management
LinkedIn
Maranong Capital, L.P.
Marsch & McLennan Companies
McGinley Square Enterprises, LLC
Minted
Mondelez International
New Grounds Food Inc.
Nielsen
Northwestern Mutual
PayPal
Pepsi Co.
Prudential
Rice Dairy LLC
Roaring Fork Energy
S&P Global
Sandalphon Capital
Schlesinger Associates Inc. New Jersey
Transactis, Inc.
U.S. Bank
Unilever
United Way
ViacomCBS
VISEO USA
Westfield Inspiration LLC
ZogSports
INDIVIDUALS

$50,000 +
Anonymous
The Estate of Ellen Dembrowski
Richard and Kathy O’Toole and Family
Benis and Robert Reffkin

$25,000 - $49,999
Jonathan and Erika Bearman
Joel and Julia Greenblatt
Rebecca Kruger and Alexander Vetrosky
Nyssa & Chris Lee
Katie and Paul White

$10,000 - $24,999
Sebastian and Claudia Arango
Jeffrey Brodsky
Gregory Dalvito
Kent & Elizabeth Dauten
Cliff Goins IV
Nicholas Gravante
Edith Hunt
Kristal and Yusef Kassim
Roland Merchant
Margo and James Oliff
Eric Rosenberger
Albert Satija and Erica Chin
Martin Schneider
Mariel and Jamie Sholem
Eric Silverman
Stephen Smith
Timothy Sullivan
Devin Thomas and Dr. Dendy Engleman
Gideon Walter
David Zussman

$5,000 - $9,999
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Mary and Jay Goldberg
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Dhara Pandya
Keith Ramsden
Philip Ruffat
Hillel Silvera
Veronica Velazquez
Raj Vora
Freda Zhou

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Diana Baide
Caroline Beshara
Matthew Bonner
Cindy Brea
Ann Broderick
CJ Brown
Kathleen Bryski
Karen Chelsey
Michael Choy
Citrin Family Foundation
Charles Citro
Christine Clarfield
Jose Claxton
Dan Colton
Gerald Cooper
Ashley Cope
Justin Crowell
Joseph Cuozzo
Chris Davidsson
William Demas
Kate and Zak DeOssie
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Shane Dinneen
Peter Domanko
Robert Downes
Gitanjali D’Sa
Karen Dyer
Richard Edlin
Scott Ferris
Lauren Fonseca
Joy Fotsch
Banjamin Friedland
Ravin Gandhi
Devanshi Garg
Anthony and Sebnem Giorgio
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William Glascott
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Justin Metz
Michael Moloney
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Katerina Novak
Deborah Owolabi
Thomas Peacock
Casandra Pinnamonti
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Arjun Reddy
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Fifi and Ronald Levin
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Bernadette Ruane
Bella Rubin
Jordan Sasson
Mark Schmalfeld
Yokasta Segura-Baez
Nick Seminara
Joe Seydl
Stan Shamayez
Joseph Shamon
Jennifer Shurmur
Todd Slagle
Brian Smith
Daniel Smith
Martha St. Jean
Peter Stapleton
Joe Steffa
Stefan Sterns
Son Tieu
Juan Uribe
Leonardus Van Hensbergen
Diane Von Dehsen
Ben Weinberg
Matthew Weiss
Theodore Wells
Jaime Willis
Trevor Winstead
Natalia Wolff
Kenneth Wong
Bryan Yamhure
Nadine Yang
Guo Hua Zhang
Jared Zola
Dean Ashton  
Jenn Asokumar  
Craig Astaphan  
Mark Astiz  
Hilary Atzrott  
Joe Avond  
Ricardo Ayala  
Kim Babcock  
Jessica Bacher  
Jonathan Bacon  
Vivian Bae  
Angelika Baehny  
Nicole Bahling  
Satori Bailey  
Adam Bain  
Michelle Baka  
Monique Baker  
Alex Bal  
Paula Baldwin  
Adam Baliban  
Lauren Balik  
Marc Balizer  
Michael Ballschmiede  
Kae Bandoy  
Catherine Banobi  
Neha Bansal  
Tyler Barbiaux  
Cheryll Baresel  
Deenah Bassiouny  
Shumita Basu  
Katherine Bates  
Rosemary Bates  
Orlando Batista  
Devon Batiz  
Jason Batliner  
Margaret Bauer  
Thomas Bauer  
Becky Bauman  
Caroline Baumgartner  
Whitney Baxter  
Juliana Beall  
Lisa T Beall  
Jermaine Beardy  
Katelynne Beaty  
Christopher Becker  
Neil Beckerman  
Molly Bedford  
Myles Beecham  
Rodney Beeks  
Alyssa Beer  
Cynthia Beer  
Danielle Beer  
Larry Beer  
Amber Beigay  
Odette Geraldino Beltre  
Bridgette Bek  
Lori Benson  
Rachel Benson  
Ainsley Benton  
Andrea Berdusco  
Eva Berges  
Chris Bergstrom  
Jeff Bernacchi  
Evan Bernat  
Robert Bernstein  
Robert Bertagna  
Lisa Besteni  
Wesley Betsill  
Emma Betzig  
Neeraj Bhatnagar  
C Bigsby  
Carlye Bills  
Kristin Binder  
Maurice Birch  
Stephanie Bittner  
Jane Black  
Matthew Blackburn  
Chris Blackman  
Gifty Blankson  
Elizabeth Blinderman  
Rebecca Blixt  
Cyndy Bloch  
Cynthia Bloch  
Sam Bloch  
Rachel Blomfield  
Melissa Blotner  
Michelle Blum  
Charity Boadi  
Raymond Bogenrief  
Matthew Bogusz  
Jerry Boisseau  
Pete Bojovic  
Rachel Bolanos  
Mary Bolig  
Mark Bolinske  
Page Bolinske  
Gail Bomze  
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Scott Boruff  
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Emily Bossert  
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Clayton Bowers  
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Jack Boyd  
Tre Boyd  
Gordana Bozic  
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David Bracken  
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Graeme Braidwood  
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Andrew Brake  
Brandon Branchini  
Linda Brannigan  
Mary Brauchli  
Travis Braul  
Nestor Brea  
Nick Brehmer  
James Brinsfield  
Aksoua Brobby  
Jaycee Brock  
Jordan Brondo  
Cj Brookover  
Ellen Brooks  
Heather Broome  
Kim Broten  
Beverly Brown  
Crystal Brown  
Logan Brown  
Ruell Brown  
Tara Brown  
Samantha Brownell  
Gerald Browning  
Tom Browning  
Neil Bruyere  
John Bryan  
Debra Buchanan  
Kevin Buchheit  
Scott Buchheit  
Shannon Bucknell  
Jonathan Buckner  
Seyi Bucknor  
Christian Buenafe  
Eva Bueno  
Helen Buerger  
James Buerger  
William Buerger  
Claire Buff  
Wendy Burd  
Sally Burd Sullivan  
Elizabeth Burg  
Rebecca Burgoyne-Allen  
Alexandra Burke  
Patrick Burke  
Charles F Burke Jr  
Carol Burns  
Kimberly Burns  
Lexi Burns  
Suzette Burton  
Stephen Bus  
Melanie Busch  
Deborah Buschaw  
Kurt Butka  
Alexandria Butler  
Sheila Butler  
Sinead Butler  
Leigh Anne Buttrick  
Hallie Byers  
Katen Byers  
Nathan Byers  
Dara Byrne  
Tracey Byrne  
Kris Cabanilla  
Gina Cafara  
Christopher Caggiano  
Mary Calliste  
Christen Calloway  
Hugo Camacho  
Christine Campbell  
Hannah Campbell  
Patti Campbell  
Ryan Campbell  
Jesus Campos
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<td>Patrick Toews</td>
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<td>Evan Woods</td>
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<td>Max Wopperer</td>
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GET INVOLVED

VOLUNTEER
The time you give to mentoring first-generation college students makes a lasting impact in their lives and their communities. Our volunteer network not only develops the next generation of leaders, but also provides career support to strengthen today’s leaders.

To volunteer, please contact us at volunteers@americaneedsyou.org.

ATTEND AN EVENT
Networking hours, cocktail parties, trivia nights, golf tournaments, endurance races—these are just a few of the many events our community offers.

Meet our staff and volunteers to learn more about our work, all while raising critical funds to support first-generation college students.

For a calendar of upcoming events, visit our website www.americaneedsyou.org.

INVEST
Your gift provides:

$1,000: One year of professional development grants for one Fellow

$500: One clothing drive to provide Fellows with professional attire

$250: Printed career guides for one workshop

$100: Nutritious meals for one workshop

91% of volunteers say that partnering with ANY has provided more personal fulfillment compared to other alternative volunteer activities

85% say it’s helped them expand their professional network

91% say that workshop curriculum has been impactful to their own professional development
OUR LEADERSHIP

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Raines International Inc.

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Banking  
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Public Policy Research  
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David Kirshenbaum  
Managing Director  
Virtas Partners

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Carla Ruiz (Secretary)  
Senior Vice President, Global M&A  
Shiseido

Shahed Larson  
Partner  
Brunswick Group

David Zussman  
Chief Financial Officer  
Related Companies

Sebastian Arango  
Director  
King Street Capital Management

Aditya Sanghvi  
Senior Partner  
McKinsey & Company

Albert Satija  
Partner  
Soroban Capital Partners LP

Eric Aronson  
Partner  
Stroock & Stroock & Lavan LLP

Alex Sloane  
Managing Partner  
Garnett Station Partners

Dina Aronson  
Founder and President  
Advocate Legal

Aditya Sanghvi  
Senior Partner  
McKinsey & Company

Alex Sloane  
Managing Partner  
Garnett Station Partners

Dan Smith  
CEO  
Raines International Inc.

Shawn Golhar (Chair, ANY-NJ)  
Managing Director and Head of  
Public Policy Research  
Barclays

Sebnem Giorgio (Treasurer)  
Chief Financial and Operating Officer  
The Nightingale-Bamford School

Paul White  
Principal  
Ram Island Holdings, LLC

David Zussman  
Chief Financial Officer  
Related Companies
ILLINOIS BOARD

Ricardo Dalmas (Chair)
Vice President of Strategic Initiatives
Ventas, Inc.

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Partner and Managing Director
Moelis & Company

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Partner
PwC

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Chief Investment Officer
Green Courte Partners LLC

David Kirshenbaum
Managing Director
Virtas Partners

Jason Leung
Former Global Head/CEO
Cumberland

Carl-Martin Lindahl
CEO and Board Director
SVP Worldwide

Guillermo Marroquin
Head of North American Real Assets
Campbell Lutyns

Kedra Newsom
Managing Director and Partner
Boston Consulting Group

Sona Patadia-Rao
Expert Design Director
McKinsey Design

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Raj Vora
Partner
Metric Point Capital LLC

Taylor Weaver
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Latham & Watkins

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Alleghany Corporation

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McKinsey & Company

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Vice President, Global Strategic Relationships Group
JPMorgan Asset Management

Donna Vance
Retail Strategy Consultant

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Managing Director and Head of Public Policy Research
Barclays

Joe DeSilva
Senior Vice President
ADP

Zak DeOssie
Vice President, Private Wealth
Goldman Sachs
Former Captain of Special Teams & Long Snapper
New York Football Giants

Virkram Mulchandani
Director, Pharmacy Supply Chain
The Mount Sinai Hospital

Eric Rosenberger
Partner
Family Wealth Planning LLC

Alice Shanahan
Partner
McCusker, Anselmi, Rosen, & Carvelli, PC

Eric Silverman
Principal & Co-founder
Silverman

Gideon Walter
Partner & Managing Director
The Boston Consulting Group
### CALIFORNIA ASSOCIATE BOARD

<table>
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<tr>
<th>Hallie Byers (Co-Chair)</th>
<th>Ben Hoang</th>
<th>Austin Shephard</th>
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<td>Anthony Nardini (Co-Chair)</td>
<td>Adoni Netter</td>
<td>Creighton Taylor</td>
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<td>Mark Bolinske</td>
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<td>Chelsea Crowder</td>
<td>Melinda McIntire</td>
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### ILLINOIS ASSOCIATE BOARD

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<th>Sean Gold</th>
<th>Rohun Pai</th>
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### NEW JERSEY ASSOCIATE BOARD

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<td>Nick Senter (Recruitment Lead)</td>
<td>Justin Mangini</td>
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<tr>
<td>Ryan Siddens (Engagement Lead)</td>
<td>Yuliya Prots</td>
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<tr>
<td>May Chiu (Special Events Committee Lead)</td>
<td>Yefry Rodriguez</td>
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<tr>
<td>Committee Lead)</td>
<td>Grisam Shah</td>
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<tr>
<td>Lacey Andrews</td>
<td>Samantha Singh</td>
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### NEW YORK ASSOCIATE BOARD

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<th>Deborah Owolabi (Chair)</th>
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<td>Anastasia Cifuentes (Recruitment Lead)</td>
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STAFF

Marianna Tu  
Chief Executive Officer  

Hosea Harvey  
General Counsel  

Adrienne Boykin  
Chief Financial Officer  

Emily Daniels  
Chief External Affairs Officer  

Anna Verdiyan  
Chief Operating Officer  

Satori Bailey  
Illinois Executive Director  

Jerome Joseph  
New York Executive Director  

Monica Anzaldi  
New Jersey Executive Director  

Chika Anoliefo  
Business and Technology Director  

Maia Almendral Esteves  
National Director of Programs  

Theo Fowles  
California Program Director  

Nick Geremia  
Partner Program Director  

Ryan C. Hamilton  
New York Program Manager  

Deandra Hernandez  
Borough of Manhattan Community College Program Manager  

Jennifer Herrera  
California Program Manager  

Jules Mangini  
New Jersey Program Manager  

Chrissy Ramkarran  
New York Partnerships and Volunteer Engagement Manager  

Ben Sachs-Hamilton  
Operations Manager  

Preethi Varma  
Illinois Program Manager  

Gifty Blankson  
Borough of Manhattan Community College Program Coordinator  

Sylvie Do-Vu  
New York Program Coordinator  

Idara Eno  
Illinois Program Coordinator  

Katie Feeley-Lussier  
Development Coordinator  

Kadiatou Fofana  
New Jersey Program Coordinator  

Mitch Mitchell  
Development Coordinator  

Elisa Salgado  
Illinois Program Coordinator  

Ariana Seymore  
California Program Coordinator  

Sarah Stern  
New Jersey Program Coordinator
STATEMENT OF ACTIVITIES

FOR THE YEAR ENDED JUNE 30, 2019
WITH COMPARATIVE TOTALS FOR THE YEAR ENDED JUNE 30, 2018

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<th>Public Support &amp; Revenue</th>
<th>Without Donor Restrictions</th>
<th>With Donor Restrictions</th>
<th>Total 6/30/19</th>
<th>Total 6/30/18*</th>
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<td>Contributions</td>
<td>$1,112,549</td>
<td>$958,861</td>
<td>$2,071,410</td>
<td>$2,586,270</td>
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<td>Special events income (net of expenses with a direct benefit to donor)</td>
<td>1,353,714</td>
<td>1,353,714</td>
<td>1,134,912</td>
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<td>Interest and dividend income</td>
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<td>19,659</td>
<td>25,788</td>
<td></td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>1,035,792</td>
<td>(1,035,792)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total public support &amp; revenue</strong></td>
<td>3,521,714</td>
<td>(76,931)</td>
<td>3,444,783</td>
<td>3,746,970</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>2,559,104</td>
<td>2,559,104</td>
<td>2,426,663</td>
<td></td>
</tr>
<tr>
<td>Supporting services:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Management and general</td>
<td>382,107</td>
<td>382,107</td>
<td>314,384</td>
<td></td>
</tr>
<tr>
<td>Fundraising</td>
<td>501,562</td>
<td>501,562</td>
<td>454,271</td>
<td></td>
</tr>
<tr>
<td>Total supporting services</td>
<td>883,669</td>
<td>0</td>
<td>768,655</td>
<td></td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td>3,442,773</td>
<td>0</td>
<td>3,195,318</td>
<td></td>
</tr>
</tbody>
</table>

| Change in net assets from operating activities | 78,941 | (76,931) | 2,010 | 551,652 |

<table>
<thead>
<tr>
<th>Non-operating activities</th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Gains/(losses) on investments, net of fees</td>
<td>21,197</td>
<td>21,197</td>
<td>(2,659)</td>
<td></td>
</tr>
<tr>
<td>Total non-operating activities</td>
<td>21,197</td>
<td>0</td>
<td>21,197</td>
<td>(2,659)</td>
</tr>
</tbody>
</table>

| Change in net assets | 100,138 | (76,931) | 23,207 | 548,993 |
| Net assets - beginning of year | 1,434,815 | 1,030,250 | 2,465,065 | 1,916,072 |
| Net assets - end of year | $1,534,953 | $953,319 | $2,488,272 | $2,465,065 |

* Reclassified for comparative purposes
Our core values are the benchmark for everything we do as an organization and the framework from which we make all of our decisions. These six core values define our culture, inspire and guide us, and help us achieve our mission.

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