



Annual Report 2017-2018



A Message to Our Supporters

You inspire me. Yes, you!

With your help we sent **500 children** to school this past year. Our 100% model means your impact is incredibly clear. Your passion to make a difference in the world is unbelievable. You put your heart and soul into earning a living and then you give a piece of it away to support people you don't even know. The way the faces of these children light up when they realize you have sponsored their education is breathtaking and I hope that one day you too can see the smiles on their beautiful faces.

The truth is this year was not easy. We struggled to find good volunteers and we struggled to find the resources to invest in our own infrastructure and growth. But we aren't giving up. We delivered nearly 700,000 hours of education and 130,000 meals this past year. We're incredibly proud and we aren't stopping now. Over the next year we will accelerate our impact via our board, corporate partnerships, foundations and grants, and new channels that are allowing us to reach even more children. As we scale, we know we can always count on your support.

I often get asked, "What difference can one person make?" I respond by sharing an extract from *The Star Thrower* by Loren Eiseley.

Early one morning, an old man was walking along the shore after a big storm had passed. He found the vast beach littered with starfish as far as the eye could see. Off in the distance, the old man noticed a small boy and called out, "Good morning! May I ask what you are doing?" The young boy paused, looked up, and replied "Throwing starfish into the ocean. The tide has washed them up onto the beach and they can't return to the sea by themselves. When the sun gets high, they will die, unless I throw them back into the water." The old man replied, "But there must be tens of thousands of starfish on this beach. I'm afraid you won't really be able to make much of a difference." The boy bent down, picked up yet another starfish and threw it as far as he could into the ocean. Then he turned, smiled and said, "It made a difference to that one!"

Our donors, our volunteers, and our board represent that boy. You may not change the world by sending a child to school but you will have changed that child's world. Thank you for supporting us. Thank you for inspiring us to be the best version of ourselves. Thank you for all that you do.

Kunal S. Doshi
Founder & Executive Director



“These children are equally capable of making an impact in the world. But if they do not learn to read and write, they will miss the boat. We want to give them the freedom to dream big and the tools to shape their own destiny.”

– **Kunal Doshi**



Our Story

The Problem

Over **250 million** primary school age children can't read, write, or do basic mathematics. **Two-thirds** of girls in Arab countries and parts of Africa may never go to school.



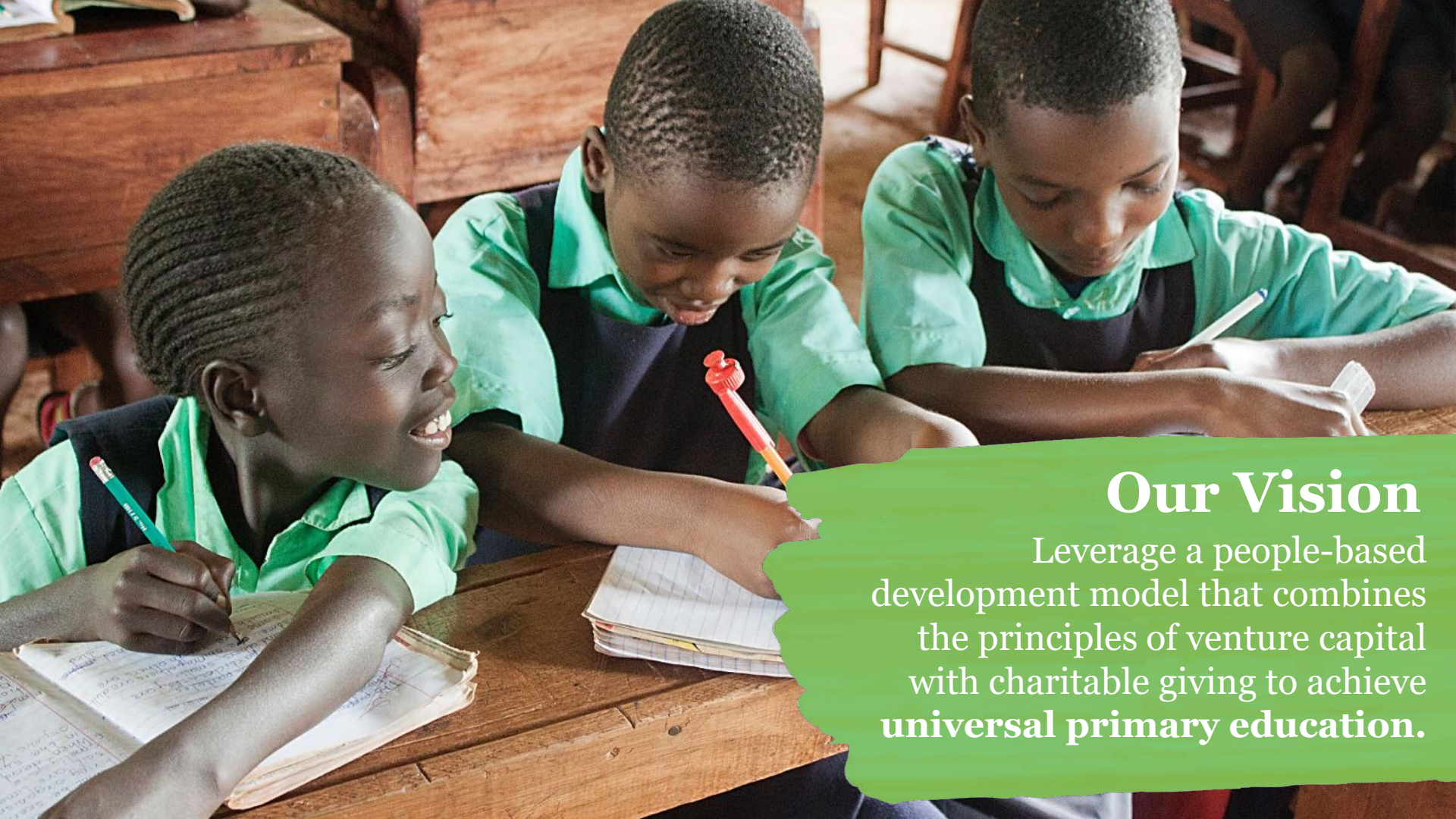
The Consequence

- Children who don't receive an early education are **70%** more likely to engage in violent crimes.
- Not educating girls results in **\$15 to \$30 trillion** in lost earnings and productivity to the world economy.





The Solution
Brighter Children.



Our Vision

Leverage a people-based development model that combines the principles of venture capital with charitable giving to achieve **universal primary education.**

Who We Are

We started with a small group of dedicated professionals aspiring to do something wonderful. Today we have developed as a venture philanthropy fund which invests in school partners in impoverished communities across the world including schools in Colombia, Honduras, India, and Kenya.





What We Do

Brighter Children identifies some of the highest impact primary schools in the most impoverished communities in the world. With your help we then provide those children who are vulnerable or at-risk of dropping out of school with annual scholarships and access to quality education.

How We Create Value

1 Identify Leaders
Screen and select some of the highest impact non-profit education entrepreneurs globally

2 Vet and Authenticate
Rigorously screen and select schools with the greatest potential to maximize impact

3 Community Ownership
Collaborate with local community, increase enrollment / retention, and create sustainable change

4 Fund at-risk Children
Fund the education of those children who are vulnerable or at-risk of dropping out of school

5 Multi-year Support
Ongoing support allows schools to deliver quality education and target 100% graduation rate

6 Capacity Building
Provide advisory services such as business planning and board management

7 Bridge Funding Gap
Connect donors and local non-profits by educating funders to be more strategic in their giving

8 Monitor and Evaluate
Monitor progress of partner schools to ensure accountability of funds and evaluate outcomes



Our Impact

100% Transparency Model **CHOOSE YOUR IMPACT**

Scholarship Fund

You can directly invest in this fund to sponsor a child's education including tuition, school supplies, a daily meal and basic healthcare.

Unrestricted Fund

You can directly invest in this fund to support our most pressing needs which can vary from operating costs to sending more children to school.





500 children
were sponsored by
Brighter Children
this past year
alone.

Measurable Impact

500

**Number of
Students
Sponsored**

700K

**Education
Hours
Delivered**

5K

**Literacy
Tests
Administered**

130K

**Number of
Meals
Provided**

96

**Student
Pass
Rate (%)**

<1

**Student
Dropout
Rate (%)**

99

**Teacher
Attendance
Rate (%)**

98

**Student
Attendance
Rate (%)**





Immeasurable Impact

- In developing, low-income countries, every additional year of education for a child can **increase future income by an average of 10%**
- High-quality early childhood programs can yield **a \$4 – \$9 dollar return per \$1 invested**



Camillo's Journey: From Student to Teacher

Brighter Children not only enables students to break free from the cycle of poverty but also inspires them to positively impact their community.

At the age of thirteen, Camillo joined a gang and found himself in a knife fight with another boy. After receiving a formal education at our partner school, Camillo realized his potential as both an athlete and a student. Inspired to help other children, Camillo decided to become a teacher. Today he is a physical education instructor at our partner school in Colombia.

Our New Partner: Educate Girls

**When you educate a girl,
you educate a family.**

We agree! Women typically re-invest 90% of their income into their families, as opposed to 30-40% for men. As of June 2018, Brighter Children has partnered with Educate Girls to educate and empower girls in rural communities in Rajasthan, India.






Our Champions



170+ awesome supporters attended our annual benefit in New York City to send **84 children** to school. Do you think they had a good time?

A man with a beard and sunglasses on his head is smiling and taking a selfie with a group of children. The children are wearing white school uniforms with blue collars and are all smiling. The man is holding a black smartphone. The background is a light-colored wall.

Taylor had a blast
hosting a bubble soccer
tournament to help
send **4 children** to
school. See how
thrilled he was to meet
these children!

Kevin inspired his co-workers at Moogsoft to sponsor the education of **5 children** he met in Colombia. We promise he has a friendlier smile when you meet him in person :)





One year old Aahana raised funds to send **7 children** to school on her birthday! We have a feeling she's going to be a philanthropist when she grows up.

The background is a blurred screenshot of a Facebook page for 'Brighter Children'. The top navigation bar is blue with the Facebook logo, a search bar, and links for 'Kunal', 'Home', and other icons. The left sidebar shows navigation links: 'Brighter Children', '@BrighterChildren', 'Home', 'Fundraising', 'About', 'Events', 'Photos', 'Videos', 'Community', 'Reviews', and 'Posts'. At the bottom left is a green 'Create a Page' button. The main content area shows a large photo of children, followed by a grid of smaller photos and video thumbnails. Three yellow callout boxes with scalloped edges are overlaid on the page, each containing a large number and a description of a metric.

3k

3,391 visitors from
105 countries follow
our story

15k

15,008 friendly guests
visited our website to
read about our impact

130k

130,596 fans viewed,
liked, shared or
tweeted our content



Our Family



Our team grew
stronger and bolder.
**27 dedicated
professionals**
donated their time,
energy, and
resources in helping
us send 500 children
to school.

If you see them, give
them a high-five!



The Brighter Children
team enjoyed spending **10**
days in Kenya meeting the
students we sponsor.
Although, playing soccer
with these children and
losing was less fun.

Advisory Board

Adam Sobol

Amanda Cowen

Andrew Keating

Colin Smith

Drew Murphy

Glen Lally

Ian Swanson

Jack Kudale

Jeff McDermott

Jen McClure

Joe Hanssen

Marcus Yoder

Mary Lynn Clark

Michael Gould

Mike Kenny

Rob Schultz

Sherif Hassan

Stephanie Greiner

Susan Elliott-Bocassi

Wiegert Tierie

Directors

Becca Wolin

Ben Travis

Kevin Bogdanov

Kunal Doshi

Kyle Emory

Prerna Talreja

Richie Peyser

Sarah Seo

Shawn Small

Suzy Peng

William Reynolds

Team

Allan Kaganov

Amil Shah

Garrett Bewkes

Josh Anderson

Kevin Condon

Kunjisha Ahuja

Kyle Shepherd

Neggin Tavana

Nick Angelis

Nitila Patel

Olivia Gaudree

Ross DiBetta

Snigdha Kanala

Taylor Cohen

Taylor March

Teela Rumfelt

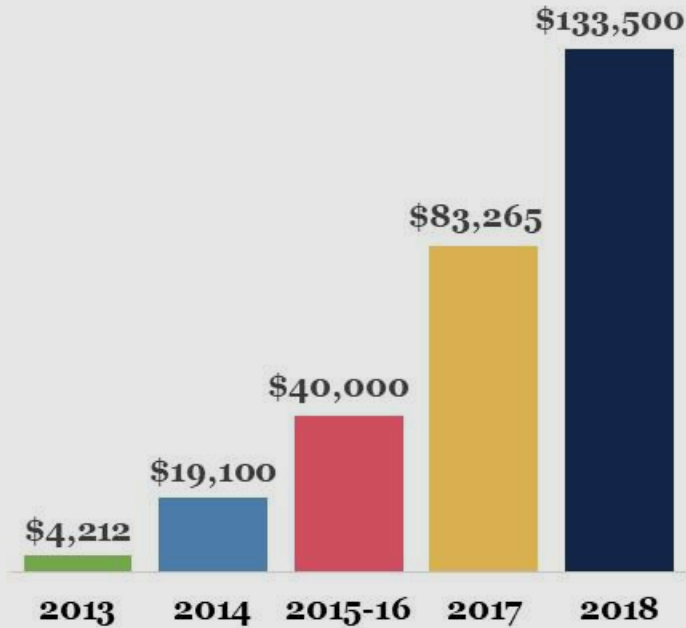
We set goals big enough to matter and small enough to achieve keeping in mind that everything is impossible until somebody does it.



Our Financials

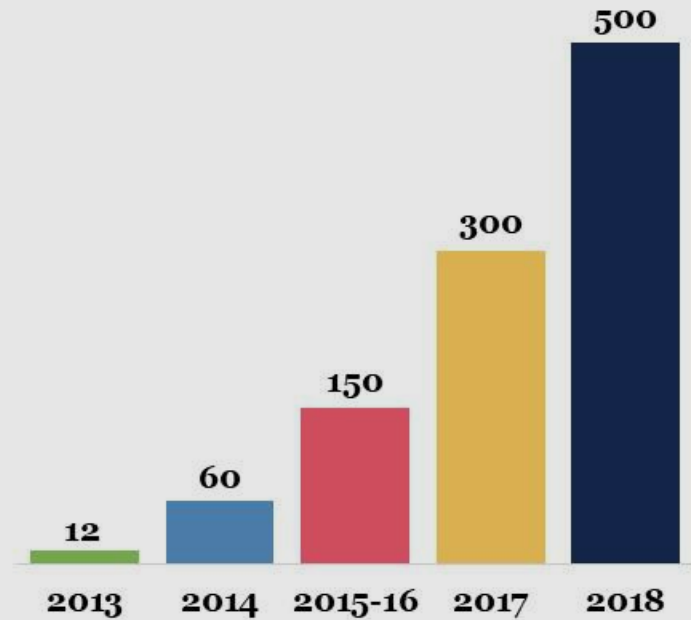
1.6X

**Y-o-Y growth in funds
distributed to schools**



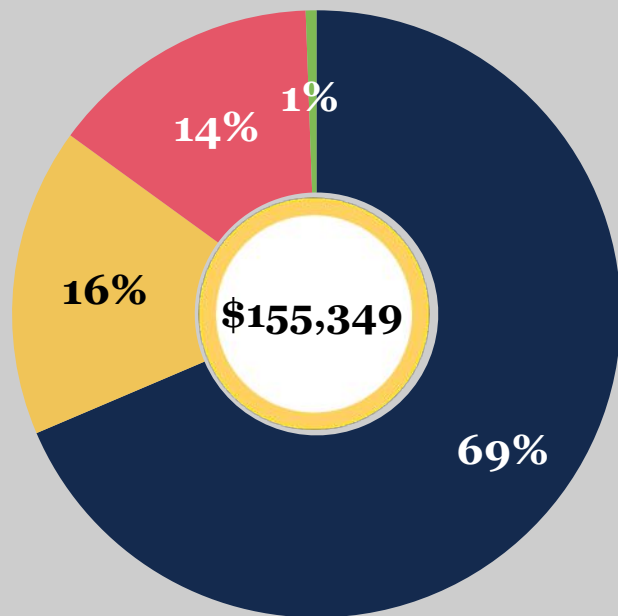
67%

**Y-o-Y increase in number
of students sponsored**



Note: Financials for 2018 represent the twelve month period between July 2017 and June 2018.

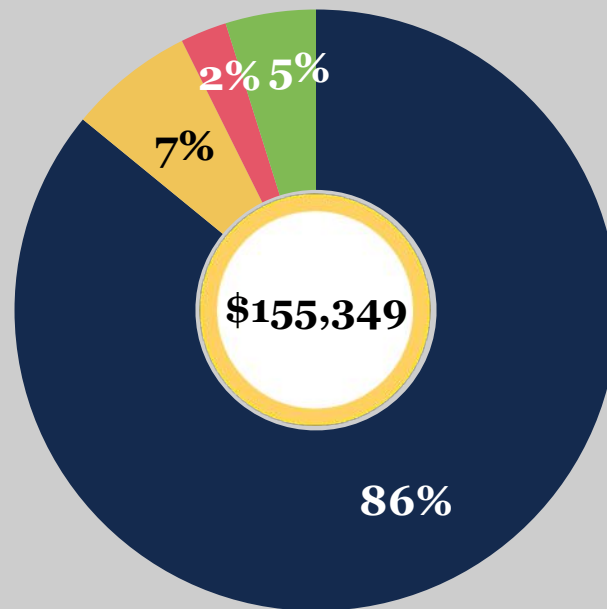
Source of Funds*



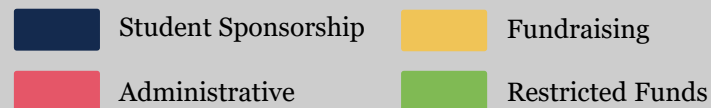
All of our operating costs are sponsored by board members and private donors



Use of Funds*



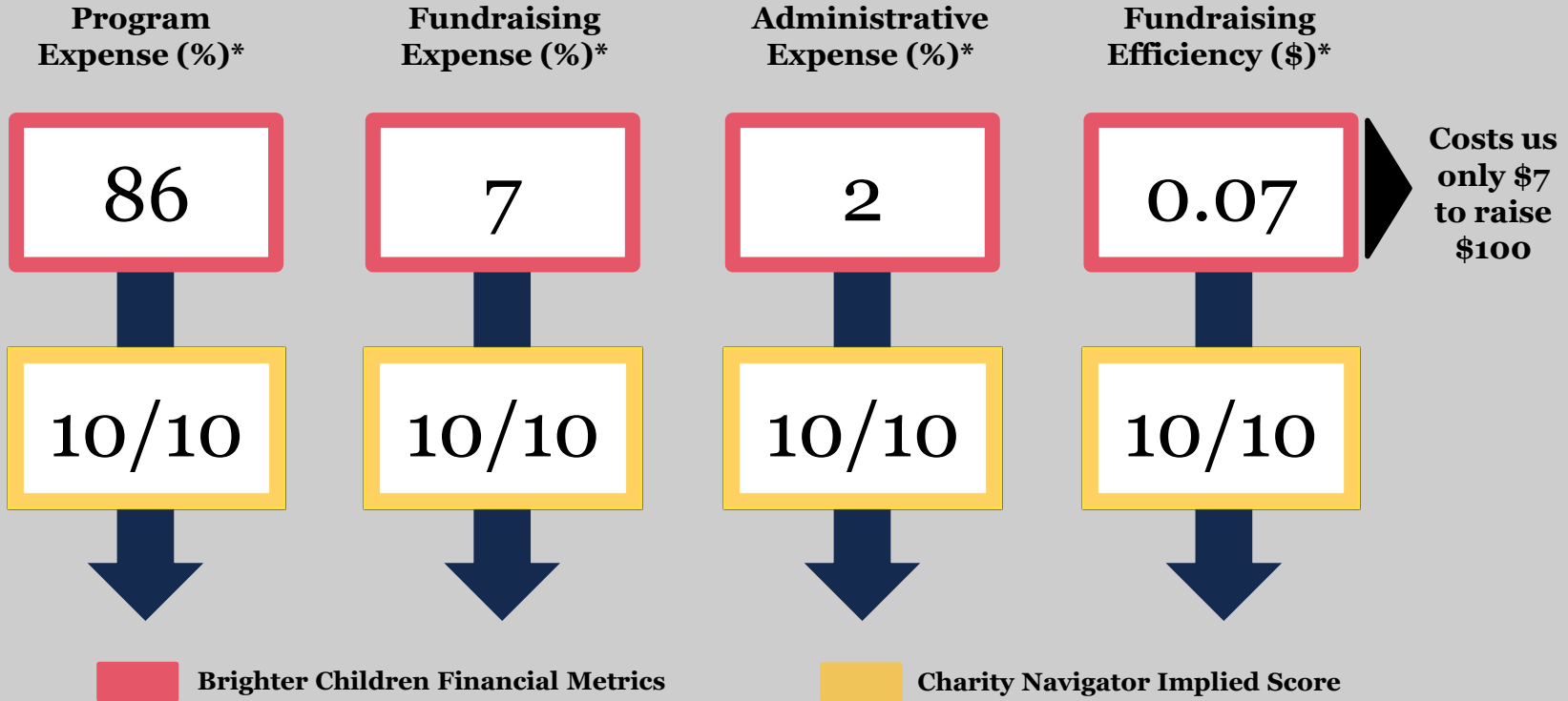
100% of all public donations are used to sponsor the education of children



*Excludes \$17,413 in pass-through special event expenses. All fundraising and administrative costs are covered by third-party donors and board members.

FINANCIAL EFFICIENCY SCORE

Based on Charity Navigator Guidance



Note: Charity Navigator only rates organizations which generate at least \$1 million in revenue.

*All calculations are based on guidance provided by Charity Navigator to measure a charity's Financial Efficiency.

WITH GRATITUDE

\$10,000+

Mary Lynn Clark

\$5,000+

Glen Lally

Ian Swanson

Joe Hanssen

Sherif Hassan

\$2,500+

Aahana Shah

Adam Sobol

Belinda Metzger

Charles Tucker

Drew Murphy

Jack Kudale

Jennifer McClure

Marcus Yoder

Michael Gould

Mike Kenny

Stephanie Greiner

Wiegert Tierie

\$1,000+

Amanda Russell

Andrew Keating

Antonio Petruso

Arlene Maclin

Bradley Michelson

Garrett Bewkes

Jessica Bigas

Joe Jelic

John Angelis

Stella & Sudhir Doshi

Mahesh Shah

Marc Wolin

Punyashree Shah

Ramona Soriano

Ross DiBetta

Susan Elliott-Bocassi

Tadas Nikulin

Taylor March

Theresa Emory

\$500+

Abhinav Dendukuri

Adam Sikora

Allan Kaganov

Ashok Veeranki

Becca Wolin

Bryan Burnhart

David Paxton

Dennis Lee

Duncan Ley

Gaurav Khantwal

Homa Tavana

Kevin Bogdanov

Narendra Sanghvi

Neggin Tavana

Niki Doshi

Priyam Bajaj

Richie Peyser

Sarah Seo

Snigdha Kanala

Steve McDonald

Suzy Peng

\$300+

Andrew Kelly

Ben Travis

David Semanoff

David Rodriguez

Edwin Cherian

Elizabeth Seth

Geoffrey Chin

Howard W

James Ball

Jon Gregg

Juan Rogers

Karla Waller Cohen

Katherine Keough

Kevin Condon

Kim Potvin

Lucy and Owen Shotts

Matthew Ricke

Melissa Rossaki

Miriam Kanter

Nancy Gramps

Olivia Gaudree

Prerna Talreja

Ryan LaRue

Sahar Aubon

Sarah Condi

Will Frohling

\$150+

Andrea Detterick

Angela Kim

Angelica Nikolausson

Ben Davis

Brian Walsh

Brinda Cherian

Chris Coleman

Chris Kaminski

Dara Chhit

Dhiraj Carumbaya

Gene Yhim

Guldar Sekhon

Jake McGuffog

Jamie Stone

Jennifer Davidson

John Swaine III

Jordana Small

Joseph Dolan

Joshua Anderson

Julie Luong

Julien Bruyneel

...

WITH GRATITUDE (CONT'D)

...

\$150+

Kari Russell
Kari Van Fleet Reynosa
Kim Nguyen
Kyle Emory
Kylie Sicking
Manish Modani
Martha Byrd
Mary McDaniel
Matt Toll
Melville Goveas
Michael Small
Michelle Raff
Nick Angelis
Nancy Zick
Olga Shevorenkova
Petra Travis
Shawn Small
Shivin Agarwal
Sunil Abraham
Tanya Kuoni
Taylor Bucholtz
Zack DiBetta

\$100+

Adam Hinckley
Adam Lamm
Alan Rogers
Amil Shah
Amy Laurent
Amy Morris
Andrea Dela
Andrew Faubel
Angela Lonzetta
Apoorva Joshi
Belal Ayoub
Charles Garber
Chris Shelton
Christina Reynolds
Christopher Nuguid
Clarissa Melkonian
Clive Harrison
Colin Smith
Corinne Greco
Courtney Clifford
Daniel Hebert
Darren Manelski
Derek Schure

Don Stevens
Edward Clark
Eleni Henkel
Emma Byrd
Erin Cross
Evan Angelis
Gurshish Dang
Howard Boyce
Jaime Vicencio
James Ginsburg
Jaskamal Chawla
Jawad Ghafoori
Jess Kaminsky
Jessica Dross
Jessica Froats
Jill Reid
Joanne Pipkin
Joey Paull Yoder
Karen Ball
Kate LeSaffre
Katherine Bassick
Kaylee DiBetta
Kensuke Shimokawa
Kunjisha Ahuja

Kyle Shepherd
Lauren Marinaro
Leslie Farmer
Lois Schwall
Michael Misiaszek
Michelle Kavanagh
Mira Sulejmani
Natalie Zelubowski
Nicole Iwata
Nimish Sanghrajka
Nini Ou-Yang
Nitila Patel
Pamela Stuart
Patrick Fu
Prathyusha Kurra
Randy & Ralph Cohen
Rob Gilbert
Robyn Hobday
Ryan Lee
Samantha Apple
Samantha Linton
Scott Small
Sid Geddam
Stephanie Williams

Steven Zelubowski
Sven Wissing
Taylor Cohen
Taylor Gramps
Taylor Ryan
Teela Rumpfelt
Tehara Tweed
Terry Cohen
Thomas Zodda
Thomas Rodwick
Tiki Mpofu
Tom Moore
Van Aloyan
William Condon
Zachary Franco
...

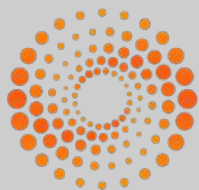
**“We make a living by
what we get, but we
make a life by what
we give.”**

—Winston Churchill

CORPORATE SUPPORTERS



Moogsoft



THOMSON REUTERS



UBS

varian

Note: Includes corporations which matched employee contributions.



THANK YOU!



BRIGHTER
CHILDREN

BRIGHTERCHILDREN.ORG