

# WHERE YOU START

SHOULD NOT DEFINE WHERE YOU FINISH.

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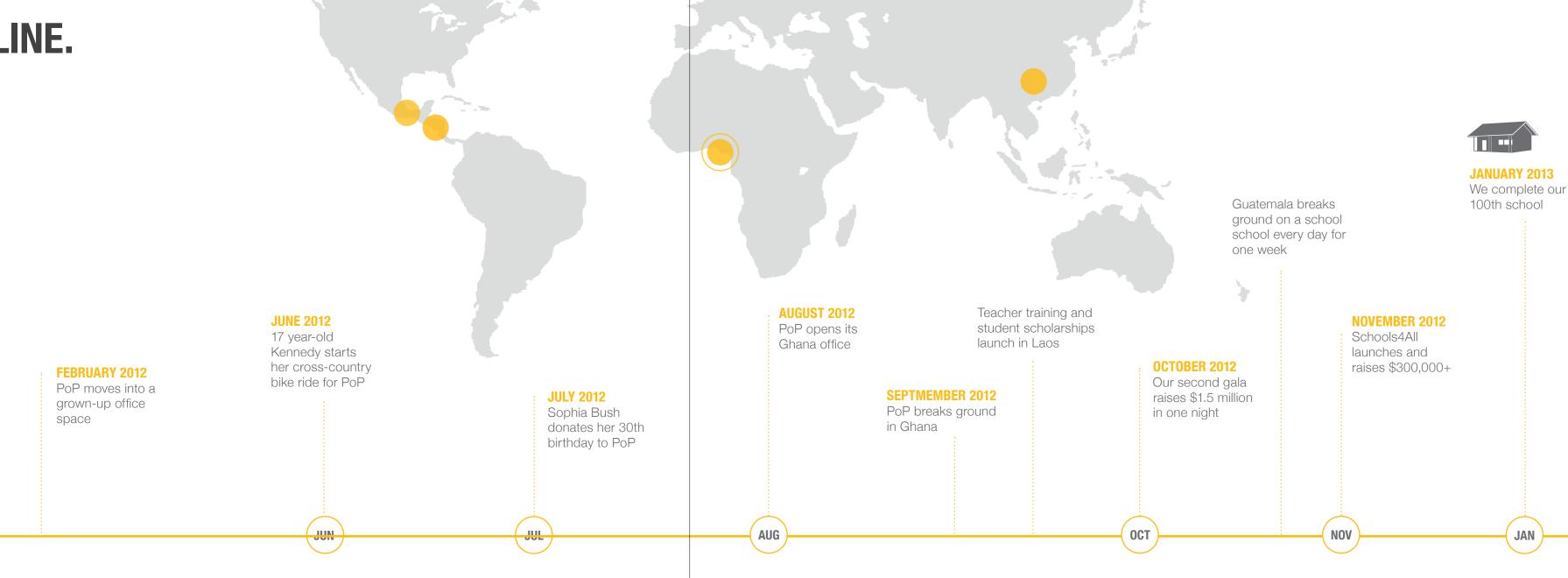
40 THE NEXT CHAPTER

# **2012 TIMELINE.**

**JANUARY 2012** 

50th school

PoP completes its



# ACCOMPLISHMENTS.

STUDENTS SERVED

7,233 +

LIVES IMPACTED

99,259

111 SCHOOLS



AS OF JANUARY 2013, WE HAVE
BROKEN GROUND ON OVER 100 SCHOOLS.

**VOLUNTEER HOURS** 

150,000

INSTRUCTIONAL HOURS

4,833,000

PENCILS OF PROMISE BELIEVES **EVERY CHILD SHOULD HAVE ACCESS** TO QUALITY EDUCATION. WE CREATE SCHOOLS, PROGRAMS AND GLOBAL CON **MUNITIES AROUND THE COMMON GOAL** OF EDUCATION FOR ALL.

**MISSION STATEMENT.** 

# **OUR STORY.**

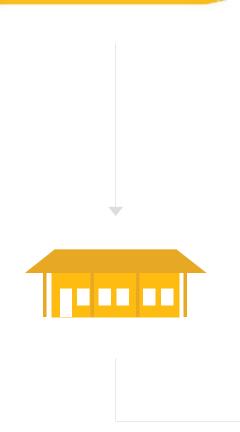
### IT STARTED WITH A PENCIL

In 2008, Adam Braun was a young Brown grad and consultant at Bain & Company by trade, backpacker by passion. He developed a travel habit. Adam asked one child in each country what they would want if they could have anything in the world. One boy in India said that his biggest wish was to have a pencil.

The greatest minds all started with a pencil and paper. It's how we learn to express ourselves and our dreams. A pencil is the first tool to pursue a better future.

### THEN 1 SCHOOL...

Adam put \$25 into a bank account and threw himself a 25th birthday party with the goal of building one school. Together, Adam's friends raised \$25,000 which built Pha Theung, a two classroom pre-school in Laos. He used Facebook to share photos of the build process and, finally, of the pre-school students on their very first day in their new classrooms. His friends saw their dollars changing lives.





# **THEN 100.**

They wanted to build schools of their own. So did their families. So did the companies they worked for. Adam quit his job at Bain and started Pencils of Promise, uniting his business background with his passion for social change.

Today, PoP works in Laos, Guatemala, Nicaragua and Ghana and has broken ground on over 140 pre and primary schools in remote and underserved regions of these countries. Each school was made possible by a person, a family or a company as idealistic and inspired as Adam as a young backpacker.

# **HOW WE BUILD.**

At Pencils of Promise, we focus on building strong structures and sustainable education programs. By forming long-lasting, collaborative relationships with communities, we increase access to quality education and positively impact students and parents in high-need communities throughout Laos, Ghana, Guatemala and Nicaragua.



We work with the local Education Ministry to

identify villages for potential school builds.





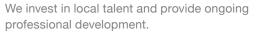


We collaborate with village leaders and community members. Each community provides at least 20% of the project costs in

materials or labor.

With the goal of each project becoming community owned, we provide supplies and programming to ensure academic success and sustainability.









We compile data and exhaustively monitor the progress of each school.



### OHR IMPAC

# HELLO, GHANA.



BEFORE, Avata Primary School

AFTER, Avata Primary School

### **EXPANSION INTO GHANA**

Our biggest news from 2012 is our expansion into Ghana. With a presence in Africa, we can use all of the lessons learned from Nicaragua, Laos and Guatemala to best provide access to quality education to young Ghanaian students.

When considering expansion into new countries, we carefully consider the stability of the national government so we can effectively partner with Ministries of Education. In addition to government stability, we take into account community investment in education, a clear need for access to quality education and the potential for local leadership. Ghana checked all of these boxes.



# LOCAL STAFF.

### WHY IS LOCAL LEADERSHIP SO IMPORTANT?

We were founded on the belief that ownerships leads to sustainability. We knew there were people in our partner countries who were dedicated and capable of spearheading movements of change in their own countries in a way that we as an organization could never quite do. We believe local leadership is the only answer to sustainable change.

### **MEET FREEMAN.**

HE IS OUR GHANA COUNTRY DIRECTOR.



In 2012, our vision of local leadership started in Ghana with the hiring of Freeman Gobah, a Ghanaian with incredible experience, knowledge and dedication to education in his country. In just a few short months he has been able to partner with the government and DIVOG to build 5 schools - people like Freeman are the solution.

MY PASSION OVER THE
YEARS IS TO ENGAGE AND
MOBILIZE INDIVIDUALS
AND COMMUNITIES TO
POSITIVELY IMPACT THEIR
LIVES.

# **BEYOND THE BUILD.**



### SCHOLARSHIPS

**PoP** scholarships support student progression from primary to secondary school, as there tends to be a huge student drop off in enrollment between these two schools. PoP scholarships are given to students who show very high attendance and investment in education.

The scholarship program was launched in Laos in September 2012 and will be piloted in Guatemala and Ghana in 2013.



### S.H.I.N.E.

Supplemental lessons on Sanitation, Health, Identity, Nutrition and Environment, also known as S.H.I.N.E, are designed to result in improved educational achievement by teaching students to lead healthier and more fulfilling lifestyles.

A randomized study found that students served in these programs showed a 32% decrease in absences and a 31% decrease in failures.



### **TEACHER TRAINING**

Our **teacher training** program aims to work directly with teachers to support them in being active and engaging in the classroom. We believe that a teacher is key to learning and want to make sure our teachers have a confident handle on the curriculum to pass on to their students.

Our teacher training program was successfully piloted in Laos and will expand to Guatemala and Ghana in 2013.

# **MONITORING & EVALUATION.**

**Monitoring and evaluation** is key to our process because it allows our teams to measure the successes and identify the opportunities for improvement in our work. When you know what works and what doesn't, you know how to address the issue most effectively.



### **EMMANUEL NOVY**

He has identified the metrics by which we hold ourselves accountable.

Metrics are what we measure. The metrics most important to PoP are primary school literacy, numeracy and progression rates. It's important to not only measure a variety of things - but the right things because it allows us to see the big picture.



### ANASTASIA XON

She collects the data we need to track our impact.

Anastacia is an example of our local leadership in Guatemala. She helps to develop long-lasting partnerships with communities because she believes in educating Guatemala's future generations.



# CORPORATE PARTNERSHIPS.

### WE LOVE OUR PARTNERS.

Consumers are looking for transparency from both companies and nonprofits. We have the opportunity to collaborate on a desired impact, share that goal with our stakeholders, and close the loop by sharing rich media of the change we've created

Barnes & Noble joined our Schools4All campaign. They matched donations to the campaign over the holiday season to encourage student participation and awarded schools with NOOKs for their libraries.



















Birchbox and Pencils of Promise teamed up for "beauty school" in August. This month long promotion engaged Birchbox's subscribers in a collective effort to build a school in Guatemala.









Warby Parker expanded their social mission to include education by launching a limited edition line of PoP inspired sunglasses.

WARBY PARKER eyewear

# OUR COMMUNITY.

# THE IMPOSSIBLE ONES.

The campaign ran from August to October 2012 and rallied Millennials to redefine what's possible. Supporters took on Impossible Challenges and raised funds for PoP around them. It was all in an effort to help PoP reach its impossible goal of breaking ground on the 100th school by the end of the year. **Meet some of the people who proved we all have the potential to be an Impossible One below:** 

### SOPHIA'S 30 FOR 30



**Sophia Bush** donated her 30th birthday and raised over \$60,000, enough to build two schools in Guatemala.

### KENNEDY'S CROSS-COUNTRY BIKE RIDE



**Kennedy Donnelly** biked across the country and built 2 classrooms.

### A DJ ROCKS FOR EDUCATION



**Justin Blau** built a school by harnessing the power of dance music and matching all proceeds from his track "Back to New."

# SCHOOLS4ALL.

### A PEER-TO-PEER FUNDRAISING SUCCESS

The Schools4All fundraising challenge rallied friends, families, classmates and communities together to raise money to help build schools for the 61 million children without access to education.

### THE GRAND PRIZE



An exclusive meet & greet experience with Justin Bieber and Adam Braun.

### THE WINNING SCHOOL



1 SCHOOL → 870 LIVES IMPACTED

Epiphany Catholic School won the contest and raised over \$21,000 to educate children around the world!

### A SIMPLE PROCESS



13,800+ SUPPORTERS SIGNED UP
THEIR SCHOOLS FOR THE CAMPAIGN







HAD FUNDRAISERS LIKE...
BAKE SALES, E-MAIL
CAMPAIGNS AND CAR WASHES

+\$390,000

AND RAISED ALMOST **\$400,000**COMBINED WITH THE SUPPORT FROM
BARNES & NOBLE, SONGZA, POPPIN,
AND JUSTIN BIEBER



**RESULTING IN 15 SCHOOLS** 

# **OUR SECOND GALA.**

### ONE NIGHT'S IMPACT

Pencils of Promise threw its second annual gala in NYC on October 25th and raised over \$1.5 million in one night. We honored our closest supporters, including Usher Raymond IV, Sarah Brown and The Taitz Family

### BY THE NUMBERS

280 MM

# of PR impressions generated from event 60,000

# of children educated in one night

500

# of attendees that filled NYC's Guastavino's









# LEADERSHIP COUNCILS.



### PROFESSIONALS FOR POP



PoP Leadership Councils know how to party with a purpose. Every year, they help make our work possible by advocating and fundraising for PoP by hosting events in cities around the country such as Dallas, Austin and Chicago.

We want to give a special shout out to New York, our very first PoP LC, for throwing a White Party in June that built a school in Guatemala.









Attendees at our 2012 Summer White Party New York City

# POP IN THE PRESS.



Adam Braun on PoP: "The movement grew really quickly as did the staff and our presence on the ground. Then with the suport of Justin and my brother, it almost put nitrous fuel behind it...The goal is now to build, to break ground on 100 schools by the end of 2012. I think that it's possible."

— THE HOLLYWOOD REPORTER, PHILANTHROPY EDITION July 2012

### MEDIA HIGHLIGHTS

"From social media to building schools, a focus on efficiency and measurement is deeply felt. The process of building each school has been refined in a business style..."

— FAST COMPANY May 2012

"We are looking at children and saying your life matters, your purpose matters, your heart matters and you having a life that you dream about is not impossible, and that to me, is worth laying down dying for," [Sophia] Bush said. "I have that connection with PoP and I have not found that anywhere else...."

— THE HUFFINGTON POST October 2012











**OUR COMMUNITY** 

# DIGITAL ENGAGEMENT.



MOST PAGE VIEWS IN 24 HOURS: 12/01/13

**180,428** 

# OF PEOPLE WHO LIKE PoP ON

FACEBOOK OR HAS A FRIEND WHO

86,500,000

@marissa\_nw

TOP POP TWEETER:



ONLINE COMMUNITY MEMBERS:



TOTAL YOUTUBE VIDEO VIEWS:



FIRST INSTAGRAM POST:

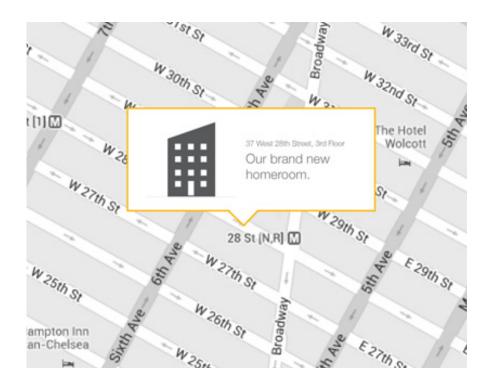
**01/08/12** 



**250 AVERAGE DAILY MENTIONS** 



# **OUR NEW HOMEROOM.**



### GRADUATING TO A 5,000 SQ. FOOT OFFICE IN THE CHELSEA DISTRICT OF NYC.

In February 2012, we finally graduated into our very own office space in Chelsea, NYC. Our staff has grown from 10 to 70 in just two years, so we needed a new office to accomodate our growing team.

### **SPECIAL THANKS:**

Petretti & Associates 26 Street Design Inc

### ALSO, THANKS TO:

Lawrence Petretti Irina Makarova David Ward Patrick Burns

Travis Brennan

Wood Designs Rivco Construction, LLC. National Acoustics, Inc. **ADCO Electrical Corporation** 

Alex Bernabo and Diego Hodara

The New York Century Group Empire Architectural Metal Corp. Murray Hill Painting Co., Inc. Modern Fan Company LV Wood

Sliding Door Company Fat Boy Bean Bags Maxus Group

# **COMPANY CULTURE.**

### **FAVORITE BOOK**

Poor Economics by Abhijit Banerjee & Esther Duflo

### SOUNDTRACK TO OUR YEAR

Mumford & Sons

### **FAVORITE PLACE TO** LOUNGE

Fat Boy Bean Bags



### MOST UNIQUE ITEM IN OFFICE

Giant Teddy Bear

POPULAR UNIFORM

T-shirt & Jeans

Skittles & Pop Chips

### **FAVORITE SNACK**

# THE FACULTY + SUPERLATIVES.



Founder & CEO Most likely to audition for a Bob Dylan biopic



**TOM CASAZZONE** Chief Financial Officer Freshest Dresser



**LESLIE ENGLE YOUNG** Associate Director of International Programs Most likely to be on ESPN



Director of International Programs Most likely to beat you at German strategic board games



FREEMAN GOBAH Ghana Country Director Most likely to reinvent the handshake



**JESSE SCHAUBEN** Guatemala Country Director Most likely to be on Broadway



**MELANIE STEVENSON** Chief Operating Officer Most likely to work at Skittles



**LANOY KEOSUVAN** Laos Country Director Most likely to slam dunk



**MEGAN O'CONNOR** Associate Director of Development Most likely to raid your nanny's closet



**WENDY WECKSELL** Head of Strategic Relationships Most likely to start a dance off



# **BOARD OF DIRECTORS.**



**ADAM BRAUN** Founder & CEO. Pencils of Promise



CHRIS CLARKE CEO. Pure Growth Partners



**DAN CAHILL** Former President, Viking Global



**MEIGHAN STONE** Vice President, Communications & Special Projects at World Food Program USA



**GARY VAYNERCHUK** Co-Founder, VaynerMedia



JOHN KLUGE JR. Co-Creator & Managing Director, Eirëne



**RICHARD LENT** Founder, AgencyTen



**HOPE TAITZ** Founding Executive Member, Youth Renewal Fund



**KAREN HARRIS** Director, Bain & Company



**MICHAEL WEISS** Co-Founder, Urban Compass



**BRAD HAUGEN** CMO, SB Projects

# THE STAFF.

### **NEW YORK CITY, USA**

Adam Braun, Founder & CEO

Ali Jones. Development Coordinator Carlo Dumandan, Digital Media Manager Emily Gore, Director of International Programs Emmanuel Novy, Impact Evaluation Analyst Jackie Roshan, Finance Coordinator Kaitlyn Phillips, International Programs Coordinator Leslie Engle Young, Associate Director of International Programs

Loren Posen. Developer Martin Momoda, Global Teacher Training Specialist

Melanie Stevenson, Chief Operating Officer Megan O'Connor, Associate Director of Development Rachele Aidala, Community Outreach Coordinator Scott Daily, Business Development Coordinator Tom Casazzone, Chief Financial Officer Wendy Wecksell, Head of Strategic Relationships

### HO, GHANA

Anthony Quashigah, Ghana Construction Coordinator Becky Dale, Ghana Intern Freeman Gobah, Ghana Country Director Hilda Delali, Ghana Office Coordinator Jessica Crawford. Ghana Start-up Fellow

### PANAJACHEL. GUATEMALA

Anastasia Ajanel Xon, Monitoring and Evaluation Coordinator Antonia Pastor, Boca Costa Community Engagement Technician Claire Mocha, Programs Manager Diego Guzmán, Quiche Regional Coordinator

Edwin Cosme De León, Construction Coordinator Esperanza Canay, Programs Coordinator

Jesse Schauben, Guatemala Country Director Marlon Alvarado, Boca Costa Regional Coordinator

Moisés López, Programs Technician

Nilvia González, Administration Coordinator

Sam Tabory, Projects Manager

Sergio Perez, Driver

Victoria Reyes, Scholarship Fellow

### **LUANG PRABANG, LAOS**

Ai Mai. Driver Ai Phon Inthajak, Construction Coordinator Bay Soulivanh, Finance and HR Manager Bounlam Khanty, Programming Coordinator Guiliya (Ya) Laoxayda, Lao Deputy Country Director Huasay Xong, Programs Coordinator Jua Yang, Deputy Programs Manager

Khamhoung Phoumsomdee, Programs Coordinator

Khamkeuang Chitavanh, Head Contractor

Omar Martinez, Construction Manager

Khamla Souksombath, Programs Coordinator

Khamphat Lattana, Programs Coordinator Kheuathong Soukhaserm, Programs Coordinator

Lanoy Keosuvan, Lao Country Director

Leevong Lao, Programs Coordinator

Mai Sa, Programs Coordinator

Mailee Thor. Office Assistant

Maina Lao, Programs Coordinator

Megan Williams, Programs Manager

Noy Phanthavong, Cleaning lady

Phanh Keoboupha, Construction Coordinator

Pok Souladeth, Programs Coordinator

Siamphai Phanthavong, Programs Coordinator

Sisavat Sionetah, Programming Coordinator

Somlet Rattanasouvanhnaphon, Programs Coordinator

Thanongsay Chittaphai, *Information Coordinator* 

Thong Dee, Programs Coordinator

Untou Yan Sanesay, Programs Coordinator

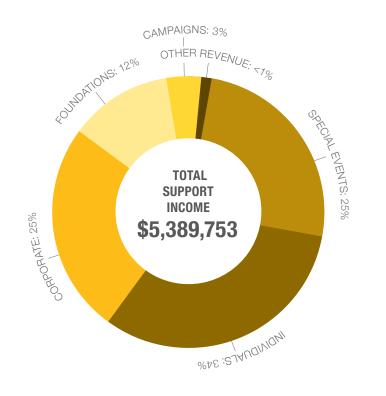
Valeria Gutierrez Gonzalez, Community Engagement Coordinator (Fellow)

Xeng Lee, Programs Coordinator

### MATAGALPA, NICARAGUA

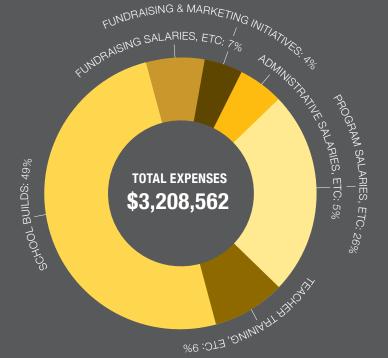
Robin Smith, Nicaragua Country Director





TOTAL SUPPORT INCOM	VIE \$	5,389,753	
INDIVIDUALS	\$1,850,0	82	34%
SPECIAL EVENTS	\$1,338,5	48	25%
CORPORATE	\$1,338,0	48	25%
FOUNDATIONS	\$634,65	5	12%
CAMPAIGNS	\$194,032	2	3%
OTHER REVENUE	\$34,388		<1%

	TOTAL EXPENSES	\$3,208,562			
	PROGRAM SERVICES				
	SCHOOL BUILDS	\$1,565,732			
	TEACHER TRAINING, SHINE, SCHOLARSHIPS AND OTHER INITIATIVES	\$305,751			
	PROGRAM SALARIES, TRAVEL & OVERHEAD	\$839,106			
	SUBTOTAL - PROGRAM SERVICES	\$2,710,589	84%		
	FUNDRAISING				
	FUNDRAISING & MARKETING INITIAVES	\$127,712			
	FUNDRAISING SALARIES & OVERHEAD	\$209,139			
	SUBTOTAL - FUNDRAISING EXPENSES	336,851	11%		
	ADMINISTRATIVE SALARIES & OVERHEAD	\$161,122	5%		
SUNDRAISING & MARKETING W.					
	CINDAM TING M				





# WITH GRATITUDE.

ROBERT GRANIERI

Our warmest thanks to the donors who have shown extraordinary support to Pencils of Promise in 2012.

### \$250.000+

AEG LIVE ELIZABETH ARDEN GIVE BACK BRANDS FOUNDATION

### \$100.000+

THE CAHILL FAMILY COATUE FOUNDATION EUREKA CHARITABLE TRUST MARC & CAROLYN ROWAN ALEX SOROS

### \$50.000+ ANONYMOUS

**BARNES & NOBLE** THE FINOCCHIARO FAMILY CHLOE GEORGE PAUL TUDOR & SONIA JONES JOSEPH PATANELLA POST FOODS, LLC (CANADA) UNIVERSAL MUSIC GROUP THE WRIGHT FOUNDATION. INC.

### \$25.000+

**BIRCHBOX** COREY CAPASSO CHRIS & KIMBERLY CLARKE MICHAEL CONNAGHAN CARYN & CRAIG EFFRON FEDERICI CHARITABLE LEAD **ANNUITY TRUST** 

LEWIS HOWES SHAKIL KHAN **ERIC KNIGHT** ALEXANDER & RACHEL MCAREE MAXWELL MENARD NEW YORK LEADERSHIP COUNCIL JIM PARSONS PEARSON CHARITABLE **FOUNDATION** POPPIN ALLISON ROSEN PATRICK SARKISSIAN IMRAN SIDDIQUI DIANE & MARC SPILKER SUNFLOWER CHILDREN HOPE & GLENN TAITZ TEN TALENTS FOUNDATION, INC. THE MCJ AMELIOR FOUNDATION VAYNERMEDIA JEFFREY WALKER THE WIGGINS FOUNDATION \$10,000+ 1 800 FLOWERS AHA LIFE

ANONYMOUS

ANNE BASS

JUSTIN BLAU

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PAT MARSHALL

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**ELAINE MORALES** 

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CHRIS BIERLY BILL AND MELINDA GATES **FOUNDATION** CONSTANTIN BISANZ BISHOP GRECO COLUMBIETTES JOSH BLACK LEORA BLAU ISAAC BLECH JARIE BOLANDER RICHARD BROWN MADELYN BUCKSBAUM CHRIS CAPALBO ROBERT CARDINI LEIGH CARPENTER CASECROWN CENTER FOR CREATIVE LEADERSHIP JULIA CHESNEY JENNIFER CLEVER RYAN COISSON ELIZABETH ALTON MICHAEL CONSTANTINER NICK ARISON DAVID & IDE DANGOOR ABBE & ADAM ARON MIKE DEL PONTE **RUTH ARONOWITZ** JOEL DEMPSEY ASPIRE MIDDLE SCHOOL FOR THE PERFORMING ARTS MEGHA DESAI JENS AUDENAERT CASSANDRA DULYX LYNN BAGLIEBTER ALEXANDER EILHAUER BAIN CAPITAL, LLC MIRANDA EVERY CAL BARNETT MAYOTTE DONI FORDYCE TRACIE BEER **GEORGE FOX** ASHLEY BEKTON BETHENNY FRANKEL

HARRY D. FRICK III

SHERI GELLMAN

ALEXANDRA GARDNER

ROBERT GILMAN CHRISTINE GINTER BILL GLASER ALEJANDRO GONZALEZ ANDREW GRABATO MICHAEL GRISWOLD JENNIFER HANKIN SCOTT & VIKTORIA HARRISON HARTINGTON TRUST PETER HAWLEY LISA HENDRIKSON JASON HERRON **GREGORY HEYMAN** TROY HIGH SCHOOL MATTHEW HILTZIK DAVID HIRSCH BRIDGET HOLTZ WILLIAM HOLZAPFEL HOUSTON LEADERSHIP COUNCIL HUGH M. HUNTER JENNIFER HUTCHINSON **NEAL JAGODA** STEVE JANG KEREN KALIMIAN MICHAEL KARMATZ JOCELYN & BRIAN KMET GARY KNUDSON

BENEDICT KOENIG IV

LOIS KRASILOVSKY

DAVID KRUMHOLTZ

VIVEK KUNCHAM

KATZMAN

STEVEN KREPS & HARLENE

THE NY COMMUNITY TRUST WILLIAM NYGARD JULIE O'HARA ROSALYN O'NEALE

FRED LANE CAREY LATHROP ELLEN LIEB PATRICIA LIFTER **HUNTER LIPTON** DUSTIN LONG RICH LOPRESTI ANDREA LUSTIG JERYL MALLOY WILL MCDONOUGH SAHAR MEGHANI JAMISON MONROE MONSIGNOR MCCLANCY MEMORIAL MCKENNA MOREAU JOHN MORRIS **KEVIN NATIONS** WILLIAM NEUENFELDT CHRISTINE NGUYEN MATT & SIMONE NICHOLLS PATRICK & AMANDA NICHOLS ROBERT NICHOLSON

\$1000+ Continued SARA OJJEH ONEHOPE WINE SUSAN ORSER JAMES OVERLOCK PACIFICA FOUNDATION PAVAN PARDASANI CHUL JOON PARK LAWRENCE PERYER LAWRENCE PETRETTI TIEN PHAN INC. PLAN TEA BEVERAGES, LLC **RAPTURE & GRACE CORP** ROSALIND MAE REIS **ELLIS RINALDI** SUZAN ROSE JOEL RUNYON CHRISTOPHER SACCA SAINT ANDREW'S SCHOOL JODI SARSFIELD NIHAL MEHTA & RESHMA SAUJANI **FUND** SUZY & HAROLD SCHAAFF DAVID & LIBBY SELIKTAR ROBERT SILLS & CAROL SCHWARTZ MARK SIMMERMANN SKILLSHARE SOLOW & CO., INC. DAWN & ROBERT SPIERA

ANTHONY SQUILLANTE

SEAN STEPHENSON

MARGARET TALLMAN

MANOHAR LAL TANWANI

PETRA TAKEVA

HOOLIE & NATALIE TEJWANI **GEOFFREY THAW** JENNIFER THOMPSON ANTHONY TIEFENBACH PATRICIA TONG ROBERT TORRES ROGER TRINCHERO UNITED JEWISH ENDOWMENT FUND UNIVERSITY OF WISCONSIN MADISON VALERIE-CHARLES DIKER FUND, JOSEPH VALVANO ALAN VAYNERCHUK MARILYN WECKSELL BARRY WEISS WILL & JADA SMITH FAMILY **FOUNDATION** ADAM WINKEL \$500+ AMERICAN EXPRESS CHARITABLE RAYMOND AMES NICOLE ANNUNZIATA BRIAN ARCHER **BROOKE ASHFORTH** MICHAEL BAGLIEBTER JOSEPH BAKER PRADEEP BALIGA NEAL BATRA

ALBERT BITTON

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