

OUR WORLD NEEDS DRAMATIC POSITIVE SOCIAL CHANGE.

It will take all of us to make it happen.

Echoing Green Fellows work on the front lines of social innovation—and we believe that foundations, brands, business leaders, and thoughtful individuals in all sectors have something unique to give to and gain from this inspiring network.

In the past year, you, our dedicated supporters, have...

Evaluated and Advised

Our partners help Echoing Green and engage their employees by participating in our search process each year as Evaluators.

2,077 
APPLICANTS FOR 2016 FELLOWSHIP

871  **33** 
EVALUATORS 2016 FELLOWS SELECTED

319  **120**
COMPANIES/ORGANS INVOLVED IN EVALUATIONS COUNTRIES FROM WHICH WE RECEIVED APPLICATIONS

You were advisors, using your business acumen to guide Fellows tackling some of their most pressing problems in **Brain Trusts**—facilitated advisory sessions that provide specific, actionable advice on an array of challenges, including metrics, marketing, and human resources.

255 BRAIN TRUST ADVISORS **51** BRAIN TRUST SESSIONS

Sparked the Conversation

UpStart mornings bring the bold ideas of our Fellows to the public for a face-to-face or live-streamed inspirational boost to the day.

9 UPSTARTS **290** ATTENDEES
5,053 ONLINE VIEWERS
489,554 TWITTER FOLLOWERS
44,300 BLOG POST VIEWS
3,770 IMPACT INVESTING RESOURCE DOWNLOADS

Publishing allows us to share our data and learnings with our peers in the field of social entrepreneurship.



JAN PIERCY, CHAMPION OF MISSION-ALIGNED DEVELOPMENT



COMMUNITIES OF PRACTICE

You aided in bringing **27** Fellows and Alumni together to learn and collaborate in **3** focused cohorts—addressing the common challenges faced by women entrepreneurs, and leaders of color in the tech and education sectors.

Invested in Fellows

For every dollar we awarded to a Fellow, they raised an additional **\$9.80** to drive big bold change.

That's a **980%** ROI for social innovation.

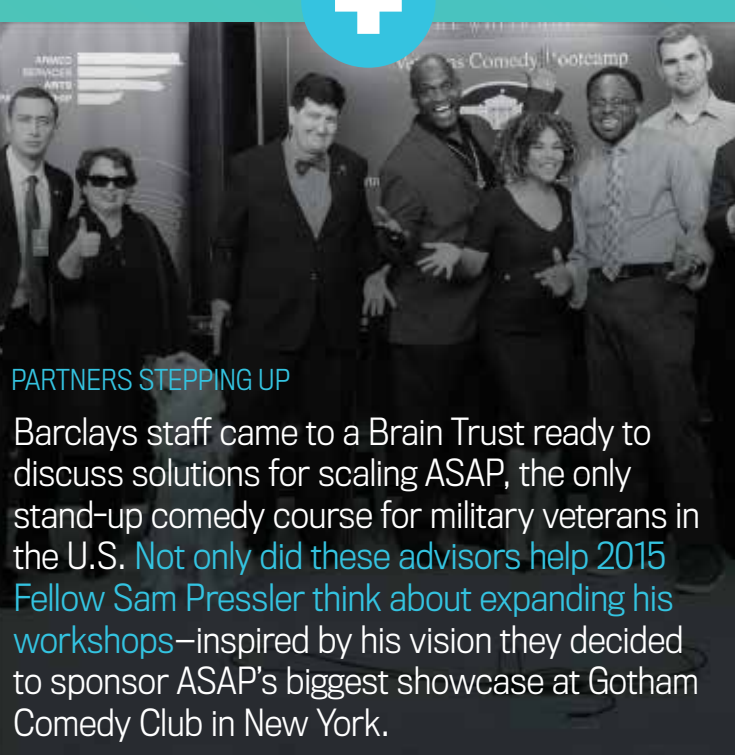
\$3.2M DIRECTLY INVESTED IN FELLOWS **\$31.2M** EARNED OR RAISED BY FELLOWS



HUMAN CAPITAL

Your contributions allowed us to support **76** Fellow-led organizations this year, which employed **983** staff members, and reached **2.2** million constituents world-wide.

ECHOING GREEN IS A 501(c)(3) NONPROFIT ORGANIZATION. "RETURN ON INVESTMENT" IS FOR ILLUSTRATION PURPOSES ONLY. NONPROFIT FELLOWS ARE NOT REQUIRED TO REPAY THEIR AWARDS; HYBRID AND FOR-PROFIT FELLOWS ARE AWARDED RECOVERABLE GRANTS. SEE ECHOINGGREEN.ORG/APPLY FOR MORE INFO. ACTIVITY SELF-REPORTED BY CURRENT CLASSES OF FELLOWS.



PARTNERS STEPPING UP

Barclays staff came to a Brain Trust ready to discuss solutions for scaling ASAP, the only stand-up comedy course for military veterans in the U.S. Not only did these advisors help 2015 Fellow Sam Pressler think about expanding his workshops—inspired by his vision they decided to sponsor ASAP's biggest showcase at Gotham Comedy Club in New York.

"Each year, Echoing Green's Big Bold Benefit is a source of inspiration for me and my friends and colleagues. This chance to speak with the Fellows, listen to their stories, and connect with their passion for their communities gives us each such profound perspective. It is this connection which motivates me to support them on their journeys in any way I can."



MARIE-FRANCE KERN
BENEFIT SUPPORTER



FELLOWS MAKING AN IMPACT IN 2016

Laura Weidman Powers (ABOVE), co-founder of CODE2040, 2013 Fellow, and 2016 Edwin Cohen Community Steward Award recipient, is working as a senior policy advisor at the White House to address the diversity gap in the tech industry through hiring efforts and entrepreneurship support for people of color in the U.S.

FELLOWS MAKING NEWS IN 2016

Raj Panjabi, founder of Last Mile Health and 2011 Fellow, was named to the TIME 100 list with a tribute by President Bill Clinton. In August, Liberia President Ellen Johnson Sirleaf launched the nation's first community health worker initiative, scaling LMH's model nationally.

FELLOWS RAISING FUNDS IN 2016

Steph Speirs and Steve Moilanen, 2015 Fellows and co-founders of Solstice Initiative, received an \$800k grant by the U.S. Department of Energy SunShot Initiative in order to radically expand access to community-shared solar power for low-to-moderate income consumers.



ECHOING GREEN PRESIDENT CHERYL L. DORSEY, BOARD MEMBER ESTHER T. BENJAMIN, U.S. AMBASSADOR TO SOUTH AFRICA PATRICK GASPARD, AND RICARDO MICHEL, FORMERLY GLOBAL DEVELOPMENT LAB AT USAID.

Brought Us Together

Our annual **Big Bold Benefit** is a celebration of you—our vast and dedicated community—in an evening of connecting with Fellows, recommitting to positive social impact, and looking ahead to the innovations that will shape our world.

\$1M DOLLARS RAISED AT OUR 2016 BENEFIT



REBECCA JARVIS, ABC NEWS, AND 2016 FINALISTS.

Private sector leaders, impact investors, and champions of social innovation gathered with Fellows in Atlanta for our annual **All Fellows Conference**—4 days of Brain Trusts, site visits, and long-lasting connections.

281 ALL CONFERENCE ATTENDEES
155 FELLOWS
38 ALUMNI (FELLOWS PRIOR TO 2014)

Developed Your Talent

The exceptional young business leaders in your networks engaged in **Direct Impact**—a series of workshops and hands-on visits to Fellows' work sites designed to challenge their perception of how social change happens, and prepare them for high-impact nonprofit board leadership.

22 DIRECT IMPACT PARTICIPANTS
6 SITE VISITS TO EL SALVADOR, UGANDA, BROOKLYN, ATLANTA, NEPAL, AND RWANDA

"Before joining Direct Impact, I thought nonprofit board service was about the value I could bring to an organization. But in fact, it has empowered me to think more thoughtfully about my own career—shifting away from thinking about the next role I want to take on and towards pursuing transformative experiences that will shape me into the executive, and more importantly, the leader, I want to be."

MARQUES E. ZAK
FINANCE DIRECTOR, PEPSICO
DIRECT IMPACT ALUMNI



FY17 FINANCIAL STATEMENT REPORTED 12.13.16	
NET ASSETS	\$8,277,488
TEMPORARILY RESTRICTED	\$5,835,337
UNRESTRICTED	\$2,202,816
PERMANENTLY RESTRICTED	\$239,335
REVENUE	\$11,093,588
REVENUE RELEASED FROM FY16	\$5,003,401
INDIVIDUALS	\$1,587,963
FOUNDATIONS	\$1,586,903
FISCAL SPONSORSHIP	\$1,458,549
GOVERNMENT	\$672,195
CORPORATIONS	\$504,180
DONATED GOODS & SERVICES	\$152,261
EARNED INCOME & OTHER REVENUE	\$128,136
EXPENSES	\$11,076,497
PROGRAM SERVICES	\$7,999,603
MANAGEMENT	\$1,941,800
FUNDRAISING	\$1,135,814
THANKS TO OUR VISIONARY SPONSORS CONTRIBUTIONS OF \$500,000 OR MORE IN FY16	



THANK YOU TO ALL FY16 DONORS!

DONATE

