OUR 30TH YEAR boasted new highs, exciting new Fellows, and a powerful return on our investment in social impact leaders. Taken together with the full impact of the first 30 years of Echoing Green's work, we see an evolving organization with global impact, and an entire generation of leaders who continue to do the work it takes to change their world for the better.





Bigger and Bolder

MOST RAISED FROM A SINGLE EVENT

§1.53M

BIG BOLD BENEFIT AT CIPRIANI WALL STREET MOST FELLOWS AT A SINGLE EVENT

184

ALL FELLOWS CONFERENCE IN SAN FRANCISCO

HOSTED INAUGURAL ECHOING GREEN SUMMIT

19

54

SESSIONS

SPEAKERS

403 ATTENDEES \$693K



Prepared for Impact

AS THEY COMPLETE THEIR 2-YEAR FELLOWSHIP, THESE LEADERS HIT THE GROUND RUNNING.

SARAH TOUMI '15 is combating rural poverty in Tunisia, a result of land desertification and dwindling water resources, by introducing hardy trees and holistic farming. She is featured on prime time news across North Africa, is the subject of an upcoming documentary, and was recently appointed a member of France's Presidential Council for Africa.

DAQUAN OLIVER '15 pairs college mentors with middle school students in under-resourced communities. Having expanded from Boston to New York, Los Angeles, and the Bay Area, he pitched his plan to deepen the program at WeWork's Demo Day. When the judges awarded him the top prize, they chose to increase it from \$100K to \$180K.

With a single food truck, JORDYN LEXTON '15 trains formerly incarcerated youth in culinary and business skills. Now, Drive Change has been awarded \$3M from the Manhattan District Attorney's Office to build a shared food truck commissary, putting more trucks on the road and clearing the path to even greater impact on poverty and unemployment citywide.







Mapping the impact of our first



ECHOING GREEN HAS SELECTED AND SUPPORTED

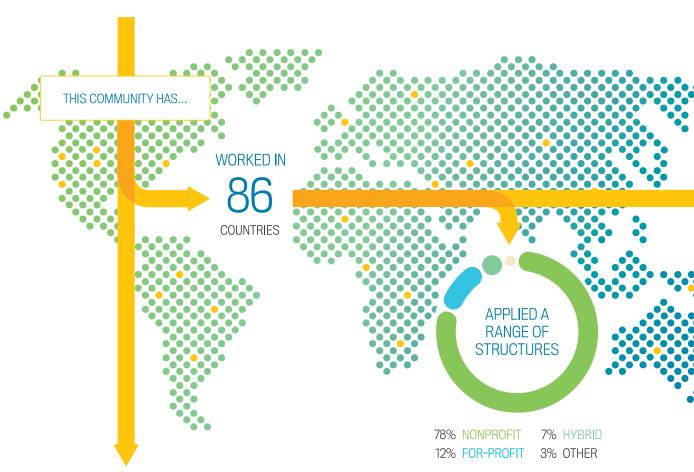
763

SOCIAL CHANGE LEADERS

DIRECTLY INVESTED

\$42.5M

IN THEIR DEVELOPMENT



SERVED AT A GLOBAL SCALE

COLLECTIVELY, ECHOING GREEN-FUNDED ORGANIZATIONS HAVE SERVED MORE THAN...



12 Million STUDENTS IN 3700 SCHOOLS



3.7 Million





When RAJ PANJABI'11 arrived in Liberia in 2005, there were only 51 doctors to serve 4 million people. Today, the country is on it's way to training and employing over 4,000 health workers. In the past year alone, Raj has been profiled by Bill Clinton for TIME 100 Pioneers, awarded the 2017 TED prize, and joined the Echoing Green Board of Directors.



28 years ago, WENDY KOPP '91 had the idea to recruit young leaders to teach in under-resourced schools. Today, 6,400 Teach For America members work in 53 communities. 83% of the 50,000 alumni work in public service, including 1,120 school principals and 150 elected officials. Wendy founded Teach For All in 2007, now operating on every continent.



ANDREW YOUN '06 is fighting hunger and poverty in Sub-Saharan Africa by delivering modern techniques to 576,000 farming families, who now generate 50% more annual income than unsupported farmers. One Acre Fund has received \$18M from The Gates Foundation since 2013, and this year entered a partnership with the Global Innovation Fund.



A Legacy of Leadership

FELLOWS REMAIN DEDICATED TO CREATING LONG-LASTING CHANGE.



70%

of Echoing Green-funded organizations from 1990-2015 are still in operation today.

80%

of Fellows remain in the social sector, regardless of whether they continue leading their Echoing Green-funded organizations. Many of the remaining 20% hold leadership positions in academia, government, and healthcare.



ANNUALLY SPENT

\$900M

TO SOLVE SOCIAL PROBLEMS

COLLECTIVELY RAISED

\$5BN

FOR PUBLIC GOOD

echoing Green

∅ e

echoinggreen.org

8

212-689-1165

ir

info@echoinggreen.org

?

462 Seventh Avenue Thirteenth Floor New York, NY 10018



IN FY17 ECHOING GREEN DIRECTLY INVESTED

FELLOWS RAISED OR EARNED

For every dollar we awarded to a Fellow, they raised an additional \$9.99, That's a





\$26.9M FOLLOW ON FUNDING





ECHOING GREEN SUPPORTED



FELLOW-LED ORGANIZATIONS

FELLOWS EMPLOYED

1,097

STAFF MEMBERS

OUR COMMUNITY REACHED



2.7 Million

CONSTITUENTS WORLDWIDE

Echoing Green is a 501(c)(3) nonprofit organization. 'Return on investment' is for illustration purposes only. Fellows leading nonprofit organizations are not required to repay their awards; fellows leading hybrid and for-profit businesses are awarded recoverable grants. See echoinggreen.org/fellowship for more info. Activity self-reported by current classes of Fellows.

FY17 FINANCIAL STATEMENT

REPORTED 11,29,17-UNAUDITED

NETASSETS	\$4,622,414
Unrestricted	\$1,747,508
Temporarily Restricted	\$2,635,572
Permanently Restricted	\$239,335

REVENUE	\$9,127,717
Revenue Released from Restriction	\$3,777,662
Foundations	\$1,997,490
Individuals	\$1,943,381
Corporations	\$1,309,052
Farned Income & Other Revenue	\$100132

EXPENSES	\$9,588,505
Program Services	\$6,394,938
Management	\$1,951,725
Fundraising	\$1.241.843

THANKS TO OUR VISIONARY SPONSORS

CONTRIBUTIONS OF \$500,000 OR MORE IN FY17

Steve and Roberta Denning

Dave and Laurie Hodgson









Thanks to all FY17 Donors. Please join us in supporting social innovators as we look forward to the next 30 years.

echoinggreen.org/donate