



# Invest in optimism.

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Echoing Green Annual Report  
2018 Fiscal Year

This year, Echoing Green directly invested **\$2.6M** in **69 Fellows** leading **56 organizations**.

Fellows we supported raised or earned **\$28.2M** in follow-on funding and employed **587 staff** members serving **3.8 million constituents**.

For every dollar we awarded to a Fellow, they raised an additional \$10.78. That's a **1078%** ROI for social innovation around the globe.



Becca Heller '10 is a human rights lawyer and founder of the International Refugee Assistance Project (IRAP). IRAP's staff and 3,000 volunteers provide legal aid to refugees in the U.S. from roughly 70 countries. The organization is politically active on immigration matters and led the challenge to President Trump's travel ban on the ground and in court.

Becca is a recipient of the [2018 MacArthur "Genius" Fellowship](#), and the accompanying award of \$625,000.

photo: John D. & Catherine T. MacArthur Foundation

T. Morgan Dixon '13 and Vanessa Garrison '13 were selected by TED for [The Audacious Project](#)—its new collaborative philanthropic initiative—with the goal of raising \$18M for their organization, GirlTrek.

GirlTrek mobilizes black women across the U.S. to improve their health and the lives of others in their communities. Now, GirlTrek plans to scale their impact tenfold, training 10,000 women to serve as a new vanguard of public health activists, inspiring a million women to walk to reverse the devastating impacts of chronic disease.

photo, right: TED2017 | April 2017



Shining Hope for Communities, founded by Kennedy Odede '10 and Jessica Posner Odede '10, works to improve health care, education, and economic empowerment for women and girls. Started in the Kibera slum of Nairobi, the organization has now reached more than 220,000 people across Kenya.

Shining Hope for Communities received the [2018 Conrad N. Hilton Foundation Humanitarian Prize](#). Kennedy and Jessica, the youngest to ever receive the award, will use the \$2 million prize to expand into more areas of the world.

photo: SHOFCO



Ankit Agarwal '17 co-founded Kanpur Flowercycling, employing and training families in India to gather the floral waste dumped in the Ganges River and convert it into biodegradable consumer products. Along with the environmental impact, the community also benefits from predictable income, and a reduction in disease.

Since his selection as an Echoing Green Fellow last year, Ankit has been named in the Forbes 30 Under 30 and received a UN Young Leader for the SDGs Award, a Bill and Melinda Gates Foundation Goal Keepers Award, and a UN Momentum of Change Award.

photo, center: Ankit with co-founder Karan Rastogi. Amit Verma, Forbes India.



# Positive returns.



77% Nonprofit  
 13% For-profit  
 7% Hybrid  
 3% Other

Since 1987, Echoing Green has selected and supported **798 Fellows**, investing **\$44.5M+** in the development of their ideas and their leadership capabilities.

Our Fellows have served in **86 countries** on **6 continents**, applying a broad range of business structures and tactics to solving their communities' most pressing issues.

Collectively, organizations funded by Echoing Green spend **\$950M annually** and have raised or earned a total of **\$5.7BN** in the service of social change worldwide.



527 North America  
 108 Asia  
 86 Africa  
 34 South America  
 11 Europe  
 2 Australia



12.2 Million students in 4,000 schools



3.7 Million patients



270,000 community health workers

## Fiscal Year 2018 Financial Report

Revenue	\$10,716,000	Net Assets	\$5,320,000
Foundations	\$4,359,000	Temporarily Restricted	\$2,868,000
Individuals	\$2,231,000	Unrestricted	\$2,213,000
Released from Restriction	\$2,187,000	Permanently Restricted	\$239,000
Corporations	\$1,332,000	Expenses	\$10,200,000
Fiscal Sponsorship	\$354,000	Program Services	\$6,462,000
Donated Goods & Services	\$156,000	Management	\$2,762,000
Earned Income & Other	\$96,000	Fundraising	\$976,000



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Special thanks to past Fellows who support our future work.