

Annual Report 2018 – 2019



**BRIGHTER
CHILDREN**



A Message to Our Supporters

INSPIRING. That's the word that comes to my mind when I think of you. Over 1.7 million hours of education have been delivered since we began our journey. Hundreds of children at risk of dropping out of school can now fulfill their hopes and dreams thanks to you.

But it isn't always easy. Threats on the lives of team members at our partner schools, government corruption, and increasing cost of education are a handful of challenges we strive to overcome. To ensure our long-term sustainability we've implemented a strategic plan which includes a board transition, a giving society, and the hiring of full-time staff.

I often get asked the question, "why early education?". I respond by referencing a story I heard from a teacher sitting in the classroom of our partner school in Colombia.



As a man was passing a herd of elephants, he stopped, confused because these gigantic creatures were being held by a small rope tied to their front leg.

He saw a trainer nearby and asked why the elephants just stood there and made no attempt to break away from their bonds. "Well," the trainer said, "when they are very young we use the same size rope to tie them and, at that age, it's enough to hold them. As they grow up, they are conditioned to believe they cannot break away from their bonds, so they never do."

The children we sponsor are no different than the elephants in the story. At a young impressionable age, they give up on learning and fear they may never escape the cycle of poverty.

But you and I are here to change that. You've helped hundreds of children believe their dreams are worth fighting for. You've unleashed their creativity and courage. On behalf of the children we serve, thank you for your love and support. The next year will bring its own set of opportunities and challenges, but with you by our side, I believe we are unstoppable. Are you with me?

Kunal S. Doshi
Founder & Executive Director

Brighter Children Field Trip: Colombia



A Look Back

2018 - 2019

A TRIP TO OUR PARTNER SCHOOL IN COLOMBIA

In November 2018, after a 12 hour journey and almost missing our connecting flight, we arrived safely at Oasis of Hope in Santa Marta, Colombia to meet the children we sponsor. Since our last visit, in August 2015, the school has established a new computer and science laboratory. They have also constructed a roof over the courtyard to keep classrooms cool - if you had seen us sweating through our shirts during our last trip you'd understand why this was a welcome relief to the children and us!

NEW WINS - GRANTS & BRAND PARTNERSHIPS

Brighter Children is honored to receive a grant from Newman's Own Foundation which has donated over \$500 million to charities around the world. If you haven't tried Newman's Own Cookies - we highly recommend them! 100% of the company's profits go to charity. We are also proud and humbled to work alongside our Grant Partners - SDL Foundation and State Street Foundation and Brand Partners - Greentech Capital, Investis Digital and Detterick Group. Together, we will scale Brighter Children's impact and empower vulnerable children in impoverished communities to reach their fullest potential.

'TIS THE SEASON OF GIVING

Our holiday campaign was a huge success resulting in the highest grossing fundraising month in Brighter Children's history. We worked with generous donors - just like yourself - who are helping us co-create a new world with access to quality early education for all. Some of you baked cookies and others dedicated their birthday to sponsor the education of at-risk children. We believe, it is not how much we give, but how much love we put into giving that counts - thank you for all that you do.

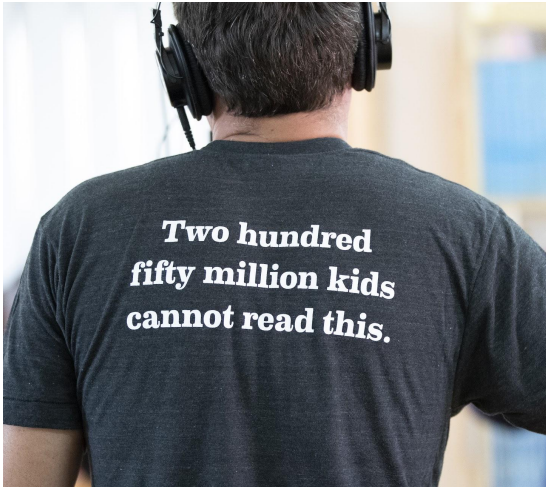
LAUNCH OF FOUNDER'S SOCIETY & ASSOCIATE BOARD

We believe in surrounding ourselves with people whose hearts and minds are gravitating towards those who are vulnerable. The Founder's Society, launched in May 2019, is composed of philanthropists who inspire others through their generous giving and are committed to accelerating our impact globally. Like us, they believe educated children are at the heart of healthy, productive and prosperous societies. Similarly, an Associate Board was launched to engage young professionals with demonstrated leadership potential and the willingness to create a greater impact in the lives of the children we serve.



Our Work

Why Education



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.

On average, it costs \$360 for a child to go to school for one year, but families often make less than that.



THE CONSEQUENCE

Children who don't receive an early education are 70% more likely to engage in violent crimes.

Not educating girls translates into a loss of \$15 to \$30 trillion in lost earnings and productivity for the world economy.

Education impacts every area of life including mental health, gender inequality, family economic instability, health and sanitation.



THE SOLUTION

Universal Primary Education: A Millennium Development Goal set by the United Nations.

Every \$1 invested in quality early education can yield returns between \$4 and \$16.

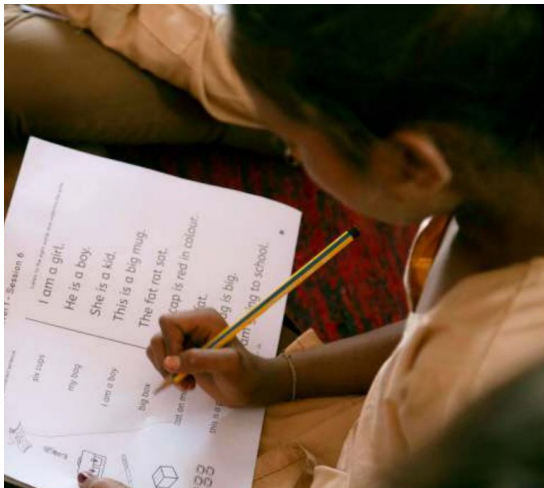
Education is not just a transaction; it creates generational change and lifts children, their families, and communities out of poverty.

Our Purpose



WHO WE ARE

At Brighter Children, we believe in a world where every child has access to quality early education. Our mission is to identify and support educational entrepreneurs who provide quality education to vulnerable children in some of the most impoverished communities in the world.



WHAT WE DO

We invest in education entrepreneurs who are reimagining a world we know is possible with access to quality early education. We then provide those children who are at-risk of dropping out of school with annual scholarships. On average, it costs \$360/year to sponsor the education of a child whose family often has less disposable income than that.



HOW WE WORK

We undergo a thorough diligence process to identify and screen entrepreneurs who are leading high-potential school systems and have years of experience delivering quality education with support from their local community. Our team works closely to ensure that every dollar is accounted for and then provides reports back to our donors. 100% of all public donations are used to sponsor the education of vulnerable children.

Our Model

Our development model combines the principles of venture capital with charitable giving to drive holistic, sustainable and scalable impact. As a venture philanthropy firm, we use the charitable donations we receive to support education entrepreneurs who are helping us co-create a world our hearts know is possible.



DILIGENCE : IDENTIFY ENTREPRENEURS

Inspired by venture capitalists, we screen and select extraordinary education entrepreneurs and schools poised to drive the greatest impact in their local community.



GROWTH & EXIT STRATEGY

We invest with a clearly defined growth strategy and exit criteria. Our goal is to collaborate with local leaders and the community to increase retention and enrollment of children who are vulnerable or at-risk of dropping out of school. Our investment further helps our partner schools scale and attract investment from prominent foundations and donors.



SUSTAINABLE IMPACT

Our work is sustainable by design. Multi-year financial support allows schools to deliver quality education and a 100% graduation rate. We provide ongoing management support and advisory services to entrepreneurs such as business planning and board management.



A HOLISTIC APPROACH

By addressing all needs (hunger, healthcare, etc.) in an integrated way, each child not only receives quality education but also develops the resilience to escape the cycle of extreme poverty.



MONITORING & EVALUATION

We measure, track and analyze qualitative and quantitative elements to ensure accountability and measure learning outcomes.

Our School Partners

We travel the world to meet inspiring entrepreneurs who are providing high-impact education to out-of-school children. We complete our screening process by measuring all schools against our due diligence scorecard. Less than 1 out of 5 schools screened 'pass-through' our rigorous diligence process.

"Since first partnering with Brighter Children in 2013, we have experienced exponential growth and the quality of the education we provide has improved significantly."

David Taylor
Founder of Colombia Childcare



HONDURAS

Students Helping Honduras
Shin Fujiyama
Founder



INDIA

Educate Girls
Safeena Husain
Founder



KENYA

Village Project Africa
Margaret Ann Lewis
Founder



COLOMBIA

Colombia Childcare
David Taylor
Founder



Our Impact

Measurable Impact

We believe that quality education is the most powerful catalyst at our disposal to fundamentally change the trajectory of a child's future. We hold ourselves, our educational entrepreneurs, and school partners accountable to meaningful and quantifiable impact, and ultimately track the effectiveness of our programs.



500

NUMBER OF
STUDENTS
SPONSORED

700K

EDUCATION
HOURS
DELIVERED

OUR STUDENTS

"For fifteen years, we have been working with a community in Honduras that had a 0% graduation rate. Thanks to Brighter Children's support, we will be achieving something historic in two years: we will be seeing the first students graduate from our school to move onto university."

Shin Fujiyama

Founder of Students Helping Honduras

77K

NUMBER OF
MEALS
SPONSORED

Note: All metrics are calculated based on the blended average of data made available from our partner schools for the year 2018-19.

99

TEACHER
ATTENDANCE
RATE (%)

95

STUDENT
ATTENDANCE
RATE (%)



OUR TEACHERS

"Our teachers are dedicated beyond belief. They come very early in the morning and voluntarily stay late in the evening. They stay with us even though they could make much better salaries at government schools. They believe in our work and want these vulnerable children to learn. That is why we do quite well compared to other schools."

Margaret Lewis
Founder of Village Project Africa



99

STUDENT
PASS
RATE (%)

1

STUDENT
DROPOUT
RATE (%)

Note: All metrics are calculated based on the blended average of data made available from our partner schools for the year 2018-19.

Immeasurable Impact

Real and sustainable impact is driven by schools and organizations that have deep ties within the communities they reside. For this reason, we measure impact not only through KPIs, but also through the stories we hear from local community leaders about the lives transformed.



True impact cannot be gauged from numbers alone. When children's lives are transformed through education, it creates a ripple effect in the community.

Margaret, Founder of our partner school in Kenya, creates sustainable impact through her consistent work in counseling students like Jesse.

"I need to tell you that our school is different and the metrics won't show the true picture. The students who are sponsored come from extreme poverty and difficult homes. We deal with each individual child to ensure they make progress and don't drop out of school."

Last year, Jesse stopped attending school. Margaret didn't give up easily and visited his home. He was traumatized because his mother had abandoned him. He felt defeated and refused to come to school.

Margaret offered Jesse a home in the boys hostel at school. Her love and support inspired Jesse to overcome his personal challenges and continue his education.

Today Jesse is doing quite well in school. He is an outstanding student leader. He actively reaches out to other students who are facing hardships at home and brings them to Margaret's attention. One act of kindness, always inspires another.



Changing Mindsets

12-year old Pinti is the eldest among 6 siblings. Neither Pinti, nor her siblings, had ever been to school.

Sibling care, going to collect grass for their cattle, grinding maize, cooking, cleaning, fetching water and much more was Pinti's normal routine, and school was never a part of that.

When Educate Girls, our partner school in India, visited her home - Pinti's mother said, "The 2-3 kilometres' walk to school will mean traveling alone for Pinti. And what's the point? Girls have to eventually end up at home after marriage. Look at

my situation. Why waste Pinti's time at a school?"

Pinti responded, "If girls can walk long distances to cut wood from trees then why can't they walk to school?"

After several visits our partner school convinced Pinti's mother that an education will ensure Pinti does not get tied down with household duties after marriage. She may even be better positioned to get a job and their economic troubles could be eased. Pinti was enrolled in Grade 4. Inspired by Priti, her siblings followed soon after.

Since 2013, Brighter Children has funded over
2 million hours of education for 1,500+ children.



Our Family



Our Team

BOARD OF DIRECTORS

Kevin Bogdanov

Sarah Seo

Suzy Peng

Kunal Doshi

Shawn Small

MANAGEMENT & LEADERSHIP TEAM

Allan Kaganov

Justine Quan

Olivia Gaudree

Amil Shah

Kyle Shepherd

Ross DiBetta

Diego Jaramillo

Neggin Tavana

Taylor Cohen

GOVERNING BOARD

Adam Sobol

Jeff McDermott

Michael Gold

Andrew Keating

Jen McClure

Mike Kenny

Diane McGrath

Joe Hanssen

Sanjay Vatsa

Drew Murphy

Kristin McCullough

Sherif Hassan

Glen Lally

Mahesh Shah

Stephanie Greiner

Iain Paine

Maneesh Subherwal

Stephanie Sheehan

Ian Swanson

Marcus Yoder

Susan Elliott-Bocassi

Jack Kudale

Mary Lynn Clark

Wiegert Tierie

ASSOCIATE BOARD

Adam Whitman

Lauren Zakarian-Cogswell

Ryan LaRue

David Rodriguez

Michael Waddell

Sharon Moon

Giordan Kritzman

Morgan Hankamer

Sydney Adams

As a team, we donated over 7,000 hours to Brighter Children.

Behind the Scenes at Brighter Children



SUZY PENG

Suzy co-founded Brighter Children in October 2013. Without her support and leadership, we would not have come so far. In April 2019, Suzy officially got married to Gaurav (woot woot!) and later they celebrated their love by hosting a wedding in Dehradun, India. Doesn't she look gorgeous?

KEVIN BOGDANOV

In October 2015, Kevin met Brighter Children's Founder Kunal, whose passion and dedication for tackling poverty impressed him. When Kevin learned about Brighter Children, he was convinced that he needed to be part of it. He did, and since joining, he has never looked back. In July 2018, Kevin was elected as Brighter Children's new board member!



Behind the Scenes at Brighter Children



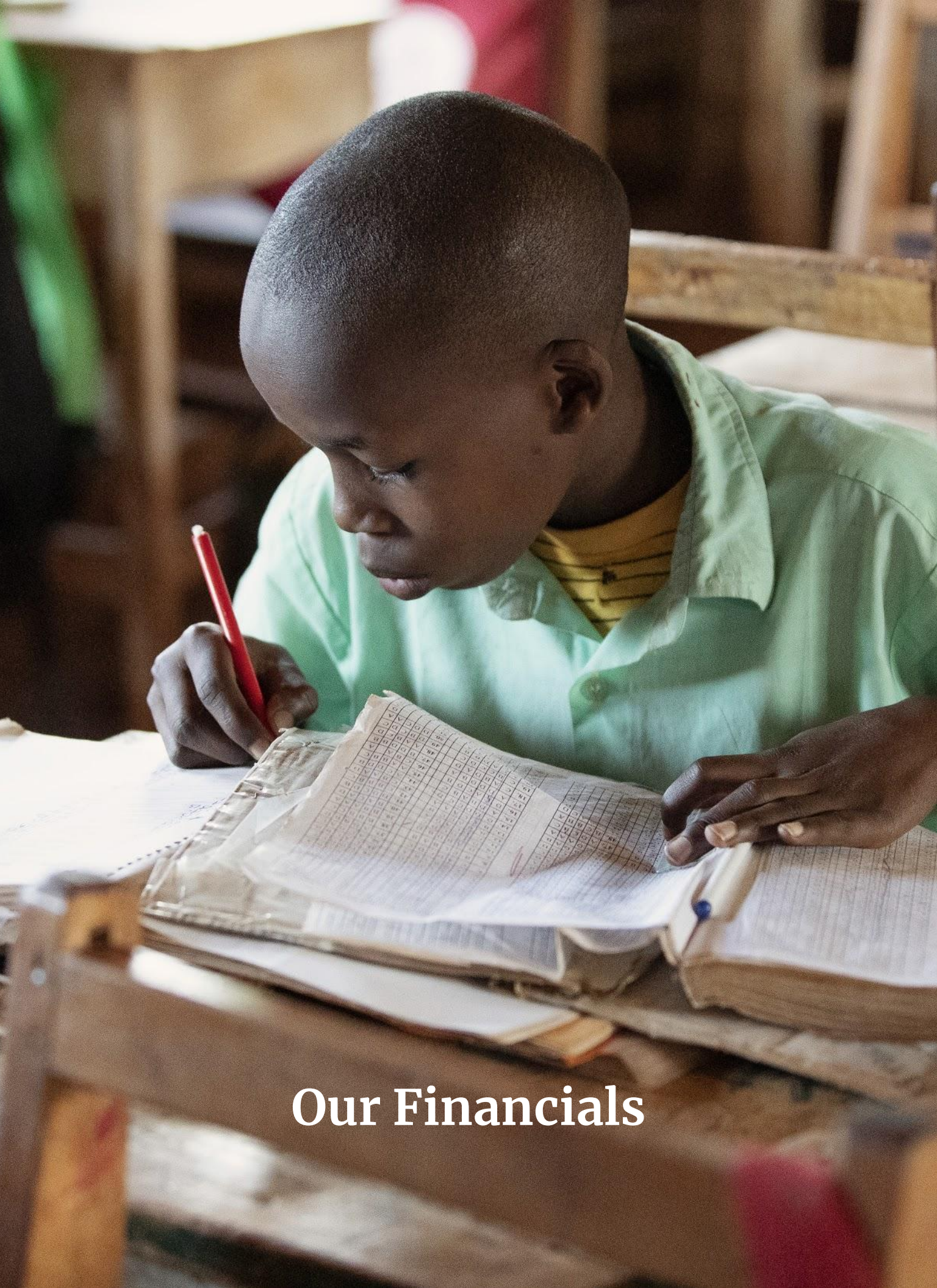
KYLE SHEPHERD

In November 2017, Kyle joined Brighter Children's team to help recruit passionate board members. He's an absolute wizard and we owe a large part of our success to him. Kyle proposed to Stacy in April 2019 and ... she said YES! We couldn't be happier for him!

OLIVIA GAUDREE

Olivia was a student when she first started volunteering with Brighter Children in December 2017. Today she leads our donor outreach efforts. In July 2018 she graduated from Florida State University with a B.S. in Finance and started her first job as a venture capitalist in Florida. Congratulations Olivia, we are so proud of you!





Our Financials

Transparency Model

CHOOSE YOUR IMPACT

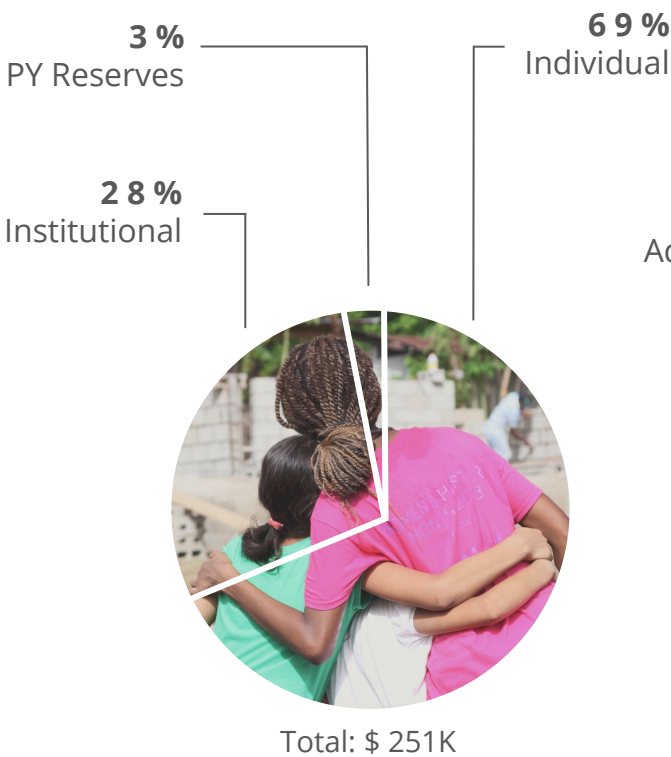
RESTRICTED FUND

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

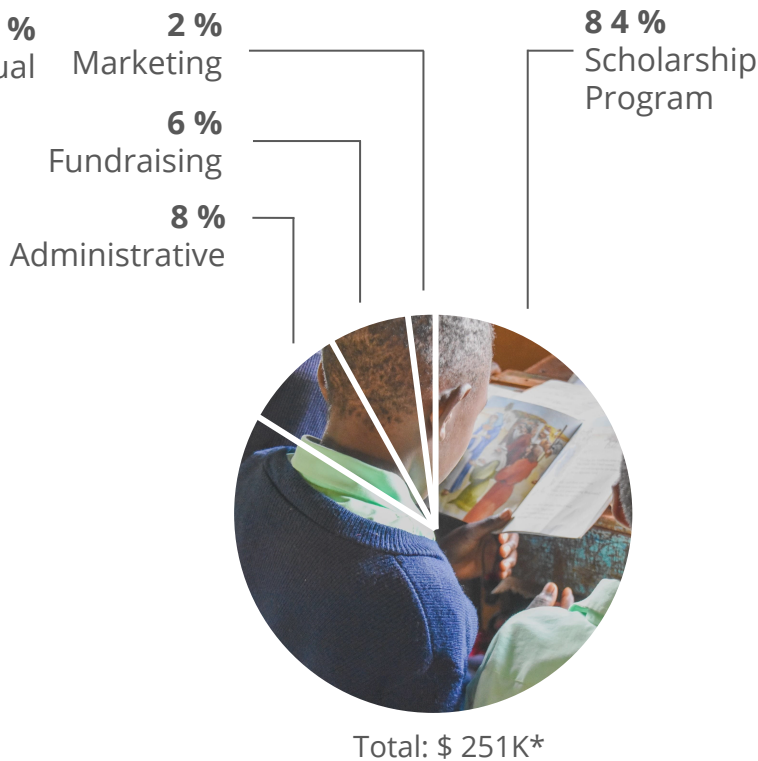
You can directly invest in this fund to support our most pressing needs which can vary from operating costs to sending vulnerable children to school.

Sources of Funds



All operating costs are sponsored by board members and private donors

Uses of Funds

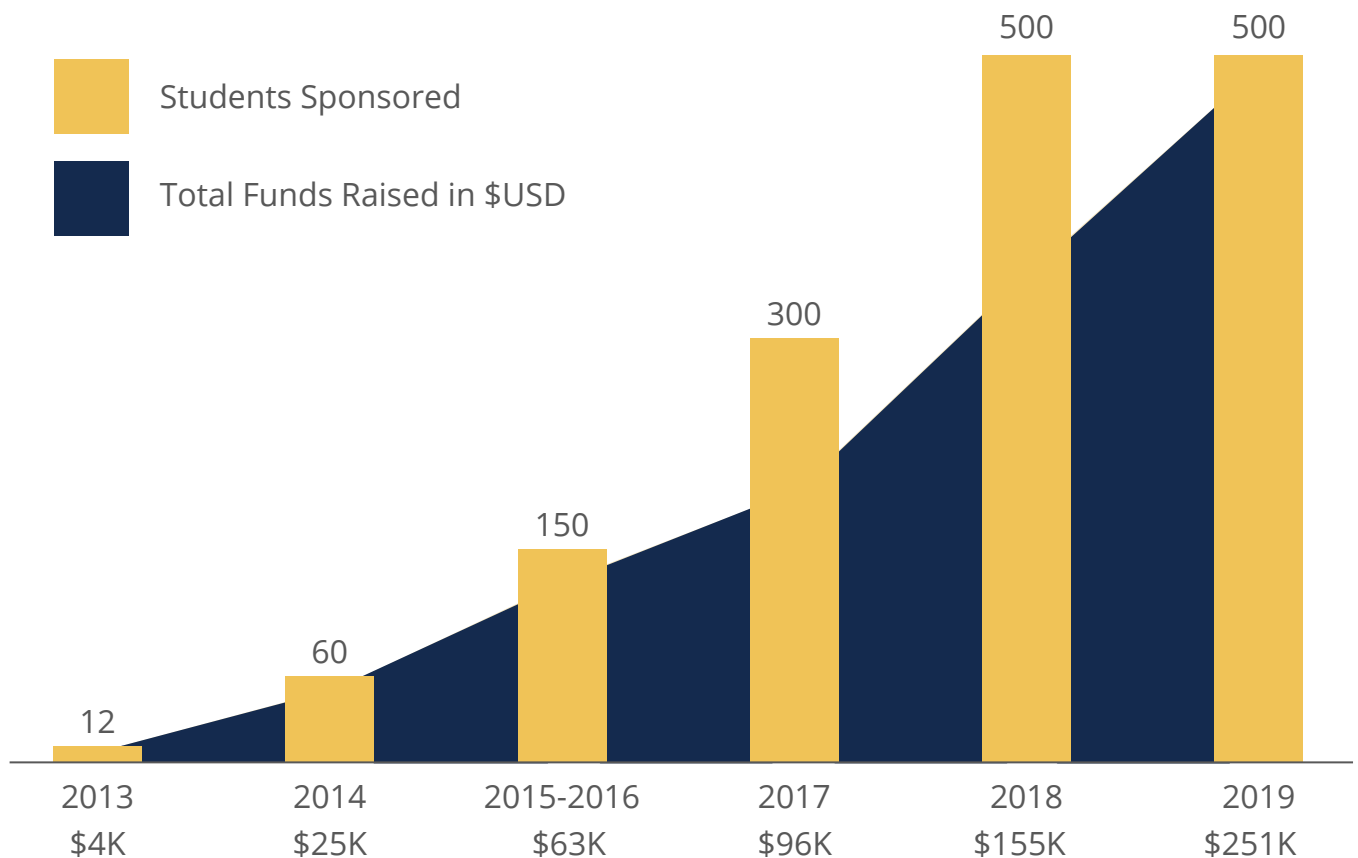


100% of public donations are used to sponsor the education of children

*Note: \$88K in funds raised by third-party donors and board members will be rolled over to the next year and have been excluded from the calculation of the percentage breakdown. These funds will be leveraged for full-time staff hire in the near future.

Accelerated Growth Y-O-Y

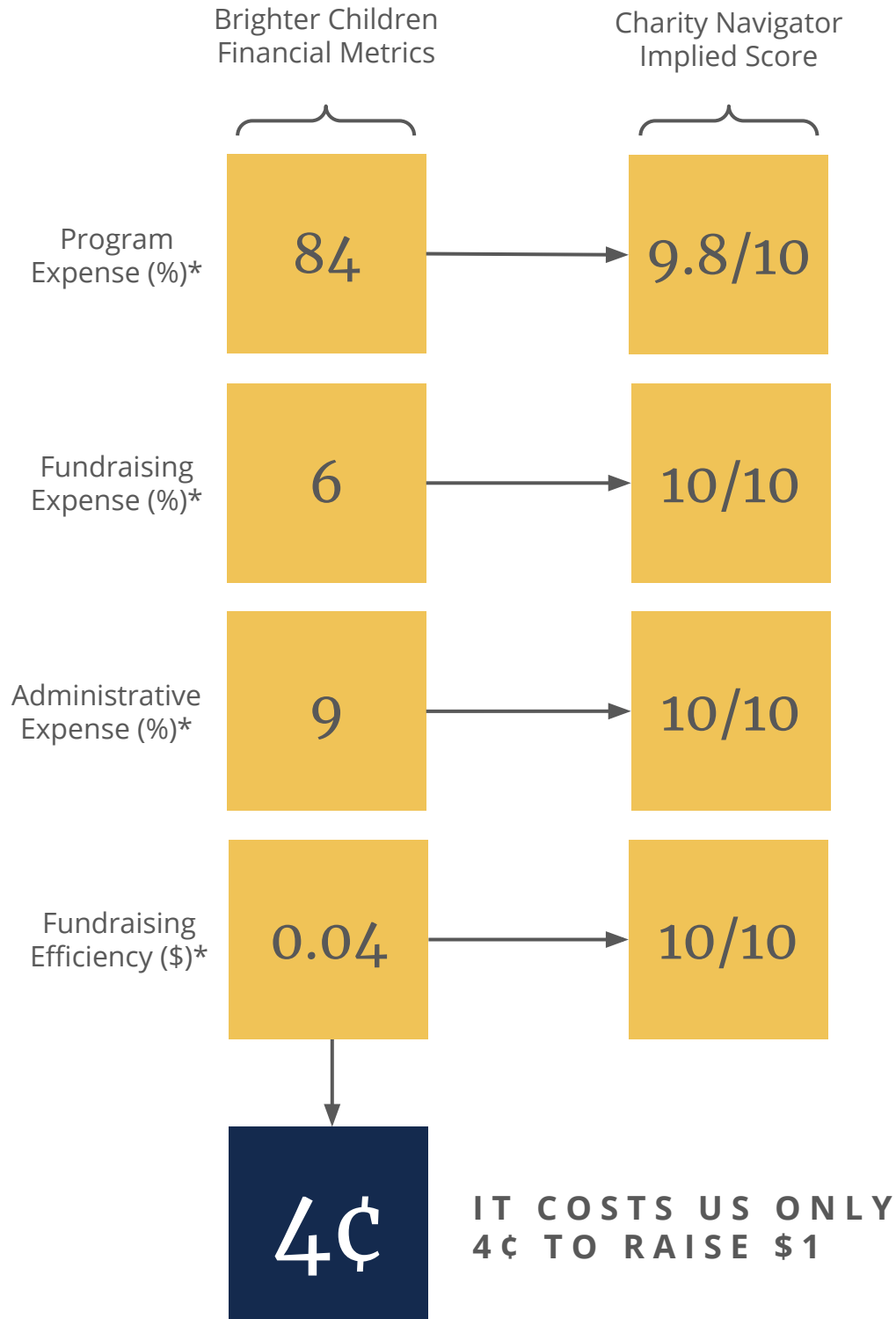
108% CUMULATIVE AGGREGATE GROWTH



Note: Cumulative aggregate growth rate is based on funds raised year-over-year. In 2019, we set aside funds from third-party donors to hire full-time staff. Post hire, we anticipate increasing the number of sponsored children. Funds raised do not include event expenses but include net assets at the beginning of year. 2015-16 is an eighteen month period given we changed our year end from December to June.

Financial Efficiency Score

BASED ON CHARITY NAVIGATOR GUIDANCE



*Note: Charity Navigator only rates organizations which generate at least \$1M in revenue. Our calculations are based on guidance provided by Charity Navigator.

A photograph of two young girls in school uniforms. The girl on the left has a long braid and is wearing a pink bunny-ear headband. The girl on the right has long, wavy hair in a ponytail. They are both wearing blue sleeveless tops over white long-sleeved shirts and blue and white plaid skirts. They are hugging each other from behind. In the background, other children in school uniforms are visible under a corrugated metal roof.

Our Champions

A Shout Out to Our Donors



HELP NICO & ALIDA MAKE A DIFFERENCE

Six year old Nico and four year old Alida launched a campaign that sent 2 children to school! We have a feeling they are going to continue positively impacting the world when they grow up, don't you?

I'D PREFER AN EDUCATION OVER AN ELECTRONIC TOY CAR, WOULDN'T YOU?

Happy Birthday Marcus! What a fabulous way to celebrate your big day by raising money to sponsor the education of 3 out-of-school children.



A Shout Out to Our Donors



REJOICE IN MANYA & HASSAN'S WEDDING

Manya and Hassan dedicated their wedding registry to sponsor the education of vulnerable children. Thank you for showing us what love, compassion, and strength looks like!

LET'S GIVE THE GIFT OF EDUCATION TO GIRLS THIS HOLIDAY SEASON

ML Clark raised funds to sponsor 30 children! She believes in the power of educating girls. Education for girls is about more than access to school. It's also about girls feeling safe and securing independence in and outside the classroom.



Our Supporters

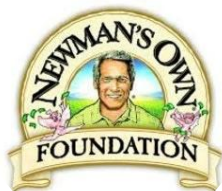
BRAND PARTNERS



investis**digital.**

greentech
capital
advisors

GRANT PARTNERS



SDL*
Foundation
A smile is the same
in any language

CORPORATE SPONSORS

varian



REFINITIV™
CHARITIES



Google

C>PRICORN
INVESTMENTGROUP

Note: Company matches are included under Corporate Sponsors.

Our Gratitude

\$ 5 0 0 0 - \$ 3 0 0 0 0

Colleen Mahoney
Drew Murphy
Ian Swanson
Joe Hanssen
Mary Lynn Clark
Sherif Hassan
Tim Robey

\$ 2 5 0 0 +

Adam Sobol
Andrew Keating
Diane McGrath
Ed Barwick
Glen Lally
Jack Kudale
Jennifer McClure
Kristin McCullough
Mahesh Shah
Maneesh Subherwal
Michael Gould
Mike Kenny
Sanjay Vatsa
Stephanie Greiner
Stephanie Sheehan
Susan Elliott-Bocassi
Zhenya Yoder

\$ 1 0 0 0 +

Ashok Veeranki

Belinda Metzger

Bhaskar Krishnamsetty

Brendan McDonnell

Chirag Pandya

Clive Harrison

Dhiraj Carumbaya

Iain Paine

Jon Kucera

Katy Hunt

Kevin Bogdanov

Kevin Condon

Krishna Desai

Kunal Doshi

Marcus Yoder

Padmaja & Prasad Dasari

Sharon & Patrick Hennessy

Sid Geddam

Thomas Labarthe

\$ 5 0 0 +

Adam Whitman

Anne Gaudree

David Rodriguez

Giordan Kritzman

Kyle McCormick

Morgan Hankamer

Omar Mazin

Ryan LaRue

Saket Pabby

Sydney Adams

\$ 3 0 0 +

Aman Shah

Amandeep Purewal

Amil Shah

Andrea Detterick

Ben Travis

Bernard Perron

Beth & Brian McCann

Bob Eckenroth

Chris Kaminski

Coco Zhong

David Adams

David Kashak

Gaurav Khantwal

Hugh Burnham

James Nortey

Juan Rogers

Kevin Linder

Lucy & Owen Shotts

Mary Hughes Skinner

Michael Brown

Michael Waddell

Miguel Canales

Milin Shah

Peter Tucker

Peter Watzka

Prerna Talreja

Rebecca Wolin

Robert Hebler

...

Our Gratitude

Sharon Moon

Susan White

Terry Cohen

William Fulp Jr.

William Reynolds

\$ 100 +

Alex Dixon

Allan Kaganov

Anar Shah

Apoorva Joshi

Brian & Nicole Engel

Brooke Pfautz

Celeste Risimini-Johnson

Chris Koehler

Daigo Tanaka

Dhevin Shah

Don Rosenfield

Donald David

Dorothy Mooney

Douglas Rossbach

Erica Chapman

Erik Hansen

Eugene (Garrett) Bewkes

Grandma & Nonno Bocassi

Hadiatou Barry

Hawra & Yahya Hussain

Helen Choi

Jamie Thetford

Jason Battaglia

Joanne Pipkin

John Maull

Joshua Anderson

Karla Marquez

Kathryn LeSaffre

Kenneth Adams

Kevin Roth

Kimberly Fisher Boone

Kimberly Frie-Arnold

Komal Bajaj

Laura Coleman

Laura Euphrat

Lauren Zakarian-Cogswell

Morgane Orquera

Nana & Pop-Pop Elliott

Nidhi Gupta

Omer Sattar

Patricia Gould

Raphael Crawford-Marks

Richard Peyser

Ron Essig

Ross DiBetta

Sarah Seo

Shawn Small

Shivin Agarwal

Smita Mody

Suzy Peng

Tamir Greenberg

Thao Ta

Vincent Toolan

Ziyad Nuwayhid

*“In a gentle way, you can shake the world.”
—Mahatma Gandhi*



www.brighterchildren.org

