CONTRIBUTORS

This list reflects the financial supporters of MUST from the very beginning of the program in 2012. Please let us know of any omissions or errors.
In 2015 MUST participated in an intense 6 month contest called Fast Pitch sponsored by Social Venture Partners. For the first time in the history of the contest here in the northwest an organization took home three different awards including Donor Impact and Audience Choice. That cool organization was us! Fast Pitch produced a wonderful video of our 5 minute pitch that gives people a good idea of who we are in a short amount of time. The video will be vital as MUST moves forward and meets new partners and potential donors. You can view the video here: https://www.mentoringisamust.org/fast-pitch/

I love our model. It is a strategic strike at the root of the problem. The greatest need in the urban core is positive male role models and that is what MUST provides and grows. Best of all it is working. Youth are graduating high school and going to college. Generations are being changed and that gets me excited for our future.

Thank you for your continued support of MUST. Your gifts are helping break the cycle of poverty in the lives of the youth and mentors we serve.

Sincerely,

MUST Executive Director

**MUST BOARD**

Rick Newell, Founder and Board President
Lois Newell, Treasurer
Former CFO, Northwest Foot and Ankle Clinic
Maggie Montgomery, Secretary
Consultant, Microsoft
Scott Anderberg, Board Member
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“The greatest need in the urban core is positive male role models.”

Only 11% of first generation low income students will graduate college if they start.
MUST MODEL

MUST is a unique mentoring program serving both the youth and the mentor. MUST mentors are responsible and bright young men who grew up in at-risk environments, graduated high school, and desire further education but lack the resources to attend college. MUST pays these young men to mentor male, high-school aged youth at risk of dropping out and/or becoming involved in the justice system. The mentor receives his college education and coaching and support. For 4 years he serves as a positive male role model and mentor to the youth.

**Coaches:** Successful men in the community who volunteer to coach the Mentors while they are in college.

**Mentors:** Young men in their early 20s who grew up in at-risk environments and are paid to mentor high school students for four years while they attend college.

**High School Youth:** High school aged young men currently living in at-risk environments.

Quality Mentoring: Quality mentoring has been proven to reduce depression, deviance, and drug use and increase grades, attendance and acceptance.

FINANCIALS

MUST is poised for growth and we continue to be committed to financial transparency. Our percentage of administration expenses will reduce as we grow. Future funds will disperse more toward programing expenses. Revenue from both Foundations and Corporations will have significant increases as we grow. MUST is excited about where we are and where we are headed. Thank you for your support.

**STATEMENT OF ACTIVITIES**

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<tr>
<th>REVENUE</th>
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</tr>
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<tbody>
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<td>$19,148</td>
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**2012-13**
- $25,565

**2013-14**
- $64,323

**2014-15**
- $87,152

**2015-16**
- $136,959

**2016-17**
- $16,000

**2017-18**
- $41,732

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There are 6.7 million Opportunity Youth and each one costs society on average $700,000 over their lifetime.

71% of high school dropouts are from fatherless homes.
AARON
Aaron was MUST’s first hired mentor and just graduated college in June 2016. He is the first person to graduate from college in his family. Only 11% of low income first generation students will graduate college once they start. Aaron’s dedication to both MUST and his education has been amazing. He has been a wonderful positive male role model for the youth in the program. We could not ask for a better first mentor. MUST has also helped Aaron pursue a good job in the career he wants. Getting his masters degree is also near term goal. Aaron has done the hard work of blazing the trail through the education jungle so others can follow him.

TOREE (left)
Toree graduated from Rainier Beach high school last year. He is extremely bright, fun and resilient. Without MUST’s intervention at least half of our youth will not graduate high school. Toree might not have made it without us. MUST has provided weekly check ups on his grades, positive male role models who are pursuing their own higher education and relationships with other youth who have said they want to value their grades. Toree started college this fall at Seattle Central and is doing well. His road is no longer a dense jungle thanks to great examples like Aaron. Toree still has a hard road but MUST will now give him a coach to help him through college.

SKYJAH
Skyjah is a freshman at Seattle Urban Academy (SUA) and is a part of the cohort that is funded by our first grant with King County. Before they are admitted into the mentoring program each MUST youth commits to four things that are encapsulated in the acronym B.E.L.T.: Break the cycle of their family, do things with Excellence, Leave no man behind (do this together) and show some Toughness or grit. Skyjah has agreed to do B.E.L.T. and will be paired for four years with his mentor named Todd. Todd is pursuing his own higher education and Skyjah will be watching him do it. At some point Skyjah will start to think... “Todd is a lot like me. If he can do it... so can I!”

We often explain to the MUST youth that, for many people, the path to college is a smooth, paved road with lights and clear signs to point the way. Many people have friends and family who have gone before and support their journey. For the youth MUST serves the road to college is a dense jungle. Almost no one has blazed a trail before them so the journey seems impossible.

MUST helps clears the path to college. Not all MUST youth will attend college, but for those that want to give it a serious try we give them many of the tools they need to succeed including other young men further along the road to beckon them on. MUST provides an atmosphere of education and hope. The road is still extremely hard. However, youth in our program agree that traveling the path with others makes the journey easier.

MUST recognizes that real change happens over time and in community with people you trust. The longevity of our mentoring relationships is one of the great strengths of the MUST mentoring program.

STORIES

Lifetime Net Fiscal Impact

- $70,000 HS Dropout
- $225,000 HS Graduate
- $491,000 Some College
- $790,000 Bachelor’s
- $1,119,000 Master’s

Cost of incarcerating one juvenile for one year in Washington State is $95,805.
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71% of high school dropouts are from fatherless homes.
2015-16 was a strategic year for MUST. Much of the year involved laying the groundwork for the coming years of growth. Early on, MUST was encouraged to ‘nail it before you scale it.’ While it is hard to be truly ready for growth, MUST now feels it is as ready as it can be as we head toward our strategic goal of serving 50 youth and 25 mentors by 2020.

In 2015 MUST participated in a 6 month contest called Fast Pitch sponsored by Social Venture Partners. For the first time in the history of the contest an organization took home three different awards including Donor Impact and Audience Choice. That cool organization was us! Fast Pitch produced a wonderful video of our pitch that gives people a good idea of who we are in a short amount of time. The video is vital as MUST moves forward. You can view the video here: https://www.mentoringisamust.org/fast-pitch/

The winter was spent building up our board. I am very grateful for the service of Maggie Montgomery, Deana Berg, Lois Newell and Rebecca Newell as founding members of MUST’s board. MUST now has a nine member board and an eight person advisory board. We feel deeply honored to be serving with these amazing people. Each member of the board is a leader in his/her field and represents a unique set of skills that is helping MUST move forward into its growth phase.

MUST also spent the last year investing in its infrastructure. We now have the systems in place to grow to scale. HR, accounting and fundraising have all had significant upgrades. MUST can now handle a larger influx of youth, mentors and funds.

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Jen Bergbreit and
Mark Lanning
Robert and Cynthia Brei
Ray and Gay Brink
Jeff and Susan Braten
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Casey and Albert Sullivan
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Mark and Anna Marie Canis
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Kenna Hadden
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2015-2016 Annual Report

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