Dear Friends,

As the struggle continues to bring educational equity to our students, 10,000 Degrees remains focused on developing a new generation of leaders prepared to effect positive, sustainable change to help families and communities prosper.

As a national leader in college completion, 10,000 Degrees encountered many opportunities and challenges to our college success program in 2017. We’re pleased to report we met each and every one with the same strength and determination we so often see in our students. We have much to celebrate, including a record number of 10,000 Degrees college graduates as well as a record number of students currently participating in our high school program. This year we also worked with over 8,500 students and their families, putting us on pace to surpass our 2021 projection outlined in our five-year Strategic Plan of 12,000 students.

We also continued to increase our impact by growing our Fellowship Program, now featuring 27 active and former Fellows, including a dedicated Fellow serving students at Contra Costa Community College. To further bolster our wraparound support, we merged with Marin County School Volunteers, who will continue to offer our students additional academic support. We also began providing specialized programming for 8th-grade students at Bayside Martin Luther King, Jr. Academy – Panthers Get Degrees!

A special note of gratitude goes to the Michael & Susan Dell Foundation, which generously awarded 10,000 Degrees a four-year $1,000,000 grant to support our ongoing work at our partner community colleges with the hopes of creating a successful transfer model we can eventually replicate across the country.

As you review our 2017 Annual Report, please join us in celebrating our many successes while also gearing up for another busy year! Your investment in funding, time, energy, and belief is truly invaluable. Together we’re changing the world, one degree at a time. On behalf of our students, families, and staff, thank you for your generous support.

Kim Mazzuca
PRESIDENT & CEO

Pepe Gonzalez
CHAIR, BOARD OF DIRECTORS
80%+
Over 80% of 10,000 Degrees four-year college students earn bachelor’s degrees, compared to 31% of their peers nationally.

3X
10,000 Degrees community college students transfer to and graduate from four-year colleges at three times the national average.

100%
100% of 10,000 Degrees students come from low-income backgrounds, and 85% are first in their families to attend college.

N/A
Unlike most other college support organizations, there is no GPA requirement to apply to 10,000 Degrees programs.

80%
Thanks to one-on-one financial aid counseling and scholarship support, our students take on 80% less student loan debt than their peers.
Karina Soto, Class of 2016, Elsie Allen High School, Attending Santa Rosa Junior College

Personal Statement Writing Workshop
10,000 Degrees
Jared Bard & Greg Baiewski
Day 2: August 2, 2017

Summer Intensive, San Francisco State University

Money Matters Workshop, Summer Intensive, Saint Mary’s College

Summer Intensive, Sonoma State University

10,000 Degrees 2017 High School Graduation Ceremony
Success By The Numbers

8,500+
10,000 Degrees financial aid workshops, on-campus office hours, cohort-building initiatives and other events reached more than 8,500 students and families.

448
10,000 Degrees currently provides one-on-one support for 448 high school students in Marin and Sonoma Counties through our year-round Institute.

1,400+
Including all students receiving scholarships attending community college and four-year colleges, 10,000 Degrees currently supports over 1,400 students.

157
In 2017, 10,000 Degrees hit an all-time high as we celebrated 157 four-year college graduates from over 50 colleges and universities across the county.

5X
10,000 Degrees Summer Bridge program at College of Marin quintupled the number of students in 2017 since inception just four summers ago.

27
10,000 Degrees currently employs 27 active and former Fellows, including 11 new Fellows hired in part with the generosity of the Michael & Susan Dell Foundation.
Leading by Example

Our 10,000 Degrees Fellows are at the core of our College Success program.

As recent college graduates from low-income backgrounds, our Fellows deliver powerful cultural competency and deep expertise through near-peer role modeling. Our Fellows also develop important leadership skills as they work with our on-campus college advisors to help our students understand, navigate, and manage the entire College Success process and beyond.

In 2017, we hired 11 new full-time Fellows, each assigned to help students at four-year colleges and community colleges in Marin and Sonoma Counties. We also stationed a Fellow at a new location, Contra Costa Community College in Richmond, CA, and are exploring programming in San Francisco.

Through strategic partnerships and the generous support of donors, we plan to grow our Fellowship Program in the coming years to more than 50 participants as we continue to expand and improve our programming.

SCHOOL LEADERS
Our Fellows inform and inspire our high school and college students both on campus and in our programs with specific know-how honed by their individual experience and academic success.

COMMUNITY LEADERS
Our Fellows help our students and families pursue a clearly defined pathway to a college education. Their community outreach and participation are paving the road to educational equity.

PROFESSIONAL LEADERS
Our Fellows gain hands-on leadership experience and valuable 21st-century professional skills as full-time employees working in complex systems where they are both measuring and making impact.

10,000 Degrees staff and Fellows: Rondell Gibson, Karla Torres, Jane Rivas, Gladys Cortez, Claudia Campos, Saga Apostol Guedez, Jennifer Lopez, Gracie Francisco, Alma Valverde, Halea Waters, Ramona Polk, Avalon Baldwin, Cesar Cruz
As an undocumented student, 10,000 Degrees was the first entity that validated who I was. I remember getting the scholarship the first time and realizing that I had a whole organization that supported me and believed in me enough to help me pay for college and achieve my dreams, regardless of my documentation status.

Inspired by personal sacrifices...

I am a person driven by the inspiration I received from my students while working at 10,000 Degrees, by the sacrifices of my parents, and by the support of my loved ones. I would describe myself as someone who thinks critically about life, but who also enjoys just looking at the different colors of the leaves in fall or a summer sunset.

Advice to your younger self...

I would tell myself to shed the fear and be proud of who I am. What makes a work of art great is the experiences and ideas that make the artist unique.

Goals for the future...

Without DACA, I am trying to figure out what the future holds. But I can tell you that whatever I do, I want to continue supporting and advocating for the rights of undocumented students.
Our College Success Program

1,400+ Students
Through comprehensive individualized attention, including academic counseling, financial aid management, and endless encouragement, 10,000 Degrees currently supports more than 1,400 students on campuses across the country.
Thanks to the exceptional generosity of our supporters at our 2017 Gala, we surpassed $700,000 in donations! Our amazing community rose to the challenge for local students from low-income backgrounds who will now have the opportunity to be the first in their families to earn college degrees. We are deeply grateful for your investment as we continue to grow our transformative Fellowship Program, engage more students locally, and deepen our impact at four-year colleges and community colleges across the North Bay and beyond.

From accomplished keynote speaker, Mario Ernesto Lopez, to the incredibly inspiring performance by Kaila Love, to this year’s Pay It Forward honorees, Chris and Chuck Michaels, the evening was truly a celebration of what’s possible. Please visit our One Amazing Night website at www.oneamazingnight.org to explore more about the event.
Mario Ernesto Lopez, 10,000 Degrees Alumnus 2007, Associate Director of Admissions UC Hastings College of the Law

Susan Preston, Board Member

Denia Candela, Enrollment & Outreach Manager, North Bay Children’s Center, & Kim Mazucca, 10,000 Degrees President & CEO

Kaila Love, 10,000 Degrees, Fellow, Curriculum & Communications
Leading by Giving

To our donors, supporters, partners, and volunteers, thank you for your time, your energy, your financial support, and your unwavering commitment to secure access and opportunity for our students!

GREAT WAYS TO GIVE:
* DIRECT DONATIONS
* STOCK GIFTS
* MATCHING GIFTS & WORKPLACE GIVING
* ESTATE & LEGACY GIFTS
* SCHOLARSHIPS

FOR MORE INFORMATION:

Caroline Silverstein
Director of Development
Phone: 415.451.4016
Email: csilverstein@10000degrees.org

Noelle Colomé
Major Gift Officer
Phone: 415.451.4010
Email: ncolome@10000degrees.org

10,000 Degrees is a 501(c)3 not-for-profit corporation. Donations to 10,000 Degrees are tax-deductible. Tax ID #95-3667812.

Angel Investors
10,000 Degrees Board of Directors 2014-15
Graham & Talia Brandt
Buck Family Fund of the Marin Community Foundation
Jeanie & Michael Casey
Mitchell & Susan Cohen
Ruth & Robert Dell
Sandra Donnell & Justin Faggioli
Gordon Dow
Herb & Jane Dwight
Jackson Family Wines
John Jordan Foundation
John Kryzanowski & Vicki Hofmeister
Chuck & Chris Michaels in memory of Mike Michaels
Janet & George Pasha III **/ Pasha Family Fund
Saul Peña & Charmaine Chow
Joanne Peterson & Thomas Peterson *
Susan and Alan Preston
Larry & Diane Rosenberger
Sonoma County Board of Supervisors
Sonoma County Department of Health Services
Anonymous (1)

Marin Advisory Board
Mark Mokelke, Chair
Rosalyn Brandt
Lynn Brinton
Rita Burgess
Pam Cook
Barbara Dalmau
Suzanne Irwin-Wells
Gaby Isaacson
Toby Mumford
Tony Nethercutt
Sharon Segal
Gabrielle Tierney

Sonoma Advisory Board
Herb Dwight, Chair
Jay Abbe
Sonu Chandi
Pam Chanter
Terri Dente
Jane Dwight
Mitch Greenberg
Steve Herrington, PhD
Katie Jackson
Mike Kallhoff
Marty Stein
Cynthia Negri
Steve Page
Alan Preston
Peg Van Camp
Lisa Wittke Schaffner
Lisa Carreño, Regional Director
Dear 10,000 Degrees Salon hosts,

Thank you for inviting us into your homes and businesses and introducing us to your friends, colleagues, and neighbors at a series of intimate and inspiring gatherings this past year. At each salon, guests engaged in thoughtful discussions and enjoyed delicious locally sourced food and drink. 10,000 Degrees Fellows were on hand to bring our work to life. Our Fellows are living proof that all students can succeed and thrive at college!

We would like to express our warmest gratitude to these gracious hosts:

**Lynn Brinton & Dan Cohn of Mill Valley**

**Jay & Kären Abbe of Healdsburg**

**Susan & Richard Idell of Sonoma**

**Marty & Marlene Stein of Glen Ellen**

**Donna Seager & Suzanne Gray of Seager/Gray Gallery in Mill Valley**

**Chef Heidi Krahling at Marinitas in San Anselmo**

**Maureen Chiquet hosted by Watermark and Autodesk**

Thank you for sharing your passion for uplifting students in our community by connecting them with those closest to you. You are each one degree of change!

Sincerely,

Noelle Colomé

MAJOR GIFT OFFICER
We're a Great Investment!

When you give to 10,000 Degrees, you help students dream big, create new opportunities for families, and transform communities. Learn more about our outstanding reviews as a preferred nonprofit by Guidestar, Charity Navigator, and the Social Impact Exchange!

Fiscal Year July 1, 2016 - June 30, 2017

<table>
<thead>
<tr>
<th>STATEMENT OF ACTIVITIES</th>
<th>JUNE 30, 2017</th>
<th>JUNE 30, 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>REVENUES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Grant Income</td>
<td>$4,275,330</td>
<td>$3,017,457</td>
</tr>
<tr>
<td>Individual Giving</td>
<td>4,142,641</td>
<td>4,168,639</td>
</tr>
<tr>
<td>Special Events Revenue</td>
<td>876,506</td>
<td>1,076,223</td>
</tr>
<tr>
<td>Program Services</td>
<td>104,167</td>
<td>42,450</td>
</tr>
<tr>
<td>Other Income</td>
<td>243,266</td>
<td>(9,821)</td>
</tr>
<tr>
<td><strong>TOTAL REVENUES</strong></td>
<td>$9,641,910</td>
<td>$8,294,948</td>
</tr>
<tr>
<td><strong>EXPENSES</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Programs &amp; Scholarships</td>
<td>$5,583,203</td>
<td>$5,494,833</td>
</tr>
<tr>
<td>Administrative</td>
<td>1,220,463</td>
<td>1,227,784</td>
</tr>
<tr>
<td>Fundraising/Development</td>
<td>1,219,519</td>
<td>1,097,327</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td>$8,023,185</td>
<td>$7,819,944</td>
</tr>
<tr>
<td><strong>INCREASE IN NET ASSETS</strong></td>
<td>$1,618,725</td>
<td>$475,004</td>
</tr>
</tbody>
</table>

*FY17 increase in net assets includes grants and pledges restricted for use in future years or for future programs.
Nancy Torres, 10,000 Degrees Alumna 2017, B.A. Sociology Sonoma State University

Creating college graduates who change the world
Thank You 10,000 Degrees
Donors and Partners

A full list of donors can be found on our website: AR2017.10000degrees.org/donors

10,000 Degrees*
Creating college graduates who change the world

1650 Los Gamos Drive, Suite 110, San Rafael, CA 94903  t. 415.459.4240  f. 415.459.0527  10000degrees.org

Tax ID #95-3667812