



The Power of College Graduates

FROM CAMPUS TO GLOBAL IMPACT



Dear Friends,

As an alum, former Fellow, and now Program Director of 10,000 Degrees, I am honored to share with you this Impact Report. Inside, you'll read about our alumni's incredible achievements, discover 10,000 Degrees' outstanding success rates, and see all the ways your support mattered to our students this year.

Just like many of our students, I'm humbled to be the first in my family to attend and graduate from college, creating a pathway for my sister and cousins to pass this on to future generations.

And yet, none of this was supposed to happen.

Our parents arrived in this country with nothing and sacrificed so much so that we could get an education. I was told by my high school counselor that college was "not for me."

With a lot of hard work, and with the support of my 10,000 Degrees Fellow, who helped me access free financial aid, and apply for the 10,000 Degrees and other scholarships, one of my

proudest achievements is graduating from UC Davis with a double major in Sociology with an emphasis in Law and Society & Chicano/a Studies.

Now when a family member graduates, my sister and I have created a new tradition of being impressed instead of surprised.

And our parents—who always wanted us to go to college but didn't know what it would take—are now education ambassadors in our community.

10,000 Dagrage Alum

10,000 Degrees Alum

10,000 Degrees Director of College Access, San Francisco & Silicon Valley University of California, Davis, 2018 Santa Rosa Junior College, 2016

YESENIA'S STORY

Earning my bachelor's degree has been something that has not been easy. We have faced a lot of obstacles along the way. No matter how hard life can get, my education has been something that no one can take away.

Jose showed me it could be done.

Earning a 4.0 GPA was something I assumed I would never earn. But through a lot of hard work I was able to

achieve this dream not just once but multiple times. For many it might seem small. But for the little girl who sat in special ed class and felt ashamed, it meant the world.

My bachelor's degree goes out to my family who have

worked very hard to get me to where I am today. The next one, my post-graduate degree, will be for me. I owe it to myself to continue my education.

10,000 Degrees Alum
California State University,
Sacramento, 2023

OUR CLASS OF 2023

A few of our recent college graduates tell us how 10,000 Degrees leaned in to help them all along their college journey.

244 college graduates this year!



"10,000 Degrees helped me start my journey and transition from high school to college. Checking in with my Fellow the first year brought me a lot of comfort and support. As part of the first-gen, Mexican/Latinx community and as a female, getting a degree has provided me with the strength and motivation to pursue my career goals."

Aurora Camarena Torres

Sonoma State University, 2023

(Grad cap translation: "For my parents who arrived with nothing and gave me everything.")



"Thanks 10,000 Degrees for your financial support. With your help, I graduated from Cal Poly SLO as an Animal Science major and I am applying to vet school."

Colten Ronshausen

California Polytechnic State University
–San Luis Obispo, 2023



"Thank you 10,000 Degrees for believing in me and supporting me throughout my journey, even through the hard times. I wouldn't have done it without all of you."

Ryan Young

San Jose State University, 2023

"I'm proud to say that I will be one of the first in my family to attain a college degree. I feel grateful that I am in a position where I can pursue my boldest dream of graduating without any debt during my undergraduate career, and I can assure that 10,000 Degrees, its staff and the various scholarship donors' generosity will never be forgotten. Thank you for your investment in the youth!"



Amanda Doan

University of California, Santa Barbara, 2023

(Wearing a Vietnamese traditional Ao Dai to honor her Vietnamese heritage as a first generation college student.)



Photo collage (starting at top left): Jayline Alvarado, Reeti Joshi, Gaida Abuelqasem, Jessica Arzate, Oscar Loyola, Su Zin, Alexandra Garcia, Adam Samhan, Keisha Fuller



"[My 10,000 Degrees Fellow] has been one of the only people who has supported my transfer journey. While many high school advisors looked down on me, 10,000 Degrees was there, supporting me and guiding me. During community college, I faced challenges as to who to ask questions to. Now that I am transferring, [my Fellow] Claudia has helped my transition by checking in on me."

Emily Guerrero

10,000 Degrees Student San Diego State University, 2026 Contra Costa College, 2023

Read More Stories!



"My undergrad experience at UCSB ended up being some of the best years of my life full of unforgettable memories of wonderful friends, academic challenges, and irreplaceable campus experiences. All of this wouldn't be possible if not for the scholarships 10,000 Degrees was able to provide. It let me focus more on my studies while it helped pay for my tuition and living expenses. They were incredibly supportive and although it cannot be seen clearly in the picture, I even wore the stole they sent. Thank you for all the support!"



University of California, Santa Barbara, 2023





Initially, college felt like something that wasn't for people like me, but 10,000 Degrees made me feel like this was a place that I was not only meant to be in, but to thrive in.

At first, the concept of college was completely foreign to me as an immigrant and first-generation college student. It used to confuse me how all my high school friends seemingly knew everything about college when I had no idea how to even start.

Given my family's lack of experience with college and unfortunate financial situation, I felt nervous about taking on this challenge on my own. The costs turned me away at first, but I knew if I

worked hard, I'd be able to pay it off. This is why community college has been an amazing opportunity for me— I've been able to obtain my education for free while saving up money for when I transfer to a 4 year.

My perseverance and dedication throughout my college journey has inspired my mother to go to college to pursue a career in nursing. She says she wants to follow in my footsteps, which is so meaningful to me as it usually is the other way around!

To me, a college degree is like stepping into a world of possibilities that I never realized could be so big, filled with opportunities to make a

positive impact on others.

Today, my dreams are to pursue a career in educational leadership to empower students to realize their full potential. My aspiration is to improve women's rights globally with my ultimate goal being to work with UNESCO to oversee the implementation of global policies and evaluate the impact of programs that empower women.

Emma Neal

10,000 Degrees Student University of California, Berkeley, 2025 College of Marin, 2023 College of Marin Commencement Speaker

OUR ALUMNI OUR CHANGEMAKERS

Thousands of alumni have graduated from our program, and each one of them are changemakers. Profiled here are our most recent alumni changemaker semifinalists and five honorees nominated and voted on by our community for the tremendous impact they are making in their families, communities, and world.





Aimee Little Sanchey

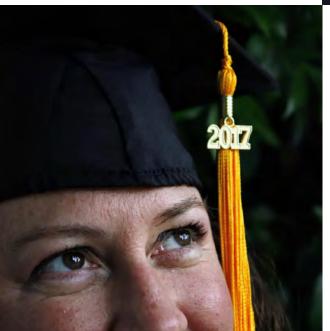
Founder & CEO, Nonprofit Intelligence Partners Dominican University of California, B.A., 2017

"I came to realize my life's work and passion was to utilize my accounting skills to help my community in a deeper and more impactful way."



Judicial Extern, Judge Michelle Tong, San Francisco County Superior Court Golden Gate University School of Law, 2024 University of California, Davis, B.A., 2015

"I made a difference in the lives of others by pursuing a career in public interest law."





Genesis Vasquez.

Child and Family Therapist. Homeless Children's Network California State University East Bay, M.A., 2022 San Francisco State University, B.A., 2020

"I have made a significant impact within my community by becoming part of the 5.5% of Latin Spanishspeaking therapists in the U.S."







Medical Doctor, UCSF University of California, Davis School of Medicine, M.D., 2022 San Francisco State University, B.A., 2016

"I am proud to be working as a physician at a hospital that allows me to serve the community that raised me, always working to advance community health through my research focused on mitigating health disparities."



Kids Life Coach, Educator & Author Brown University, M.A., 2009 Howard University, B.A., 2008

"My biggest impact has been consistency in the lives of children and youth who have not had adults show up for their holistic development across their ages and stages."







Dayane Mendoza Solisi

Tax Senior, BPM LLP Sonoma State University, B.S., 2017

"I choose to be deeply involved in my community because through my involvement, I have the opportunity to share my experiences and offer my support to individuals on the path to creating the life they desire for themselves."

Josue Castillo!

La Vida Dominican, Student & Summer Bridge Program Coordinator, Dominican University of California Dominican University of California, M.A., 2025 Sonoma State University, B.A., 201

"I firmly believe that everyone should have access to an education regardless of their circumstances."





Tate Barend

Founder of the 10,000 Degrees Lift Off Scholarship for Students with Learning Disabilities

Program Associate, Hewlett Foundation University of San Francisco, M.A., 2026 University of California, Berkeley, B.A., 2020 Santa Rosa Junior College, A.A., 2017

"I have focused on working in spaces to help build a more equitable and inclusive society."



Celina Del Toro Moreno

Registered Nurse, Petaluma Health Center Sonoma State University, B.S., 2019 College of Marin, A.S., 2018

"I have been proud to be the example for my younger siblings by going through the college process and acting as a resource for them."





As a 10,000 Degrees alum, this program has been, and continues to be, the most impactful in my life.

I have been part of 10,000 Degrees for over seven years. I was first introduced to 10,000 Degrees at San Rafael High School. School was always difficult for me, but I knew I wanted to help out my mother, who came to this country in search of a better life for her children. She always reminded us that we can be whatever we want if we work hard.

When I was accepted into Sonoma State University, my mother had to go back to Mexico because my grandmother became ill. So I decided to attend College of Marin and work two jobs. During that time 10,000 Degrees was a huge support, if not the most important support. I am proud to say that I transferred to San Francisco State University. All that time, 10,000 Degrees provided me

with scholarships and financial aid advising, and thanks to that, I graduated debt free!

Thanks to the 10,000 Degrees Career Mentor Program, I also

landed my first professional job right out of college. They helped me connect with mentors and people in the career I was interested in, network, and get interview and resume tips. And when that first job didn't work out, they helped me confidently land a new position in venture capital.

I hope my journey can be an example of how your support helps students like me to be where I am today: An alumna with two AA degrees, a bachelor's degree in Business Admin and Management, who through a career success webinar was able to launch my career.

Eslly Hernandez

10.000 Degrees Alum 2023 One Amazing Community Keynote Executive Assistant, Industry Ventures San Francisco State University, 2022 College of Marin, 2019





OUR FELLOWS

Featured here are just three of the 57 incredible Fellows who power our model. Embedded on high school and college campuses, these near-peer mentors, who are often 10,000 Degrees alumni, connect meaningfully with our students using a strength-based approach to help them successfully apply for, thrive in, and ultimately graduate from college.

Mark Zerrudo

10,000 Degrees Alum & Fellow University of California, Berkeley, 2020 College of Marin, 2018

In 2018, I received a rejection letter from my dream school, UC Berkeley. It was understandable. My GPA was well below their typical range, and my personal insight questions weren't the most compelling. Still, I got into UC Davis and was content until my friends pushed me to appeal UC Berkeley's decision. I spent most of June rewriting my appeal letter to show the admissions committee that my potential at UC Berkeley wouldn't be wasted. After waiting weeks for my appeal decision, I finally received a confetti animation-filled acceptance letter from my dream school! Looking back, I realize that I hadn't just set out to prove my worthiness to the admissions officers, but to myself as well.

College can be intimidating, but having people who believe in you and understand your struggles as a first gen or low-income student provides you with a sense of community that provides non-judgemental support, and really wishes you success. That's why I felt so comfortable going to 10,000 Degrees as a student.

After graduating, my mom was relieved to not worry financially or about my future. It was amazing to see her excitement when I told her that my first job was with the organization that helped me through my educational journey.

Imposter syndrome is pervasive within the student populations we serve. With my own frequent



Mark and his mom at his College of Marin graduation.

experiences of imposter syndrome, my work as a Fellow really prioritizes the reassurance and support that my younger self needed while highlighting my students' strengths. As a Fellow, I try to provide the support and reassurance that my younger self needed.

The students will always be the most inspiring aspect of working at 10,000 Degrees. In 2021, many of the students I supported were beginning their college journey when I was beginning my fellowship. Now, as a third-year Fellow, I have the unique opportunity of seeing many of my initial students achieve their academic and career goals.

Lupe Calvillo

10,000 Degrees Alum & Fellow Sonoma State University, 2018

10,000 Degrees gave me the confidence to believe that college was an option and stood by me every step of the $\,$

way. Being first in my family to attend college

was a big deal. My parents and I assumed we'd have to pay a lot of money for

school. Little did we know that even though I was an undocumented student, the state would grant me financial aid through the CA Dream Act. We were shocked that I could attend Sonoma State University without borrowing from family or the bank. I had money left thanks to the 10,000 Degrees scholarship and others I applied to with

my advisor's support. Attending college would not have been possible without 10,000 Degrees.

One of the reasons I came back to 10,000 Degrees was because I believe in their mission of achieving educational equity. It's inspiring to show students that college is attainable, and to inform them of the opportunities, financial aid, and resources available to them. When we spark an interest in them to apply to college, and later hear about all their acceptances—it is so rewarding.

I try the best I can to be there for our students to show that I truly care about their achievements and goals. As time passes, trust is built, and 10,000 Degrees becomes more than just a program.

Being the first in my family to go to college has significantly impacted my life and the lives of many family members. I am honored to be a role model for my family. I continue to share the importance of education with my community in hopes that it inspires others to pursue their educational goals.

Willy Lepori

10,000 Degrees Alum & Fellow Sonoma State University, 2021 Santa Rosa Junior College, 2019

Working with 10,000
Degrees has really come full circle for me. It seemed like yesterday I was starting my first day at Santa Rosa Junior College and didn't know what to expect. Thanks to my Fellows, I received the support on getting



resources on campus like applying for financial aid and transferring to a four-year university. I am now blessed and privileged to provide that same support to students in Napa working closely with the community college students. That is the best part of my job, paying it forward to the next generation of first generation students.



Learn more about our programs!Vanessa Bishop

Chief Program Officer
415.459.4240

vanessa.bishop@10000degrees.org

HOW WE'RE DIFFERENT

We believe in the potential of all students

- · No GPA or test score requirement
- Wraparound support to and through college
- Extensive scholarship and financial aid program
- Near-peer mentors to support students
- Dedicated support for community college students

WHAT WE DO

Support to, through, and beyond college

- Foster a college-going culture
- Support students to and through 2- and 4-year college pathways
- Assist with college and financial aid applications
- Provide scholarships and free financial aid management
- Mentor throughout the college success journey
- Provide career and graduate school readiness and support

HOW WE DO IT

Equity-focused, student-centered, & strength-based

- Near-peer coaching
- Embedded on campuses & virtually
- Community, high school & post-secondary partnerships
- · Campus practitioner workshops & training



More Graduates Beating the Odds



80%+

10,000 Degrees 4-year College Students Earn Bachelor's Degrees vs. 40% of their peers¹



99%

Complete FAFSA or CADAA² vs. 53% of their national peers³

All students are statistically more likely to attend college if they complete FAFSA/CADAA!

Our Impact

"The impact attending college has had on my family can be explained in these three words: PROUD to be a firstgeneration college graduate, HOPE for future generations, and HAPPINESS that we can have so much more than they were able to have as immigrants!"

Jacqueline Ortiz Meza

University of California Riverside, 2023



Strong Community College Pathway



3x the national average

Rate that 10,000 Degrees Community College Students Transfer to and Graduate from Four-year Colleges

Community college is a strong pathway to a 4-year degree!



by the Numbers

More Students & Families Reached



12,000+ High School Students & Families

2,700+ 4-Year College Students

1,500+ Community College Students

Who are ----

100% Low-Income Background

93% Black, Indigenous, Latine & People of Color

92% First in Family to College

Supported by



925
College &
Financial Aid
Workshops





More Financial Support



\$8.6M⁴
Total Scholarships Awarded



\$42.3M⁴

Total Financial Aid Leveraged



\$19K+

Average Free Financial Aid Per Student

10,000 Degrees near-peer Fellows help students take out the least amount of loans and leverage as much free financial aid as possible to graduate with little to no debt!

Less Student Debt

less student loan debt incurred than national average

\$1,419

Average that 10,000 Degrees students borrow annually

SUPPORTING THE JOURNEY TO AND THROUGH COLLEGE



View our Partner Schools **251**

Colleges Where We Support Students



Partner High Schools



Top Community College Partners

Berkeley City College
City College of San Francisco
College of Marin
Contra Costa College
De Anza College
Evergreen Valley College
Napa Valley College
San Jose City College
Santa Rosa Junior College
Skyline College

Top Four-Year College Partners

California State University-Sacramento San Francisco State University San Jose State University Sonoma State University University of California-Berkeley University of California-Davis University of California-Merced University of California-Santa Barbara University of California-Santa Cruz University of Utah



















































































































































A SMART INVESTMENT - June 30, 2023

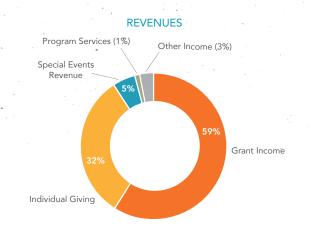
Fiscal Year July 1, 2022

	FISCAL YE	FISCAL YEAR ENDED	
STATEMENT OF ACTIVITIES	JUNE 30, 2023	JUNE 30, 2022	
REVENUES	40		
Grant Income	\$13,034,120 ¹	\$10,066,98412	
Individual Giving	7,176,555	10,233,267	
Special Events Revenue	1,036,251	921,117	
Program Services	273,574	487,008	
Other Income	758,075	-309,053	
TOTAL REVENUES	\$22,278,575	\$21,399,323	

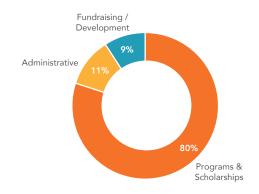
EXPENSES

INCREASE IN NET ASSETS	\$51,191	\$8,200,520
TOTAL EXPENSES	\$22,227,384	\$13,198,803
	-	
Fundraising/Development	1,973,061	1,522,753
Administrative	2,510,740	1,485,352
Programs & Scholarships	\$17,743,583	\$10,190,698

¹Includes multi-year grant funding.



EXPENSES



² Surplus noted is multi-year, restricted support for scholarships and programs.











CORPORATE PARTNERS

10,000 Degrees believes in the power of partnerships as a win-win for organizations to advance community impact objectives and environmental, social, and governance (ESG) strategies while furthering 10,000 Degrees mission to support students from low-income backgrounds to and through college.

Here are some of the ways our corporate volunteers have played a critical role in educating and mentoring the next generation of professionals.



Volunteering:

▼ To the rescue! Woodside High School's request to hold our "Money Matters: Budgeting for College" workshop required finding 60 volunteers in a month's time. It was October Impact Month at Equinix so they were able to fill a third of our need for volunteers!

Philanthropy & Volunteering:

Cisco's Finance team learned about 10,000 Degrees work in college success and financial education and then prepared materials for our Money Matters workshops, for which Cisco gave us volunteer service grants.



Learn More About Our Corporate Partnerships



Philanthropy:

Bank of America filled a table at our Alumni Changemakers event—and every \$100 they donated was matched multiple times—by 10,000 Degrees Board President and by Bank of America!



Learn More!
Megan Topping
Director, Corporate Engagement
415.451.4018
mtopping@10000degrees.org



Maria Valle mentoring 10,000 Degrees

Career Mentoring:

"My experience working with my mentor, Maria, has been AMAZING. As a first-generation student, applying to graduate programs and internships has been scary. I am grateful to have my mentor sharing her experiences and helping me grow as student."

Kitlali C.

10,000 Degrees Student at UC Irvine

"Mentoring has been really rewarding. I felt lonely as a first generation college student with big dreams. Mentors encouraged me to reach for the stars even when I was scared. I hope to do the same. I want Xitlali to feel supported, aim high and be aware of all the possibilities."

Maria Valle

10,000 Degrees South Bay Advisory Board Member Program Performance Auditor, City of San José

Partner with Us!

There are many ways to partner with 10,000 Degrees, from volunteering, to internships, to mentoring.

Learn more:



Visit our new Career Success microsite!



READY FOR CAREER SUCCESS

We want our students and alumni to be set up for lifelong success. That's why 10,000 Degrees' support doesn't end with a college diploma.

Our Career Success program provides the foundation our college students and alumni need to become strong job applicants, grow their professional networks, and secure meaningful full-time employment by graduation. Through strength-based advising, workshops, and resources, alumni can explore careers, connect with career mentors, network, learn job-seeking skills, gain work experience, and find jobs and internships generously provided by our corporate and community partners.



Learn More!

Ann Schnuer

Director of Career Success

415.259.5951

ann.schnuer@10000degrees.org

THANKS TO OUR LEAD INVESTORS

Donors who gave \$25,000 or more between July 1, 2022 – June 30, 2023.

Jay & Kären Abbe°

Arborum Wine / Caren & Nick Orum°

Asian Scholarship Fund

Suzanne Badenhoop & Guy Lampard°

Bank of America Foundation

Barinaga Goodman Fund of

West Marin Fund

Jean M. Bedecarrax Scholarship Trust^o

BlackRock Charitable Fund

Jane Borg[®], in honor and memory of Joseph Borg

Wendy Buchen Estate ****

Buck Family Fund of the Marin Community Foundation

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The California Student Aid Commission

Canal Alliance^{oo}

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The Childcare Scholarship Fund

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Impact100 Sonoma[®]

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JFW Cares Fund of Community Foundation

Sonoma County

Jolson Family Foundation°

The John Jordan Foundation®

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Kaiser Permanente of Napa & Solano[®]

LinkedIn°

Loomis, Sayles & Company°

10,000 Degrees is proud to have earned the support and recognition of the following national and regional evaluators and associations.





Platinum Transparency **2022 Candid.**

We are so grateful to our lead investors whose generous commitment helped thousands of students get to and through college and beyond!

MR Macgill & Ho Nam

Makena Foundation®

Marin Community Foundation ****

Marjorie Mooney Scholarship Fund

Alison & Mike Mauzé¹⁰

Medtronic Foundation^o

The Milagro Foundation°

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The New Leader Scholarship Fund ***

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Wizard487 Fund^o

Dylan Young, in honor of Chris Young and in memory of Ken Young

Anonymous (2)

View our complete list of supporters



Loyal 10,000 Degrees Donors for:

20+ years °°°°

15+ years ***

10+ years °°

5+ years °









THANKS TO OUR LEAD PARTNERS

We are grateful to our lead partners who believe in our students and invest in our work with their time, energy, and financial support.



























































Thank you to the Buck Family Fund of the Marin Community Foundation for over 40 years of partnership and investment.

























































10,000 DEGREES LEGACY SOCIETY

Mark McDowell Bequests \$2.5 Million Planned Gift to Establish Legacy Scholarship

Mark strongly believes that education is the best way to break the cycle of generational poverty and that an educated electorate will sustain our democracy. This motivated him to contact 10,000 Degrees to establish a planned gift to make college possible for future generations of low-income students. 10,000 Degrees students graduate from college with 87% less debt than the national average. Not having students or their families incur debt that limits their future potential is important to Mark.

Mark immigrated to the U.S. from Iran at age twelve. He wanted to attend college but did not want to financially burden his family. He attended the U.S. Naval Academy where his college costs were paid for. After graduating

he served as a Naval Aviator for eight years, then went on to serve as a pilot for American Airlines for thirty years.

Mark made 10,000 Degrees the beneficiary of his IRA along with the proceeds from the sale of his home to establish an expendable scholarship fund directing 10,000 Degrees to award a new cohort of students each year with scholarships, and also provide near peer mentoring and financial aid advising. When asked about what it means to have a scholarship in his name, Mark affirmed "I have no ego about this. It doesn't matter whether the students knew me; it is enough to know I was a part of making students' dreams come true."



Leave a Lasting 10,000 Degrees Legacy

No matter your financial situation or your future goals, you have the power to transform the lives of students from low-income backgrounds throughout the Bay Area. We at 10,000 Degrees are excited to show you how. Our new website puts the estate planning resources you need right at your fingertips.

Visit it here: 10000degrees.planmylegacy.org

WAYS TO GIVE

10000degrees.org/waystogive





MONTHLY GIVING

Your monthly gift helps us plan for the future and ensure our students get the year-round support they need to graduate.



ESTATE & LEGACY GIFTS

Create a legacy of opportunity! Name 10,000 Degrees in your estate plan.



STOCK GIFTS

We welcome gifts of publicly traded stocks, mutual funds, and bonds.



SCHOLARSHIP

10,000 Degrees has the expertise to manage your organization's or individual scholarship fund.



MATCHING GIFTS & WORKPLACE GIVING

Double your donation! Many companies will match your gift to 10,000 Degrees.



MAKE A DONATION

Online or by check, every gift makes a difference in students' lives.

Great Ways to Give!

Our donors are all changemakers. We invite you to join the 10,000 Degrees community and become ONE DEGREE of change!

For a complete list of supporters: 10000degrees.org/supporters To become a donor: 10000degrees.org/donate



Learn More!

Caroline Silverstein
Chief Development Officer
415.451.4016
csilverstein@10000degrees.org

LEADERSHIP

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