Twenty years ago, a student at Yale University spent his summers tutoring at a camp for young people from low-income and underserved neighborhoods. What Aaron Lieberman witnessed the summer between his junior and senior years sparked an idea that has transformed early education. Working closely with young children, Aaron observed a profound difference in the students’ capacity and understanding—all after just a few weeks of intensive, one-on-one tutoring. On his way back to Yale at the end of the summer, he had a moment of inspiration. “What if we could capture the magic that happened at camp every summer and extend it into the school year? What if we could offer children from low-income backgrounds individualized attention before they hit kindergarten, giving them the critical academic and social skills they need to succeed?”

For the past two decades, Jumpstart has built a national success story upon this original moment of inspiration. Along the way, we’ve provided moments of inspiration to every child who has passed through our program. Take Pierre, a young survivor of the 2008 Haiti earthquake who was separated from his mother and suffered from Posttraumatic Stress Disorder. Pierre entered Jumpstart barely able to speak English and had trouble trusting the adults in this strange new environment. One day, Pierre’s Corps member, Ethan Peritz, noticed that Pierre was beat boxing alone in a corner. Ethan approached Pierre and joined him. From that moment on, when Ethan and Pierre talked about letters or words, it was to a rhythm. When they talked about sounds, it was to a beat. Ethan believes he “made a connection built out of pure joy and a shared love of music. And even though his English had just started to develop, we spoke the same language.”

By the end of the year, Pierre spoke English in full sentences and could write his entire name. And his is just one story. Behind every deceptively simple moment like the one Ethan and Pierre shared—and there are thousands in Jumpstart’s history—is profound transformation. These touchpoints forever change the way young people listen, learn, and look at the world.

I entered Jumpstart because I was ‘good with kids.’ I stayed because I actually connected with one…”

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Simply said, that is the transformative power of Jumpstart. These moments can make all the difference in the world to our children and our Corps members—like Kortney, who credits her time as a Corps member with changing the way she thinks about education and community (you can read Kortney’s full story on page 9). One Corps member summed it up this way, “We are the adults who walk into the classroom and tell the children we believe they can do it.”

Every moment with every child in a Jumpstart program echoes beyond the life of that individual child. An example: we know the benefits of Jumpstart extend to our Corps member. In the first extensive study of our college volunteers, we learned that their Jumpstart experience leads them toward greater civic engagement and equips them with important skills such as public speaking, improvising in unexpected situations, leadership, and time management.

We see the next generation of early education leaders in these Corps members. We also see families and communities transformed by the power of our programs. And we anticipate a groundswell of public support for the expansion of and investment in high-quality early education.

This ripple effect happens because, for 20 years, Jumpstart has been setting high expectations. We believe all children can start kindergarten ready to succeed. As we conclude 2013, we are both excited and proud to report that we made great progress toward many of our ambitious goals. More than 11,200 children—a 23% increase from last year—made substantial gains in language and literacy thanks to the dedicated service of 4,300 Corps members.

We’re not surprised by these results. For two decades, we’ve been driving change in the field of early education, shaped along the way by evidence-based practice and continuous evaluation, which help us improve and innovate so we can better serve young children and their communities. We have gained great momentum and are poised for exciting new developments in the next 20 years.

We hope you will join our cause.

With appreciation,

Naila Bolus  
President & CEO

Chris Stadler  
Chair, National Board of Directors

The strongest endorsement of Jumpstart’s impact in 2013 came directly from the people who matter most: children. In one of our expansion cities, the school district’s director for early education visited Jumpstart classrooms and asked the children what they thought of our program and Corps members. The children consistently said three things: They always show up; they read me books and ask great questions; they make me feel important.
For two decades, Jumpstart has been a leader in early education and social entrepreneurship. Our founders were singularly focused on creating sustainable solutions that would close the kindergarten readiness gap. As we’ve grown, we’ve never lost sight of that goal. Through the years, our guiding principles have remained fixed—reach children early, give them focused, individualized attention, involve their families, and measure performance. Change has come in the form of constant improvement. We never settle. We strive every day to reach more children and to have greater impact. Our research tells us what works in the form of constant improvement. We never settle. We strive every day to be thoughtful is having adults be thoughtful around them.

—Jumpstart founder Aaron Lieberman

“Something unique happens when an adult interacts with a child. What teaches kids how to read is when adults read with them. What teaches kids to be thoughtful is having adults be thoughtful around them.”

—Jumpstart founder Rebecca Weintraub

“I’ve stayed at Jumpstart because I know Jumpstart works. I saw it firsthand my first year as a site manager and I was hooked from that time on. I love the passion, creativity, dedication and ingenuity of the staff. Ultimately, I am here to make a difference in the lives of young children and I am reminded each day in different ways how we are doing just that.”

—Sue Slater has been with Jumpstart since 2004. She started as a site manager, then became Associate Program Director, Program Director, a Regional Manager, and an Executive Director. Sue is now our Chief Program Officer.

“I feel incredibly lucky to have watched Jumpstart grow over the years. Though we only had four sites and our structure and curriculum were completely different then, Jumpstart today and the Jumpstart I joined 1997 are rooted in the same beliefs and principles. I am extremely proud of our organizational growth and excited to be a part of the next phase of growth and innovation.”

—Jessica Lazzaro joined Jumpstart in 1997 as a Corps member. Since then, she has had a variety of jobs on Jumpstart’s program team, including Director of Program, Sr. Director of Program Development, and VP of Program.

The celebration offered us an occasion to thank one of our longtime and most loyal partners, the Pearson Foundation, which has contributed significantly to our programs and to our growth with more than $9 million in monetary and in-kind support. We also welcomed our supporter Gene Spiegel, Director of the National Economic Council and Assistant to the President for Economic Policy. Finally, we welcomed back Anthony deGuzman, a former Jumpstart vice president who helped shape the organization for more than half of our 20 years, as host of a panel discussion between Jumpstart’s founders.

Our anniversary included a congressional breakfast chaired by U.S. Representatives Rosa DeLauro (D, CT-3) and Ed Royce (R, CA-39); two of Jumpstart’s longtime supporters in Congress. Members of both the U.S. House and Senate joined us. Overall, our two-day celebration in D.C. garnered tremendous support from high profile leaders in government, early education, and national service. Here are just a few of the people who were present to help us celebrate: Jonathan Greenblatt, Director and Special Assistant to the President at the White House Office of Social Innovation & Civic Participation; Yvette Sanchez Fuentes, Director of the Office of Head Start; Bill Basl, the Director of AmeriCorps; Dr. Erwin Tan, Director, Senior Corps and Strategic Advisor for Veterans and Military Families.

The festivities and excitement around our 20th anniversary have all helped focus attention on both the need for quality early education and, importantly on the service that Jumpstart provides every day throughout the year to help us get there.
Every time a child in the Jumpstart program sits down to read with one of our Corps members, something magical happens. Individual moments can lead to deep transformation. And the change doesn’t stop with the children we serve. Jumpstart’s program has a ripple effect—we change the lives of children, Corps members, families, schools, communities, the workforce, and, ultimately, the culture itself.

This is a thrilling time to be working on the front lines of early education. Because of our size and reach, Jumpstart is in a unique position to help the kindergarten readiness gap on a large scale. This has significant implications for communities around the country. Though it all begins with the caring relationship between a Corps member and a child. Jumpstart recognizes that families are children’s primary teachers. We intentionally involve each family in their children’s learning and development by establishing interaction between families and Corps members, providing home-ready, literacy-based activities, and materials that can be used to reinforce the concepts children learn in Jumpstart sessions. Through this experience, families grow closer. And entire communities share a sense of pride in the achievements of their children and work together to help children succeed.

By helping to make the importance of early childhood education part of the national conversation and by demonstrating benefits through rigorous studies and reliable data, Jumpstart helps bring awareness to and shift perceptions about the need for quality early education. Over the long term, this results in more programs for more children we serve. Jumpstart’s program sits down to read with one of our Corps members, something magical happens when you are able to lift up and stand beside a community to realize its full potential. And it happens when you are able to provide young idealists the experience and tools for transformation.

**—Imari Paris Jeffries** started with Jumpstart as a Corps member in 1996. He is now our Senior Vice President of Field Management and Policy.

“Changing the world happens when you are able to positively transform the lives of children and families. It happens when you are able to lift up and stand beside a community to realize its full potential. And it happens when you are able to provide young idealists the experience and tools for transformation.”

Kortney Hernandez was at the top of her high school class in Lynwood, CA, when a teacher sat the entire class down and told them he didn’t think they could succeed in college and encouraged them to apply to community college. These discouraging words were based on the assumption that students from underperforming schools can’t have a clear path to success in higher education. Kortney, who had dreamed of going to college, was crushed. The experience played on doubts she had carried around since childhood. Such a lack of support from the earliest years of school limits children’s success and their ability to believe in themselves. Because she was at the top of her class, Kortney was recruited by the University of California’s Eligibility in Local Context program, which rewards the accomplishments of students who make the most of the opportunities available to them. As a freshman at the University of California Irvine, Kortney became a Jumpstart Corps member, an experience she credits with providing her support and direction, and bolstering her self-confidence. As she began to work with children in preschool classrooms, Kortney began to see that many of them struggled in the same way she did when she was young. And a light went on: “I realized that instead of planting seeds of doubt—I like some of my teachers did—I could plant seeds of empowerment. I want to help children see their strengths and to know that, regardless of their resources or the environment in which they grow up, they still have potential.”

Kortney is now a site manager for Jumpstart at the University of California Irvine. She’s completed her Master’s in Early Childhood Education and was accepted into three doctorate programs. Her time with Jumpstart has been a period of personal transformation. “I realize that this is what Jumpstart does for so many. Jumpstart doesn’t give up on people. We don’t give up on our children, we don’t give up on our college students, we don’t give up on our families and we don’t give up on communities. We truly believe that anyone has the potential to achieve.”

**Our Community Corps program**

engages older adults to serve preschool children in classrooms in Atlanta, Boston, Los Angeles, and Washington, D.C. By providing an opportunity to work with people of different ages and backgrounds, Jumpstart helps connect Community Corps members with a broader community. In return, Community Corps members help strengthen that same community by helping young children learn and thrive. Many Community Corps members had family members who fell through the cracks, or had their own struggles growing up.
Assessing the social-emotional development of Jumpstart children

Positive interaction between adults and children has been a benchmark of Jumpstart’s programming from the start. Our curriculum was designed to foster stability, consistency, and trust between our Corps members and preschoolers. A caring, learning community paves the road to positive social and academic outcomes for children living in poverty.

What you might not know is that this approach also supports the health and well-being of young children. Children from low-income backgrounds are especially susceptible to what is known as “toxic stress.” This particular kind of stress involves excessive, persistent activation of the body’s stress responses and can adversely affect neural circuits and hormonal systems, impeding a child’s ability to pay attention and learn. In extreme cases, it can even shrink the size of a child’s brain.

Thanks to new research by Dr. Stacey Doan, Assistant Professor of Psychology at Boston University, we now see that predictable and supportive learning environments strengthen the social-emotional development of children. Jumpstart’s Corps members train rigorously to understand how children think and learn and to create consistency and reliability with every child.

Boston Vocabulary Study

Boston University researcher Julie Dwyer’s study of vocabulary development in Jumpstart classrooms illustrates how Jumpstart prepares young children for success in school.

“Taken together, findings in this study indicate that the Jumpstart program is effective in increasing children’s growth on general expressive vocabulary and Jumpstart target word vocabulary. When looking more closely at the levels of support for vocabulary development provided by different individuals in the study, it was clear that Jumpstart is training their Team Leaders to provide a high level of support for vocabulary development in children.

What seems clear is that Jumpstart is a program that has the potential to foster vocabulary development in young children who come from disadvantaged backgrounds. Considering the minimal amount of contact that children have with Jumpstart Corps members each week, these findings are impressive. Jumpstart appears to be the type of program that can begin to narrow the vocabulary gaps that exist between children prior to school entry and to work toward providing all children with an equal chance for school success.”

In the works

Two studies are currently in progress, both of which will give us new insight into how our programs are working and how we can continue to refine and better serve our communities.

A study underway at San Francisco State University is taking a look at the contribution Jumpstart’s family workshop series makes to school readiness and early literacy development. Another study in Southern California will provide insight into the unique needs of Dual Language Learners in the Jumpstart program, as well as how participation in Jumpstart shapes language and literacy skills.

Evaluation is part of our culture. Jumpstart collects, analyzes, reviews, and reports data and other critical information so we can measure the quality of our programs, assess the developmental gains of children, and determine the satisfaction of our Corps members so we can improve opportunities for their professional development.

We take evaluation seriously. Jumpstart works with university-based researchers and other consultants to conduct studies of our programs and to measure our impact. We use this research to make important decisions about our overall strategy and to elevate program development. The outcomes of these studies also serve as evidence of the very real positive impact Jumpstart has on children’s lives.

In the past year, we’ve studied the social-emotional development of Jumpstart children, assessed the extent and influence of Jumpstart on the development of children’s vocabulary, and examined the longer term benefits of service on our Corps members’ careers. Findings from these studies help us make improvements and continue to invest in the children we serve and the Corps members who serve them.

For 13 years I’ve dedicated my work to research and the development of programmatic pilots at Jumpstart. I’m proud to be part of an organization that is research driven, that is willing to test, learn, reflect, and change—always with the intention to improve quality.”

—Ruth Strubank, Senior Director, Research & Development, has been with Jumpstart for 13 years.
As the national conversation about the importance of early childhood education gains traction, our country is facing a shortage of highly-qualified educators. In fact, many teachers currently working in early education don’t have college degrees, and some have a high school education or less.

The long-term success of children depends on access to quality early education programs—studies show that these children will have greater success in college and will typically earn more in the workforce. And quality early education programs require well-educated, experienced, and dedicated educators.

Jumpstart is leading the way in creating the early education workforce of tomorrow. Every year, we deliver thousands of early education teachers and advocates. Nearly 50% of our Corps members plan to pursue careers in education or public service. For 20 years we’ve harnessed the passion, energy, and dedication of these young volunteers who are invested in their communities and helped steer them towards careers in education.

By building a pipeline of high-caliber early childhood teachers today, we can prepare children, especially those from low-income backgrounds, for long-term success.

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**20%** of early childhood educators have a bachelor’s degree

**4,300** The number of college students & older adults Jumpstart trains to volunteer in early education classrooms every year

**88%** of Jumpstart alumni plan to pursue careers in education or public service

**300** The minimum number of hours each Jumpstart AmeriCorps member commits for service with Jumpstart every year

“While students learned a great deal about preschool children, their perceptions of the Jumpstart experience and its impact extended beyond the preschool context. A key area of individual growth as a result of the Jumpstart experience appears to be in the development of workplace-related skills. Students learned a range of valuable skills including teamwork, leadership, patience, and time management. They worked collaboratively and learned to deal with problems in a professional manner.”

—Deborah Hecht, from “A Study of Jumpstart Corps Members”
In states that make it a priority to educate our youngest children, studies show students grow up more likely to read and do math at grade level, graduate high school, hold a job, form more stable families of their own. We know this works. So let’s do what works and make sure none of our children start the race of life already behind.”

—President Barack Obama
State of the Union address, February 12, 2013

Jumpstart has an active role in helping to influence these important policy decisions around early education. We call upon policymakers at local, state, and national levels to help close the readiness gap and work toward the day where every child in America enters kindergarten prepared to succeed. Jumpstart recommends that every policy decision reflect four benchmarks: ensure the highest quality education, support first class educators, provide access, and leverage community-based solutions to the early learning crisis.

In addition to our policy influence, Jumpstart implements our program in preschools and community centers across the nation. This year, we launched programs in two new locations—Maricopa County, AZ and Oxford, MS—expanding our reach to 15 states and the District of Columbia.
We’ve come a long way since that first year serving 15 children in one city. We have a wider audience than ever before due to an expanded social media presence, a large increase in media impressions, a number of high-profile endorsements, and our signature events. Jumpstart was featured this year in Parents, USA Today, Glamour, and The Huffington Post, and in many other notable news outlets. Our name is on every carton of Ben & Jerry’s Liz Lemon Greek Frozen Yogurt, endorsed by Tina Fey, and our 8th annual Jumpstart’s Read for the Record® campaign was the most successful yet. All this attention helps shine a light on the need for high-quality early education and helps people understand Jumpstart’s role in leading the way to the day when every child in America enters kindergarten ready to succeed.

One of Ben & Jerry’s newest Greek frozen yogurts, Liz Lemon, was created in collaboration with Tina Fey—a long-time Jumpstart champion and the star of NBC’s 30 Rock. Tina Fey and Ben & Jerry’s dedicated the delicious lemon-blueberry frozen Greek yogurt to honor our Corps members’ service in preschool classrooms across the country.

We’re honored to have earned some coveted awards this year. We were recognized as one of the nation’s “Best and Brightest” companies to work for. Likewise, The Nonprofit Times ranked us as one of the best nonprofits to work for. Finally, Jumpstart’s Read for the Record® 2012 snagged PR News’ Nonprofit PR Award. Congratulations to everyone in the Jumpstart family for helping us shine.

Jumpstart earned a Three Star Charity rating by Charity Navigator. Charity Navigator is America’s largest independent charity evaluator and the rating reflects Jumpstart’s sound fiscal management practices and our commitment to accountability and transparency.

Thanks to our partners for making Jumpstart’s Read for the Record® successful.

Every year millions of adults and children gather in schools, libraries, offices, and homes across the country to set a record—by reading the same book on the same day. On October 3, 2013, Jumpstart hosted the 8th Annual Read for the Record campaign, presented in partnership with the Pearson Foundation. This year, adults and children in every corner of the country sat down to read Otis by Loren Long in support of Jumpstart’s mission.

Jumpstart’s Read for the Record campaign kicked off with a special lighting of the Empire State Building in “Jumpstart red” on October 2. On the morning of October 3, our campaign ambassador, Tiffani Thiessen, star of USA Network’s White Collar, made an appearance on NBC’s TODAY Show before joining Loren Long at a Jumpstart preschool in Manhattan to read Otis with a group of children.

Across the country, we held marquee Jumpstart’s Read for the Record events to promote the need for high-quality early education. Many of our partners and sponsors—including the Pearson Foundation, Gymboree, Tommy Hilfiger, and Franklin Templeton—hosted events in cities throughout the United States. And our official Reading Partner, We Give Books, made Otis available to read online for free in both English and Spanish, providing access to families who might not have been able to participate otherwise.

Since the campaign’s inception in 2006, more than 11.5 million children have participated in Jumpstart’s Read for the Record®, and we’ve raised more than $8.6 million to support our year-round work in preschools in low-income neighborhoods.

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Scribbles to Novels—a yearly celebration of the power of the written word—is one of Jumpstart’s signature fundraising events. Every year, we bring together authors, celebrities, and leaders in education to underscore the importance of literacy in children’s lives.

NEW YORK: New York Times bestselling author and acclaimed actress and producer Tina Fey joined us for Scribbles to Novels 2013, as did Cindy Lauper, the author and chief of Glamour. The event also featured an appearance by Newark Mayor Cory Booker and, for the second consecutive year, a hilarious video presentation by Stephen Colbert.

SAN FRANCISCO: Scribbles to Novels 2013 featured keynote speaker Tom Brokaw, renowned Special Correspondent for NBC News and author of The Greatest Generation; Boom! Voices of the Sixties; and The Time of Our Lives. San Francisco’s celebration also honored Franklin Templeton Investments and its President and CEO Greg Johnson. Mr. Johnson has served on Jumpstart’s National Board of Directors since 2006 and has made countless contributions to the organization. He has hosted every Scribbles to Novels event in the Bay Area since 2005, raising more than $1.6 million for our Northern California programs.

BOSTON: Boston’s keynote speaker for Scribbles to Novels 2013 was David Gergen, renowned reporter, columnist, television analyst, and New York Times bestselling author of Eyewitness to Power: The Essence of Leadership. Meeting with Clinton, we also honored past Board Member Robert Small, Managing Director of Berkshire Partners, for his decade-long support and contributions to Jumpstart and its mission.

JUMPSTART has been a proud member of the AmeriCorps national service network since 1996. That year, Jumpstart recruited 80 AmeriCorps members, and since then our partnership with AmeriCorps has grown tremendously. In the 2012-2013 program year, Jumpstart had over 3,400 AmeriCorps members serving over 1 million hours! AmeriCorps, a program of the Corporation for National and Community Service, is a network of local, state, and national service programs that connects more than 70,000 Americans each year in intensive service to meet our country’s critical needs in education, public safety, health, and the environment.

Learn more at www.americorps.gov.

 governing Boards:

CaliforniaVolunteers, Serve DC –
The Mayor’s Office on Volunteering, Georgia Commission for Service & Volunteers, Serve Illinois Commission on Volunteering and Community Service, Massachusetts Service Alliance, Mission Community Service Commission, and New Yorkers Volunteer.

PEARSON FOUNDATION

For 12 years, the Pearson Foundation has contributed significantly to Jumpstart’s program and organizational growth. Over time, the Pearson Foundation has supported Jumpstart’s mission with more than $18 million in monetary and in-kind support.

In addition to serving as the Founding and Presenting Sponsor of Jumpstart’s Read for the Record®, the Foundation has graciously sponsored several Scribbles to Novels gala events in markets across the country. The Pearson Foundation’s Bill Burke and Mark Nieler are both former board members of Jumpstart’s board.

The entire Jumpstart family is tremendously grateful for the Pearson Foundation’s ongoing commitment to provide early education to children who need it most.

FIRSTLYLA, California’s largest founder and advocate for early childhood education, and Jumpstart formed a partnership in 2010. Since then, we have worked together to distribute thousands of books to children and families in the Los Angeles area through representation at the prestigious Los Angeles Times Festival of Books and Universidad’s Feria de Educacion.

They have also invested over $400,000 to advance Jumpstart’s mission.

Foster Grandparents

In 2013, Jumpstart received its first Foster Grandparent grant through the Corporation for National and Community Service. Since 1997, the Foster Grandparent Program has provided grants to local agencies and organizations for the dual purpose of engaging persons 55 and older in volunteer service and, to provide a high-quality experience that will enrich the lives of the volunteers. Jumpstart in Grandmate of the Foster Grandparent program in Los Angeles, CA, and a Subpartner in Washington, DC and Atlanta, GA.

Franklin Templeton Investments

Franklin Templeton Investments has supported Jumpstart for approximately 12 years, investing more than $1 million in both monetary and in-kind donations. In FY13, the company’s contributions included funding for the recruitment of Jumpstart’s Great Minds Corps™ as well as a significant portion of our printing and publishing expenses. In addition, Franklin Templeton employees have hosted several volunteer events throughout the year, including supply drives and participation in Read for the Record.

The Fund for New York’s Future

Jumpstart’s Tri-State could not have launched its program in Newark so successfully without the $200,000 challenge grant and partnership offered by the Fund for New York’s Future. The donation allowed us to hire Newark’s City Manager, whom they have generously welcomed to share their office environment. The Fund has also been invaluable in making introductions and hosting events for additional funders.

Goldman Sachs

At the culmination of its three year grant to the high need community of Bed-Stuy, the Fund presented a check of $37,500 in April 2000. Goldman Sachs has continued this generosity for the last three years to support the educational needs of the preschool children of Bed-Stuy, Brooklyn.

JPMorgan Chase

In 2013, JPMorgan Chase and the JPMorgan Chase Foundation funded Jumpstart in San Francisco and New York to help recruit and train volunteers to serve young children in inequity neighborhoods in both cities.

MettLife Foundation

Since 2010, MetLife Foundation has donated more than $2 million to significantly expand Jumpstart’s Community Corps program throughout the United States. The funds have also helped print and distribute Jumpstart/MetLife Foundation Grandparent Guides in both English and Spanish.

MFS Investment Management

MFS Investment Management has been the largest corporate partner for Jumpstart’s Northeast Region for the last 9 years and has donated more than $1 million. Their support also includes a company-wide supply drive for our partner preschools throughout Boston, and MFS employees and leadership have participated in every Read for the Record since 2010.

Tiger Foundation

In 2003, Jumpstart Tri-State received a gift of $26,000 from the Tiger Foundation. This estimable fund has provided over $8 million to support Jumpstart’s work in New York City, beginning with their first gift of $25,000 in April 2000. Tiger invests in programs working to produce measurable results in the fight against poverty and we are proud to be a grateful recipient.

Tommy Hilfiger

Tommy Hilfiger, one of the world’s leading lifestyle brands, joined the Jumpstart family a few years ago. In addition to a generous grant from the Tommy Hilfiger Corporate Foundation, the company began outfitting Jumpstart Corps members with new uniforms in the 2012-13 school year.
Jumpstart works with government and both the private and public sectors to secure funds to support our mission. To review our full audited financials (available beginning February 2014), please visit jstart.org.

**F I N A N C I A L  S U M M A R Y**

FY13 REVENUE BREAKDOWN:

- **Government Revenue**: $77M, 42%
- **Private Revenue**: $10M, 58%
  - **Private - Foundations**: $2.1M, 18%
  - **Private - Corporations**: $3.6M, 21%
  - **Private - Individuals/Events**: $3.4M, 19%

**COMPARATIVE TO FY12:**

<table>
<thead>
<tr>
<th>Government Revenue</th>
<th>Private Revenue</th>
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<tr>
<td>FY12: $68M</td>
<td>FY13: $99M</td>
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<tr>
<td>15% increase in government funding in FY13</td>
<td>10% increase in private funding in FY13</td>
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**FY12/13 COMPARATIVE:**

<table>
<thead>
<tr>
<th>Year</th>
<th>Government Revenue</th>
<th>Private Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12</td>
<td>$68M</td>
<td>$99M</td>
</tr>
<tr>
<td>FY13</td>
<td>$77M</td>
<td>$10M</td>
</tr>
<tr>
<td>+15% increase in government funding in FY13</td>
<td>+10% increase in private funding in FY13</td>
<td></td>
</tr>
</tbody>
</table>

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JUMPSTART AR 2013  |  SUPPORTERS
Jumpstart’s mission ... is so easy to get behind. There are a few critical times in our lives where intervention and help can completely sway the future of that individual. Getting to that point before it passes is crucial. I love the fact that Jumpstart can get there, provide what is needed at just the right time, and re-route that child to a brighter future.”


April 15, 2:49 pm—a moment of dissonance in a year otherwise marked by celebration at Jumpstart. So much has been said and written about the senseless Boston Marathon® bombings, but we couldn’t chronicle 2013 without an acknowledgment of a day that means so much to all of us.

Boston is our hometown. And the marathon has become an important tradition at Jumpstart. Since 2011, we’ve been part of the Boston Athletic Association’s Boston Marathon Charity Program. Each year, a team of runners has tackled the Boston Marathon in our name to raise money needed to expand our programs and reach more children. This year, the Jumpstart team included 16 runners. Each of them had their own reasons for running and their own inspiration for helping to sustain Jumpstart. We’re grateful for their support and thankful that they’re all safe. As we close out the year, and this report, we’d also like to honor the bombing victims and their families.

The Boston Marathon® is the world’s oldest annual marathon and is renowned across the globe as one of the world’s most prestigious road races. It’s also a testament to the endurance and, most importantly, the aspirations of people from every corner of our country. These are the same qualities everyone at Jumpstart—our Corps members, our staff, our children, and our families—share. In this way, the marathon is a totem, reminding us that when we come together around a common purpose and big ideals, we can achieve greatness.

The Jumpstart program changes every life it touches. It’s as simple as that. Whether you’re a preschooler in the program, a family with a child in a Jumpstart classroom, or a volunteer like me, you can’t help but grow and change for the better. It’s not just a program that teaches children how to read and write, it’s also an experience that empowers children, families, college students, and community volunteers alike. This empowerment—this love for learning and awareness of the enormous impact that a program like Jumpstart can make on society—is why I run.”

—Jeannie Hannigan ran the Boston Marathon® in support of Jumpstart in 2012 and 2013.