But not all children have an equal shot at their dreams. From Seattle to Boston, from Dallas to Pittsburgh, too many children living in low-income neighborhoods enter kindergarten far behind children who live in more affluent communities. They have more limited vocabularies. They don’t share the same command of the alphabet. And they score lower in many more subjects than their peers living in neighborhoods right on the other side of the same city or county. Most of these children never catch up. There is a critical window for early learning. By third grade, these children are less likely to read at the appropriate grade level. By the time they reach high school, they’re less likely to graduate. This tips many into a cycle of lost opportunity down the road, resulting in significantly lower earning potential, challenges finding and keeping a job, and reliance on public assistance. This all runs counter to who we are as a nation. Children in low-income neighborhoods should not have unfair advantages in life and learning. Why should a zip code dictate a child’s shot at success?

At Jumpstart, we don’t believe it should. If we care about our future, we need to invest in every child. Every child holds great potential. At Jumpstart, we know the achievement gap can be closed. Education, specifically early education, provides a path out of poverty. By encouraging the proper cultivation of every young mind—by putting children first—we’re ensuring our country keeps moving forward and that we’re living up to our best ideas and ideals as a nation.

What would our future look like if every child had the same chance at success in school, no matter where she lives? Somewhere among today’s preschool children sit our future presidents, the next Steve Jobs, and thousands of future scientists, researchers, artists, and parents.
What draws most of us to the nonprofit sector is an organization’s mission. A clear mission provides a focal point, a light in the distance upon which we become fixed and towards which we drive, gaining inevitable momentum as we charge ahead.

For many of us, the bigger and bolder the mission—well, even better. Big, bold missions are inspiring. They are also possible. Look around at the ground-breaking achievements in combating disease, alleviating poverty, revolutionizing technology, and elsewhere. The common thread is a relentless commitment to a clear mission.

At Jumpstart we envision the day when every child enters kindergarten prepared to succeed. We’ve identified a clear problem—a preparation gap that leads to an achievement gap and, ultimately, to an income gap. And we believe there is a clear solution, a path forward.

We’ve titled this year’s report Z oom. What’s behind this? As we reflected on our work over the past year, two key themes emerged—Jumpstart’s singular focus on children and our unstoppable momentum. As it happens, Z OOM means both “to bring a subject into close up while maintaining focus” and “to move or cause to move.” It’s a distinctive, action-packed word that captures both of the key themes that have defined our work this year. It also reflects the exuberance, fun, and passion with which we approach this work.

We’re both excited and proud to conclude 2012 with outstanding momentum and buzz about the work we do. We had the most successful Read for the Record® campaign to date, inspiring more than 2.3 million people across the country, and around the world, to celebrate literacy and support our mission. We drove a national dialogue about the importance of providing high-quality early learning opportunities to all children in America that made Jumpstart the talk among national media outlets, including NBC’s TODAY Show, Education Week, Parents, Parenting and THE Boston Globe.

Through our newly established National Early Education Council, we leveraged the expertise of scholars, leaders and change makers to ensure our program is delivering the strongest possible results for children.

Our hard work is paying off as companies like Starbucks, Gymboree, Tommy Hilfiger, and many more came together to engage in Jumpstart’s efforts to help children living in poverty reach their full potential. Most importantly, we impacted more children—17% more—by expanding our footprint in existing markets and opening new sites in the Bronx, Chicago, Los Angeles, and the Merrimack Valley in Massachusetts.

As we look with excitement towards our 20th anniversary this year—a major milestone for Jumpstart—we celebrate the successes of the past two decades. Yet with so much work yet to be done, we must work with a sense of urgency and impatience, face obstacles with courage and conviction, and find creative solutions to challenges. We must pursue our goals with momentum and drive, and stay focused until that day arrives.

We hope you’ll join us.
Our research-based, cost-effective program serves preschool-age children in low-income neighborhoods across the country. We design our curriculum using the most current, evidence-based practices available to create programs that bolster language skills and the social/emotional development of young children.

We do it by recruiting and training caring college students and community members to use a targeted and intentional curriculum that engages preschool children in purposeful interactions and group activities. The 22-week program develops six core skills to better prepare them for school: alphabet knowledge, meaning and use of print, phonemic awareness, rhyme awareness, vocabulary, and comprehension.

We target communities where a large population of preschool-aged children live in poverty and have limited access to high-quality early education programs. We also target markets where there is a presence of local champions, private and public funders, supportive early learning school districts, nonprofit organizations, and community groups.

DRIVE

We pursue goals with focus and drive. We face obstacles with courage and conviction. We strive to create long-term impact.

VALUES

Determination

WELCOME. Children transition to Jumpstart from their previous activity. Children build alphabet knowledge through exploration of name cards and core times development an understanding of the meaning and use of print.

READING. Children and Corps members engage in a shared reading experience to develop an understanding of selected vocabulary and deepen their comprehension of the story and related content knowledge.

CIRCLE TIME. Children engage in a group learning experience that builds a sense of community among children and adults. Corps members engage children in oral language, books and print knowledge, and phonological awareness practices as they sing songs, play word and letter games, and read poems. Through these activities, children gain the social learning experiences necessary to succeed in kindergarten.

CENTER TIME. Centers are set up with materials and activities that support children’s language and literacy skill development. Activities deepen children’s understanding of the unit theme and core storybook, and provide opportunities to use story vocabulary.

SHARING AND GOODBYE. Children talk and listen to others share their favorite session activities in a large group setting. Corps members use objects or examples of children’s work from Center Time and recite vocabulary to support the conversation.

THE SESSIONS. Jumpstart sessions take place 1,000 times each week across the country. Each session revolves around a core storybook and one book serves as the focus for two sessions. Session plans are organized in six unit themes — Family, Friends, Wind and Water, The World of Color, Shadows and Reflections, Things That Grow — and use the following routine:

KINDERMART READINESS
Kindergarten readiness relies upon ready children, ready families and communities, and ready schools. By focusing on kindergarten readiness, we can set children on the right path to school success and life-long learning.

Jumpstart supports kindergarten readiness by working intensively with children, and through our work with families. We also serve as an advocate and champion at the local, state and national levels, working for access to high quality early care and education opportunities for all children.

Ready Child
Jumpstart’s primary focus areas are language and literacy, which are predictors of school success. This approach allows us to deepen, complement, and extend learning in other contexts including home, classrooms, and out in the community. Jumpstart provides high-quality services to children and we remain vigilant in examining and integrating the latest research into our practices and programming to ensure quality and success.

Ready Schools
Across America, Jumpstart leverages an expansive network of education partners to achieve our mission. We work with preschools, community centers, and Head Start, who help provide the space and materials that enable our college students and community volunteers to make a difference for children in low-income neighborhoods.

85% MORE THAN 85% OF JUMPSTART CHILDREN MAKE GAINS IN LANGUAGE AND LITERACY SKILLS. A KEY COMPONENT OF SCHOOL READINESS.
Since 1996, Jumpstart has been a proud member of the AmeriCorps national service network. In its first year, Jumpstart recruited 80 AmeriCorps members. Since then, our partnership with AmeriCorps has grown tremendously. In the 2011-2012 program year, over 3,000 of Jumpstart’s Corps members were part of the AmeriCorps network.

Corps members are the critical link between Jumpstart’s mission—to ensure that every child in America enters kindergarten prepared to succeed—and its outcomes. This partnership strengthens the nation’s communities, and our future, by connecting talented, energetic individuals with young communities, and our future, by connecting talented, energetic individuals with young children in need. The partnership also benefits the Corps members. It connects them with a service community, provides resources, and offers an education award to defray the rising costs of higher education.

Each Corps member commits to a minimum of 200 hours of service every year. They work with young children to build skills essential for success in school. They also engage with families, receive individualized feedback and support from site managers, collaborate with other Corps members, and recruit community volunteers for special community service events.

Jumpstart recruits Corps members that represent the diverse racial and economic backgrounds of our target communities and speak a variety of languages. Nationally, almost half of Jumpstart's Corps members are persons of color. In FY12, 20 percent were bilingual. Jumpstart partners with work-study offices and other college departments to engage students with financial need. We also work to increase gender diversity in early education. We currently have 16 percent male participation, compared to a 5 percent average in the early childhood education field nationally.

AmeriCorps State and National programs engage more than 80,000 men and women in intensive service each year through more than 25,000 nonprofits, schools, public agencies, and community and faith-based groups across the country. Jumpstart is proud to be a part of this network and looks forward to continuing our partnership with AmeriCorps. AmeriCorps.

Learn more at www.americorps.gov.
ENGAGEMENT

Engaging Government

Driven by voices as diverse as military officials, business leaders, economists and academics, early childhood education has emerged as a hot topic for policymakers at all levels of government. Jumpstart’s 20 years of experience in early learning classrooms gives us a valuable perspective to advocate for local, state and federal policies that support our mission.

Throughout the year, meetings with mayors, city council members, state representatives, and members of Congress helped to develop new leaders and support policy champions—champions like U.S. Senators Murray (D-WA) and Isakson (R-Ga), who shepherded passage of U.S. Senate Resolution 584, officially declaring October 4, 2012 “Jumpstart’s Read for the Record Day,” or like U.S. Representative Courtney (D-CT), who kicked off Jumpstart’s 5th anniversary at the University of Connecticut in Storrs and inspired service projects throughout the community.

Youali Ramirez, a student at the University of California, Berkeley, benefited directly from a program championed by Jumpstart and members of Congress, including Representative Courtney. UC Berkeley was one of three Jumpstart higher education partners to receive a competitive grant from the U.S. Department of Education to support off-campus community service and early childhood education activities. Youali told us, “serving with Jumpstart and being able to fund my education with Federal Work-Study grants truly empowered me to find my passion. After my first year with Jumpstart, I decided to supplement my English major with an Education minor. I now teach second grade at a Title 1 school in East Las Vegas. The peace of mind from having a lower debt because of work-study has empowered me to tackle the challenges that come with being a first year teacher.”

Jumpstart’s alumni program has provided former Corps members with career development resources, and networking and leadership opportunities. Jumpstart is proud to engage its alumni on an entirely new level, keeping them connected to the mission that inspired them to serve.

As Jumpstart continues to build a comprehensive alumni engagement program, Jumpstart has the ability to maintain influence in former Corps members’ lives.

Engaging Alumni

Jumpstart’s current and past Corps members are the heart of the organization. On a daily basis—they turn passion into action by engaging in millions of hours of service to make a lasting impact on the lives of children in low-income neighborhoods. Jumpstart’s alumni represent a pipeline of future leaders in early education, and Jumpstart fostered greater connection than ever before through the impressive growth of our Alumni Network.

MEgan

Being a Jumpstart Corps member really inspired my course of action after college. Immediately after my service with Jumpstart, I was hired as an Assistant Teacher at Kindercare in Troy, NY. My former grade school was in a more affluent community, and I wanted to do more—something that would help a less affluent community.

I still remember my first day teaching. I came in so positive and I was so happy to be there, I was starting this new job with these awesome kids and I actually came home crying because it was so intense. But it was a blessing in disguise. I knew these were the kids I was meant to be with and I knew I could really apply the skills I had learned in Jumpstart—the problem solving, helping to build social-emotional connections with kids—and I could apply them to these kids who really needed that interaction.

I really value the experience that I had at Jumpstart. I think back on the connection I made with my partner child. That changed everything for me—I didn’t know what I was going to do after college. No idea. But the fact that I was able to make a connection with my partner child, to bring meaning to her life in however little way that I did, that was very important. It’s something I wanted to do elsewhere. I still want to have an impact.

Now I’m working at the State University of New York at Delhi, an institute of higher education. So I’m experiencing the other end of the education spectrum. I’m a reference and instruction librarian, which means I help students with research questions and assignments they have. I also go into classrooms and demonstrate how to use the library resources. My favorite people to teach are the education students on campus. If I can inspire them to research and to find good sources for professional development, it will impact the kids that they serve too. It’s all about the ripple effect.

Values

KINDNESS

We interact with respect, understanding and care. We consider different points of view while recognizing common goals, feelings, and needs.

Megan was a Jumpstart Corps member from the University of Rochester from 2005-2006.
I N THE 2011-2012 PROGRAM YEAR, JUMPSTART OPERATED 69 SITES IN 17 STATES AND THE DISTRICT OF COLUMBIA. IN EACH COMMUNITY, JUMPSTART ENGAGES LOCAL UNIVERSITIES, PRE-SCHOOLS, FUNDERS, GOVERNMENT REPRESENTATIVES, AND OTHER EDUCATION ORGANIZATIONS TO UNDERSTAND THE SPECIFIC NEEDS OF THE COMMUNITY AND IDENTIFY WHERE BEST JUMPSTART CAN HELP OUR SEVEN REGIONAL OFFICES BUILD A STRONG FOUNDATION FOR LONG-TERM SUSTAINABLE SUCCESS IN EVERY COMMUNITY WE SERVE.

IN 2012, EACH REGIONAL OFFICE HOSTED UNIQUE PROGRAMS AND EVENTS TO HELP BUILD THE LANGUAGE AND LITERACY SKILLS CHILDREN NEED TO SUCCEED, AND TO BOLSTER JUMPSTART’S PRESENCE IN ALL OF OUR COMMUNITIES.

OUR REACH

SOUTHERN CALIFORNIA
Jumpstart at Pitzer College Connects Preschools to Community Gardening
On December 5th and 10th, Jumpstart and Pitzer College hosted two successful garden days where families of students at Foundation Head Start in La Verne planted fruits and vegetables in the school’s on-site community garden. Jumpstart volunteers also worked with children and their families to plant seeds in transplant beds designed for families to take home and start a garden in their own backyards. Children, parents and volunteers planted carrots, mesclun lettuce greens, fava beans, peas, radishes, carrots, and African daisies, while local farmers taught about the growing and harvesting process.

Throughout the school year, the staff at the preschool plan to take their classes out to visit their garden to learn about fruits and vegetables and watch as their seeds slowly transform. With a unit called “Things that Grow,” we’ll continue to integrate the community garden into future Jumpstart sessions.

NORTHERN CALIFORNIA
Early Literacy Initiative
Jumpstart Northern California led the City of San Francisco’s Early Literacy Initiative, which focuses on improving the early learning environment for young children and their families in two of the city’s most underserved neighborhoods. Jumpstart has served every eligible preschool classroom in these communities, building strong relationships with educators, residents, and community groups. As part of the Early Literacy Initiative, Jumpstart partners with preschool centers to deliver the Jumpstart Family Workshop Series, equipping Jumpstart families with the knowledge and tools to build literacy-rich home environments for their children. Nearly 400 Jumpstart parents and caregivers participated.

TRI-STATE
Read-A-Palooza
In celebration of the 2012 Week of the Young Child, Jumpstart NYC hosted Read-A-Palooza. Fortytwo Corps members from Pace University, City University of New York, and New York University joined volunteers from Starbucks, National Association for the Education of Young Children (NAEYC), Books for Kids, and Everybody Wins! to engage children in exploratory activities based on children’s storybooks at Sara D. Roosevelt Park in the Lower East Side of Manhattan. Books and other educational resources were distributed to each of the 145 families (including 252 children) that attended the event.

SOUTHEAST
Let’s Read. Let’s Move.
First Lady Michelle Obama launched the Let’s Read. Let’s Move initiative as a tool to promote physical activity and healthy eating during the summer. On August 2, Jumpstart hosted Atlanta’s first Let’s Read. Let’s Move event, in partnership with the Corporation for National and Community Service (CNCS), First Book and the Imagine It! Children’s Museum of Atlanta.

Let’s Read. Let’s Move. featured performances by internationally known children’s author Carmen Agra Deedy and the Razzamazzi String Quartet. Chef Demarco Mitchell prepared healthy snacks, and Let’s Read. Let’s Move distributed more than 1,000 books to children and families.

NORTHWEST
The impact of Jumpstart.
Columbia shared her moving story on one of six non-profits (from over 140 applicants) to receive 15 numbers for the 115th, 116th and 117th runnings of the Boston Marathon®. These runners had not only just completed 26.2 miles and months of rigorous training, but collectively raised over $105,000 for Jumpstart! Jumpstart was selected by the Boston Athletic Association® as one of six nonprofits from over 140 applicants to receive 15 numbers for the 115th, 116th and 117th runnings of the Boston Marathon®, one of the most prestigious races in the world.

WASHINGTON DC
Inaugural Scribbles to Novels Event in DC
Jumpstart DC held our inaugural Scribbles to Novels event in June 2012 at the University Club in Washington, DC. Bob Dorough (voice and composer of “Schoolhouse Rock!”) rocked the reception, leading guests in classic songs from “Schoolhouse Rock!” including “Conjunction Junction” and “I’m Just a Bill.” The evening also featured acclaimed authors, R. Dwayne Evans, Steve O'Brien and Natalie Wexler, in addition to Claire Shipman, contributor to ABC News’ Good Morning America.

MIDWEST
Dr. Seuss Day
Jumpstart brought children and families together for a day of reading, games, and crafts in celebration of Dr. Seuss’ birthday. More than 600 children and families from Jumpstart program partners across the Midwest attended the event. Children had their pictures taken with the “Cat in the Hat,” played listening and word games, participated in a variety of craft activities, and joined our volunteers in reading Dr. Seuss books in both English and Spanish. The goal of Dr. Seuss Day is to raise awareness about the need for quality early childhood education and bring together children, their families, and our dedicated volunteers to celebrate Jumpstart for a day.

VALUES
We build strong relationships that create larger results than any individual effect.
For this year’s report, our executive team—President & CEO NaiLa Bolus, Chief Operating Officer Paul Leech, VP of External Relations Joy Enrico Seusing, VP of Strategic Advancement Meredith Hamilton, and Chief Program Officer Susan Werley Slater—sat down to answer a few questions about why we do what we do and why it matters in the world. The conversation revealed a lot about the passion, drive, and commitment the entire Jumpstart family brings to our work.

Meredith: I learned in business school that education reform is the best solution for solving social inequity. That, and the fact that Jumpstart is aligned with my personal core values. I believe the work we do truly changes lives.

Joy: I’m the mother of two small children. I’ve seen firsthand how much better children do in school when they enter kindergarten ready. This work is really personal to me. I believe all children should have the same opportunity to succeed. Jumpstart helps make that happen.

WHAT DO YOU STAND FOR AND STAND BEHIND?

Meredith: The kids we serve and the staff and program partners who make our program possible.

Susan: The teachers who show up to work every day and are always there for our children.

WHO ARE THE HEROES IN THE WORK YOU DO?

Paul: The staff, who give so many additional hours to ensure that Jumpstart can serve the children and their communities so effectively. The Corps members and volunteers, who commit so many hours. And the parents who often work two or three jobs to provide as best they can for their children.

WHAT OBSTACLES STAND IN THE WAY TO SUCCESS? HOW DO YOU OVERCOME THEM?

NaiLa: Resources! The need is enormous, but Jumpstart has set a clear strategic path to serving more children, developing more leaders and teachers, and advocating for high quality early education for all children. What we need is the sustainable financial support to help us maintain our standard quality program, deepen our presence in existing communities, and grow to serve in new markets.

Joy: When people think about education, they tend to think about K-12—that’s where most of the work is done, that’s where much of the funding goes. But we know that the years before kindergarten are critical in the development of a child. These years are essential in getting children ready for school, both in terms of equipping them with the necessary language and literacy skills, but also in giving them the social skills that will help them thrive in school.

DESCRIBE A WORLD IN WHICH YOUR WORK IS NO LONGER NECESSARY. WHAT WOULD IT LOOK LIKE?

NaiLa: All children thriving. There would be no discernable readiness gap among children of different economic means. All children would have a fair chance at success, all children would be recognized for their potential.

WHAT ABOUT THE JUMPSTART STORY INSPIRES PEOPLE TO ACTION?

NaiLa: It speaks to the core American value of fairness. It is based on a simple concept that everyone can understand and it resonates at a deep emotional level—behind every statistic is a beautiful child, full of wonder, curiosity, and potential. And Jumpstart works. People want to be a part of a solution and Jumpstart inspires them to pitch in and make a difference.

Paul: The stories about how we change people’s lives. Like the Corps member who joins college to be a celebrity journalist and changes his major to become a first grade teacher. Or the child who cannot hold a pen or open a book, yet who joins the Gifted and program four years later. There are thousands of these stories and they make everyone want to do more.

WHY JUMPSTART?

NaiLa: In this country of opportunity it is simply not fair that some children’s destinies are determined by their zip code. Jumpstart is focused on the right issues at the right time and has a proven program that works.

Paul: Jumpstart addresses a need in a way that benefits everyone—from the kids being served to the benefits everyone—from the teachers and parents to our most vulnerable children to the communities in which we work; to the working families who make our program possible. It’s a win-win solution. Jumpstart is focused on the right issues at the right time and has a proven program that works.

Susan: My dream is that we have young children and give all children the things they need to succeed. I look forward to the day the US has universal preschool for all, to the day we support systems for families, and an educational system that is inclusive.

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From a record-shattering Read for the Record® to fantastic regional and national media coverage, people were talking about Jumpstart this year. Celebrities like Tina Fey, Bridget Moynahan, and Gayle King rallied behind our mission and helped spread the word about our work with children. And our CEO, Naila Bolus, penned a post for the White House blog—a piece that talked about how AmeriCorps members and Jumpstart’s Read for the Record® have sought to showcase the importance of early education to underscore the value of the written word. Across the country, we unite prominent authors, celebrities, and leaders in early childhood education to underscore the importance of literacy in children’s lives, and reinforce our critical mission—to prepare every child to succeed.

All this buzz shines a light on the early education crisis and helps people understand Jumpstart’s role in leading the way to the day when every child enters kindergarten ready to succeed.

It’s #ReadTheRecord Day! Pledge to read @readfortherecord here are great children’s books: bit.ly/1U5IyC8 or @JumpstartKids

Today is @JumpstartKids #Read for the Record! Will you be reading Ladybug Girl and the Bug Squad today? #ereadfortherecord #literacy

Just got my book for @JumpstartKids #ReadTheRecord. 10/4 is going to be awesome. bit.ly/JRFTR Please join us!!!

#literacy #readfortherecord #Jumpstart Kids

#ReadForTheRecord Presented in Partnership with the Pearson Foundation

Jumpstart’s Read for the Record®, presented in partnership with the Pearson Foundation, is an annual event that brings millions of individuals together to promote and celebrate literacy by attempting to break a world record—by all reading the same book on the same day.

On October 4, 2012, Read for the Record® sheltered the world reading record—2,385,305 adults and children read Ladybug Girl and the Bug Squad by David Soman and Jackie Davis. The record-breaking turnout included over 400,000 record-breakers who read a digital version of the book for free at www.wwegivebooks.org— an increase of over 50% from 2011.

As part of this year’s campaign, Jumpstart hosted nearly 250 Read for the Record® events in classrooms, libraries, offices, and community centers across the United States—including hundreds organized with local community leaders by the Pearson Foundation.

This year’s reading event marks the seventh consecutive year in which Jumpstart and the Pearson Foundation have sought to showcase the important role that reading has in shaping a life of learning and success. Since the program’s inception in 2006, more than nine million readers have taken part, raising awareness about the importance of early reading and Jumpstart’s essential work in classrooms each and every day.

The US Senate passed a resolution declaring October 4, 2012 “Jumpstart’s Read for the Record® Day.” We hosted a Read for the Record® event on Capitol Hill and were joined by members of Congress, leaders from the community, and officials from the U.S. Department of Education, Department of Health and Human Services, and the Corporation for National and Community Service.

In Boston, several authors joined a Roundtable discussion highlighting their career path from scribbles to novels, including: Ace Atkins, acclaimed mystery novelist; Andre Dubus III, New York Times bestselling author; and Peter Reynolds, Emmy award winning children’s book author/illustrator.

In San Francisco, featured authors Michael Lewis, Mary Roach and Mona Simpson shared their stories about the power of written word.

Scribbles to Novels is a unique fundraising event that celebrates the power of the written word. Across the country, we unite prominent authors, celebrities, and leaders in early childhood education to underscore the importance of literacy in children’s lives, and reinforce our critical mission—to prepare every child to succeed.

In 2012 Scribbles to Novels events garnered widespread buzz and support from writers and celebrities. In New York, actress and author of Bossypants, Tina Fey, brought fun to the evening during an interview with Gayle King, co-host of CBS This Morning, discussing everything from her experience as a writer to the favorite children’s books she reads with her two young daughters. Wes Moore, author of The Other Wes Moore, delivered a powerful speech, sharing his own personal journey and helping to underscore the importance of Jumpstart’s mission. Stephen Colbert of The Colbert Report provided a comedic video pitch to raise funds in the room.

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Jumpstart this year. Celebrities like Tina Fey, Bridget Moynahan, and Gayle King rallied behind our mission and helped spread the word about our work with children. And our CEO, Naila Bolus, penned a post for the White House blog—a piece that talked about how AmeriCorps service members expand educational opportunities for preschool children in low-income communities.

All this buzz shines a light on the early education crisis and helps people understand Jumpstart’s role in leading the way to the day when every child enters kindergarten ready to succeed.

The Boston Globe

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EVENT HIGH LIGHT

JUMPSTART’S SCRIBBLES TO NOVELS

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Financials

The state of our financial management

The financial position of Jumpstart at the close of FY12 is an example of what is possible when financial management and strategic planning work hand in hand. The growth across the network had been carefully incorporated into the financial tools managed throughout the year so that the final statements were in line with what had been projected from the beginning. This allows Jumpstart to build even more aggressive models for growth in the future with a high degree of confidence in our ability to steward our support in such a way to make these plans reality.

**Statement of Activities**

<table>
<thead>
<tr>
<th>OPERATING REVENUES:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Grants and contributions:</td>
<td>$6,334,394</td>
</tr>
<tr>
<td>Corporations</td>
<td>3,437,028</td>
</tr>
<tr>
<td>Foundations</td>
<td>2,950,239</td>
</tr>
<tr>
<td>Individuals</td>
<td>2,554,833</td>
</tr>
<tr>
<td>Released from restriction</td>
<td>1,626,174</td>
</tr>
<tr>
<td>In-kind goods and services</td>
<td>1,318,310</td>
</tr>
<tr>
<td>Other revenue</td>
<td>10,735</td>
</tr>
</tbody>
</table>

Total Operating Revenues $18,183,719

**Operating Expenses:**

<table>
<thead>
<tr>
<th>OPERATING EXPENSES:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>14,743,259</td>
</tr>
<tr>
<td>General and administrative</td>
<td>1,291,486</td>
</tr>
<tr>
<td>Fundraising</td>
<td>2,105,142</td>
</tr>
</tbody>
</table>

Total operating expenses $18,138,840

**Net Operating Gain** $44,879

Jumpstart is proud to note that over 81% of all dollars spent went directly to program. This is a testament to the dedication to our mission, and a result of a very efficient infrastructure that allows our total administration percentage to remain at only 7%- markedly lower than the 12% benchmark many non-profits maintain.

**Statement of Financial Position**

<table>
<thead>
<tr>
<th>ASSETS:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$9,055,790</td>
</tr>
<tr>
<td>Grants, note and pledges receivable</td>
<td>3,793,826</td>
</tr>
<tr>
<td>Prepaid expenses and other</td>
<td>210,039</td>
</tr>
<tr>
<td>Property and Equipment, net</td>
<td>355,351</td>
</tr>
</tbody>
</table>

Total Assets $7,455,906

<table>
<thead>
<tr>
<th>LIABILITIES:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable, leases &amp; accrued expenses</td>
<td>86,135</td>
</tr>
<tr>
<td>Payable to affiliates</td>
<td>891,933</td>
</tr>
</tbody>
</table>

Total Liabilities $1,071,290

**Income Statement**

<table>
<thead>
<tr>
<th>NET ASSETS:</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted - operating</td>
<td>5,389,139</td>
</tr>
<tr>
<td>Temporarily restricted</td>
<td>415,477</td>
</tr>
</tbody>
</table>

Total Net Assets $5,784,616

The Pearson Foundation has contributed significantly to Jumpstart’s program and organizational growth for the past eleven years through more than $8,000,000 in monetary and in-kind support. In FY12, the Pearson Foundation provided $750,000 to support Jumpstart’s mission.

In addition to serving as the Founding and Presenting sponsor of Jumpstart’s Read for the Record® national campaign, the Foundation graciously sponsored several Scribbles to Novels gala events in markets across the country. The Pearson Foundation also continued their support of the successful online digital platform MyJumpstart, a valuable learning and development tool for Corps members and site staff.

With the support of the Pearson Foundation, Jumpstart has served over 50,000 young children with the help of over 28,000 Corps members. The entire Jumpstart family is tremendously grateful for Pearson’s ongoing commitment to provide early education to children who need it most.

**Other Funding Partners**

**Pearson Foundation—Funding Partner Profile**

The Pearson Foundation has been a true partner to Jumpstart for over 15 years through more than $3 million in direct and in-kind support. Their contributions include funding for the national office and Jumpstart Pittsburgh, providing Jumpstart gear for all Corps members and children, hosting volunteer events, supporting Jumpstart’s Read for the Record®, and establishing the Spirit of Service Scholarship program, which recognizes outstanding leadership and dedication to service by Corps members.

**Franklin Templeton**

Franklin Templeton has been a funder of Jumpstart for ten years, including much of our printing costs. Franklin Templeton’s funding will go towards the recruiting and training of Jumpstart Corps members.

**Goldman Sachs**

Goldman Sachs & Co. has made a three-year, $1 million investment in Jumpstart’s collaboration with Hunt’s Point Alliance for Children in the South Bronx, New York. Through Goldman Sachs Give, this funding has made it possible for every child enrolled in the community’s preschools to benefit from the Jumpstart program.

**JPMorgan Chase**

In 2012, 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 low-income neighborhoods in both cities.

**MetLife Foundation**

MetLife Foundation has donated over $1 million to significantly expand Jumpstart’s Community Corps program throughout the United States and to 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 8 years and has donated more than $2 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 2006.

**Tommy Hilfiger**

Tommy Hilfiger, one of the world’s leading premium lifestyle brands, joined the Jumpstart family as our newest national sponsor. In addition to a generous grant from the Tommy Hilfiger Corporate Foundation, Tommy will outfit Jumpstart Corps members with new uniforms in the 2012-13 school year.

**American Eagle Foundation**

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SUPPORTERS

Jumpstart graciously acknowledges the financial and in-kind contributions by the many individual, foundation, corporate, and government partners who have invested in Jumpstart’s mission and work. Thanks to their gifts, Jumpstart is working towards the day every child in America enters kindergarten prepared to succeed.

Government Donors

California Department of Education
Comptroller of National and Community Service
San Francisco Department of Children, Youth, and Their Families
First 5 Los Angeles
Georgia Commission for Service and Volunteerism
Massachusetts Service Alliance
Missouri Community Service Commission
New Yorkers Volunteer Commission

$50,000 to $99,999

Anonymous
Ahmad Foundation
Bloomberg
Blackrock Foundation for Children
Citi
Dow Jones & Co.
Fidelity
Georgia Commission for Service
Goldman Sachs
Georgia Department of Education
Girls Inc.
Harbor Freight Tools
Harken
Lee & Associates
LGBT Giving New York
Leverage
Los Angeles County Office of Education
Massachusetts Executive Office of Education
Microsoft
New York City Department of Education
Oakland Fund for Children
Piper Sandler
Prudential Financial
Rutgers University
San Francisco Department of Education
San Francisco Unified School District

$25,000 to 49,999

Anonymous
Bangladesh Community Foundation
Blackstone
Brown University
Center for Working Families
Eaton
FDIC
First Five Palm Beach
Foundation
Foundation for New Jersey
George Washington University
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Global Impact
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Merrill Lynch
Morgan Stanley
National Association of Community Math Teachers
New Mexico Children’s Foundation
Oxford University Press
PricewaterhouseCoopers
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Primary School of Chicago
Retail Industry Leaders Association
San Francisco AIDS Foundation
San Jose State University
Sears
Seligman
St. Mary’s University
SunTrust
Teachers’ Retirement System of the State of Illinois
Texas Children’s Hospital
University of California

$1,000 to $4,999

Anonymous
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Barnard College
Bear Stearns
Beth Israel Deaconess Medical Center
Blue Cross Blue Shield of Texas
Brown University
City University of New York
Cook Children’s Medical Center
Columbia University
Columbia University Teachers College
Courage in Journalism Award
Covenant House
Dow
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El Paso Community Foundation
Florida State University
Fordham University
Forgotten Majority
Frederick Foundation
Frederick Foundation for Cancer Research
George Washington University
Greenwich Education Group
Harlem Children’s Zone
Harvard University
Hawaii State Department of Education
Howard University
Illinois State University
Indiana University
Iowa State University
Jamaica Bay Wildlife Refuge
Kansas City University
Loyola University Chicago
Middle Tennessee State University
Michigan State University
Mimosa Foundation
Montclair State University
Montclair State University
University of North Carolina
North Carolina State University
Ohio State University
Ohio University
Oklahoma State University
Oregon State University
Pennsylvania State University
Princeton University
Rutgers University
San Diego State University
San Francisco State University
Seton Hall University
Smith College
Society for Neuroscience
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Swarthmore College
Temple University
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University of Virginia
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