



"I HAVE A DREAM" FOUNDATION-NEW YORK

INVESTMENT RATIONALE

WHY "I HAVE A DREAM" FOUNDATION-NEW YORK?

Founded in 1986 as part of a national program, "I Have A Dream" Foundation - New York (IHDF-NY) sponsors entire cohorts of elementary school grades living in public housing and supports them through high school. This long-term approach, and the strategic office locations within public housing, ensures that IHDF-NY develops strong relationships with the entire community. Investing in IHDF-NY offers a personal connection with students, as donors are paired with a specific cohort. Dreamers (IHDF-NY students) who complete the program are guaranteed tuition assistance for higher education.

WHY INVEST NOW?

IHDF-NY's newest business plan implemented in October 2010 sets goals spanning program services, staffing, funding, and marketing. Investing now will enable the following growth:

- Start two new cohorts of Dreamers every year, with additional expansion to two more public housing developments in New York City over the next two years
- Identify best practices and streamline program curriculum across cohorts to ensure high quality service delivery
- Continue evaluation of success rates of Dreamers to better improve IHDF-NY strategies helping children living in New York City public housing

OUTCOMES

The population served should be considered when reviewing outcomes. While organizations that serve a high risk population may report lower success rates, they often provide a greater opportunity for return on investment.

| "I HAVE A DREAM" FOUNDATION-NY | NEW YORK STATE PUBLIC SCHOOLS |
|------------------------------------------------------------------------|-------------------------------|
| % OF STUDENTS GOING TO COLLEGE (HS CLASS OF '09) | |
| 63% ^a | 44% ^b |
| % OF STUDENTS GRADUATING FROM COLLEGE WITHIN 4 YEARS (HS CLASS OF '05) | |
| 31% ^c | 21% ^d |

^aof students who were still with the program in 9th grade in HS class of 2008
^b9th graders chance of entering college by age 19 in 2006, Source: The National Center for Higher Education Management Systems, "9th Graders Chance for College by Age 19, 2006"
^c56% of IHDF-NY participants graduated within 6 years in HS class of 2003
^dThe percentage of 9th graders who graduate from HS on time, go directly to college, and graduate within 150% of program time, Source: The National Center for Higher Education Management Systems, "Student Pipeline: Transition and Completion Rates from 9th Grade to College, 2009"

ALIGNMENT WITH RECOMMENDED APPROACH

Social Impact Research (SIR) recommends college access and success programs that include the three components shown in the table to the right. This table shows some of the activities the organization undertakes related to each component.

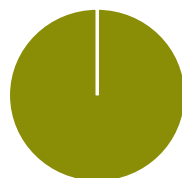
| ACADEMIC PREPARATION AND ENRICHMENT | COLLEGE KNOWLEDGE AND ASPIRATIONS | FINANCIAL AID AND PLANNING |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <input checked="" type="checkbox"/> Tutoring services <input checked="" type="checkbox"/> Preparation for college admission tests <input checked="" type="checkbox"/> Academic enrichment courses for core subjects <input checked="" type="checkbox"/> Academic enrichment courses for additional subjects <input type="checkbox"/> Academic advising services | <input checked="" type="checkbox"/> Long-term mentors <input checked="" type="checkbox"/> Extracurricular activities <input checked="" type="checkbox"/> Visits to colleges and/or college fairs <input checked="" type="checkbox"/> Internships/work experience <input checked="" type="checkbox"/> College application assistance <input checked="" type="checkbox"/> Summer bridge programs <input checked="" type="checkbox"/> Support during college | <input checked="" type="checkbox"/> Assistance with federal financial aid application (FAFSA) <input checked="" type="checkbox"/> Assistance with private scholarship applications <input checked="" type="checkbox"/> Assistance with loan applications <input checked="" type="checkbox"/> Financial aid education and awareness for parents |

POPULATION SERVED

IHDF-NY serves children living in public housing developments. All Dreamers are eligible for free- or reduced-lunches at school and nearly 30% of Dreamers speak a language other than English at home.



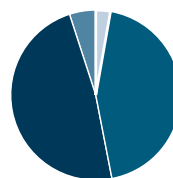
FAMILY INCOME



100% Below Federal Poverty Line
 0% Low-income
 0% Modest-income

As reported by the organization

RACE AND ETHNICITY



48% Hispanic
 44% Black
 5% White
 3% Asian
 0% Native American
 0% Other

As reported by the organization

IHDF-NY PARTNERS

HOUSING DEVELOPMENT

- Chelsea-Elliott
- DeHostos-Wise
- Melrose
- Ravenswood

UNIVERSITY

- Fordham University
- Hunter College
- Columbia University
- Eugene Lang College

SCHOOL DISTRICT

- Plainfield

I HAVE A DREAM FOUNDATION-NEW YORK

SOCIAL AND ECONOMIC OUTCOMES HIGHLIGHTS

SIR recommended organizations also engage in systemic change activities to create social impact. Systemic change activities include advocacy, research, and collaboration, enabling nonprofits to affect the larger college access and success field and reach populations not served directly.

IHDF-NY engages in advocacy, research, and collaboration to increase its impact:

- Recently included in a study by the Institute for Urban Education at New York University evaluating program effectiveness and worked with a consulting firm to create a detailed report on program impact
- Advocated for mayoral control of NYC schools through a partnership with Learn NY; activities included writing support papers and letters and attending hearings and rallies
- Two IHDF-NY board members serve on the national "I Have A Dream" Foundation board, which maximizes the impact of 29 affiliates

PROGRAM PERFORMANCE HIGHLIGHTS

| AGE OF COLLEGE ACCESS PROGRAM | # OF STUDENTS SERVED 2009 | STARTING GRADE OF PROGRAM |
|--------------------------------------|------------------------------------------------|---------------------------------------|
| 12 years | 322 | 1st - 3rd |
| AVERAGE GPA OF STUDENTS IN 9TH GRADE | AVERAGE GPA OF STUDENTS GRADUATING HIGH SCHOOL | % OF STUDENTS SATISFIED WITH PROGRAM* |
| 2.4 | 2.9 | 85% |

*As reported by the organization

UNIQUE ASPECTS OF THE PROGRAM

IHDF-NY's long-term, cohort-based model offers:

- Individualized support through bimonthly meetings with mentors beginning in elementary school and continuing through high school as college coaches
- Supportive peer networks to nurture academic aspiration as well as provide social and emotional support
- Onsite individual and group counseling through the Dreamer Mental Health program and partnerships with local social work schools
- Parental engagement and community involvement enabled by IHDF-NY's office location within the housing developments

ORGANIZATIONAL HEALTH HIGHLIGHTS

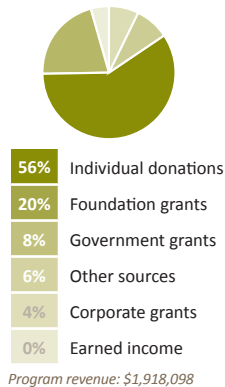
SIR assesses financial sustainability by evaluating the following indicators over three years: debt to equity ratio, current ratio, cash reserves, funding diversity, and growth rate.

| COST PER BENEFICIARY | # OF MONTHS IN CASH RESERVES 2009 |
|----------------------------|-----------------------------------|
| \$5,054* | 6.08** |
| PROGRAM/ ORGANIZATION FTES | TOTAL REVENUE 2009 |
| 14/14 | \$1,918,098 |

*Total program budget/number of participants

**Based on unrestricted net assets; nonprofits are typically expected to have 3-6 months in cash reserves

MAIN SOURCES OF PROGRAM FUNDING



LEADERSHIP TEAM

- ED has extensive experience working with at-risk youth and has held a variety of roles throughout his 9 years working with IHDF-NY
- ED serves on the board of the Queens Achievement Foundation, which supports disadvantaged youth in Queens, and is a member of the Selection Committee for The Fellowship Initiative, which provides educational and professional assistance to young men of color
- Leadership team brings diverse academic backgrounds including an MSW, MPH, and MA in nonprofit management

MISSION

"The mission of the "I Have A Dream" Foundation – New York is to motivate and empower children and families living in underserved areas of the tri-state region to reach their college and career goals by providing a dynamic, long-term program of mentoring, tutoring and enrichment with an assured opportunity for higher education."

CONTACT INFORMATION

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ABOUT ROOT CAUSE'S SOCIAL IMPACT RESEARCH

SIR is the independent research department of Root Cause, a research and consulting firm dedicated to mobilizing the nonprofit, public, and business sectors to work together in a new social impact market. SIR aggregates, analyzes, and disseminates the best information available about social issues and the performance of nonprofit organizations.

SIR research products include social issue reports, state reports, and organization reports to help social impact investors make well-informed philanthropic decisions. This organization report describes one of the seven college access and success organizations that SIR selected in New York City. If you are interested in investing in this organization, please contact the person listed above.

To learn more about SIR, please visit socialimpactresearch.org