

SMART 
ANNUAL
REPORT
2021-22

MISSION

SMART champions education equity by supporting students in overcoming systemic barriers on their journey to a college degree.

VISION

We envision a community with equitable pathways to college graduation for every student in San Francisco.

VALUES

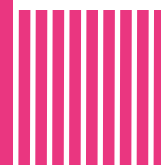
COMMUNITY: We build a community that celebrates diversity, thrives on teamwork, and appreciates everyone's contributions.

EQUITY: We are committed to systems and processes that are just, fair, and inclusive, enabling all people the opportunity to belong, participate, and reach their full potential.

EMPOWERMENT: We believe the path to empowerment and self-advocacy is through the encouragement, support, and guidance of those around us.

LEARNING: We believe education and life-long learning enhance our understanding of our world, our place within it, and provide the tools to change it.

JOY: We center joy in our community and practice. We view joy as an act of liberation, which unleashes creativity, strengthens relationships, and propels the work that we do.



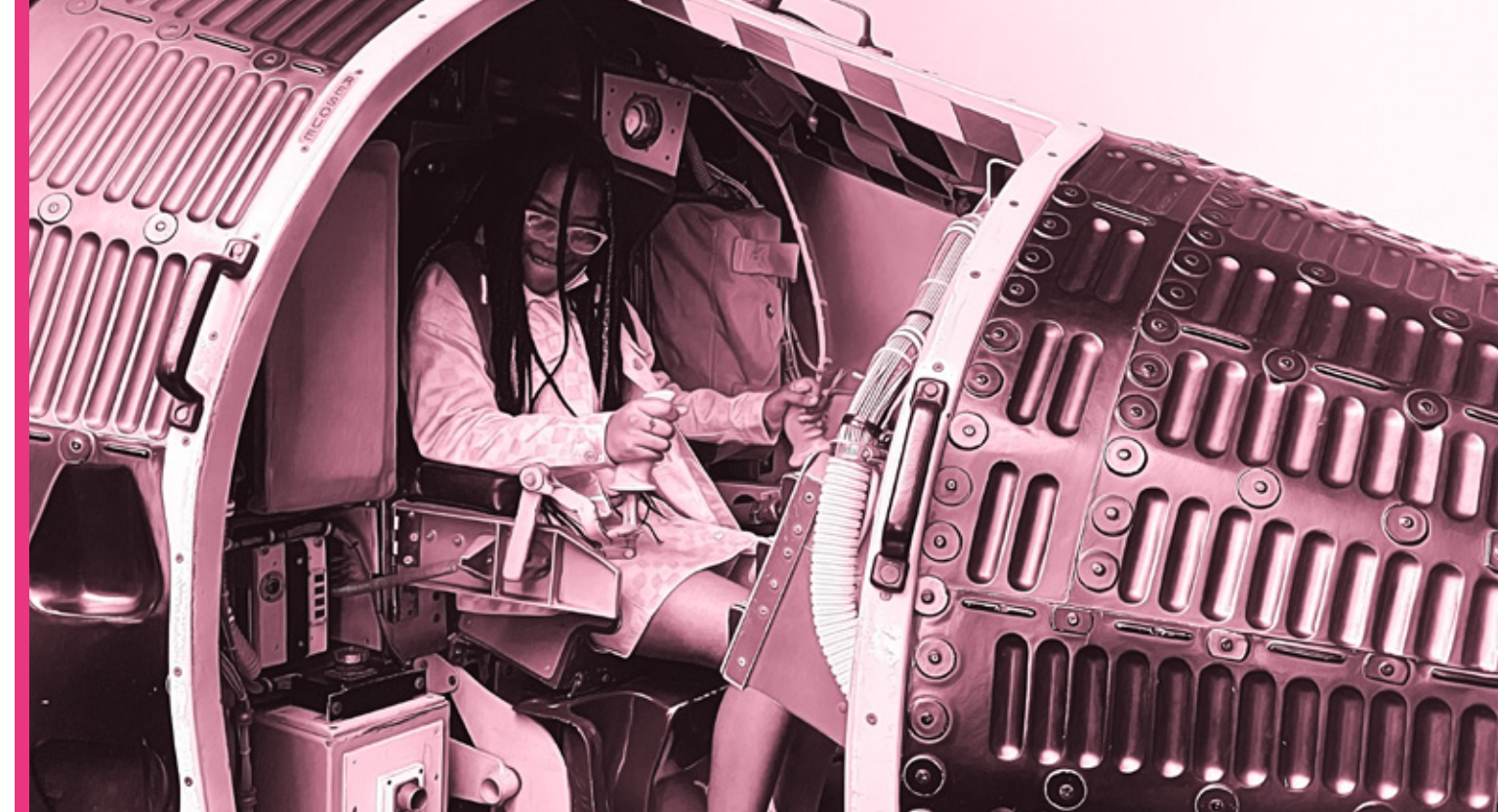
THE NEXT 25 YEARS

The 2022-23 school year marks SMART's 25th anniversary, as we continue to pursue our vision of equitable pathways to college for every student in San Francisco. Our dedication to our mission is driven by the reality that while talent is everywhere across our city, opportunity is not.

We are proud that **we currently serve 30% more students in our program than we did prior to the pandemic.** As our community continues to grow, we remain focused on the success of every Scholar and we are keeping our eye on the prize: college graduation.

Due to our investment in data collection and analysis, we know that the SMART model works. **SMART Scholars are more than four times more likely to earn a college degree compared to their low-income peers.**

Twenty-five years after our founding, hundreds of SMART alumni are already out in the world. They are educators, scientists, lawyers, doctors, entrepreneurs, and much more.



They are not only making a difference for themselves and their families, but also creating new cycles of opportunity in our communities.

In the coming year we will continue our relentless work to execute on our strategy. We are building more academic, social, and emotional supports for our Scholars. We are growing our impact, both by serving more Scholars and by pursuing innovations to our program. And we are advancing equity, inclusion, and diversity at SMART, nurturing a community where all have the opportunity to fully participate, belong, and reach their full potential. **We know that through community, we are stronger.**

Over the past 25 years we have proven that achieving education equity is not only needed, but also possible. **With your support, the next 25 years will be even brighter.**

100% of Seniors Enrolled in College



Scholars

\$40,000

Average income of families entering SMART

97%

Scholars will be first-generation college graduates

4 of 5

Families speak a language other than English at home

Outcomes

447

Scholars and their families served

30%

Increase in Scholars served during the pandemic

99.5%

Scholar retention rate over the last three years

Impact

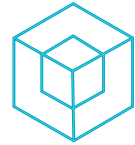
SMART

Scholars are

4 times

more likely to graduate from college

OUR PROGRAM



RECRUITMENT

4th Grade

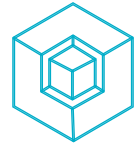
SMART identifies curious and motivated 4th grade students facing barriers to opportunity through a network of elementary schools and community-based organizations in San Francisco.



SCHOOL ENROLLMENT

5th & 8th Grade

SMART guides our families through the complex middle and high school enrollment processes. We assist families with admissions and financial aid processes, advocating for families in schools, conducting tours, and training families to become strong educational champions through workshops and one-on-one guidance.



SUMMER ACADEMIC ENRICHMENT

5th-6th Grade

The program serves rising 5th and 6th grade students to prevent and reduce summer learning loss, while providing enriching activities. The program's six-week academic curriculum is centered around literacy, math, science, media, dance, coding, sports, and more. Scholars also participate in STEM-based field trips.



MIDDLE SCHOOL ACHIEVEMENT

6th-8th Grade

A weekly after-school program equipping our Scholars with the skills to succeed in academically rigorous schools and in life through tutoring, mentoring, and a curriculum designed to bolster them academically, socially, and emotionally.



COLLEGE ACHIEVEMENT

9th Grade-College

Weekly programming supports our Scholars through career and college exploration and assists with the college and financial aid application processes, while emphasizing community engagement and self-advocacy. Since 2019, SMART expanded student services to include comprehensive college persistence support, including college and financial aid advising, college success support, and career and graduate school readiness.

Scholar blazes path in biotechnology

“SMART helped me every step of the journey. They were my biggest supporters.”

In August 2022, Gaby Garcia began her college journey at the University of Southern California. She is studying in USC’s pharmacology and drug development program. Gaby was always curious about the natural world, the human body, and the mind.

“As a kid I was always interested in the sciences. I played doctor all the time,” Gaby recalled. “Once I got into SMART, they helped me enroll in San Francisco Friends School. When I took their science classes I became focused.”

Initially, Gaby felt out of place at the new school. She had to adjust to being around more students from higher-income households, with more resources at their disposal.

“I felt I didn't belong in the institution,” Gaby said. “My early years at SMART were important in building my confidence. SMART provided resources and opportunities that students from higher income families had at home.”

During 11th and 12th grade, Gaby interned at the California Academy of Sciences as a Leadership Council Member. Her role included educating the public about science on subjects such as climate change. She worked alongside scientists and helped graduate students conduct research.



She also trained new interns on how to interact with the public and represent the institution.

Gaby recalls the process of getting the internship. “I was nervous about my interview and the SMART team helped me prepare for the interview and coached me on how to market myself.”

Gaby continued, “SMART helped me every step of the journey. They were my biggest supporters. The staff at SMART was very accessible, more like family. As students, we weren’t just numbers. We felt the love.”

Although she loved the medical field, Gaby’s interest in chemistry was sparked after taking some courses in high school. She began searching for careers in chemistry. After much consideration and counsel from her mentors and teachers, Gaby decided to specialize in pharmacology and drug development at University of Southern California with a double major in either computer science or neuroscience.

“I am hoping to find a career in biotechnology. I want to get as much clinical and research experience as I can, to hopefully one day develop treatments and maybe even start my own start-up.”

SMART is just the beginning

“I want to succeed in business to complete my parent’s dream.” - Adriel Oyagata Cushcagua

“I would really like to thank my parents. They provided for us with their resourcefulness and entrepreneurial spirit. They are the reason I try so hard. I want to have a successful career in business management so I can make them proud and pay them back.”

Adriel is in 9th grade at The Bay School of San Francisco, where he is enjoying software courses and basketball camp.

Like most Scholars, Adriel joined SMART the summer between 4th and 5th grades. “The Summer Program was very helpful. SMART kept me on task. The teaching approach was student-centered and participative, so I retained whatever I learned. Since then, I stayed ahead of my class and credit SMART for it.”

Most of Adriel’s middle school experience was disrupted by the Covid pandemic and he had to work hard to keep his grades up. The community of his peers, volunteer tutor, and Advisor at SMART helped keep him on track.

“SMART gave me access to different resources and were always accessible when I needed help,” he explains. “I don’t feel like there is anything that I cannot do.”

The hard work during middle school has paid off, and Adriel feels mentally prepared for the exciting challenge ahead. “With the help of my friends and community at SMART, I feel I have matured and am more focused than other students at school.”

Both Adriel’s parents are street vendors who make hand-made goods to support their family. This inspires him to pursue a business education. “My parents support our family with their skills, resourcefulness, ingenuity, and perseverance. They have a good mind for business, but their circumstances were very different. I want to succeed in business to complete their dream.”

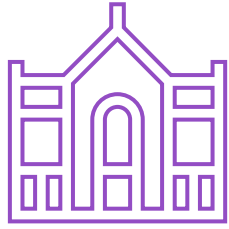
Adriel will be the first in his family to graduate from college and he is already beginning to explore the various business specializations and colleges.

As he likes to remind his friends at SMART, “This is just the beginning.”



SCHOOLS & COLLEGES





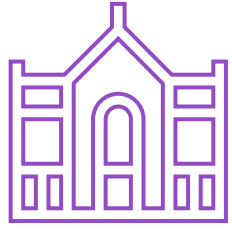
MIDDLE SCHOOLS

our Scholars attend

A.P. Giannini Middle School
Alta Vista School
Aptos Middle School
Bessie Carmichael Middle School
Buena Vista Horace Mann School
Cathedral School for Boys
Children's Day School
Creative Arts Charter School
Crystal Springs Uplands School
Everett Middle School
The Fr. Sauer Academy
Francisco Middle School
Gateway Middle School
The Hamlin School
Herbert Hoover Middle School
James Denman Middle School
James Lick Middle School
Katherine Delmar Burke School
KIPP Bayview Academy
KIPP San Francisco Bay Academy
Kittredge School
La Scuola International School

Live Oak School
Marin Country Day School
Marina Middle School
MLK Jr. Academic Middle School
Millennium School
Mission Dolores Academy
The Mission Preparatory School
New School of San Francisco
The Nueva School (Hillsborough)
Paul Revere School
Presidio Hill School
Presidio Knolls School
Rooftop School (Mayeda)
San Francisco Friends School
The San Francisco School
Stella Maris Academy
Synergy School
Thomas Edison Charter Academy
Town School for Boys
Visitacion Valley Middle School
Westborough Middle School
Willie L. Brown Jr. Middle School





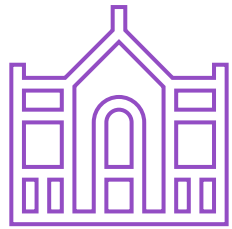
HIGH SCHOOLS

our Scholars attend

Abraham Lincoln High School
Archbishop Riordan High School
The Athenian School
The Bay School of San Francisco
Castro Valley High School
City Arts and Tech High School
Convent & Stuart Hall
Crystal Springs Uplands School (Upper School)
Drew School
Dunn School
El Camino High School
Galileo Academy of Science and Technology
Gateway High School
George Washington High School
Immaculate Conception Academy
International High School
KIPP San Francisco College Preparatory
Leadership High School
Lick-Wilmerding High School
Lowell High School
Mission High School
The Nueva School (San Mateo)
Phillip & Sala Burton Academic High School
Raoul Wallenberg Traditional High School

RISE University Preparatory
Ruth Asawa San Francisco School of the Arts
Sacred Heart Cathedral Preparatory
San Francisco Christian School
San Francisco Girls' School
San Francisco University High School
St. Ignatius College Preparatory
The Urban School





COLLEGE ACCEPTANCES

33 Scholars, 379 Applications, 209 Acceptances



Barnard College
Boston College
CSU Polytechnic San Luis Obispo*
CSU Polytechnic Pomona
CSU Chico
CSU East Bay
CSU Fresno
CSU Long Beach
CSU Los Angeles
CSU Monterey Bay
CSU Northridge)
CSU Sacramento
CSU San Marcos
CSU Fullerton
Carnegie Mellon University
Chapman University
City College of San Francisco**
Claflin University
Claremont McKenna College*
Clark Atlanta University
Dillard University*
Dominican University Of California
Emerson College
Hampton University

Harvard University*
Hawai'i Pacific University
Holy Names University
Howard University
Kentucky State University
La Salle University
Lehigh University*
Loyola Marymount University
Marquette University
Mount Holyoke College*
Norfolk State University
Northern Arizona University
Penn State University
Pomona College*
San Diego State University*
San Francisco State University**
San Jose State University**
Santa Clara University*
Seattle University
Sonoma State University*
Southern University at New Orleans
St. Mary's College of California**
Tennessee State University
Tufts University*

UC Berkeley
UC Davis*
UC Irvine
UC Los Angeles***
UC Merced***
UC Riverside*
UC San Diego
UC Santa Barbara*
UC Santa Cruz*
University of Illinois, Urbana Champaign
University of Miami*
University of Oregon
University of Portland
University of Puget Sound
University of Redlands
University of San Diego*
University of San Francisco
University of Southern California*
University of the Pacific
University of Virginia
West Virginia State University
Whittier College*
Xavier University of Louisiana

*Scholars enrolled

SUPPORTERS & VOLUNTEERS



SUPPORTERS



\$300,000+

#StartSmall
Lyna Lam & Chris Larsen

\$100,000-\$299,999

Crescent Porter Hale Foundation
The Harry & Jeanette Weinberg Foundation

\$50,000-\$99,999

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Evans Family Foundation
Nina Kjellson & Sandy Zweifach
Roger & Clarissa Lee Family Fund
Betsy & Lowell Lifschultz
Carey Lifschultz & David Stiepleman
Michael Muscolino
Stacy & Matthew Perry
Qatalyst Partners
Sixth Street Partners
Laura & Greg Spivy

\$25,000-\$49,999

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#HalfMyDAF
The Cameron Schrier Foundation
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Morris Stulsaft Foundation
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\$5,000-\$9,999

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\$2,500-\$4,999

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Harrison Yuan

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Melissa Buckley & Raj Atluru

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Eddy Yu
David Zilberman

In-Kind

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Lagunitas Brewing Company
Stacy & Matthew Perry
Ropes & Gray LLP
Sheppard Mullin
Twitter for Good



* We greatly appreciate each gift given in support of SMART and we have made every effort to ensure the accuracy of this listing. Please notify Kelly Brian Shea, Sr. Director of Development & Communications, of any inaccuracies or omissions by contacting him at:

kelly@thesmartprogram.org

We regret any errors.



VOLUNTEERS

2,254 Volunteer Hours

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Kathleen Baust
Joseph Becic
Angelo Bituin
Marie Bradvica
Paul Cajamarca
Eugenia Chiang
William Cho
Tianlee Chu
Shaun Chung
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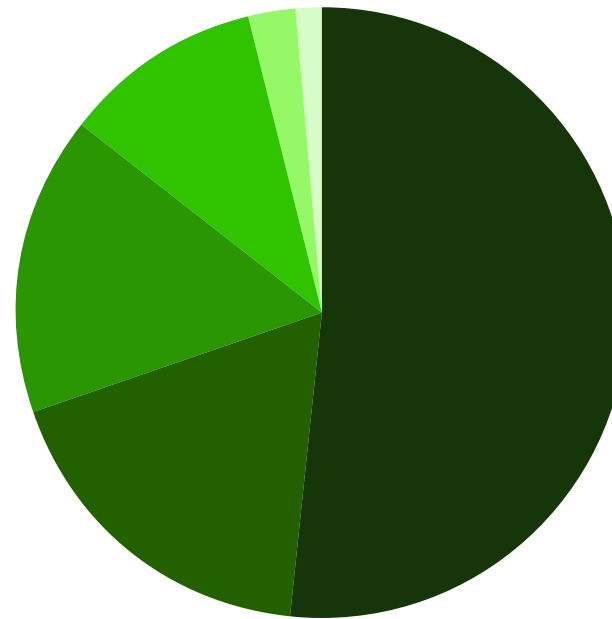


FINANCIALS



INCOME

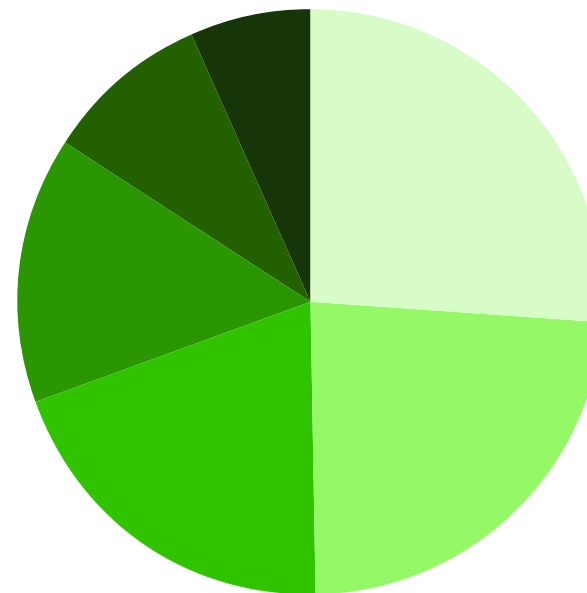
Individual Contributions	\$1,381,729
Foundation Grants	\$479,820
Corporate Contributions	\$281,893
PPP Loan Forgiveness	\$421,767
In-Kind Contributions	\$63,399
Earned Income	\$31,552
Other Income	\$1,391
Total revenue designated for 2021-22	\$2,661,551
Revenue designated for future use	\$1,790,000
Total Revenue	\$4,451,551



Individual Contributions	52%
Foundation Grants	18%
PPP Loan Forgiveness	16%
Corporate Contributions	11%
In-Kind Contributions	2%
Earned & Other Income	1%

EXPENSES

Summer Academic Enrichment Program	\$168,843
Middle School Achievement Program	\$678,077
College Achievement Program	\$607,380
Recruitment & Enrollment	\$375,491
Administration	\$238,302
Development	\$513,635
Total Expenses	\$2,581,728



Middle School Achievement Program	26%
College Achievement Program	23%
Development	20%
Recruitment & Enrollment	15%
Administration	9%
Summer Academic Enrichment Program	7%



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LMF Advisors

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Technology Executive

Sanford (Sandy) Zweifach **(Treasurer)**
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Pelican Consulting Group

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