



SMART 

# INVESTING IN TOMORROW, TODAY

I am thrilled to have joined this organization in late May 2025 because at SMART, we believe in the power of education to change the trajectory of a young person's life and the lives of their families and communities. As someone born and raised in San Francisco, this City and its young people are close to my heart. I see in our Scholars the same dreams, curiosity, and determination that define San Francisco itself.

This past year has been a challenging one for our community. Families have faced rising costs and uncertainty and deep cuts to public funding for youth-serving organizations have forced many nonprofits to make difficult choices. In times like these, it's easy to get pulled in different directions, to respond to the immediate needs at the expense of long-term investment. Yet in the face of these challenges, SMART has met the moment with perseverance and purpose. We know that in order to secure a brighter future for our Scholars, their families, and our City, we must continue to invest now.

Over nearly three decades, SMART has built something extraordinary: a 12-year continuum of support that begins when students are just nine years old and continues with them through college graduation. ***That long-term commitment is rare, essential, and successful, with our graduates being 4.5x more likely to graduate from college than their low-income peers!*** Our impact is made possible by a community that believes in the promise of sustained investment and steady progress. Over the past year, we deepened that commitment by:

- Refining and codifying our middle school and high school curriculum, creating a more cohesive and impactful learning experience for Scholars
- Launching a comprehensive program evaluation to identify the strategies that most powerfully drive Scholar success
- Making transportation to SMART more accessible for our middle school Scholars, reducing barriers and ensuring every student can fully participate

As we look ahead, our focus remains clear: to deepen our impact, support academic growth, and prepare Scholars for success in college and the evolving careers of the future. Through every decision we make, we're holding fast to the belief that the most meaningful change comes from consistent investment over time.

Our work is, at its heart, grounded in action. Each time a Scholar takes a step toward college readiness, each time a family feels empowered to support their child's dreams, each time a volunteer or donor invests in this mission, we see what's possible when a community chooses to build for the future of its young people – especially in uncertain times.

I'm deeply grateful and honored to join this team of dedicated staff, tireless volunteers, generous supporters, and most of all, our Scholars and families, whose aspirations and perseverance inspire us every day. Together, we are meeting this moment by building the future our community deserves.

With gratitude and hope,

Teresa Arriaga  
Executive Director





# MISSION

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

# VISION

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

# BY THE NUMBERS

## SCHOLARS

**\$42,000**  
average family income of families entering SMART

**99%**  
Scholars will be first-generation college graduates

**4 out of 5**  
families speak a language other than English at home

## SCHOLAR ACHIEVEMENTS

**1**  
QuestBridge Recipient

**2**  
Posse Scholarship Recipient

**1**  
Crankstart Scholarship Recipient

**1**  
Hispanic Scholarship Fund Recipient

**1**  
POCIS High School Scholarship Recipient

# IMPACT

**476**  
Scholars and their Families Served



**94%**  
High School Seniors Enrolled in College



**4.5X**  
More Likely to Graduate from College



# OUR PROGRAM



## RECRUITMENT 4TH GRADE

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



## MIDDLE SCHOOL PREP 5TH GRADE

Our six-week summer program for rising 5th grade students prevents summer learning loss through literacy, math, science, media, dance, coding, sports, enrichment activities, and STEAM-based field trips. Our program prepares 5th grade Scholars for success in middle school, with added tutoring support. Additionally, we guide families through the complex middle school enrollment processes, offering support with admissions, financial aid, and school advocacy, while also conducting tours and workshops to empower families to become strong educational champions.



## MIDDLE SCHOOL ACHIEVEMENT 6TH-8TH GRADE

A weekly after-school program equipping our middle school Scholars with the skills to succeed in school and in life through tutoring, mentoring, and a curriculum designed to bolster them academically, socially, and emotionally. SMART also guides families through the complex high school enrollment processes, offering assistance with admissions and financial aid, school advocacy, tours, and empowering workshops to help families become strong educational champions.



## COLLEGE ACHIEVEMENT 9TH-12TH GRADE

Weekly programming supports our Scholars in career and college exploration, offering assistance with the college and financial aid application process, while emphasizing the importance of community engagement and self-advocacy. Workshops build on the foundational skills introduced in middle school and expand through high school to cover more comprehensive aspects of college readiness, ensuring they are well-prepared for the challenges and opportunities ahead.



## COLLEGE SUCCESS COLLEGE

In college, Scholars receive ongoing support through regular check-ins, ensuring they meet college and major requirements, connecting students to campus resources and affinity groups, reminding them about financial aid and housing deadlines, assisting with class enrollment, providing career and graduate school readiness guidance, and monitoring their social and emotional well-being.

# SCHOLAR HIGHLIGHTS

“

The staff are already great people to be around, helping emotionally and intellectually. And my peers at SMART are equally as great.

**6th grader**

“

I really appreciated being able to talk to my advisors because I was able to learn a new thing or perspective on how to navigate a certain situation. The same goes for family check-in's where my family members and I were able to learn how to navigate certain situations better. **12th grader**

“

I liked searching up the high schools so that I would have a better idea of where I want to go for high school.

**7th grader**

“

Workshops helped me because they introduced new topics where we went more in-depth about things we might have heard or learned briefly about. Activities also helped because they helped me better understand certain situations, like the budgeting workshop, where we had to calculate needs, wants, and savings. Working with peers helped because it introduced me to new ideas and perspectives from students who were in similar positions. **12th grader**

“

The check-ins and meetings helped to organize my plans for things like the year, month, semester, or project so I knew what I would have to focus on. Telling someone else out loud also makes you think about your ideas in a way where you could see any fallacies or where something could be more clear. **9th grader**

“

All my meetings with my advisor were extremely helpful, especially when starting the college process. Whether it was with my parents or alone, my advisor helped me with the college process whenever I needed it. **12th grader**



# MIDDLE SCHOOLS OUR SCHOLARS ATTEND

A.P. Giannini Middle School  
Alice Fong Yu Alternative School  
Alta Vista School  
Aptos Middle School  
Bessie Carmichael School  
Buena Vista Horace Mann Community School  
Burke's  
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  
KIPP San Francisco Bay Academy  
La Scuola International School  
Live Oak School  
Marin Country Day School  
Marina Middle School

Martin Luther King 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  
Presidio Middle School  
Rooftop School (Mayeda)  
Roosevelt Middle School  
San Francisco Friends School  
The San Francisco School  
St. Anthony-Immaculate Conception School  
St. Peter's Catholic School  
Stella Maris Academy  
Sterne School  
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  
 The Academy at McAteer  
 Archbishop Riordan High School  
 The Athenian School  
 Balboa High School  
 The Bay School of San Francisco  
 Capuchino High School (San Mateo)  
 Castro Valley High School  
 City Arts and Leadership Academy  
 Convent & Stuart Hall  
 Crystal Springs Uplands School  
 Drew School  
 Eastside College Preparatory School  
 El Camino High School  
 Galileo Academy of Science and Technology  
 Gateway High School  
 George Washington High School  
 Immaculate Conception Academy  
 independence High School  
 International High School  
 Lick-Wilmerding High School  
 Lowell 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  
 San Francisco University High School  
 San Francisco Waldorf HS  
 St. Ignatius College Preparatory  
 The Urban School





# COLLEGE ACCEPTANCES

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 University of the Pacific  
 University of Redlands  
 University of San Diego\*\*  
 University of San Francisco\*  
 Wellesley College\*  
 Whittier College  
 Willamette University  
 Xavier University

*Note: \* = one Scholar attended*

**33**  
**SCHOLARS**

**399**  
**APPLICATIONS**

**150**  
**ACCEPTANCES**

# ALUMNI HIGHLIGHTS



## MARTIN ENCINAS LEON

**SMART Class of 2004**  
**Presidio Hill School // International High School**  
**University of Southern California**

"SMART changed my life completely. It put me in spaces where I didn't know I belonged or had access to. It empowered me and my family to build our legacy. I am driven by my family and always looking to open doors for people who come from the same backgrounds as I do. Now, I run my own residential real estate practice -- Harper Real Estate -- and I like being able to come back to volunteer and help families as they begin their educational journey with SMART."



## EDGAR GARCIA

**SMART Class of 2005**  
**Saint James Catholic School // John O'Connell High School**  
**The Art Institute of California - San Francisco**

"SMART gave me structure, encouragement, and belief at a time when I was still figuring out who I wanted to be. I was part of the second SMART cohort, so it was a very different program back then. The biggest impact SMART had on me was meeting Tom, my tutor. He was like an older brother, someone who cared enough to answer my questions about life beyond academics. Now, I run a video agency that tells human-centered stories, often highlighting the work of nonprofits, schools, and community organizations."





# THANK YOU TO OUR SUPPORTERS

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*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 Shea, Sr. Director of Development & Communications of any inaccuracies or omissions by contacting him at [kelly@thesmartprogram.org](mailto:kelly@thesmartprogram.org).*

*We regret any errors.*





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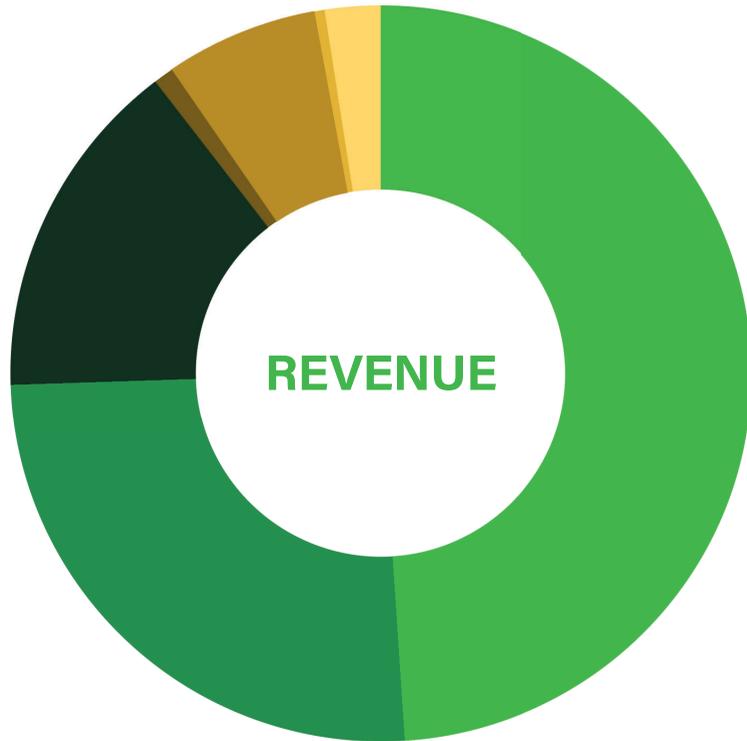
## 2,460

TOTAL  
VOLUNTEER  
HOURS

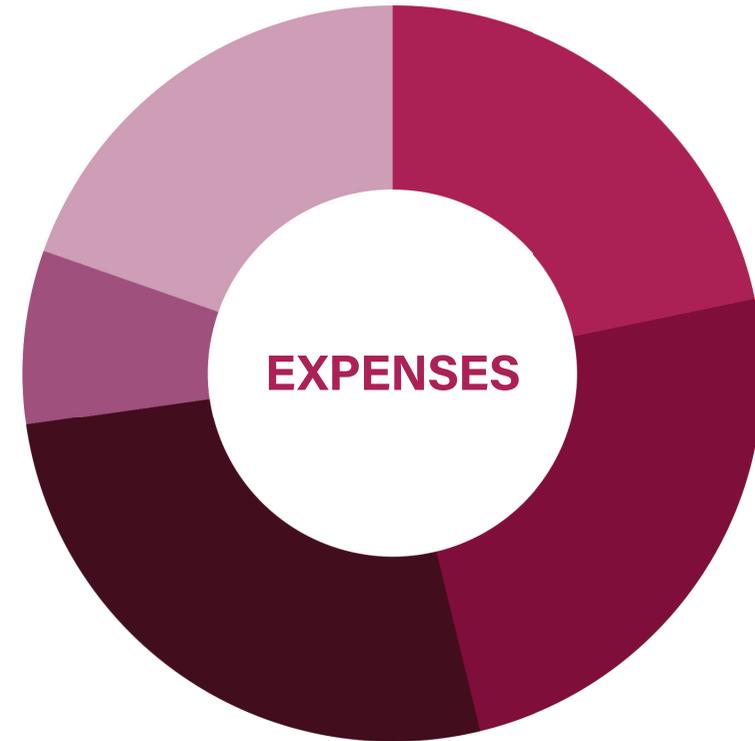
## \$98,744

FINANCIAL  
VALUE

# FINANCIALS\*



■ Individual Contributions	\$1,386,971
■ Foundation Grants	\$723,500
■ Corporate Contributions	\$427,278
■ Contribution of Nonfinancial Assets	\$24,809
■ Employee Retention Tax Credit	\$189,413
■ Earned Income	\$12,169
■ Other Income	\$69,367
<b>TOTAL REVENUE</b>	<b>\$2,833,507</b>



■ Middle School Prep Program	\$846,082
■ Middle School Achievement Program	\$952,951
■ College Achievement Program	\$1,033,616
■ Administration	\$297,947
■ Development	\$763,948
<b>TOTAL EXPENSES</b>	<b>\$3,894,544</b>
<b>CASH IN BANK AS OF 6/30/2025</b>	<b>\$994,449</b>

\*Unaudited financials



SMAU  
Daniela Garcia

SMAU  
Sergio Martinez

SMAU  
Linda Huang

SF State University

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