

2017 Annual Report

PROTECT
OUR
PROGRESS
2017



National
Urban League

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www.nul.org

“Incendiary language about immigrants, Muslims, woman and people of color has translated into discriminatory public policy, including an immigration ban that gives preference to one religion over another, baseless accusations of voter fraud that have provided fresh fuel to racially-discriminatory voter suppression measures in state legislatures; and efforts to dismantle the Affordable Care Act in parts, or as a whole, that would have the inevitable outcome of disproportionately burdening communities of color. On this, the National Urban League is resolute; we will protect our progress.”

Marc H. Morial
President & CEO

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A MESSAGE FROM THE PRESIDENT



Marc H. Morial
President & CEO

A handwritten signature in black ink, appearing to read "Marc H. Morial". The signature is fluid and cursive, with a long, sweeping underline that extends to the right.

With a new administration in the White House, 2017 began with a drastic shift in the direction of public policy and a stark challenge for the National Urban League and other organizations committed to preserving the social justice and civil rights advances of the last 50 years. The Urban League Movement expressed its commitment with a campaign dubbed “Protect Our Progress.”

While we took issue with many of President Trump’s Cabinet selections, we were – and remain – alarmed by the appointments of Education Secretary Betsy DeVos and Attorney General Jeff Sessions in particular. We raised our concerns about DeVos’s record of promoting educational policies that are inconsistent with civil rights and conflicts with the National Urban League’s long-held commitment to prioritizing educational equity. Sessions also had a well-documented record of civil rights offenses and close ties to extremist, white nationalist organizations.

The 2017 State of Black America® report, “Protect Our Progress,” released in May, found the social and economic gaps between Black and white Americans remained relatively unchanged, but that the nation as a whole had made significant progress, particularly in employment and health. The Affordable Care Act was credited with slashing the uninsured rate among African Americans in half. We also noted the Obama Administration’s aggressive enforcement of voting rights and its use of consent decrees to address racial discrimination, profiling and excessive use of force in a minority of police departments. But the progress the nation saw under the Obama Administration had already begun to erode.

Outrage over the dismantling of civil rights protections and other regressive proposals by the Trump administration, and the National Urban League’s prescription to combat it – the Main Street Marshall Plan – contributed to the overwhelming popularity of TV One’s national broadcast of the State of Black America Town Hall. The committed and engaged audience, discussing the issues on social media, made #StateOfBlackAmerica the number one trending hashtag in America during the broadcast.

The National Urban League 2017 Conference in July took us to St. Louis, where we bore witness to the inspirational transformation of the embattled community of Ferguson and the instrumental role the Urban League of Metropolitan St. Louis has played in uplifting the entire region.

August brought one of the darkest moments of the year, as Nazi sympathizers and white supremacists marched in the streets of Charlottesville, triggering violence that left a woman dead and 19 people injured. The tragedy served to crystalize the Urban League Movement’s responsibility in this deeply divided climate, and we frequently were called upon to speak out on national and local platforms.

The administration’s decision in September to rescind the Deferred Action on Childhood Arrivals (DACA) program galvanized our movement in support of legislation to protect Dreamers. Later in the year we joined in filing an amicus brief in support of two consolidated lawsuits, challenging the decision.

The year ended with the passage of a federal tax bill that pulled the rug out from the neediest Americans while handing a windfall to the wealthiest. In response, we vowed to do all we can to support the communities we serve in urban and rural America in the difficult time ahead, as we have since our founding in 1910. However, we said, we will not forget the harm caused by this bill and will continue to mobilize our communities to demand more from our nation’s highest governing bodies.

WORKFORCE DEVELOPMENT

In 2017, the Workforce Development Division continued to implement a suite of workforce development programs targeted to adults, the long-term unemployed, seniors, youth and returning citizens. These important workforce development programs are further complemented by our foundational program, Project Empower University. What follows is a brief synopsis of each program and relevant outcomes where appropriate to report. Please note that the Programs remain in progress and outcomes are not final numbers.

URBAN SENIORS JOBS PROGRAM (USJP) assists low-income adults 55 years or older, who are unemployed and have severely limited employment prospects, by providing them with paid community service assignments, access to training and educational opportunities, job readiness workshops and supportive services including financial and health education assistance with the goal of attaining unsubsidized employment.

- 1,173 Individuals enrolled
- 206 Individuals became job ready
- 142 Individuals employed
- 39.5% Employment rate

URBAN YOUTH EMPOWERMENT PROGRAM (UYEP) engages at-risk and adjudicated youth either to assist them academically or to prepare them for entering the workforce through a comprehensive set of services that include: case management, service learning, restorative justice, education, mentoring, internships, and on-the-job training. Historically targeting 16 to 24-year olds, the model has been effectively applied to younger youth (14 and 15-year olds) as well.

- 900 Individuals enrolled
- 125 Individuals employed (18-24 year olds)
- 60% Employment rate (met USDOL program goal)
- 100 Individuals earned credentials

URBAN REENTRIY JOBS PROGRAM (URJP) engages convicted adults in work release programs to connect them with industry-recognized credentials and employment opportunities. Participants receive access to supportive services, case management, educational, credentialing and training opportunities, mentoring, job readiness assistance, and job placement assistance.

- 441 Individuals enrolled
- 219 Individuals employed (25+)
- 49.6% Employment rate (on target to meet USDOL program goal)
- 237 Individuals earned credentials

URBAN TECH JOBS PROGRAM (UTJP) targets the long-term unemployed and trains them for middle skill occupations in the Information Technology sector. By placing unemployed participants into entry-level IT positions and coupling the work with training, participants will progress to higher wage occupations typically occupied by H1B visa candidates.

- 468 individuals enrolled
- 486 individuals enrolled in one or more trainings
- 374 individuals completed one or more trainings
- 139 individuals employed to date
- 37% individuals completed one or more trainings employed

URBAN APPRENTICESHIP JOBS PROGRAM (UAJP) has two objectives: (1) the program targets unemployed and underemployed adults, in particular minority individuals and women in apprenticeships in the Information and Communication Technology (ICT) Sector and (2) the program seeks to facilitate access and opportunity to disadvantaged populations to traditional Registered Apprenticeship programs operating in the communities in which Urban League Affiliates serve. UAJP launched in September 2016.

- 250 individuals enrolled in pre-apprenticeship or preparatory training

PROJECT EMPOWER UNIVERSITY: Project Empower University, formerly known as Project Empower U, serves as the foundation of our efforts to engage affiliates in a full suite of technical assistance/capacity-building efforts. The 1.0 model was designed to enhance affiliate operations as workforce development practitioners with a focus on technical assistance/capacity building to deliver workforce development services more effectively. Urban League (UL) affiliates accessed four capacities shown by research to be essential to effective workforce development: integrated case management, effective partnerships, effective data management, and sector-based training models that create real career pathways within and across sectors. 45 affiliates participated under the 1.0 model.

The 2.0 model focuses on implementation of Integrated Services Delivery models in the form of either Integrated Case Management (ICM) or a Financial Empowerment Center (FEC), an integrated bundled service delivery design focused specifically on workforce and financial capability. The 2.0 model adopts a three-tier approach: Tier 1 affiliates (four affiliates) consisted of very strong affiliates targeted to adopt, design and fully implement the ICM model in 2016. Tier 2 affiliates (10 affiliates) consisted of affiliates that are committed to the principles of integration, but required more time to complete development, alignment, and fundraising in order to be ready for successful implementation. Tier 3 affiliates (31 affiliates) were assigned to participate in the online learning community, facilitate dissemination of information within the affiliate. The 2.0 model also adopts the “University” model, in which Affiliates will advance through the tiers to graduation. 38 Affiliates are participating in the 2.0 model.

The 3.0 model, which will launch in October 2018, will focus on delivering to UL Affiliates enhanced capacity building services, in the form of introduction to NUL workforce development models that can be replicated locally and ancillary development services that enhance overall program delivery.

ENTREPRENEURSHIP CENTERS The Urban League Entrepreneurship Centers, located in 13 affiliate markets, equipped minority entrepreneurs with the management skills needed to grow their businesses, obtain financing or contracts, and create or preserve jobs. The Entrepreneurship Centers provided a combined 35,400 hours of business counseling and training services to 12,168 clients; assisted clients in procuring more than \$222,000,000 in financing, equity, grants, bonding and contracts; while helping to create or save over 7,700 jobs.

EDUCATION AND YOUTH DEVELOPMENT

EDUCATION & YOUTH DEVELOPMENT

Twelve of the 2017 *Project Ready* (PR) grants were successfully close out. The end of the year youth survey revealed that we secured significant impact. The intention is that the end users, the youth, would determine how we are doing. During this reporting period, a total of 385 youth ages 11 – 19 years old responded to the survey that was an increase of 151% from last year. Eighty-one percent of the youth who responded to the survey; indicated that they know the importance of attending school every day. Of the 385 respondents, 95% set goals for the future; 90% learned what kind of leader they can be; 91% believe that students their age can do things to make the world better and 94% know a lot more about what careers match their interests.

The Kuder Navigator® continues to serve as our online career exploration tool for all PR students in grades 6 through 12. This site will enable students to discover how their interest and skills match a wide array of educational and career paths. To date we have 3,081 total registered users. We completed the a Kuder Coach® pilot that served 56 of the 3,000+ middle and high school students in seven cities (Atlanta, GA; Louisville, KY; West Palm Beach, FL; Rochester, NY; Pittsburgh, PA; Chicago, IL and Fort Wayne, IN). The students received one on one coaching on careers specific to STEAM over three sessions within a 6-8-week time period. Results determined students showed significant growth in their awareness of STEAM careers, confidence in college & career decisions, creating short & long term plans.

During the year the PR team concluded a STEAM Maker Implementation Study. The Study was an evaluation of the PR sites in Seattle, WA; Chicago, IL and Chattanooga, TN. The study included site

visits specific to program observation and partnership review, student data analysis, staff and student focus groups. In conclusion we determined the strengths, weaknesses, opportunities and potential threats for the integration of Maker into our already existing Project Ready STEAM programs.

MENTOR

- The *Project Ready* Mentor (PRM) team successfully completed the comprehensive Department of Justice (DOJ) reports for Mentor III, IV and V. The highlight of the report was the end of year youth survey.
- The end of year youth survey included 385 youth ages 11 – 19 responded to the survey, which was an increase of 151% from last year. Of the 385 respondents 60% or 229 respondents were participants in the PRM sites. Eighty-one percent of the youth who responded to the survey; indicated that they know the importance of attending school every day. Of the 385 respondents, 95% set goals for the future; 90% learned what kind of leader they can be; 91% believe that students their age can do things to make the world better and 94% know a lot more about what careers match their interests.
- The PRM III program closed out and the final number of youth served, ages 11-18 was 239. The cohort had 46 young people graduate high school, engaged a total of 105 trained mentors with an 87% retention rate and hosted 48 youth and 9 mentors at the NUL Youth Leadership Summit for two consecutive years.
- The PRM-IV sites successfully completed the second year of funding
 - In the last Quarter of 2017, the cohort served 303 young people ages 11-18

EQUITY AND EXCELLENCE PROJECT (EEP)

- NUL has developed a targeted communications strategy and National Campaign called “No Ceilings on Success,” derived from the concept of “breaking glass ceilings” on educational success. As our national initiative to spread awareness around EEP focus areas and school reform / innovation, “No Ceilings on Success” (NCOS) will leverage a partnership with Urban Solutions to spread awareness and best practices for local involvement through their digital, social, TV and radio platforms. In addition to policy advocates and leaders, our campaign will reach parents, students, families and educators across the country.
- In collaboration with our long-standing partner, Educational Testing Service (ETS), the National Urban League hosted a convening, “Changing the Dynamic: A Discussion on Rural-Urban Approaches to Advance Equity for All Student,” on October 16-17, 2017, focused on common issues and concerns of rural and urban school districts, and seeking possible alignment around equity for all students. Speakers and panelists include Jim Geringer, Former Governor of Wyoming, and Dr. Roy Jones, Professor and Executive Director of the Call Me MISTER Program at Clemson University.
- October 30-31, 2017: An “Equity in ESSA Convening” was held in New Orleans, and co-convened by NUL and UnidosUS, centered on ways to drive equity in district plans and in local implementation of ESSA plans and highlighted effective Affiliate approaches to partnership & advocacy. Nearly 150 participants from across the country participated, including national Equity and Education reform partners and Urban League Affiliate CEOs.
- In December, the Education Policy and Advocacy Team began reading the ESSA State Plans, with the goal of identifying if each state’s plan was likely to improve educational equity and excellence in the state. The rating criteria focused on the 7 EEP Focus Areas, and on supports and interventions, resource equity, and breaking the school to prison pipeline.

YOUTH LEADERSHIP SUMMIT

- The 28th Annual Youth Leadership Summit was held from July 25-30, 2017 on the campus of Washington University in St. Louis.
- Attendance: 343 participants
- Attendees came from
 - 44 cities across America, representing
 - 31 Urban League affiliates
 - 24 States including the District of Columbia
- Program highlights included: 7th Annual Inspiring the Next Generation of Innovators: Real World STEAM Career Day – increase participants’ understanding of real world applications of Science, Technology, Engineering, Art / Agriculture and Math.
- 8th Annual Project Ready Invitational College Fair – colleges, universities, financial aid and college access organizations will participate in this event, which is also open to the public.
- 9th Annual Project Ready Case Competition – opportunity for Project Ready affiliate sites to empower their youth to compete to develop the best solution to a critical issue impacting their community
- Project Wellness TEEN– focuses on enlightening youth on effective approaches to achieving positive outcomes for their development and overall well-being
- Citizen Scientist / Citizen Historian – opportunity for participants to learn the history of, and conduct service learning projects in, the St. Louis area.
- Youth Town Hall – This event was held in Ferguson, Missouri and engaged youth, youth advocates and leaders in a dialogue about current events, providing an opportunity to gain insight and commentary from young people on the challenges they face in their lives and in their communities.

HEALTH AND QUALITY OF LIFE

PROJECT WELLNESS

*A Signature Program of the
National Urban League*

By design, *Project Wellness's* strategic approach is to reduce racial health disparities and to address the social determinants of health and to promote health and wellness equity. This is done by empowering Urban League affiliates and the communities they serve to utilize an evidence-based, culturally relevant wellness approach to community health and wellness.

EXCLUSIVE FEATURES

Developed in partnership with the Morehouse School of Medicine and adapted from the CDC's Power to Prevent curriculum, the Project Wellness manual educates staff, partners and community health workers on the most prevalent and chronic health issues and diseases found among African Americans, such as heart disease, diabetes, obesity, HIV and youth violence.

Additionally, NUL's signature health program has grown to include a strong, purpose-centered focus on mental health issues, specifically acknowledges the stress factors of race and poverty in underserved communities, improves health literacy, promotes peer support services, helps affiliate leaders establish strategic partnerships, and builds sustainable community-focused programs and services.

Project Wellness's most unique characteristic comes by way of the roadmap and learning tools this program provides staff and participants. NUL's approach encourages and supports each participant as they take ownership of their health, lifestyle behaviors and health management, with the ongoing support of professional affiliate staff, trained community health workers and a group of robust local partners.

Operating in 25 Urban League affiliates, the Project Wellness Guide provides a range of health and wellness materials which include a community health worker training curriculum, partnering guidelines, advocacy toolkits, a step-by-step implementation guide, an evaluation manual and specific modules focusing on youth, men and women and the health of seniors, among others.

2018 PROJECT WELLNESS FUNDERS

- American Hospital Association
- Anthem, Inc.
- Centers for Disease Control and Prevention
- CVS
- Pfizer
- Tyson

BASED ON A BEDROCK OF SUCCESS

The National Urban League currently supports several programs based on the Project Wellness model, including:

- Community Health Worker Initiative with the American Hospital Association
- KNOW Hunger Campaign Initiative with Tyson Foods
- American Hospital Association, CEO Executive Leadership and Hospital Trustee Cultivation
- Smoking Cessation Education and Support with CVS
- Health Education (Opioid Awareness; Breast, Heart & Emotional Health) with Anthem, Inc. and Pfizer, health literacy and activation at the Annual Essence Festival and Chicago Back to School Activities and training and providing technical Assistance at the league's Whitney M. Young, Jr. Urban Leadership Conference
- Partnering and Communicating Together, (PACT) to Act Against AIDS

In total, over 40 Urban League affiliates operate a variety of health and wellness initiatives that include education, outreach, prevention and/or treatment services focusing on mental health, substance abuse, family planning, teen pregnancy, nutrition, diabetes, heart disease, obesity, cancer, asthma, sickle cell anemia, high-risk youth behavior, HIV/AIDS, senior health, and veterans health, among others.

PACT, CDC TO ACT AGAINST AIDS

The National Urban League has been a member of Partnering and Communicating Together, PACT, for the past three years and has been a Center for Disease Control and Prevention grantee for over 10 years. The CDC PACT work allows the NUL to sub-grant to affiliates in Miami, Florida, West Palm Beach, Florida,

Grenville, South Carolina, Indianapolis, Indiana and Hampton, Virginia. The work of PACT is to lift up CDC messages, messengers, campaigns and national HIV and AIDS observance and awareness days while placing a laser like focus on HIV and AIDS treatment, testing, services and care. To date, NUL PACT and its affiliates have secure 33 strategic partners, reached over 2 million individuals with HIV and AIDS messages and hosted more than 300 conferences, fairs and testing events.

CORE ACTIONS

- Proving advocacy and calling for social justice in regards to health care as a fundamental right and privilege
- Providing health and wellness education and awareness
- Navigating access to high-quality health services, social services and insurance
- Peer counseling and support for healthy behavioral change
- Securing social determinants of health advocacy to ensure community members receive needed services and support
- Building local health and wellness assets
- Mobilizing to eliminate barriers to high-quality healthcare and improved health outcomes
- Developing replicable and sustainable national programs to promote healthy lives
- Providing training on Mental Health First AID

HOUSING AND WEALTH BUILDING

HOUSING COUNSELING

NUL has been a HUD Approved Housing Counseling Intermediary for over 30 years. In 2017 we coordinated a network of 29 affiliates in 19 states and the District of Columbia that helped 20,668 clients improve access to safe and affordable housing. Specifically, our work maximizes opportunities and addresses obstacles related to homelessness, rental and fair housing, as well as homeownership preparation, purchase and sustainability as vehicles of economic mobility. Direct service providers engage clients in goal-setting, budgeting, credit building and repair, helping negotiate terms with agents, and identifying emergency and financial assistance. Each affiliate tailors this menu of services to the community in which it operates and works with a diverse group of public and private organizations to increase impact. An annual grant from HUD through the Comprehensive Housing Counseling program helps subsidize the fulfillment of federal standards and achieve basic outcomes. Additional leverage from philanthropy, private industry, policy analysis and NUL programs in education, workforce development, health and entrepreneurship, create long-term sustainability and economic empowerment for the communities we serve.

FORECLOSURE PREVENTION ("RESTORE OUR HOMES")

helped distressed homeowners understand, evaluate and navigate their financial crises by providing specific action steps and, when possible, helping them avoid foreclosure by negotiating an affordable loan modification or terms of forbearance. In 2017, the League served approximately 3,000 homeowners (85% avoided foreclosure) with the assistance of HUD-Approved Urban League Affiliate Housing Counselors. Since the apex of the great recession in 2009, the Urban League has served more than 50,000 clients through this program.

ASSET BUILDING AND FINANCIAL CAPABILITY (FINANCIAL EMPOWERMENT CENTERS)

encapsulates a comprehensive bundled service delivery approach that integrates career development with income supports and financial coaching to help adults and families build the financial capability needed to reach financial stability and upward mobility. The Centers focus on empowering people to earn more, to manage and retain more of what they earn, to reduce debt, enhance credit scores, increase savings and build assets in an integrated goals-driven approach. Launched in the fall of 2013, in the first 4 years of development, the first three Urban League Financial Empowerment Centers have helped more than 3,000 people to build their financial balance sheets and increase their capacity and opportunities for continual growth, and another 6 affiliates are in the process of establishing FEC operations in 2019. In 2017, an additional 700 clients received financial coaching under the Project Reinvest grant.

WASHINGTON BUREAU

2017 HIGHLIGHTS

ADVOCACY

- Continued to invest in its advocacy capacity by hiring a Director of Congressional Advocacy, a newly created position that works closely with the Vice President of Advocacy to develop our strategy for mobilizing members of the Urban League Movement to help advance our federal legislative and policy priorities.
- Created a Congressional Advocacy database that serves as a conduit to capture advocacy activities across the movement and share information between the Washington Bureau and grass tops leaders. The Advocacy team trained Affiliate CEOs and internal stakeholders on how to use the database to record congressional advocacy actions and feedback from meetings with members of Congress.
- Mobilized the Urban League Movement to advocate on behalf of important issues impacting NUL communities. Issues included healthcare reform, tax reform and immigration.
- Six separate advocacy campaigns were run throughout the year, coupled with 17 Advocacy Action Alerts and five letters to Congress from CEO Marc H. Morial.

TECH & TELECOMMUNICATIONS

- Provided advocacy support for our Lexington Affiliate CEO's participation in a public hearing on Charter Communications refranchising process.
- Secured another year of a DOJ contract for a wireless infrastructure apprenticeship program. This program provides minorities with apprenticeships, which puts participants on a path to well-paid opportunities and a chance to build lifelong careers.
- National Urban League President and CEO Marc H. Morial, was appointed to serve on the FCC Diversity and Digital Empowerment Committee and as Chair of the Diversity in Tech Subcommittee, where he will lead the effort in providing recommendations and best practices on how the FCC should address the lack of diversity concerns at tech companies.

HEALTH & EDUCATION

- During the Legislative Policy Conference, held briefings for the Association of Executives titled "Life or Death: Protecting Access to Health Care in Vulnerable Communities" and "Education Today: Tools To Advance Equity And Excellence So That Every Child Succeeds"
- In June, held a briefing on Capitol Hill titled, "Telehealth: Promise and Peril for Communities of Color."

CIVIL RIGHTS & WORKFORCE

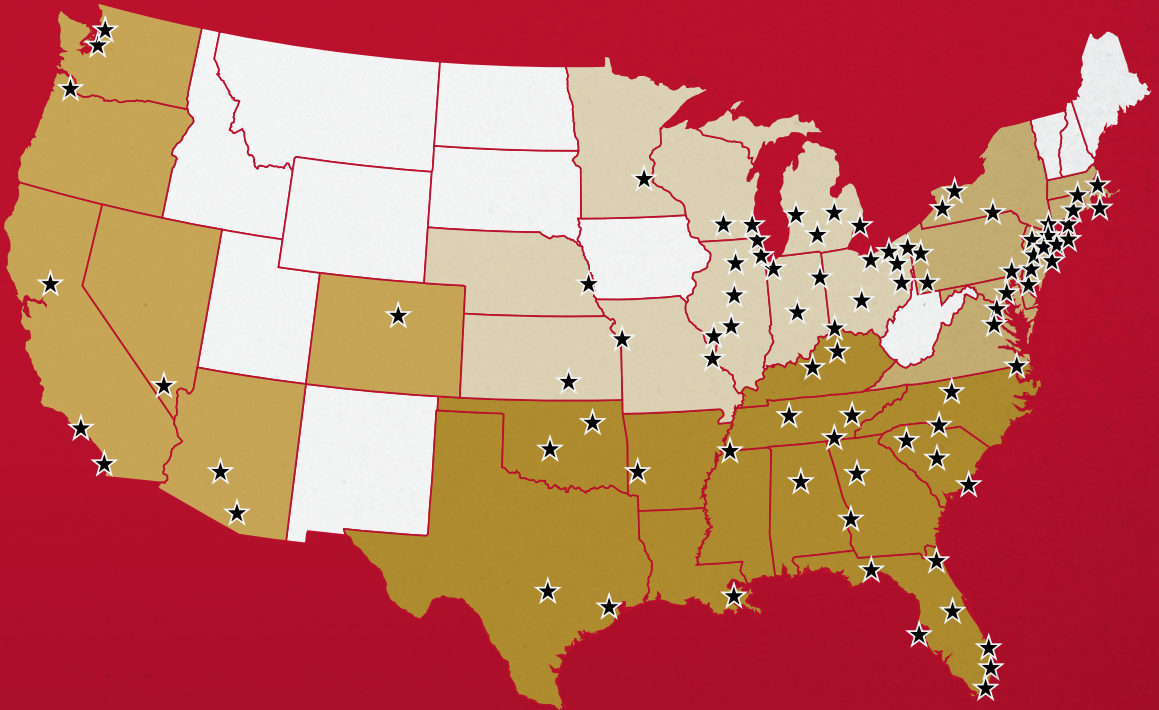
- In October, held a briefing on Capitol Hill titled, "Future Of Work: The Impact of the Tech Revolution on People of Color. Ranking Members Bobby Scott of the House Education and Workforce Committee at tended the briefing as did Rep. Al Green of Texas .
- Submitted comments regarding overtime pay to the U.S. Department of Labor reiterating support for the final rule issued under the Obama Administration that would have significantly increased the number of people who qualify for time-and-a-half pay for any hours they work beyond 40 in a week.

FINANCIAL SERVICES & HOUSING

- Provided strong recommendations on infrastructure inclusion and equity: 1) as testimony to the House Energy Subcommittee; 2) in a letter to the Senate Appropriations Subcommittee on Transportation, Housing and Urban Development ; and 3) in a letter to the Senate Committee on Commerce, Science and Transportation.
- Joined 126 other civil rights groups in a letter to the U.S. Senate in support of the End Racial and Religious Profiling Act of 2017.
- The Federal Housing Finance Agency updated its application form for homeowners having mortgage payment challenges to include National Urban League priorities related to language access and housing counseling.

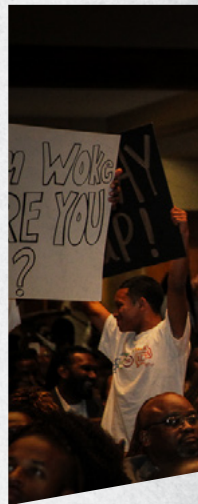
88 AFFILIATE LOCATIONS

300 COMMUNITIES



Affiliates of the National Urban League are the centers of activity in and around their communities. Their professionally-staffed offices are where Urban League services come to life – where people and their neighborhoods grow, change, and strengthen. Located in 36 states across the U.S., including the District of Columbia, our affiliates cultivate a symbiotic relationship with local residents and companies and advocate for positive change in their communities. While all affiliates must meet the rigorous standards set by the national office, they each have the flexibility to tailor their services to local community needs, thereby ensuring the best results for the communities they serve.





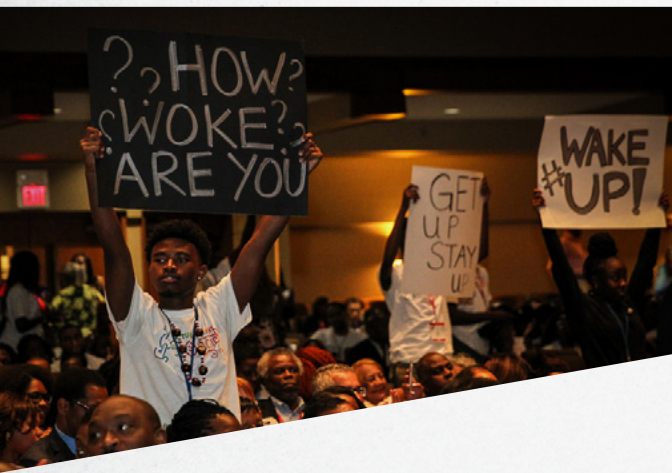


TO OUR SUPPORTERS

The National Urban League thanks each of our individual, corporate and foundation supporters who generously contributed in 2016. Whether a long-standing partner or a new friend, we value your faith in our mission and goals. With your assistance, we are able to continue working toward our Empowerment Goals:

- Every American child is ready for college, work and life.
- Every American has access to jobs with a living wage and good benefits.
- Every American lives in safe, decent, affordable and energy efficient housing on fair terms.
- Every American has access to quality and affordable health care solutions.

To learn more about how to support the National Urban League or for a complete list of our annual sponsors, visit www.nul.org.



Donor Category Report 2016

Corporations, Foundations, Nonprofits and Individuals

CORPORATIONS, FOUNDATIONS AND NONPROFITS

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National Association of Broadcasters
National Education Association
Time Warner Inc.
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\$10,000-\$24,999 - (\$10,000.00 +)

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American Express Foundation
American Heart Association
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Estate of Ruth B. Jaynes
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Estate of Lorraine Presha
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Estate of Robert L. Williams
Estate of Helene Wareham

* Deceased

** Includes In-Kind Contributions

2017 Financial Statements

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

as of December 31, 2017

2017

ASSETS

Cash and cash equivalents	\$ 13,467,139
Grants and pledges receivable, net	17,981,750
Franchise fees receivable, net	830,315
Prepaid expenses and other assets	511,882
Interest rate swap agreement	17,056
Investments	23,142,455
Property and equipment, net	13,073,299
Total assets	<u>69,023,896</u>

LIABILITIES AND NET ASSETS

Liabilities

Accounts payable and accrued expenses	\$ 6,000,799
Accrued payroll and vacation benefits	502,676
Accrued pension benefit costs	5,864,046
Accrued defined contribution costs	590,578
Deferred rent credit	618,248
Bonds Payable, net	4,085,098
Line of Credit	1,500,000
Contract advances and other deposits	316,105
Loan payable	-
Total liabilities	<u>19,477,550</u>

Net assets

Unrestricted	
Undesignated	\$ 6,398,523
Pension related	(9,756,368)
Total unrestricted net assets	<u>(3,357,845)</u>
Temporarily restricted	32,906,126
Permanently restricted	
Total net assets	<u>49,546,346</u>
Total liabilities and net assets	<u>\$ 69,023,896</u>

STATEMENT OF ACTIVITIES

for the Year Ended December 31, 2017

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
OPERATING ACTIVITIES				
Revenue, Gains, and Other Support				
Government grants and contracts	\$ 25,267,190	\$ -	\$ -	\$ 25,267,190
Donated materials and services	7,359,216	-	-	7,359,216
Contributions	7,213,578	15,791,843	-	23,005,421
Legacies and bequests	362,729	-	-	362,729
Special events	1,764,858	-	-	1,764,858
Program service fees	6,875,617	-	-	6,875,617
Franchise fees	904,000	-	-	904,000
Net investment return designated for current operations	1,016,709	-	-	1,016,709
Sale of publications	14,148	-	-	14,148
Other	472,688	-	-	472,688
<i>Net assets released from restrictions</i>				
Satisfaction of restrictions	14,582,289	(14,582,289)	-	-
Total revenue, gains, and other support	65,833,022	1,209,554		67,042,576
OPERATING EXPENSES				
Program Services				
Economic empowerment	30,276,633	-	-	30,276,633
Education and youth empowerment	5,789,296	-	-	5,789,296
Civic engagement and leadership empowerment	13,987,694	-	-	13,987,694
Technical assistance to affiliates	2,537,076	-	-	2,537,076
Health and quality of life empowerment	1,056,080	-	-	1,056,080
Civil rights and racial justice empowerment	356,795	-	-	356,795
Urban Empowerment Fund	425,337	-	-	425,337
Total program services	54,428,911	-	-	54,428,911
Supporting Services				
Management and general	6,944,065	-	-	6,944,065
Fundraising	4,205,527	-	-	4,205,527
Total expenses	65,578,503	-	-	65,578,503
Changes in net assets from operations	254,519	1,209,554		1,464,073
NON-OPERATING ACTIVITIES				
Investment return net of amount designated for current operations	-	1,819,356	-	1,819,356
Gain in fair value of interest rate swap obligation	17,056	-	-	17,056
Pension-related changes other than net periodic pension costs	41,955	-	-	41,955
Total non-operating activities	59,011	1,819,356		1,878,367
Changes in net assets	313,530	3,028,910		3,342,440
Net assets, beginning of year	(3,671,375)	29,877,216	19,998,065	46,203,906
Net assets, end of year	\$ (3,357,845)	\$ 32,906,126	\$ 19,998,065	\$ 49,546,346

A complete copy of the 2017 Audit Report can be provided at 120 Wall Street, New York, NY 10005 or online at www.nul.org.

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