3,400+ Students Attending
11 Elementary & Middle Schools
375 Outstanding Educators
$0 Cost to Attend
400+ Active Volunteers

#11 Nationally in Reading
#16 Nationally in Math
#1 Overall in Ohio
$1M Scholarships to Top Private High Schools
+80% Relative Advantage in Math Progress

All results data provided by Stanford University Credo Study 2017
Dear Friends,

The 2017-2018 school year began with a bang as we launched two new middle schools. E Prep Willard and Citizens Leadership Academy East opened to give students and families educational options in neighborhoods without enough high-quality seats. In addition, two of our newest elementary schools grew by adding students and grade levels, and we served over 3,000 students network-wide.

A refresh of our Strategic Plan was a major focus for Breakthrough, Friends of Breakthrough, and our school models throughout the year. So much has changed in our city, our state, and our nation since 2014 that we knew we needed to update our goals and priorities. Our mission and values remain the same, and the refresh reaffirmed our commitments to academic excellence, professional development for our educators, and financial sustainability.

Our refresh recognizes that helping students achieve excellence means supporting them with effective and inspiring teachers. Moving forward, we will continue to make investments in coaching novice teachers and building career paths for Breakthrough educators. Currently, we retain 80% of our most highly-rated teachers, creating the staffing stability that is sure to lift up our scholars.

Families set the stage for learning. Increasingly, we are planning events to let our families know more deeply what their children are learning, and exploring new ways to help families engage with the school and support their children’s success. We also realize that social emotional learning is just as essential as student proficiency.

The expiration of two federal grants brought financial sustainability to the forefront of our Strategic Plan refresh. Going forward, the network will focus on streamlining and cost synergies, as well as supporting year round student recruitment.

Our family engagement efforts will help reduce student attrition, as we work to reach our enrollment goals to minimize dependence on philanthropy.

It’s an exciting time for education in Cleveland with a major push to bring Say Yes to Education to the city, and flourishing partnerships between schools and like-minded organizations. As always, Breakthrough will act as a partner in citywide solutions driven by the Mayor, the Cleveland Transformation Alliance, the Cleveland Metropolitan School District, and others. We also look forward to continuing collaboration with other high-quality charter schools in the state.

A strong K-8 foundation makes a difference in Cleveland’s future, as today’s eighth graders are tomorrow’s high schoolers, college grads, and workforce. We are proud to report that 81% of our eighth grade graduates advanced to some of the area’s best college prep high schools, including high-performing district schools, parochial schools, and independent schools.

A holistic and coordinated approach to education holds great promise for our city. Breakthrough is gratified to have a clear direction forward and to contribute to an ongoing community effort to elevate education in Cleveland.

Dear Friends,

Alan Rosskamm
CEO, Breakthrough Schools
Dear Friends,

On behalf of the Breakthrough Schools network, I write in gratitude for the incredible support our community continues to provide our scholars. Generous donors contributed over $2,000 per child to our network last year, and the end pages of this report name each and every donor who made a contribution in the fiscal year ending June 30, 2018. Those gifts help us provide quality K-8 education in the Cleveland neighborhoods needing it most.

Education funding in Ohio continues to be discriminatory against our schools and families. Breakthrough Schools outperform all the Big 8 city school districts in Ohio and many inner ring suburbs, but we receive less than two-thirds the public funding of district schools in the very same neighborhoods. As much as we believe that philanthropists should not bear responsibility for funding great public schools, it appears to be our only choice. Ohio’s school funding formula is unlikely to change significantly in the near future.

We do not ask this lightly. We spent the year thinking about what we can do internally to narrow the $2,000 per pupil public funding gap. We realized we need to vastly increase the number of individual donors, so we are thrilled to announce that we added a Senior Advancement Officer, Tim Mann, who is focused on individual giving. At the same time we are boosting fundraising capacity, we are also taking steps to add and retain more students. We overhauled Breakthrough’s student recruitment strategy in ways that are already demonstrating results. Adding just ten to twenty scholars per school adds tremendous revenue and also fulfills our mission of serving more students.

The big win will be when we fix public funding. We continue to advocate in Columbus for more equitable funding in line with the true costs of educating Cleveland students. While we continue this work, we need your help! We appreciate your role in our success and hope that you will renew your support of Breakthrough Schools this year.

I hope that you will consider making a gift, volunteering at one of our schools, attending an event, and inviting your friends to a school tour. These activities help us close the funding gap, spread our mission, and most importantly, put more Cleveland area children on the pathway to success in life.
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Donate

Contributions support quality academics and facilities for new and growing schools!

It’s my FIRST DAY OF KINDERGARTEN

Village Prep Willard Scholar kicks off the year in the new gym!
Completed the Village and E Prep Willard campus on Cleveland’s west side.

Renovated Citizens Academy East campus to open Citizens Leadership Academy East, the middle school companion to the existing K-5 school.

Renovated the Charles Eliot school building as Citizens Academy Southeast’s permanent home, and the future home of Citizens Leadership Academy Southeast.

Capital Projects

$6M
Philanthropy Raised

1,000+
Donors

730
New Friends

66
Cultivation Events

400+
Volunteers

178
School Tour Visitors

$6M
Philanthropy Raised

1,000+
Donors

730
New Friends

66
Cultivation Events

400+
Volunteers

178
School Tour Visitors

Capital Projects

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Volunteer

Volunteers amplify Breakthrough’s impact on kids!

Breakthrough did more with less thanks to 400+ volunteers that gave so generously all throughout the year!

60 volunteers came to our schools regularly to work directly with scholars.

18 mentors helped 8th graders transition to high school.

18 corporate groups finished “Done in a Day” projects to beautify facilities.

78 unique members served on one or more of the governing boards for Breakthrough, Friends of Breakthrough, and the three school models.

A Few Shoutouts!

- Dozens of brand new trees are taking root at three school locations, thanks to the Western Reserve Land Conservancy.

- KPMG provided 600 new books and other supplies to three schools as part of the Family for Literacy effort. Employees delivered the materials and also stayed to read and discuss selections with our engaged scholars.

- University Hospitals sent Dr. Marco Costa, Dr. Chris Zirafi, and Stacey Mazzurco, R.N. to train middle schoolers to be “Healthy Heart Agents” in their communities.
Advocate

We are advocating for equitable funding supporting public charter schools like ours!

Breakthrough Schools is a proud CMSD portfolio school network.

Cleveland’s public charter schools dominated the top quartile of K-8 schools on measures of student achievement (Performance Index) and growth (Value-Added) in 2017-2018. We advocate for all public charter schools that deliver results and provide families the educational opportunities they seek for their children.

During the year, we:

• Stayed active in Ohio’s “High Quality Charter Coalition”. The coalition creates a single voice on what Columbus needs to do to fix charter school funding.

• Teamed with other high quality public charter school networks in DC. We made the case that the federal government needs to fund high quality charter management organizations like Breakthrough Schools.

• Included 9 elected officials in school tours or other visits. This raised legislative and executive awareness of the value we create for Ohio and our metropolitan region.
Events

Events connect us to supporters.

New friends and old attended our major fundraising event that raised an incredible amount of funds and awareness this year. In addition to our annual Breakthrough BASH at the Hilton Cleveland Downtown, our golf outing and a series of events getting young professionals to raise a glass promote opportunities for you to join us to show support for Breakthrough.
7th Annual Breakthrough BASH

This super-charged gala is powered by Breakthrough students past and present, demonstrating the extraordinary returns on every dollar raised. The 2018 BASH Host Committee, chaired by Rita and Sanjay Sehgal and Tracy and Bruce Wilhelm, pulled out all the stops to create this unforgettable night!

1,030 ATTENDED | 29 NEW CLASSROOMS | $862,000 RAISED, NET OF EXPENSES
PRESENTED BY KEY BANK

Swing for the Stars – 7th Annual Golf Outing

A day out on the course raises support from those who are all in for quality education. The top foursome, including Tom Rudibaugh, Mike Pray, John McCann, and Pat Flynn, dedicated their win to E Prep Willard!

116 GOLFERS WITH A RAIN CHECK | $45,000 RAISED
PRESENTED BY WELLS FARGO BANK

Young Professionals Raise Your Glass Series

Cleveland’s early career crowd gathers for conversation, networking, and to share Breakthrough’s mission on behalf of the Friends of Breakthrough board.

75 ATTENDED | $900 RAISED
PRESENTED BY SAUCY BREW WORKS

Blue Plate Special

Howard Fuller, director of the Institute for the Transformation of Learning at Marquette University, keynoted this awareness event in August 2017 to a sold-out crowd. Fuller’s message to educators and their allies: kids must come before institutions.

Breakthrough Celebrates Black History Month

Students from five Breakthrough schools joined to express the meaning of Black history through their own words, melodies, and movements.

Student Teacher Panel Discussion

An end of year panel discussion brought eighth graders and teachers together to reflect on the Breakthrough experience with members of our donor community.

EDGE Day at the Ballpark

Entrepreneurs EDGE matched 90 of our middle schoolers with 55 business mentors for out-of-school fun and connection at Progressive Field for Indians v Tampa Bay. Thanks to sponsors Fairmont Santrol, Fifth Third Bank, and Nordson Corporation!
Incomes:
- Government Grants and Philanthropy: $9,599,542
- Rental Income: $3,683,349
- Other: $500,512

**Total Income**: $13,783,403

Expenses:
- Program Related: $6,564,157
- Administrative: $457,967
- Depreciation and Interests: $1,593,920
- Development: $326,383

**Total Expenditures**: $8,942,427

Retained for Growth Initiatives*: $4,840,976

*Includes pledges receivable

**Income**:
- Earned: $4,962,083
- Government Grants and Philanthropy: $3,858,531
- Other: $166,783

**Total Income**: $8,987,397

**Expense**:
- Network Support Expense: $3,323,998
- Salaries and Benefits: $5,115,898
- Purchased Services: $355,846
- Supplies: $115,293

**Total Expenditures**: $8,911,035

Operating Surplus: $76,362

Fiscal Year 2018 Unaudited Financials

### PHILANTHROPIC BREAKDOWN

- 36% Individual and Family Foundations
- 37% Government Grants
- 10% Corporations
- 17% Foundations
CITIZENS LEADERSHIP
ACADEMY EAST SCHOLAR
READS ALONG WITH
CITIZENS ACADEMY
EAST STUDENTS

13
Thank you to all of our amazing supporters!

LEGACY GIVING

Semper Virens, latin for ‘evergreen’, was chosen as the name for The Semper Virens Legacy Society because it demonstrates the significant, long-term support of those donors committed to extending their support for Breakthrough Schools well into the future.

The following members have made a provision for Breakthrough Schools in their estate planning:
William and Mary Conway, Kay Ingersoll, Walter and Jean Kalberer, Andrew and Karen Lee, Betty Rosskamm, Alan and Barbara Rosskamm, Jack Sherwin, William and Nancy Seelbach, Diane Singer and Jeff Ehrbar, John and Susan Turben, and Dick and Cheri Pace.

Last year, Friends of Breakthrough established an Organizational Fund through our partnership with the Cleveland Foundation as a stable way to steward these gifts along with an initial corpus fund to provide investment resulting in predictable sources of income to meet the long term needs of Breakthrough Schools.

We are so grateful to all of the inaugural members of the Semper Virens Legacy Society, whose thoughtfully planned gifts will strengthen the fund and help to ensure Breakthrough’s financial sustainability well into the future. For more information about Semper Virens or legacy giving, contact Susan Ertle, Executive Director Friends of Breakthrough Schools at sertle@breakthroughschools.org or visit our webpage at breakthroughschools.org/friends/sempervirens/.
July 1, 2017 - June 30, 2018

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