BREAKTHROUGH IN FOUR STEPS

Breakthrough partners with school districts and families to identify 6th-graders who are academically-motivated and aspire to become first-generation college students.

Middle school students lay the foundation for success through our year-round programs. Breakthrough’s “students-teaching-students” model helps students build academic confidence and develop college-going mindsets along with their peers. Families are empowered to be informed educational advocates for their students.

Breakthrough works with students and families to thrive in high school, starting with choosing the best high school for them. Support continues through academic advising, tutoring, career exposure, leadership development programs, and parent education.

High school students and their families benefit from a robust college access program including family education, student workshops, standardized test prep, and individualized college admissions counseling.

DEAR FRIENDS,

I am thrilled to share Breakthrough Silicon Valley’s 2018 Annual Report, and to reflect on the impact we achieved together for our students, their families, and our Teaching Fellows. I am proud of what we accomplished together and filled with gratitude to all of you—our community of champions—who have made this impact possible.

More than 50 committed volunteer tutors provided critical 1:1 support, 20 corporate partners embraced our students and our mission, and 56 outstanding Teaching Fellows poured their hearts and souls into providing a launchpad for their students’ college journeys. Countless more provided generous financial support.

Together with Breakthrough, you made a difference for first-gen students and aspiring young educators.

We are deeply grateful for the many ways you supported our work in 2018. Here are just a few:

• As schools face budget deficits, and teachers and counselors are strained to provide individualized support, we doubled the capacity of our college advising program.

• Breakthrough is enriching more lives than ever. In 2018 we welcomed 550 students across six grades and two school districts, completing an aggressive six-year growth initiative, during which our total enrollment grew by 170%.

• We celebrated the Class of 2018 as 97% enrolled full-time into college. 85% are attending four-year colleges and universities, far outpacing national averages for low-income and first-generation college-bound students.

• Your generosity blew us away on a magical night at our Are You Smarter than a Breakthrough Student? in October. By contributing over $500,000 that night, you ensured that every Breakthrough student has access to the support, knowledge, and tools they need to realize their dreams of attending college.

As I look ahead, I am excited, inspired, and hopeful. We have just graduated our largest class ever, including our first graduates from our Franklin-McKinley School District site in East San Jose. We have launched a new initiative that will support our students to grow as leaders, welcomed talented new staff members, and are building infrastructure to more fully support six years of robust programs for nearly 600 students.

I invite you to enjoy this 2018 Annual Report and to join us in celebrating the impact you created through your support. Thank you for your commitment to creating educational equity.

With my deepest gratitude,

[Signature]

John Hiester
Executive Director
2018 HIGHLIGHTS

More than 65 Breakthrough juniors (members of the Class of 2019) traveled to Southern California for a whirlwind college tour. Our largest junior class ever visited 10 colleges in 3 days, including UCs, CSUs and small private colleges.

249 6th graders applied to join Breakthrough’s newest cohort. Breakthrough staff, volunteers, and alumni interviewed more than 140 students and families in just 3 weeks for 120 available spots in the program.

On National College Decision Day (May 1st) the 32 members of Breakthrough’s Class of 2018 secured their spots at schools like USF, UC Davis, Cal Poly SLO, University of Redlands, MIT, and Stanford.

With the launch of our summer programs, BTSV hired a second full-time college advisor, thereby extending critical 1:1 support to our growing classes of 11th and 12th graders and their families as they navigate the long and complicated college application process.

BTSV celebrated the class of 2018 as they officially began their college careers! 97% of the Class of 2018 enrolled directly into college, with over 85% enrolling directly into four-year colleges, far outperforming national averages for low-income and first-generation college-bound students.

280 people attended the 8th annual Are You Smarter than a Breakthrough Student? benefit at the Computer History Museum raising over $500,000. Read more about the event on pages 12-13.

BTSV was selected as a 2018 Top-Rated Nonprofit by Great Nonprofits.

BTSV’s Board of Directors approved a new 2-year strategic plan that establishes the priorities of investing in program excellence, building financial and human resources, and engaging our Teaching Fellow and student alumni as partners in our work.

OUR RESULTS

91% of Class of 2018 received an offer to a four-year college or university

85% of students chose to attend a four-year institution

98% of alumni have graduated, or are on track to graduate, within six years

548 students served in 2017-2018

95% first generation in family to attend college

78% receive free or reduced-price lunch

73% live in a household where English is not the primary language

STUDENT DEMOGRAPHICS

548 students served in 2017-2018

95% first generation in family to attend college

78% receive free or reduced-price lunch

73% live in a household where English is not the primary language
RODRIGO

Princeton University, Class of 2020
BTSV Teaching Fellow – 8th Grade Literature and Poetry

When I was 11 years old, my parents got deported. It was a big hit to my family. My dad was an electrician. He had a great job. I moved in with my older sister in San Jose, and when my niece came along, it was the three of us. I helped raise her. It was very difficult for us.

I’d thought about being a teacher before, but now I know that’s what I want to do. At Breakthrough, I got the whole experience. I got to plan my own lessons. I got to be the teacher in the room. And my Instructional Coach was great. I learned better habits that come with being an active teacher. The biggest thing I learned about myself is that I am capable of doing anything I set my mind to.

I talked about my life with my students – just the normal things I do. One day, I shared a poem that was very personal, from my experiences being a Latino student. I was the person telling them, “I’m doing this with you, and we are going to be okay!” Having one person that just pushes you a little – it can change a lot.

Breakthrough students go outside of what’s being taught – they go beyond. Those are the moments that make teaching worth it – the little moments, when a student teaches you.

CAREER GOAL: High School Spanish or Social Studies Teacher

DALE

Bellarmine College Preparatory
BTSV Class of 2019

EDUCATIONAL GOAL: Major in Engineering

My dad passed away when I was four. My mom is the breadwinner. She works a shift from 3 p.m. to 1 a.m. so I don’t really see her much during the school week. My older sisters have always helped take care of me. They’re really excited to see me go to college.

I’m interested in STEM. I took challenging classes at Bellarmine like AP Physics, and Calculus. I can see calculus in a more concrete way now, through physics.

Without Breakthrough, I wouldn’t have gotten all this support. I can’t imagine where I’d be now without that. Breakthrough taught me from an early age about academic workload, about prioritizing and time management – all those practical skills that will continue to help me in the future.

The middle school summer program was really challenging. It made me realize, “Wow, this is what it’s going to be like in the future. This is the hard work I need to commit to in order to reach my goals.”

Over the summer before senior year, Breakthrough had a college camp. A big focus was essay help – polishing them and getting them done before school. It was great! My Breakthrough counselor really takes the time to understand his students. We talk about what I want to do with my future.

College is a way to make it in the world. I want to take this time to explore the world and what I can do in the world. I feel like I’m ready for that!
I want to be the first one in my family to graduate from college. I want to be a person that my kids look up to and know that I worked hard and succeeded.

My friends at school don’t really talk about going to college. With Breakthrough, I feel like we go in more prepared for the school year. I know I’m not going to struggle like some of the other kids will.

At Breakthrough, my classes are never more than eight students. When I need extra help, I know I’ll get it here. In school, it’s more intimidating to ask a question.

In the summer program, my favorite subjects were chemistry and writing. I enjoy learning about the elements. And my writing has improved. Before, I would do one draft, but over the summer, I’d do five or six. More edits make my writing better.

After the summer, I was way more excited about math. I started out in regular math at school, and then I moved up to advanced math. My experience at Breakthrough really helped me do that. Everything being taught in regular math class, I knew it already because of Breakthrough.

I think Breakthrough is going to continue to help me by pushing me, so I don’t give up, so I always do my best, even if something is really challenging. Breakthrough is such a positive community. If you ever get a bad grade on a test, everyone says ‘I can help you with that!’

Thanks to their generous philanthropy and groundbreaking sector-building work, the Sobrato name looms large in the Valley’s nonprofit community and also here at Breakthrough Silicon Valley. The Sobrato Family Foundation has made a tremendous impact on Breakthrough and on the lives of our students and teaching fellows, contributing over $260,000 towards our mission since 2014. This support has helped BTSV serve more students and to offer more critical services, such as individualized college admissions counseling and extended summer opportunities for all of our high school students!

Throughout 2018 Breakthrough was proud to participate in the first cohort of the Sobrato Impact Lab, a new initiative by the Foundation to support 10 select organizations to accelerate their efforts in measuring and evaluating the impact of their work.

John Hiester, Executive Director, Breakthrough Silicon Valley states, “At Breakthrough we see the results of our work every day in the success of our students, but we must learn what is driving this success.”

We constantly strive to know what’s working so we can do more of it, what’s not working so we can make adjustments, and what gaps in support might we need to address. The Sobrato Impact Lab has provided a valuable arena for learning and reflecting on what we do best, learning from peer organizations, and working closely with a coach to determine how we might measure and enhance our impact across six years of programming.

The Impact Lab experience is already paying dividends. We developed an “Impact Model” which provides a framework that aligns all of our programs around four core elements—college access, academic support, developing college-going mindsets, and family engagement. In addition, we created tools for measuring our impact in each of these core elements.

Two of our core values at Breakthrough are “Commitment to Excellence” and “Continuous Assessment.” Thanks to our participation in the Sobrato Impact Lab we are more prepared now than ever to live-out these values and ensure that we will make the biggest difference possible for our students, their families, and our teaching fellows.
Savina Ann Vargas
BTSV 2012
B.A. Psychology, UC Merced, 2016

Savina is teaching 6th grade Math and Science, and working on getting her teaching credential. In the future, she aims to go back to school and get three more degrees—M.A. in Education, M.A. in Counseling, and a Ph.D.

After graduating high school, Savina headed straight to college. Despite facing significant challenges in her first year, she made it her goal to graduate within four years to prove that she could beat the odds as a first-generation student. Joining an amazing fraternity set her on her journey to self-discovery and helped her make friends for life. She’s currently optimizing Breakthrough’s dual mission by working as an educator at a charter school in East San Jose.

“I have two pieces of advice for current Breakthrough students. One being do not be afraid to ask for help, whether it is with academics or life. There are people out there who want you to do better and to be the best version of you. My second piece of advice is to not let people define you. It does not matter where you come from, who you are, who your parents are, your class status etc. What matters is how you make your mark in the world.”

Ricardo Lopez Borrayo
BTSV 2013
M.S. Quantitative Economics, Cal Poly San Luis Obispo, 2018

Ricardo is working at his dream job as a Data Analyst at Gardner Health Services. He aspires to move into a supervisory role, buy a house, go on exciting adventures, and make his family’s dreams come true.

Ricardo earned his Bachelor’s and Master’s degrees in Economics. College is where Ricardo pushed himself outside his comfort zone, a place where he broke out of his shell to become the person he is today. For Ricardo, the friends he made there, and the family he found away from home were the highlights of his college experience. Earning a college degree allowed him to see all his hard work and perseverance, and his parents’ endless sacrifices, finally pay off. He credits Breakthrough for teaching him the invaluable lesson of asking for help—a skill that Ricardo says applies to both his professional life and his personal life.

“I’d advise Breakthrough students to take risks. Remember that you are young and college will be one of the best times of your lives. Be someone and make a difference because Breakthrough students are special. You are important and you matter. Don’t ever let anyone tell you otherwise.”

Tommy S. Heng
BTSV 2018
B.S. Electrical Engineering and Computer Science, Massachusetts Institute of Technology, 2022

Tommy is busy at MIT developing an educational tool for middle school and high school students to learn how to program digital assistants like Amazon’s Alexa. In the future, he hopes to investigate all the avenues that college has opened for him—whether it is a career in software development, continuing on to do research, or working in education after graduation.

College has been a time of self-discovery for Tommy—providing him with the opportunity to try many new experiences with new friends and to develop new skills. Tommy credits Breakthrough with providing the support he needed to choose the right college for him. He notes that all the college application workshops and the guidance provided by Breakthrough staff helped him get to where he is now.

“At Breakthrough, I think the most important thing I learned was that teachers are people too. During the summer program, I found it really easy to become friends with the teachers, who were actually high school and college students. I eventually realized that all teachers, not just the student teachers at the summer program, are human, and that I can talk to them like I would anyone else I meet. This realization helped me start my path down improving my self-advocacy.”

Colleges that said “Yes” to the class of 2018!

Austin College
Barnard College
Birmingham-Southern College
California Lutheran University
Cal Poly Pomona
Cal Poly San Luis Obispo
California Inst. of Tech.
Case Western Reserve Univ.
Chapman University
Colorado College
CSU Channel Islands
CSU Chico
CSU East Bay
CSU Fullerton
CSU Long Beach
CSU Monterey Bay
CSU Northridge
CSU Sacramento
CSU Stanislaus
California Institute of Tech.
UCLA
Lawrence University
Tufts University
UC Berkeley
UC Davis
UC Irvine
UC San Diego
UC Santa Barbara
UC Santa Cruz
University of British Columbia
University of La Verne
University of Nevada - Reno
University of the Pacific
University of Redlands
University of San Francisco
Ursinus College
Whitman College
Whitfield College
Williams College
Wheaton College
Worcester Polytechnic Inst.

Remsenburg Polytechnic Inst.
St. Mary’s College of California
San Francisco State University
San Jose State University
Scripps College
Seattle University
Sonoma State University
Stanford University
Swarthmore College
UC Berkeley
UC Davis
UC Irvine
UC San Diego
UC Santa Barbara
UC Santa Cruz
University of British Columbia
University of La Verne
University of Nevada - Reno
University of the Pacific
University of Redlands
University of San Francisco
Ursinus College
Whitman College
Whitfield College
Williams College
Wheaton College
Worcester Polytechnic Inst.
This is the moment for us all to send a clear message to all of our Breakthrough students that we believe in them, we will fight for them, and we believe that they have limitless potential... regardless of where their family came from, where they live, or their family’s income.

Executive Director John Hiester to guests at BTSV’s 2018 Are You Smarter event

Over 280 guests came together at the Computer History Museum on October 18, 2018 to raise critical funds and to celebrate and recognize Breakthrough students—their motivation, effort, and success in their schools, careers, and lives. Success made possible, not only by their hard work and determination, but also by the broader Breakthrough Silicon Valley community of donors, board members, and volunteers who support them to achieve their dreams!

The evening raised more than $500,000 to help Breakthrough continue to deliver high-level programming and provide bright, motivated students with the choices and opportunities they deserve.

Following your dreams requires a certain amount of freedom from responsibilities or the pressure to survive. To follow your dreams you have to have choices.

Event speaker Edgar, BTSV Class of 2019

**FINANCIALS**

**REVENUE**

- **Individuals**: 35%
- **Foundations**: 23%
- **Fundraising Events**: 24%
- **Corporations**: 13%
- **Special Events**: 4%
- **Management & General**: 4%

**EXPENSES**

- **Program**: 76%
- **Fundraising**: 16%
- **Management & General**: 4%
- **Special Events**: 4%
- **Corporations**: 13%

**REVENUE**

$1,702,694

**EXPENSES**

$1,647,418

**SPECIAL THANKS TO OUR SUPPORTERS**

**VALEDICTORIAN ($50,000+)**
- Anonymous
- Applied Materials
- Elena Marimo Berk
- Michelle Cale and
  Duncan Greatwood
- Intrepid Philanthropy Foundation
- Quest Foundation
- Sobrato Family Foundation
- Webb Family Foundation
- Yellow Chair Foundation

**SALUTATORIAN ($20,000-$49,999)**
- Adobe Systems
- California Department
  of Education
- The Campbell Foundation
- Generous Hearts Foundation
- William and Charlene Glikbarg
  Family Foundation
- Mary Anderson Harrison
  Foundation
- Jonathan Heiliger and
  Germaine Yokoyama-Heiliger
- Susan Newman and Mike Dixon
- Nicholas B. Ottaway Foundation
- Matt and Allison Raio
- Amy Rao and Harry Plant
- Roger Rosner and
  Rowena Dodson

**SUMMA CUM LAUDE ($10,000-$19,999)**
- Anonymous
- Mark and Sandra Asher
- Bellerjar Foundation
- City of San Jose
- Davidson Family Foundation
- Marnie Elizaga and
  Salman Ullah
- Jim and Lin French
- Wanda and Lance Ginner
- Vlado and Cipara Herman
- Christine and Dave Kennedy
- Rita Lane and Norma Fries
- Lockheed Martin
- Melanie and Eric Piziali
- Jeff and Veronica Polini
- Mark Rabkin and Kristina
  Holst-Rabkin
- Mercury News Wish Book Fund
- Michael and Kathy Scandling
  Silicon Valley Bank

**MAGNA CUM LAUDE ($5,000-$9,999)**
- Mitra Ahani and Dave Tollner
- April and Andrew Bosworth
- Joanna and Ben Boyer
- Ellen and Sean Dempsey
- Jennifer and Leonard Duski
- Sally and Tom Edsall
- Chad Fentress and Laura Pelco
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  Chris Sobczyn
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**SPECIAL THANKS TO OUR SUPPORTERS**

CASE AND LISA SWENSON
- Swenson Foundation
- Technology Credit Union
- Sherice and Angel Torres
- Bryan and Carol Underwood
- Maria and Isaac Vaughn
- Diana Walsh and John Walker
- Wells Fargo
- Western Digital Foundation
- Steve and Marcia Wright

**I have supported Breakthrough for years because I am inspired by the Breakthrough students who are pursuing and achieving their college dreams. These students teach us so much about determination, and I have seen Breakthrough’s program strive to continuously improve to support these students. I also deeply care about Breakthrough’s dual mission to provide an entry point for bright, dedicated college students to enter careers in teaching. I have felt the benefit personally, in my own life, of powerful teachers and I want that same opportunity for all students.**

Angela Filo
Co-founder, Yellow Chair Foundation
Cam Laude ($1,000-$4,999)
Stefanie Bagel, Cathrin and Jonas Anckerman
Apple Corporation
Avid Bank
Kathleen Bennett and
Thomas O’Brien
Bothy Tree Concerts North
Rachel and JP Bolen
Iris and Charles Bombelyn
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Silvia Alvarez
AmazonSmile
Web Augustine
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Jen Brandon
Brian Brockhouse and
Jean Meyer
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Joseph Connolly
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Ozer Durmaciciglu
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Christina and Rob Harvey
Janet Hedley and
Richard McCormack
Lisa Xuan Herbold
Bob and Judy Hiester
Melissa Johns
Cristina and Jeff Joseph
Todd and Julie Kaye

Tech CU focusses its time and resources to helping grow the next generation of tech talent right here in our community. We see the need for diversity and educating our local kids to be the leaders of Silicon Valley in the year to come. Breakthrough Silicon Valley is making sure that these highly motivated students are getting the opportunity to thrive in this innovation economy through education, support, and a network of alumni and professionals. We could not be more proud to partner with these students and BTSV!

Honors ($100-$249)

Bonnie Keet
Julia Lota
Louise Lee
Ben Lemke
Karen Lesher
Peter Levin and Lisa Voge-Levin
Yvonne Leyba
Lingua Franca NYC
Eden and Josh
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Meredith Muller
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Sarah Rosston
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Narissa Vania
Debra Winston
Rhonda Winters
Kim Bing Wu and
Yo-Wu-Jamison

Based on donations received February 2018 through January 2019. While we work hard to ensure the accuracy of all information presented, we sincerely apologize if we have made any errors or omissions.

Merit (Up to $99)
Susan and Bob Adams
Mona Aguilar
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Ricardo Lopez-Barran
Nancy Brown
Melissa Canela
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Barbara Watanabe
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AJ Tutoring
Archbishop Mitty High School
Bellarmine College Preparatory
Beyond 12
Braven
The Breakthrough Collaborative
The Computer History Museum
Eastside College Preparatory School
East Side Union High School District
Elevate Tutoring
Franklin-McKinley School District
Google
Hillbrook School
Kehillah Jewish High School
KIPP Bay Area Schools
Luis Valdez Leadership Academy
Making Waves Foundation
Notre Dame High School
Presentation High School
Proto
RAFT: Resource Area for Teaching
San Jose State University - Department of Child and Adolescent Development
San Jose Unified School District
Santa Clara University - Office of the President; Office of Child Studies, Future Teacher’s Project; Ignatian Center for Jesuit Education; School of Education and Counseling Psychology
Stanford Graduate School of Education - Policy, Organization, and Leadership Studies Program
Students Rising Above
Teach for America
The Tech Museum of Innovation - Tech Challenge
Urban Teachers
Valley Christian High School

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Breakthrough Silicon Valley is deeply grateful to the following individuals who completed their Board service in 2019: Rogelio Ruiz, Sharon Timoner, and Maria Nash Vaughn.

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Senior Coordinator of Student Success
Tina Briceño
Director of Admissions and Middle School Programs
Karen Camacho
Middle School Program Coordinator
Johnny Du
Development Manager
Andrea Garcia
Senior Coordinator of College Access Programs
DeAndra Hicks
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The Girls’ Middle School
Wendy Savinor
District Secondary ELA Instructional Coach
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Mark Silver
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Hillbrook School
Ariel Morris Spector
Director of Curriculum and Programming
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THANK YOU FOR YOUR SUPPORT!

ONLY ONE IN TEN LOW-INCOME YOUNG ADULTS GRADUATE FROM COLLEGE. LET’S CHANGE THAT.