

GROWING BEYOND



Annual Report 2018



"I'M INSPIRED TO CARE FOR THE ENVIRONMENT BECAUSE IT FEELS GOOD TO DO SOMETHING NOT JUST FOR YOURSELF, BUT FOR EVERYONE. IF WE DON'T TAKE CARE OF OUR EARTH THEN WE WON'T HAVE CLEAN OXYGEN AND THAT'S NOT GOOD FOR ANYONE."

-Shae, Grades of Green Student, 4th Grade

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LETTER FROM GRADES OF GREEN LEADERSHIP

What does a city-wide plastic utensil ban in California, a drip irrigation system in Costa Rica, and a working community water well in Uganda have in common? They are all projects led and implemented by Grades of Green students during the 2018 fiscal year! This past year has been filled with student innovation and leadership, unprecedented school and community involvement and BIG environmental impact. It was a year of growing beyond. Growing beyond our goals and beyond our stateside borders.

As our programs continued to expand within and beyond Southern California, we facilitated a global movement (21 countries and counting!) of students working together to protect the planet. While growing beyond, we also continued to perfect the “secret sauce” we are best known for: providing customized mentorship to our students.

We launched our first global competition; the Water Challenge. Modeled after our Los Angeles-based Trash Free Lunch Challenge competition, the Water Challenge engaged 26,000 students around the world to take action to address local water issues. Students formed teams and worked with a Grades of Green Advisor to receive personalized support, guidance and encouragement as they developed their unique solution to improve their local waters, and it worked. Over 1.8 million gallons of water were conserved and protected thanks to these students.

We are proud to have had another successful year hosting our waste reduction competition, the Trash Free Lunch Challenge, and mentoring a select group of eco-leaders through the Youth Corps. While these programs included a variety of in-person touchpoints, we were able to explore new opportunities to connect local eco-leaders with other eco-leaders around the world via letters, videos, and more.

Our Grades of Green Advisors and eco-leaders have developed exciting new ways to connect with each other regardless of where they live, and it has been truly inspiring to witness and cultivate. Now more than ever, we’re supporting students as they find their power to shape the world they want to live in by providing them the tools and guidance they need to spark change.

In 2018, we invested in our staff capacity and grew the organization by approximately 15% to meet the demand of our growing student population, and we received diverse funding from new and existing individuals, foundations and corporations. We are proud that 86% of every dollar donated to Grades of Green goes directly to help support the half a million students in our programs. And, because of you, Grades of Green has remained a FREE program for all students who participate around the world. Through pre/post research vetted by a third-party researcher, we now know that when a school takes on one of our programs, their student leaders are statistically more likely to participate in environmental actions, awareness and education in the future. Now that’s pretty amazing.

This year, our goal is to continue growing beyond to make environmental change happen, now. By 2020 we plan to work with 200,000 students across all 50 states and 25 countries to bring student-led environmental change to local communities. We look forward to a great year to come as we enter the 10th anniversary of Grades of Green’s founding. We thank you for the continued support to needed programs that help our students become the next generation of innovative eco-leaders and problem solvers.

With sincere gratitude,
Your Grades of Green Team



YOUR DOLLARS TURN IMAGINATION INTO ACTION AND RESULTS.

We take pride in running a lean, efficient and effective organization that engages hundreds of thousands of students who learn and live sustainably every day. The results are direct and measurable: Hundreds of thousands of bags of trash, thousands of pairs of used shoes, tens of tons of textiles, clothes and e-waste (used electronics) all diverted from landfills and either reused or recycled in ecologically friendly ways.

<u>Assets</u>	
Current assets:	
Cash and cash equivalents	\$ 52,072
Restricted cash - Endowment Fund (Note 5)	10,000
Pledges receivable	<u>40,640</u>
Total current assets	<u>102,712</u>
Property and equipment:	
Equipment	4,971
Less: accumulated depreciation	(4,543)
Intangible assets	39,544
Less: accumulated amortization	<u>-</u>
Total property and equipment, net	<u>39,972</u>
Other assets:	
Prepaid expenses	5,912
Deposits and Other	<u>3,605</u>
Total other assets	<u>9,517</u>
Total assets	<u>\$ 152,201</u>
<u>Liabilities and Net Assets</u>	
Current liabilities:	
Accounts payable and accrued liabilities	<u>\$ 29,796</u>
Total liabilities	<u>29,796</u>
Net assets:	
Unrestricted	(24,689)
Temporarily restricted (Note 3)	137,094
Permanently restricted (Notes 3 and 5)	<u>10,000</u>
Total net assets	<u>122,405</u>
Total liabilities and net assets	<u>\$ 152,201</u>

Grades of Green is proud to say that **86 cents of every dollar donated directly supports the half a million students in our program.** Because of you, Grades of Green has remained a FREE program for students across the globe.

	Support Services				Total
	Program Services	Management, General and Administrative	Fundraising	Total Support Services	
Salaries	\$ 259,045	15,413	19,145	34,558	293,603
Payroll taxes	23,144	1,272	1,513	2,785	25,929
Bank fees and other fees	-	4,282	1,430	5,712	5,712
Accounting	-	16,454	-	16,454	16,454
Outside contract services	79,782	330	-	330	80,112
Travel and mileage reimbursement	8,058	-	1,019	1,019	9,077
Marketing and promotion	11,521	-	5,300	5,300	16,821
Web design and hosting	1,365	-	-	-	1,365
Supplies	8,443	564	-	564	9,007
Printing and postage	2,323	140	-	140	2,463
Conferences, trainings and meetings	743	733	1,435	2,168	2,911
Miscellaneous	3,407	525	214	739	4,146
Computer supplies and equipment	-	5,948	-	5,948	5,948
Donated goods (Note 2)	24,497	-	-	-	24,497
Donated services (Note 2)	43,465	-	-	-	43,465
Insurance	-	8,272	-	8,272	8,272
Rent (Note 4)	34,971	-	-	-	34,971
Utilities and telephone	2,938	278	-	278	3,216
Bad debt	-	-	-	-	-
Depreciation	1,867	-	-	-	1,867
Total Expenses	\$ 505,569	54,211	30,056	84,267	589,836



ECO-LEADER

grades
green

a MODEL FOR SUSTAINABLE SUCCESS

Too often environmental education is a “one and done” experience. An in-class discussion about the importance of green issues and activities takes place (the “why”), then the school and kids go back to the way things were.

Making environmental protection second nature requires connecting the “why” with the “how”; teaching students sustainable habits they will carry for a lifetime by taking tangible action outside the classroom.

We’ve discovered that the best way to ensure long-term success is to offer education, programs and activities that are fun, easy to launch, easy to replicate and easy to share with family and friends. And to augment them with robust resources, one-on-one support and coaching.





GRADES OF GREEN PROVIDES STRATEGIC SUPPORT TO OUR SCHOOLS BY:

- Providing a **personal advisor** to each school participating in our programs to coach/mentor students, faculty & parents.
- Helping them **sustain** the Grades of Green Activities they have begun and incentivizing them to add more Green Activities and make them an integral part of the school going forward.
- Helping guide the school's progress by providing **personalized recommendations** in terms of goals, campus culture and Grades of Green Activities they can do at their school to protect the environment.
- Reducing the workload on teachers and school staff and helps them roll out a school-wide program with successful and **measurable results**.

“ENVIRONMENTAL SCIENCE AND BIOLOGY IS SOMETHING I WANT TO DEDICATE MY LIFE TO AND BY STARTING HERE, AT YOUTH CORPS, I BELIEVE I CAN TAKE THE RIGHT STEP INTO MAKING POWERFUL CHANGE IN OUR ENVIRONMENT FOR THE BETTER. TAKING CARE OF THE ENVIRONMENT IS IMPORTANT TO ME BECAUSE WE ONLY GET THIS BEAUTIFUL EARTH ONCE. PRESERVING IT AND WORKING IN UNISON WITH IT IS SOMETHING I BELIEVE IS REALLY IMPORTANT SINCE IT PROVIDES US WITH EVERYTHING. THIS EARTH IS SO BEAUTIFUL AND WE ONLY GET TO LIVE IN IT ONCE, SO NURTURING IT AND DOING EVERYTHING WE CAN TO SAVE IT TAKES A BIG PLACE IN MY HEART AND I WANT TO DO EVERYTHING I CAN TO PROTECT IT. ”

-Isabella, High School Youth Corps Eco-Leader



YOUTH CORPS ECO-LEADERSHIP PROGRAM:

Every year up to 60 students in the Grades of Green Youth Corps Eco-Leadership Program (Youth Corps) get a chance to go "deeper," effecting real change by implementing a yearlong Grades of Green Eco-Project in their school or community. Some even help create lasting policy changes in their schools and communities.

These 2nd through 12th grade students receive regular mentorship and leadership training from passionate Grades of Green staff and a supportive peer network of fellow Youth Corps students. Empowered as leaders from the beginning, they also recruit and engage fellow students in their projects; and often inspire their peers, educators, parents, and whole communities to care about the environment.

BY THE NUMBERS:

The next generation's green leaders are already at work:

- 18,000 students were **inspired** by Youth Corps students to care for the environment
- 21,060 pounds of trash were **diverted** from landfills
- 1,600 pairs of shoes were **diverted** from landfills
- 250 gallons of water were **conserved**
- 167 students were **educated** about native gardens
- 1,345 students were **educated** about waste reduction
- 3,522 used goods were **collected and diverted** from landfills
- 4,338 pounds of e-waste were **collected**
- 1,250 students were **taught** about green cleaning
- 130 students were **taught** about No Idle Zones

YOUTH CORPS ECO-LEADERS PLANT TREES AT WHITTIER NARROWS



In the fall, our Los Angeles Youth Corps Eco-leaders voted on a Grades of Green Activity to implement together. They selected **Native Gardens** and ended up planting some much needed trees at Whittier Narrows Recreation Area in South El Monte.

The tree planting event was part of a 4-year tree restoration program initiated by Amigos de los Rios, a non-profit organization that helps the environment by creating parks and protecting trees. Before digging in, Youth Corps Eco-leaders and friends watched a tree planting demonstration, learned about the loss of hundreds of trees at Whittier Narrows due to the invasive boring beetle, and discovered some fascinating facts about trees. After the tree workshop led by Amigos de los Rios staff, everyone was supplied with shovels, rakes and gloves and broke up into teams of four to get planting. Youth Corps students and friends had tons of fun naming and personifying the trees with props.

Once all trees were planted, Youth Corps Eco-leaders broke up into groups to pick up litter, gather data about the event, and to geo-locate the newly planted trees. The Youth Corps Tree Planting Event was full of **fun and hands-on science** but will also provide lots of long term benefits to the local environment of El Monte.

Together, Youth Corps Eco Leaders and their friends planted a whopping **45 trees** - that covers up an estimated 675 square feet! The shade from the trees' canopies will make the area underneath them 10 degrees cooler - great for anyone visiting the area this summer. They'll also provide additional habitat for friendly animals such as birds, gophers and others. Our trees will **absorb 457 pounds of carbon dioxide** from nearby freeways in just one year and help improve air quality!

AISHA, 6TH GRADE

Aisha is a 6th grade student at Jeffrey Trail Middle School in Irvine. She has been a Youth Corps Eco-Leader for three years and has been passionate about green cleaning. During the 2017-2018 school year, Aisha taught her entire campus of over 1,000 students how to make green cleaning products at home by creating a tutorial video that was presented on her school's news broadcast.



RYLEE, 8TH GRADE

Rylee is an 8th grader at Adams Middle School in Redondo Beach, CA. She joined the Youth Corps Eco-Leadership Program when she was in 2nd grade as has participated in the program ever since. Rylee has always been passionate about protecting all areas of the environment, so her Grades of Green Activity for the past five years has been to host an **Eco-Festival**. During these eco-festivals, Rylee is able to educate the community about green cleaning, waste reduction, local ecosystems, and more in a fun and interactive way.

At the beginning of the 2017-2018 school year, Rylee knew she wanted to do something special for her bat mitzvah project. She wanted her Eco-Festival to be even bigger and better than ever before so she applied for a **\$500 grant** through the Disney Be Inspired grant program administered by Youth Service America. After a rigorous application process, Rylee was granted \$500!

With just a month to prepare for her annual Eco-Festival, Rylee parntered with multiple local organizations, students, and community members to staff the many interactive, educational, and entertaining booths at her Eco-Festival. Local community leaders like Assemblymember Al Muratsuchi, Redondo Beach Council Members John Gran and Laura Emdee, Redondo Beach School Board President Brad Waller, and a representative from the Office of State Senator Ben Allen came to acknowledge Rylee's environmental efforts over the past five years.

By the end of her Eco-Festival, Rylee was able to **inspire and empower nearly 400 students and community members** to go green in their everyday lives - her most successful Eco-Festival yet!



ISAIAH WILLIAMS, 12TH GRADE

Isaiah is a 12th grader at Milikan High School in Long Beach, CA and has been in Youth Corps Eco-Leadership Program for four years. Isaiah has always been passionate about protecting all areas of the environment, so his Grades of Green Activities have always been about **educating his peers and younger students** about different ways to care for the environment. Throughout his years on the Youth Corps, Isaiah has hosted a birdwatching event and created and distributed a coloring book to teach kids about ocean pollution prevention. During the 2017-2018 school year, Isaiah gave a presentation and helped students at Hughes Middle School in Long Beach install a bluebird-friendly garden.

Isaiah was recognized on the court during the Los Angeles Lakers vs. Sacramento Kings halftime show for his outstanding environmental work by receiving the **Lakers' Community Champion of the Month** award.



GRADES OF GREEN ECO-LEADERS SUPPORT SINGLE USE PLASTICS BAN



Youth Corps Eco-leaders Penn, Carter, Ethan, Lila and Sienna advocated for the **ban of all single use plastic straws, utensils, and stirrers** in front of the Manhattan Beach City Council.

These students spoke out about the negative impact plastic straws, utensils, and polystyrene products have on our environment, such as harming human health and marine life. Penn even wore a mon”straw”sity costume to highlight the negative impacts that single-use plastic straws can have on the environment.

After the students presentation, the city’s environmental manager proposed a ban on single use plastics. After a lively conversation, **the City Council voted unanimously to move ahead with a ban on plastic utensils, stirrers and last but not least, straws!**



Eco-leaders from Presidio Hill School in San Francisco also met with local leaders to discuss their disdain for single-use plastics. Both the **Standing Mayor and Supervisor agreed with the students and supported their fierce passion** in engaging the community in education about straws.

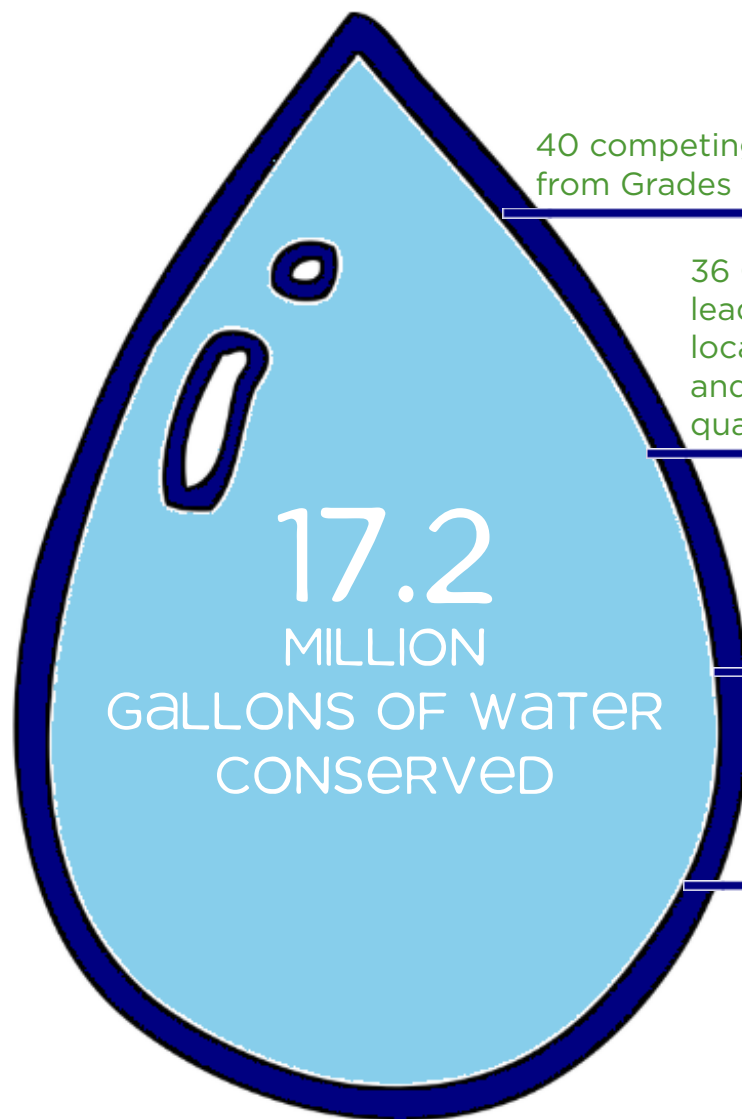
“THE ENVIRONMENTAL CHALLENGES FACING OUR INDUSTRY AND OUR PLANET ARE REAL. GRADES OF GREEN IS DOING ITS PART TO ENGAGE STUDENTS IN THINKING ABOUT SOLUTIONS AND WE ARE PROUD TO PARTNER WITH THEM IN THIS CAUSE.”

-Tamika Lang, Boeing Global Engagement Senior Manager



WATER CHALLENGE

Grades of Green's Water Challenge was a **virtual** challenge program that inspired students to take action to conserve and protect water at school and in their communities. Through the Water Challenge, Grades of Green Teams of student leaders researched their local water resources while **making habit changes to reduce their water footprints**. Each participating Water Challenge school worked with student leaders to educate their peers about the importance of water conservation and water quality through classroom presentations, and created a short video showcasing their innovative solution to a local water issue.



40 competing schools from across 33 cities received mentorship from Grades of Green to create innovative **water solutions**

36 Grades of Green Team student leaders built leadership skills and **took action** by researching their local and global water resources, spreading awareness, and presenting about water conservation or water quality to their school communities

26,000 students in participating schools, and over 800 students completed the week-long take home portion of the Challenge with their families to **reduce water use** at school and at home

Grades of Green Teams presentations and Water Challenge videos created a **ripple effect** of environmental awareness, involving more than 350,000 community members in water protection

MALEZI COMMUNITY CENTER - NAIROBI, KENYA

Malezi Community Center's 25 student leaders were standout competitors in both the fall and spring Water Challenges. Students focused on creating solutions to **widespread littering and water pollution** in their community, which contributed to the prevalence of water-borne disease. After educating community members about why water quality is important and how to reduce litter, Malezi's Green Team took an innovative approach to addressing pollution. Student leaders **converted cement bags** that were locally available into trash collection bins and placed more than 100 bins around the community. Malezi Community Centre was selected as Water Challenge Finalists in the water quality category for their ability to mobilize the community, their ingenuity and resourcefulness, and their passion for making change.



SCHOOL PROGRAMS:

The impact of inspired and empowered individuals to effect environmental change is magnified exponentially when we all join together—change becomes lasting, and eventually we reach a "**tipping point**" where continued progress and expansion across the globe becomes inevitable.

It starts with involving the entire school in fun activities, like Grades of Green's Trash Free Lunch Challenge. When an activity is a school-wide success, it creates a **ripple effect**; the students become the teachers, and awareness and a desire for involvement spreads through the community faster.

That's because sustainability is contagious; the kids want to share their success and new-found inspiration with their parents, friends and neighbors. And they speak passionately at community gatherings and city council meetings. As we've discovered, when kids talk, people listen. Openness to change is easier when the message comes from the next generation.

Eventually word spreads from community to community. That's how we quickly grew from just a handful of schools to over 550+ schools engaging almost half of a million students globally. That's how we plan to **grow beyond**.

HELP US SECURE A SUSTAINABLE FUTURE.
STUDENTS, TEACHERS, AND PARENTS—
GO TO WWW.GRADESOFGREEN.ORG TO
REGISTER YOUR SCHOOL AND JOIN THE FUN!



WHERE IN THE WORLD IS GRADES OF GREEN?



41
STATES

12
COUNTRIES

400K+
STUDENTS

500+
SCHOOLS



REGISTER YOURSELF AND YOUR SCHOOL AT [GRADES OF GREEN.ORG](https://www.gradesofgreen.org)



“a BIG THANK YOU TO GRADES OF GREEN FOR HELPING US LEAD THE CHARGE TO EMPOWER AND INSPIRE STUDENTS TO CARE FOR THE ENVIRONMENT.”

-LA Kings President and Hockey Hall of Famer Luc Robitaille



TRASH FREE LUNCH CHALLENGE

One of our most popular school-wide activities is the Trash Free Lunch Challenge, a year-long competition where schools challenge each other to see which school can reduce the most lunchtime waste. Through fun, educational assemblies, personalized eco-starter kits, waste reduction plans, and coaching from Grades of Green staff, our goal is to create an environment where every school is a winner. Participating schools ask students to reduce trash by bringing reusable lunch containers, water bottles, and cloth napkins. And the students are taught how to use lunchtime sorting stations—for recyclables, compost, liquids and landfill waste—forming habits that will protect the environment for years to come.

THE PROGRAM IS DESIGNED TO MAKE THE CHANGES PERMANENT.

At the end of the program, participating schools are evaluated on how well they are able to:

- Create and implement a trash free lunch program that **maximizes the diversion ofb trash** bags from landfills each day;
- **Educate and inspire** the most students/adults within their community;
- Ensure the **sustainability** of the program for years to come.

LESS TRASH—MORE STUDENTS, FAMILIES AND COMMUNITIES LIVING SUSTAINABLY

- Participating schools have **decreased lunchtime trash** by an average of 70%, with the winning schools diverting over 80%;
- 108,000 students have learned how to reduce lunchtime waste, **sustainable habits** that will last a lifetime and are often implemented at home with their families;
- **2,740 tons** of trash has been diverted from landfills;
- Trash Free Lunch schools become **models of sustainability** for their communities.

OUR RIPPLE EFFECT



THANK YOU TO OUR CORPORATE DONORS

*Listed in order of sponsorship level

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