



**IMPACT:** To, Through, Together.

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**KIPP:**  
**PHILADELPHIA SCHOOLS**  
*2017 ANNUAL REPORT*

## DEAR TEAM AND FAMILY,

Each day, our families, teachers, staff, board members, and friends make a promise to our KIPPsters. Collectively, we don't just promise that each student in a KIPP Philadelphia school will receive a high-quality, college-preparatory education at no cost to them. We promise that we will develop their character, knowledge and skills, preparing them to succeed in college, and giving them the freedom to shape their futures and positively affect their communities. As we approach our 15th anniversary, we can acknowledge with confidence that the best teachers in all of our school are actually our own KIPPsters. They daily model what it means to work hard and be nice, and their determination and grit inspire us to do the same.

In 2008, the success of our KIPPsters, combined with the hundreds of students on our "waiting list" (students whose families tried to enroll them in our schools but who were not selected in our random lottery), inspired us to create a plan to grow from one to 10 schools. By 2010, we had expanded to four schools, and today, after much work, KIPP Philadelphia Schools is authorized to grow to 10 schools by 2020. Thank you—it is because of your partnership and support that we are now in the midst of an expansion that will bring the opportunity of a KIPP education to many of the more than 4,000 students currently on our waiting list.

We are now proud to share KIPP Philadelphia's next phase, KIPP NEXT, which supports our ability to continue to live up to the promises we make to our KIPPsters and their families as we grow. At KIPP, we always think "and", and reject "or." We have always proven this possible, through the performance of our students and the leadership of our educators. That is why KIPP NEXT, our comprehensive campaign to grow our impact, focuses on doubling in size, meeting new benchmarks for excellence, being innovative in our approach, and driving toward sustainability.

Through KIPP NEXT, KIPP Philadelphia will grow to 10 schools, ultimately serving 4,400 K-12 students, with 1,000 KIPP alumni enrolled in college, all by 2020. We know we can do this, and we know we will need your support. In this report, we reflect on the most recent two years that led to this moment and acknowledge many of the individuals that continue to lift us up. You will read the stories of Christopher Johnson and Jessica Dixon, founding KIPP students who remember KIPP Philly as one school in North Philadelphia. They will share their unique perspective on the impact KIPP has made on them as students, through college, and now as employees. You will also read stories of our partners whose generosity and vigilance continue to help evolve our region's schools and our service to our students and families.

Today, nearly 15 years in, KIPP Philly not only has longitudinal data that shows our model works, we have living proof working in our buildings every day. Alums like Christopher and Jessica are our promises brought to life: They have succeeded in college, they are shaping their futures, and they are positively affecting their community by working at the very school that started them on their journey: KIPP. We are proud to call them our colleagues, and we can't wait to see all the KIPP alums who will join them.

Thank you again for your support over the years. We look forward to building stronger bonds in the years to come as our students continue to go To, and Through, Together.



Marc Mannella  
CEO & Founder



Steven J. Casper  
Chair, Board of Trustees



KIPP West Philadelphia Elementary Academy opened this past August with 100 Kindergarten students and will grow to serve 500 children by 2020.

KIPP WEST PHILADELPHIA



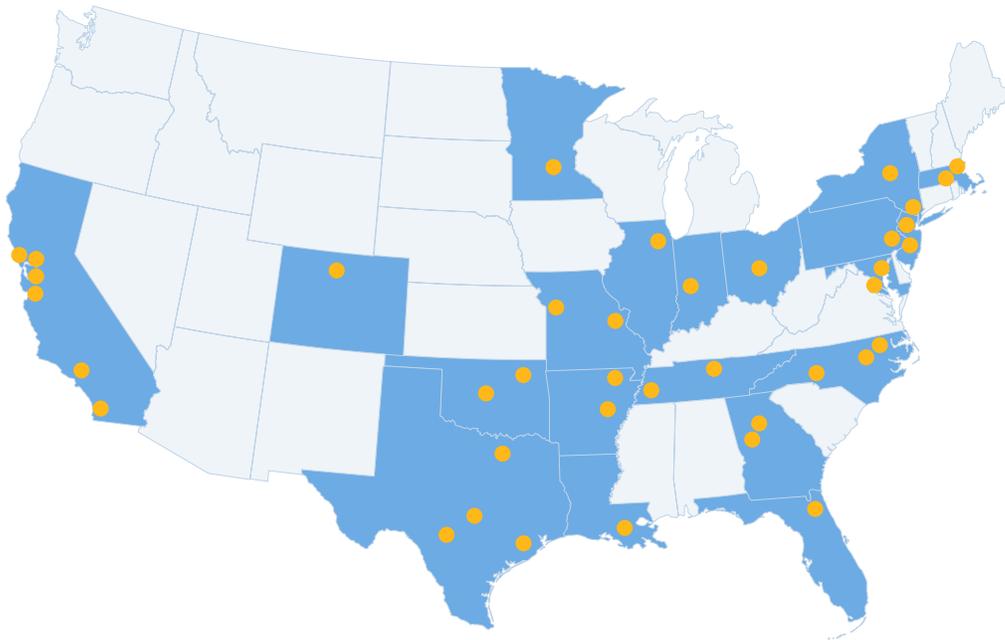
## WHO WE ARE

KIPP Philadelphia Schools is one of 31 regions of KIPP's national, non-profit network of college-preparatory, public charter schools educating elementary, middle, and high school students. Since 2003, KIPP Philadelphia Schools has built a track record of preparing students in educationally underserved communities for success through college and in life.

KIPP schools are part of the free public school system and enrollment is open to all Philadelphia students. As public charter schools, we are given more academic and budgetary flexibility than traditional public schools, and have greater accountability – KIPP must deliver high-quality academic results for students.

KIPP believes that great teachers and school leaders, a supportive learning environment, and an emphasis on academics and character are the foundation of student success. At KIPP, teachers, students, and families are united with the same goal: college and a choice-filled life. By providing a high-quality, college-preparatory education, students will be successful in the life path they choose.

## KIPP ACROSS THE NATION



**200**  
SCHOOLS

**80,000**  
STUDENTS

**31**  
REGIONS



**5**  
ACROSS  
PHILADELPHIA

**ELEMENTARY SCHOOL**



Grades Served: K-4  
Students Served: 435\*  
Founded: 2010



Grades Served: Kindergarten  
Students Served: 100\*  
Founded: 2016

\*Both elementary schools are growing to serve 500 students in grades K-4.

**MIDDLE SCHOOL**



Grades Served: 5-8  
Students Served: 360  
Founded: 2003



Grades Served: 5-8  
Students Served: 360  
Founded: 2009

**HIGH SCHOOL**



Grades Served: 9-12  
Students Served: 520  
Founded: 2010

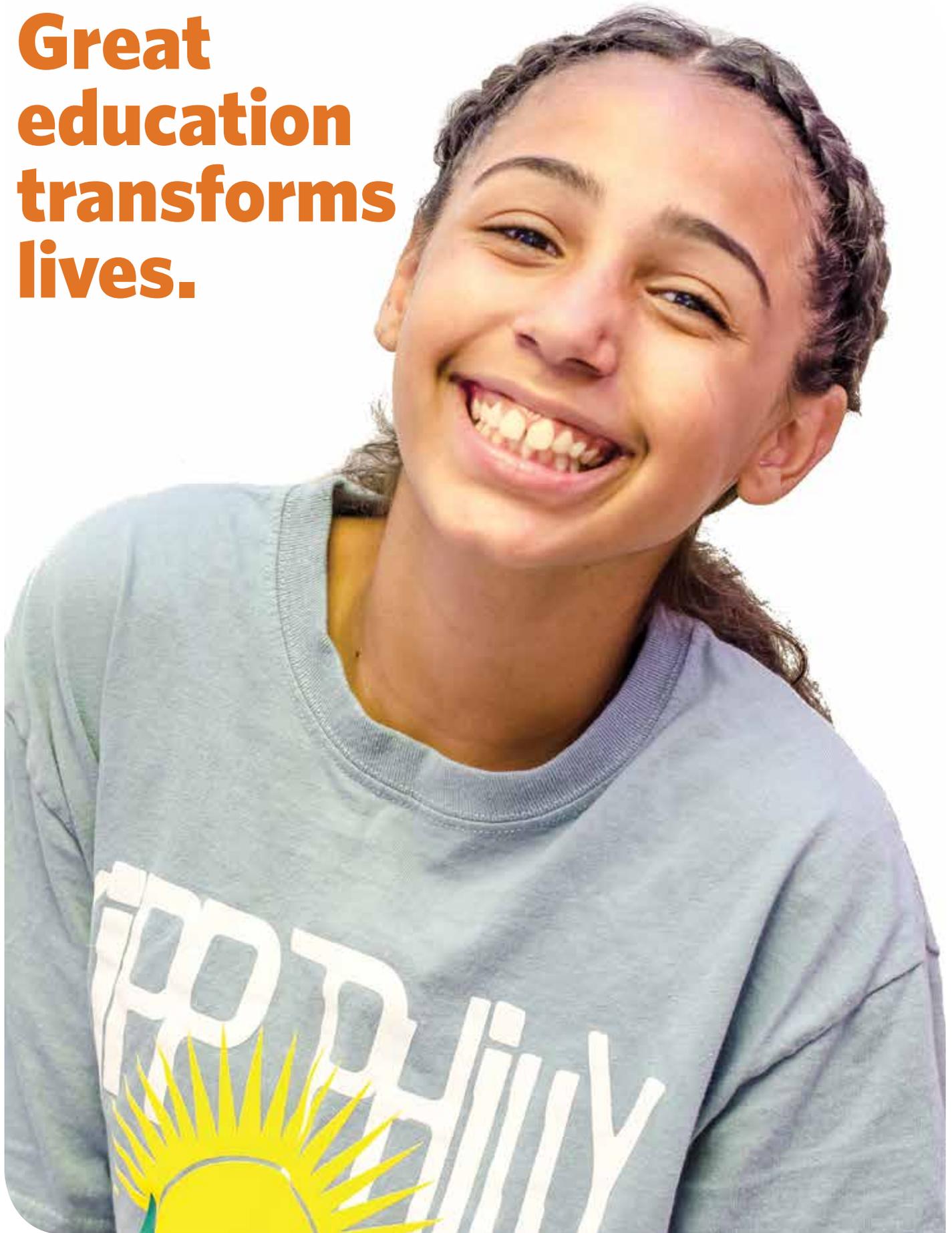
**MISSION**

The mission of KIPP Philadelphia Schools is to develop the character, knowledge, and skills of our students, so they will succeed in college, giving them the freedom to shape their futures and positively affect their communities.

**VISION**

The vision of KIPP Philadelphia Schools is to achieve our mission at a critical mass — thereby reinvigorating public education in this city through the performance of our students and schools and the leadership of our educators.

**Great  
education  
transforms  
lives.**





## KIPP NEXT: OUR 2020 VISION

At KIPP, it is the belief that all students will learn and achieve at high levels if given the opportunity. To ensure we provide this opportunity to 4,400 KIPPsters, while supporting 1,000 KIPP alumni through college, KIPP launched a comprehensive campaign to raise \$20 million by 2020 that will allow us to increase our impact through investments in growth, innovation, excellence, and sustainability.



### EXCELLENCE

*page 8*

KIPP’s promise of maintaining excellent schools during its growth is essential and mission critical. We will ensure that our students have access to high-quality academics, as well as the arts, extracurricular activities, and supportive services. Also, KIPP runs a high-quality college counseling program called KIPP Through College, which supports students from 8th grade through college. This program will grow as the schools and the number of students in college increase.



### INNOVATION

*page 14*

To prepare students with 21st century skills, KIPP is committed to developing transformative teaching methods and advancing technology in our schools. KIPP is thinking innovatively about the process of growth, building a system of schools that will evolve and adapt to meet students’ needs and incorporate best practices. By developing teacher and leadership pipelines, KIPP ensures that we attract and retain the most creative and dedicated talent.



### GROWTH

*page 16*

By 2020, KIPP Philadelphia Schools will grow from five to 10 schools in North and West Philadelphia. These 10 schools will increase our enrollment by more than 2,500 students, allowing KIPP to serve 4,400 KIPPsters. Currently, KIPP has a waiting list of more than 4,000 families hoping to access a KIPP education in Philadelphia and growth funding supports start-up costs and scalability of the schools to meet the needs of our community.



### SUSTAINABILITY

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KIPP understands growth must be sustainable and an essential part of sustainability is institutionalizing KIPP throughout Philadelphia. By raising funds for capital projects, KIPP will be able to purchase and renovate real estate to create long-term homes for our schools, and, in the process, foster healthy communities. Savings associated with purchasing buildings instead of paying market rent, combined with the long-term predictability of our expense base, allow us to push more necessary resources into academics.



# KIPP NEXT: EXCELLENCE

## KIPP delivers results.

KIPP's ethos is centered around one statement: all students will learn and achieve at high levels when taught in a high quality way. Our team clearly defines measurable expectations for high academic achievement and conduct to reinforce a culture of achievement and support. Honoring the talents, skills, interests, and needs of each student will ensure that KIPP's impact can be quantified, qualified, and personalized to reflect the various ways our students navigate success.

KIPP creates a culture of strong academic rigor, especially in the area of literacy, for students and their families. KIPP Philadelphia Elementary Academy scored in the 85th percentile of all elementary schools in Philadelphia in Math, English, Language Arts, and Science. KIPP is an active partner in Philadelphia's citywide Read by 4th campaign, which shares our focus on using evidence-based literacy instruction. Partners like Philadelphia's Read by 4th campaign advocate for student success.

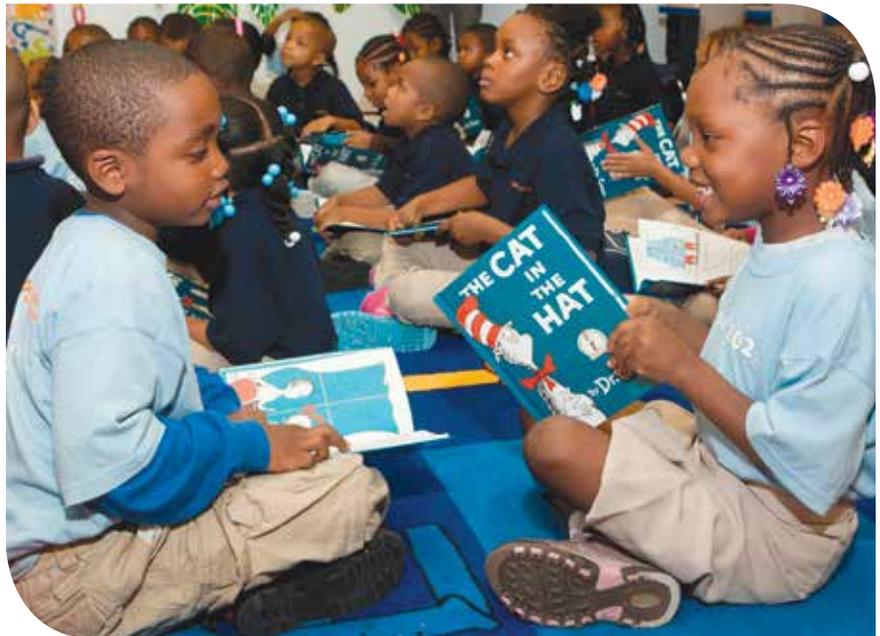
"The ability to read at grade level in the early years is one of the single most important predictors for success in high school, college and beyond," says Aldustus Jordan, Senior Vice President & Northeast Community Relations Senior Manager for Wells Fargo. Wells Fargo proudly supports Philadelphia's Read by 4th campaign and KIPP Philadelphia Schools, opening doors for organizations, with aligned missions to leverage and combine strengths to serve Philadelphia students.

Ben Speicher, Founding School Leader of KIPP Philadelphia Elementary Academy, points out that "By starting at a KIPP elementary school, our students get a great education from the moment they first set foot in school. They have wonderful teachers who work hand-in-hand with families to help students continue on college-ready paths from the age of five onward. This experience dramatically increases the odds, not only that the students will read at grade level by Grade 4, but more importantly, that they will go to college."



The ability to read at grade level in the early years is one of the single most important predictors for success in high school, college and beyond. "

**ALDUSTUS JORDAN,**  
*SENIOR VICE PRESIDENT & NORTHEAST COMMUNITY  
RELATIONS SENIOR MANAGER FOR WELLS FARGO*



# IMPACT ON THE STUDENTS WHO NEED US THE MOST

The newest KIPPsters arrive with varying levels of need. However, many require significant, individualized care and a strong, supportive academic program. On average, over two-thirds of the newest KIPPsters enter KIPP behind grade level in reading and math, but the dedication of our team of teachers, staff, students, and families ensures that students do not stay there for long.

## OUR STUDENTS



OF KIPP STUDENTS QUALIFY FOR FREE OR REDUCED PRICED LUNCH



OF KIPP STUDENTS RECEIVE SPECIAL EDUCATION SERVICES



OF KIPP STUDENTS ARE AFRICAN AMERICAN OR HISPANIC

## OUR WORK



66%

OF STUDENTS NEW TO KIPP TEST BELOW GRADE LEVEL IN READING



90%

OF INCOMING STUDENTS TEST BELOW GRADE LEVEL IN MATH

## OPEN ENROLLMENT

1

PAGE ENROLLMENT FORM

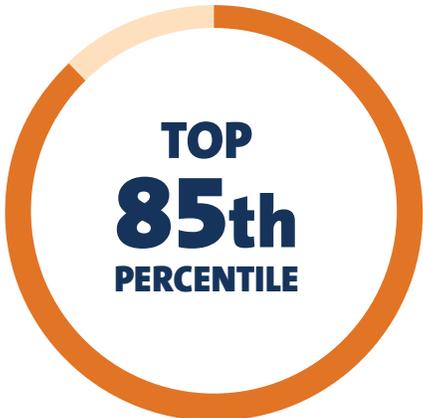
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TEST FOR ADMISSION

\$0

TUITION FEE

## OUR RESULTS



KIPP Philadelphia Schools ranked in the top 85th percentile of all elementary schools in Philadelphia.

This includes academic achievement on the PSSA in Math, English, Language Arts, and Science.



## **KIPP ENRICHMENT ACTIVITIES INCLUDE:**

### **Ballroom Dance**

Sponsored by Dancing with the Students

### **Competitive Cycling and Free Bikes**

Sponsored by Cadence Cycling

### **Ballet**

Sponsored by The Rock School

### **Choir & Orchestra**

Sponsored by The Philadelphia Orchestra

### **Urban Gardening**

Sponsored by Greener Partners & Triskeles

### **STEP**

Sponsored by Up2UsSports

### **Nutrition Education/Cooking**

Sponsored by Eat. Right. Now

### **Yoga**

Sponsored by Reclaim Yoga & Bridge Yoga

### **Legal & Government Education**

Sponsored by Street Law

### **Leadership Programming**

Sponsored by the YMCA

### **Jump Rope**

Sponsored by NoEZTricks

### **Mentoring**

Sponsored by Big Brothers Big Sisters & Girls, Inc.

### **Creative Computing (Coding)**

Sponsored by PriceWaterhouseCoopers

### **Dance**

Sponsored by City Step

### **STEM**

Sponsored by University City Science Center

### **Robotics**

Sponsored by Tiger Woods Learning Center

Through these partnerships, the unique rigor at KIPP, and reinforced values at home, we provide one of the most comprehensive and free educational environments in Philadelphia.



# KIPP NEXT: EXCELLENCE

## KIPP PARTNERS WITH THE PHILADELPHIA ORCHESTRA

Depending on the day, the sound of “Twinkle Twinkle Little Star” can be heard in the halls leading to the music room at KIPP in West Philadelphia.

A group of eager fifth graders are receiving instruction on the violin and cello from their music teacher, Mr. Peter Oswald. Many students have not held a violin or cello before. They are focused as they find their best positioning and posture before their combined instruments let out a resounding roar of the classic, “Pepperoni Pizza.” The opportunity to enrich their academic experience with music is made possible through KIPP’s partnership with The Philadelphia Orchestra.

“Putting an instrument in a child’s hand helps to convey worth,” states Naomi Gonzalez, Manager of Collaboration and Access for the Orchestra. “When students, parents, and families are exposed to art, they are exposed to opportunities. Kids will take the skills and perhaps the instrument as well. Music becomes a tool that gives them an advantage when they apply to college.”

This collaboration is not selective – an important tenet of the work is that all students are exposed to the musical experience. Currently, 93 fifth

graders at KIPP West Philadelphia Prep receive instrumental lessons with violin and cello, while all 100 of our kindergarteners at KIPP West Philadelphia Elementary Academy receive Suzuki Pre-Twinkle lessons.

In addition, this partnership enables students to attend concerts at the Kimmel Center for the Performing Arts and have access to artists in residence programs. The Orchestra’s partnership with Eastman Music Company’s “Buy One, Give One” program for instruments ensures that every La Scala instrument sold translates into an additional donated instrument for a KIPP student to learn to play.

KIPP and The Orchestra are looking toward the future. Naomi shares, “I see expansion within the schools. The plan for the next three to four years is to develop a full K-8 music program with the 860 students at KIPP’s West Philadelphia schools. As KIPP expands, we would like to expand alongside them.”

### IMPACT OF EXTENDING THE SCHOOL DAY

KIPP Philadelphia Schools provide a safe, structured, and nurturing environment with minimal distractions and more time for both academics and extracurriculars, so our students love school and maximize their learning. To gain this extra time, KIPP schools feature a longer school day, as well as summer session for all students. This extra time allows KIPP to offer a strong academic program along with art, music and other extracurricular programs as part of the school day.

More time in schools also allows KIPP students to take part in field lessons, where they continue their learning at Philadelphia’s many local museums, regional camps and leadership programs in the Poconos, and by visiting major cities like Washington, D.C. and New York City.



**60%**

MORE TIME IN THE CLASSROOM THAN TRADITIONAL DISTRICT SCHOOLS



# KIPP NEXT: EXCELLENCE

## KIPP THROUGH COLLEGE PROGRAM AND ACCENTURE



### KIPP provides college & career counseling to students for six years after graduating.

KIPP Through College (KTC) counselors support students as they prepare for college and their careers through a model that guides students based on their interests, passions, and possibilities. After high school, KTC advisors help alumni navigate the academic, social, and financial challenges while in college or pursuing a career.

KIPP partner, Accenture, impacts students' lives through career exploration and skill-building. Accenture's Future Focus program has helped more than 8,000 KIPP students and alumni in nine US cities, including Philadelphia, to identify careers of interest, build critical job skills, network with potential employers and prepare for success in college. Edmund DeLussey, who leads Corporate Social Responsibility for Accenture in Philadelphia, explains, "The internship program has been hugely successful. These work experiences can have such a large impact on what students decide to do for their career. Today's

job climate is ever-changing, and it is vital for students to be prepared to compete on a global stage."

By 2020, Accenture's goal is to equip three million people with the skills to find employment or build businesses and create large-scale, lasting solutions aimed at closing global employment gaps. Together with their partners, Accenture is using their global capabilities and digital experience to address a wide range of societal issues—and improve the way the world works and lives. They believe that the greatest gift that Accenture can share is the skills and time of its employees. Employees are encouraged to give back to the community in various ways, including mentoring KIPPsters. DeLussey shares, "It is amazing to see KIPPsters grow from their participation in career skills workshops to the work they do during internships. I am proud of Accenture's deep commitment to KIPPsters here in Philadelphia and across the country."

# IMPACT OF CLIMBING TO AND THROUGH COLLEGE



## APPLICATION ASSISTANCE

Workshops offered to all alumni help identify appropriate target schools and navigate financial aid.



## ON-GOING COUNSELING

Alumni receive on-going assistance and counseling until the time they graduate from college.



## CAMPUS VISITS

Dozens of visits to college campuses are made annually.



## INTERNSHIPS

High school and college students gain workplace experience and strengthen candidacy for future employment through Future Focus summer internships.



## COLLEGE PARTNERSHIPS

Access to 80 national and local college partners translates to special college access and recruitment opportunities for alumni.



## FINANCIAL SUPPORT

KIPP raises money annually to provide support to our alums in college and to bridge funding gaps.



KIPP ALUMNI GRADUATE FROM COLLEGE AT A RATE THAT IS 4X GREATER THAN THAT OF THEIR NEIGHBORHOOD PEERS

\*KIPP defines its alumni as students that have graduated from eighth grade.



## TEACHER SPOTLIGHT: **KIPP ALUMNUS, JESSICA DIXON**

Growing from five to 10 schools is a big job and the best teachers are essential to doing it well.

As KIPP Philadelphia plans to grow to 10 schools by 2020, it is imperative to put a great deal of energy into recruiting and developing excellent teachers and leaders for the schools. To do this, KIPP has created a teacher and leadership pipeline which offers a series of fellowships and residencies for KIPP alumni, new teachers, and aspiring leaders.

Jessica Dixon, a new sixth-grade Liberty Teaching Fellow at KIPP West Philadelphia Preparatory Academy, and an alumna of the founding KIPP Philadelphia Preparatory Academy class, remembers her time as a fifth-grade KIPPster in 2003. “Being a student at KIPP was really hard, especially being a founding member. There were a lot of expectations that we weren’t used to,” Jessica reflects. Jessica excelled because of the safe, enriching environment that her teachers created to support her development. This bond with her teachers continued after Jessica graduated from KIPP and helped to shape her future. “Even though I wasn’t at KIPP anymore, my former fifth-grade teacher Ms. Larson [Susan Larson, now a Director of Alumni Support] still cared about me. That is why I decided to be a teacher. I believe in KIPP,” she states.

Jessica is a graduate of Temple University and is enrolled at the Relay Graduate School of Education (GSE) as a part of her Liberty Teaching Fellowship.



Through the Fellowship, first-year teachers are offered a chance to receive real-world teaching experience while developing instructional and leadership skills with the support of a Mentor Teacher and input from Relay GSE instructors. “My professor comes and observes me and gives me feedback, and then I can draw from this feedback. The teaching fellow program is really good because you learn by applying.”

Jessica beams when talking about where she finds joy as a teacher and the impact of a one-on-one connection with a KIPP teacher. “I find that it makes me feel good about myself as a teacher when I can reach a child. It’s just like my relationship with Ms. Larson.”

## BUILDING A PIPELINE OF LEADERSHIP

As KIPP prepares to grow from five to 10 schools, developing and recruiting excellent teachers is essential. Growing the schools will mean nearly tripling the number of new teachers needed on an annual basis from 33 to about 90, and we expect a similar increase in our leadership needs. KIPP Philadelphia is focused on improving its teacher and leadership pipeline programs for KIPP alumni, new teachers, and aspiring leaders through a series of fellowships and residencies.



### DEVELOPING ALUMNI INTO TEACHERS

For former KIPP students who are interested in pursuing career pathways in teaching, the **Bell Scholars** program offers an opportunity to gain experience in the classroom. Alumni as Bell Scholars teach summer school at the elementary level and receive training to develop the instructional and leadership skills they will need to succeed as classroom teachers.



### DEVELOPING NEW TEACHERS INTO EXCELLENT TEACHERS

KIPP's **Liberty Teaching Fellows** program hires first-year teachers to serve as “co-teachers” in classrooms with master teachers for one year. The school provides targeted professional development and coaching throughout the year. The goal for Liberty Teaching Fellows is that they become lead teachers after one year as a Fellow. KIPP also has a program called the Urban Teacher Residency for certified teachers who are completing a one-year M.S. in Education - Special Education at St. Joseph's University with a focus on teaching elementary literacy. Residents take coursework and apply what they learn in KIPP classrooms every day from 7:00 a.m. until 1:00 p.m.



### DEVELOPING TEACHERS INTO LEADERS

Through the **Emerging Leaders Program**, educators within and beyond KIPP Philadelphia Schools develop the skills they will need to assume leadership positions in their schools. Participants accepted to this program develop a growth plan tailored to their individual strengths and identified areas for growth, along with a leadership learning action plan tied to real projects at their schools.



### DEVELOPING LEADERS INTO NEW SCHOOL FOUNDERS

The **Miles Family Fellowship** and the **Fisher Fellowship** are two, prestigious year-long fellowship programs offered by the national KIPP Foundation. The Miles Family Fellowship prepares participants for the Fisher Fellowship while they serve as leaders and teachers within KIPP schools. The Fisher Fellowship prepares individuals to found and lead new KIPP schools within existing KIPP regions.



# KIPP NEXT: GROWTH

MAKING AN IMPACT THROUGH COMMUNITY GROWTH



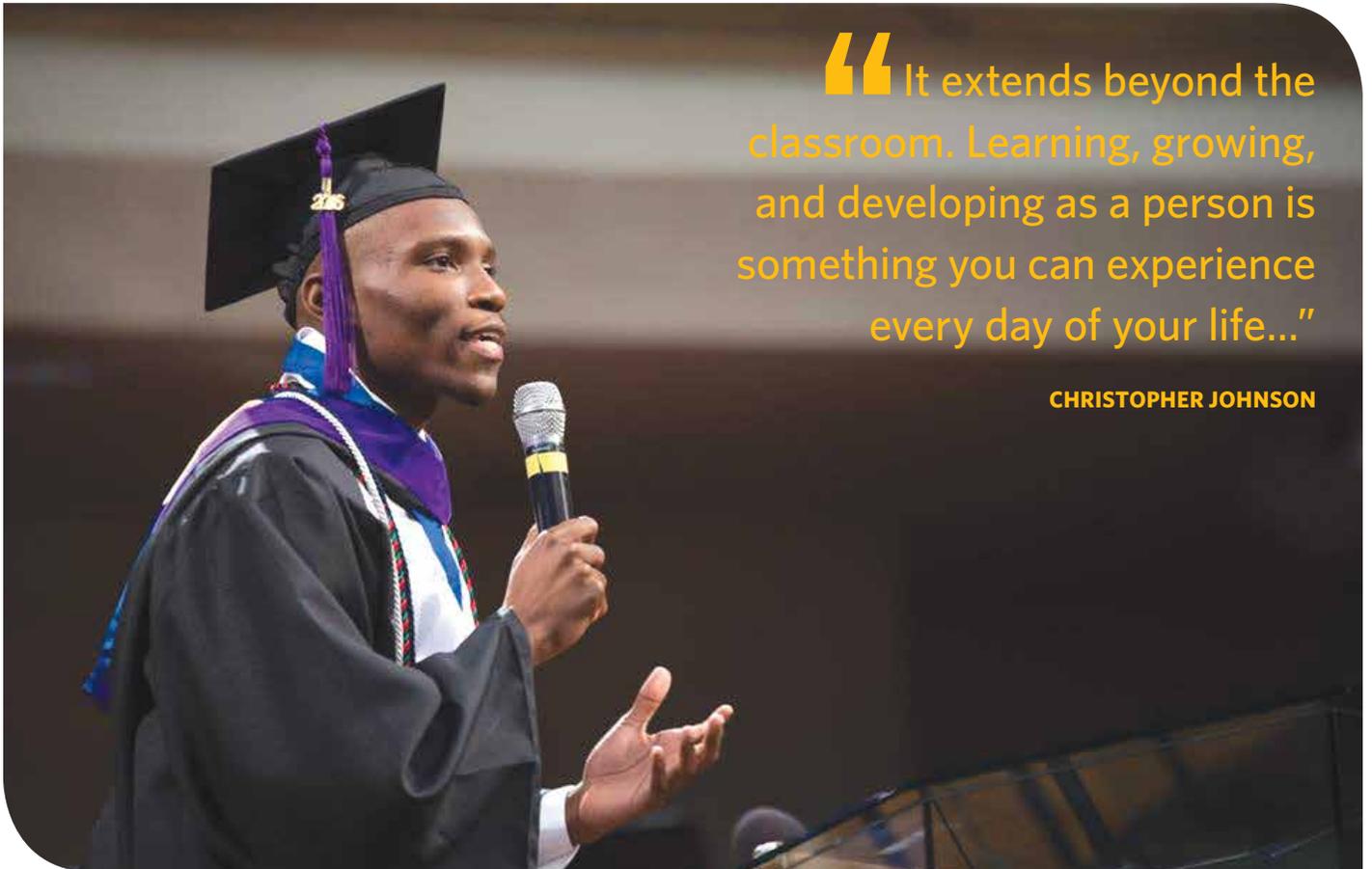
COMMUNITY SPOTLIGHT:

## **KIPP ALUMNUS, CHRISTOPHER JOHNSON**

KIPP Philadelphia Alumnus Christopher Johnson’s life has come full circle since his journey began 14 years ago as a fifth grader at KIPP Philadelphia Preparatory Academy, the region’s founding middle school.

Today, Christopher serves as KIPP Philly’s External Affairs Associate. In this role, he builds partnerships with parents, government officials, and various community stakeholders, interactions that cause him to reflect on the point his life changed.

Before KIPP, Christopher was unchallenged at an underperforming school in his neighborhood. As the middle of three children, in a soon-to-be single-parent home, the path to college grew challenging. “[My mom] was concerned about the direction our family was going in. I come from



“It extends beyond the classroom. Learning, growing, and developing as a person is something you can experience every day of your life...”

CHRISTOPHER JOHNSON

a family of educators and education was always a priority; the idea of college was nothing new, but the journey is what worried her,” Christopher shares. On a routine trip to the supermarket, he and his mom were approached by KIPP Philadelphia’s founder, Marc Mannella, who asked if they were in need of a new school. “It felt like divine intervention,” Christopher says. This chance encounter changed the future for Christopher and his sister, Jasmine, who also enrolled at KIPP.

“The slogan ‘Work hard. Be nice. Find a way.’ has stayed with me from my first day as a KIPPster. They were drilled into my mind and my heart,” says Christopher. Once enrolled at KIPP, Christopher’s future of making an impact began. He credits his teachers for instilling a sense of purpose, the courage to challenge the status-quo, and an ethos to give back without turning back. He vividly remembers his time as a KIPPster, including becoming Student Council

vice president. It was at KIPP where Christopher’s interest in politics began. He served in student government while in college and later as an intern on Capitol Hill. After earning a B.A. in Political Science from Oakwood University, Christopher acquired an internship with the Democratic National Convention, which led him to work on the 2016 Hillary Clinton presidential campaign as a Field Organizer. During that time, Christopher fostered his love of politics by engaging global leaders, canvassing, and organizing town hall meetings in the battleground state of Ohio.

In addition to his position in External Affairs, Christopher works directly with students by supporting the Young Politicians Club at KIPP DuBois Collegiate Academy, teaching the next generation of civic-minded KIPPsters the importance of being actively involved in their community. Christopher says, “I am happy to be giving back to KIPP because they invested so much in me.”



# KIPP NEXT: GROWTH

## THE IMPACT OF COMMITTED FAMILIES



### PARENT SPOTLIGHT: **ANNETTE STRICKLAND**

## Annette Strickland is the proud parent of five KIPPsters.

As a single mother with many responsibilities, Annette appreciates the nurturing environment that the KIPP team and family provide to her children. “I feel wanted. I feel loved. I feel like if I am not around, my children have a family that they can turn to,” she shares.

Before enrolling at KIPP Philadelphia Elementary Academy, Annette’s son was diagnosed with a learning disability. She worried about his future and the issues he would face in school, but at KIPP her son began to overcome his struggles. She credits his teachers’ innovative approach with his improvement, “Mr. Fields does yoga with my son first thing in the morning.” Annette mentions. This helps her son manage his emotions and focus during lessons. When Annette enrolled her children at KIPP she learned her children needed academic

support and individualized education. She reflects, “In the schools that they came from, the students were supposedly all proficient. When they enrolled at KIPP, I learned that they were actually two grade levels below where they should have been and it crushed me.” KIPP has a concept of accountability called the “three-legged stool,” one that Annette reinforces for her children every day. Annette explains, “It means that if my kids do their job and I do my job, the teachers will do their job. That is why I am so close to all my kids’ teachers. We are a family.” Through the hard work of the team at KIPP, her children, and family support, Annette’s children are now surpassing academic benchmarks!

When asked what her wish would be for her children, Annette says, “I just want them to excel and then give back what KIPP has given to them!”

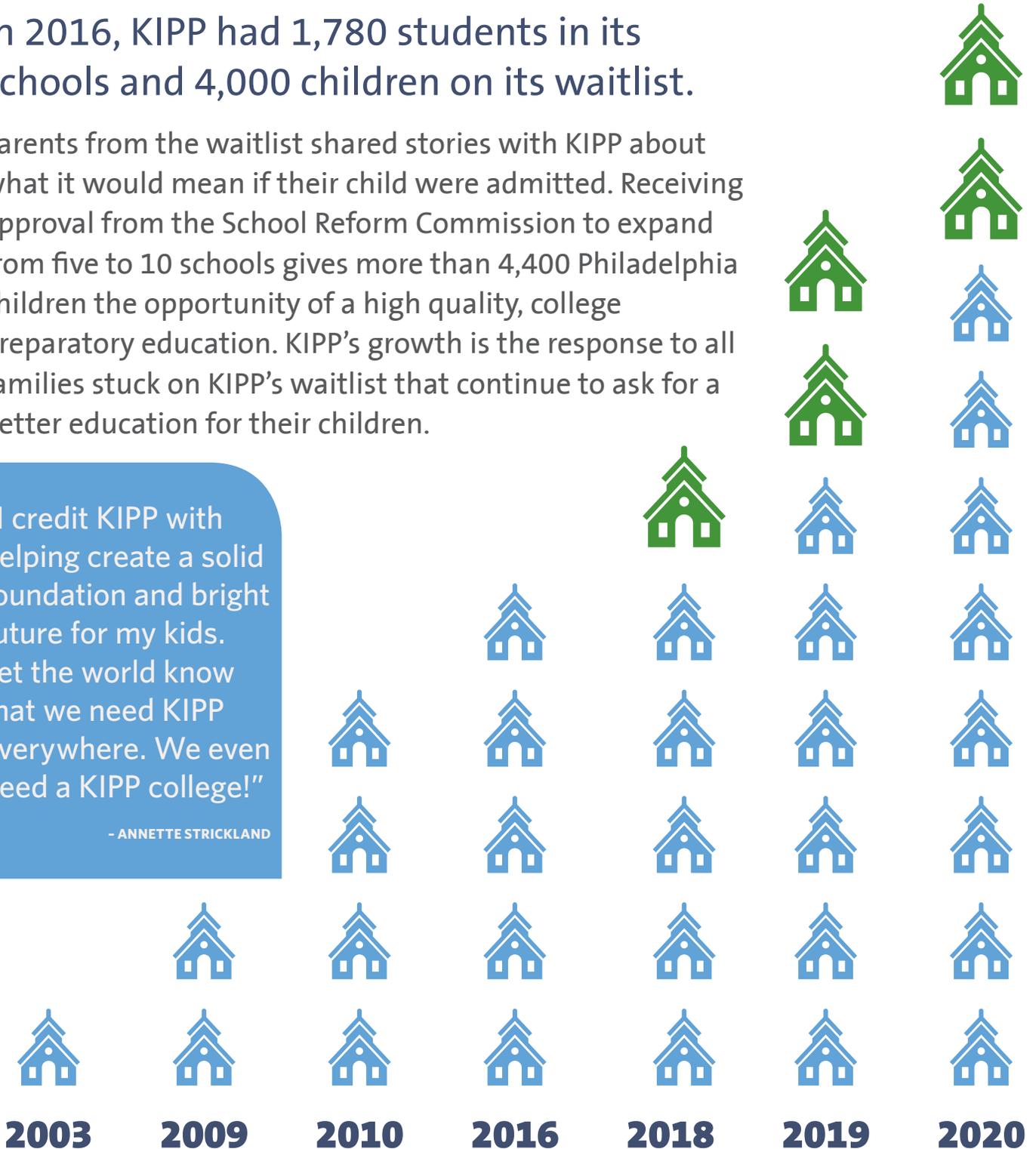
## MAKING A PROMISE TO COMMITTED FAMILIES

In 2016, KIPP had 1,780 students in its schools and 4,000 children on its waitlist.

Parents from the waitlist shared stories with KIPP about what it would mean if their child were admitted. Receiving approval from the School Reform Commission to expand from five to 10 schools gives more than 4,400 Philadelphia children the opportunity of a high quality, college preparatory education. KIPP’s growth is the response to all families stuck on KIPP’s waitlist that continue to ask for a better education for their children.

“I credit KIPP with helping create a solid foundation and bright future for my kids. Let the world know that we need KIPP everywhere. We even need a KIPP college!”

- ANNETTE STRICKLAND



## PROJECTED KIPP PHILADELPHIA SCHOOLS GROWTH

BLUE = CURRENT SCHOOLS    GREEN = PROJECTED GROWTH



# KIPP NEXT: SUSTAINABILITY

## DONOR SPOTLIGHT: **MRS. LEE ROWAN**

As KIPP grows to serve 4,400 students, we need to find long-term homes for our schools.

Owning a building or signing a long-term lease allows KIPP to be more thoughtful about projecting costs in the future. It allows us to invest in infrastructure like playgrounds, science labs and gymnasiums. We will be able to put down roots and commit to staying in a neighborhood for the long-term. This is important both to the families and to the community.

In 2016, KIPP Philadelphia purchased two buildings: One building was the leased property at 24th and



The mural at KIPP Philadelphia Elementary Academy at 24th and Westmoreland St.



Westmoreland Street, in the Allegheny West neighborhood. By owning the building, KIPP could make investments to improving the property, like building a playground and adding a mural.

Our original middle school was able to move out of leased space this summer into a former school district building at 16th and Cumberland. Renovations at this school have been supported by a generous \$2.2 million challenge grant by Mrs. Lee Rowan. She is a strong believer in the transformative power of education. Her family has also invested

in higher education with generous support for Rowan University in New Jersey. Mrs. Rowan continues that legacy by donating generously to KIPP for needed renovations. These renovations will help us to welcome the next elementary school which is scheduled to open in 2018. Every dollar donated toward sustainability at KIPP Philadelphia in the next two years will be matched dollar-for-dollar until we have met Mrs. Rowan's challenge. KIPP is deeply grateful to Mrs. Rowan. We cannot overstate the impact of this challenge grant.

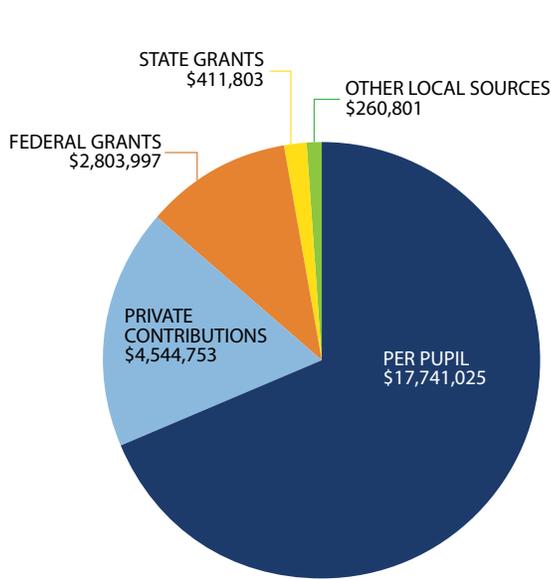


Above: Before and after renovations of KIPP Philadelphia Preparatory Academy at 16th and Cumberland St. are shown. Below: The new entrance is shown.

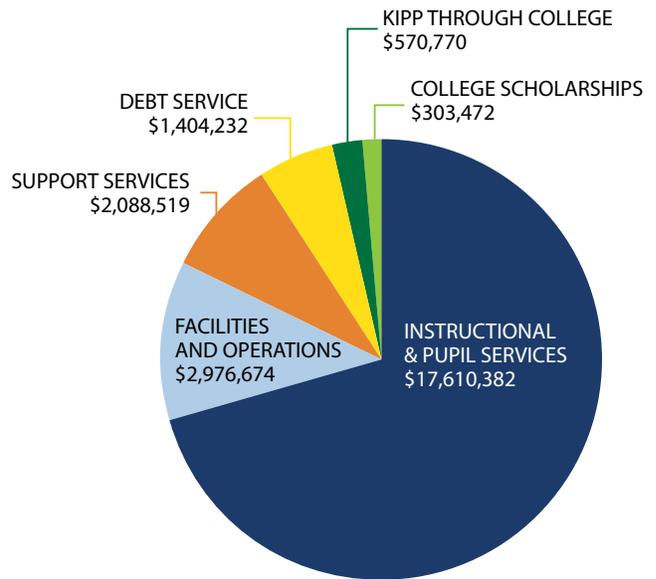
# OUR FINANCIALS

KIPP Philadelphia Schools has launched a four-year, \$20 million fundraising campaign called KIPP:NEXT to support the Excellence, Innovation, Growth and Sustainability outlined in this report. In 2015-16, we raised over \$4.5 million dollars in private contributions.

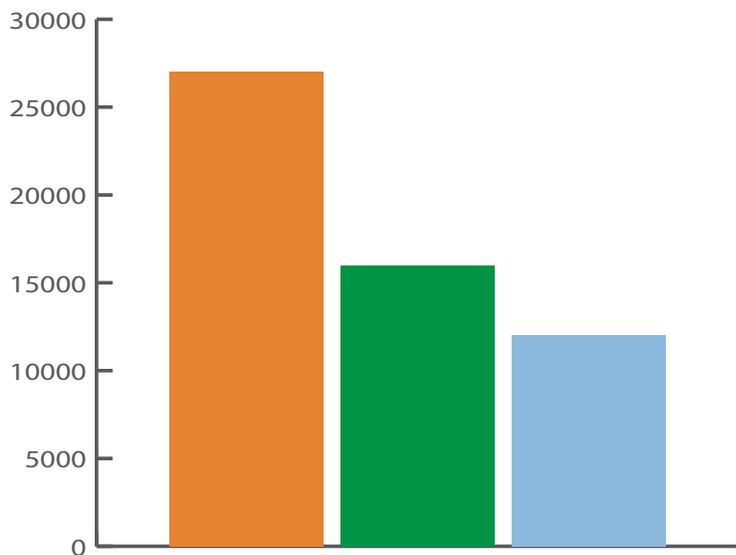
## BREAKDOWN OF REVENUE



## BREAKDOWN OF EXPENSES



## KIPP DELIVERS RESULTS WITH LIMITED RESOURCES.



**\$27,000**

LOWER MERION TOWNSHIP SCHOOL DISTRICT SPENDS MORE THAN \$27,000 PER PUPIL

**\$16,000**

THE PHILADELPHIA SCHOOL DISTRICT SPENDS MORE THAN \$16,000 PER PUPIL

**\$14,000**

KIPP SPENDS \$14,000 PER PUPIL

## WHY GIVE

KIPP Philadelphia Schools is closing the achievement gap for thousands of Philadelphia children. We enlist the support of many partners to ensure that more of our children in educationally disinvested communities have the resources to make college a reality. Your contribution helps more than 1,700 KIPPsters access a life of choice and opportunity. By partnering with KIPP Philadelphia Schools, you will help us build a better tomorrow – one future at a time. For more information on how you can help, visit [www.kippphiladelphia.org/donate](http://www.kippphiladelphia.org/donate) or call 215.294.8596.

## WAYS TO GIVE

### Credit Cards or Electronic Funds Transfer

You can support KIPP Philadelphia Schools using your credit card or EFT online through [networkforgood.org](http://networkforgood.org).

### Checks

Checks can be made payable to: “KIPP Philadelphia Schools”. Please mail your donation to the following address:  
KIPP Philadelphia Schools  
Attn: Development  
5070 Parkside Avenue, Mailbox 41  
Suite 3500D  
Philadelphia, PA 19131

### EITC – Educational Improvement Tax Credit Program

If you are a corporation doing business in Pennsylvania, you can support KIPP Philadelphia Schools and receive a tax credit. Through the Educational Improvement Tax Credit Program (EITC), your tax dollars are earmarked to directly support students from disinvested communities. This national model provides greater access to high quality education through public/private collaboration. The Commonwealth of Pennsylvania offers unique opportunities for businesses in the state to reduce their tax liability by contributing to registered organizations such as KIPP. Your gift to KIPP can generate tax credits from 75% of your contribution, up to a maximum of \$750,000 per tax year. For more information on EITC, email [donate@kippphiladelphia.org](mailto:donate@kippphiladelphia.org) or call 215.294.8596.

### Stock Donations

We gladly accept stock donations. Please email [donate@kippphiladelphia.org](mailto:donate@kippphiladelphia.org) or call 215.294.8596 for more information.

### Volunteer or Mentor

At KIPP Philadelphia, our students learn that the path to college is like climbing a mountain—reaching the top is an incredible accomplishment, but getting there takes hard work and persistence. It also requires a team effort. Our staff and parents work relentlessly to ensure our students climb the mountain to college, but we know that the more people our students work with, the better their climb will be. For more information on how you can become a volunteer or mentor, visit [www.kippphiladelphia.org/support](http://www.kippphiladelphia.org/support) or call 215.294.8596.

### Volunteer Opportunities Include:

- Reading to elementary school students
- Serving as a pen pal with elementary school students or a mentor with high school students
- Speaking to middle or high school students about your career path
- Helping high school students and KIPP alumni with networking and interviewing skills
- Cleaning up schools, playgrounds and gardens

## OUR SUPPORTERS

The generosity of KIPP's partners, friends, and donors is an essential part of the ecosystem that significantly impacts the lives of our students. This report recognizes the individuals and institutions that support KIPP Philadelphia Schools. This list is a combined summary of 2014-15 and 2015-16 gifts.

### **\$1,000,000+**

Philadelphia School Partnership  
Mrs. Lee Rowan

### **\$200,000+**

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**Work hard.  
Be nice.**





# KIPP Philadelphia Schools

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