

TOGETHER transforming the future



By investing in NAF, you are joining a movement to dramatically improve education and workforce development, close the skills gap, and break the cycle of poverty.

By supporting NAF, you are ensuring all students have the chance to Be Future Ready.

DEAR FRIENDS.

Together, we have created a movement.

It has been an incredible year for NAF, filled with successes that would not have been possible without your support. In the 2016-17 school year, our network came together to support 675 NAF academies, and provide nearly 100,000 students nationwide with innovative educational experiences of the utmost quality. We'd like to give special recognition to the incredible teachers and school leaders who have always been the backbone of the organization, directly impacting students' lives each and every day.

For nearly 40 years, NAF has been blazing a trail to ensure our economy grows and flourishes—even in times of change. Together, we turn to the next generation with hope for the future. Partnership is the heart of NAF. We are a network of advocates who are united by the belief that all students deserve the opportunity to succeed. We are committed to increasing opportunities for millions of high school students and know that work-based learning with paid internships is key. Throughout this report, you will see the value that has been added through our collective efforts this year.

NAF launched an ambitious strategic plan in 2017 designed to transform education for high school students by:

- expanding partnerships with employers, educational institutions, and civic leaders
- developing and advancing an influence strategy and policy agenda that calls employers to action in developing diverse future talent
- engaging more major US employers in high school education and increasing the number of students graduating with internships
- developing large scale industry-led efforts to support NAF students and build local workforce pipelines
- expanding and refining NAFTrack Certification, NAF's comprehensive assessment system that evaluates students' proficiency on career skills and knowledge

We are already amplifying our impact on students across the country, while continuing to strengthen and expand our corporate partnerships. NAF is implementing these critical strategies to close the skills gap, fill the workforce pipeline, provide low-income students with the necessary skills to earn rising incomes, and ultimately break the cycle of poverty.

We celebrate you, our generous supporters, educators, business leaders, advocates, and alumni who continuously drive our mission.

Together, we are transforming the future.

In gratitude.

Saper / While

Sanford I. Weill Founder & Chairman, NAF



JD Hoye



Together, we are NAF.

We are at a critical crossroads in our nation's economy, and we are helping to create a better tomorrow by working together as visionary business leaders, community members, parents, and educators to ensure that all students can succeed in college. work, and life.

FDUCATORS



"Why NAF? Simply put, it is about connections and opportunities for all! NAF provides students and teachers with a knowledge base that is practical and designed to connect students and educators in their respective career pathways with realworld experiences. This connection provides the business community with prepared employees from day one!"

Dr. Lupe Ferran Diaz

Executive Director Department of Career & Technical Education Miami-Dade County Public Schools Advisory Board Member. Miami NAF Academies

ΔΙ ΙΙΜΝΙ



"NAF started out as just another class. but it turned out to mean supportive teachers, inspiring mentors, and an eye-opening internship. It was a set of opportunities I wouldn't have imagined were available to high school students."

Atul Kapoor

VP of Engineering, Soft Systems Solutions Alumnus NAF Academy of Finance 2009 Advisory Board Member. New York City NAF Academies

STUDENTS



"Living in Bangladesh, my parents never got the opportunity to finish college or even pursue their desired career. If it weren't for my amazing high school and being part of NAF, I would have never made it this far I wouldn't have had my own business or earned the knowledge and skills to create and surpass my own set of expectations.

My advice? Don't let anvone discourage you-it's never too late to become anything that your heart desires."

Jannatul Rowshan

Alumna, NAF Academy of Finance High School of Economics and Finance, 2017

BUSINESS PARTNERS



"KPMG views workforce readiness as one of the greatest challenges facing corporate America. We believe the best way to ensure a future pipeline of diverse and well-prepared talent is to provide opportunities for today's youth, particularly those from economically disadvantaged areas, to develop the skills needed to compete in the global marketplace."

Emad Bibawi

Partner, KPMG

STAFF



"NAF has been on the cutting edge of education for nearly 40 years constantly innovating and building towards a brighter future for our youth. I am so proud to be a part of the team charged with propelling this work forward '

Bill Taylor

Vice President, Community Engagement

BOARD OF DIRECTORS



"I am thrilled to be a part of NAF's Board of Directors. It is a dynamic group of leaders from across industry coming together to transform the future of this country. We know that through public-private partnerships. we can change the trajectory of so many young people's lives. Every business in the world is thinking about how to better harness the skills and talents of the next generation of leaders, and the NAFTrack Certified Hiring program will give us a platform to offer many talented young people the opportunities they need to achieve their dreams

Jennifer Morgan

Executive Board Member Global Customer Operations, SAP Board of Directors, NAF

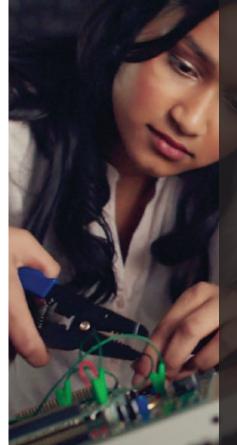


NAF alumni are filling the talent pipeline and bringing us closer to closing the skills gap.

"We are a ready group of volunteers and advocates that grows by over 20,000 people each year. We are a network of career advisors, connectors, and cheerleaders who can support each other as we navigate college, enter the workforce, and build our careers We are a deep talent pool that, through our finely-honed, future-ready skills, are ready to add value to companies across the country," said Shatiek Gatlin, NAF alumnus from the High School of Economics and Finance in New York Shatiek is one of thousands of alumni who will now have access to the new myNAFTrack alumni portal. Once NAF students complete career-related coursework, an internship assessment, and graduate high school, they become NAFTrack certified graduates. Through this certification, they will be able to stay connected to NAF and its growing number of companies that

will give certified graduates special consideration in their hiring processes. Alumni build a professional online profile to showcase their work to potential employers, access internship and job opportunities, and view a library of career-building resources. Through myNAFTrack, employers can easily search for highly qualified and diverse talent, and can stay connected to students post-graduation. It's a win-win, and more companies are recognizing the potential! AT&T; Capital One; Cisco Systems, Inc.: Hewlett Packard Enterprise; JPMorgan Chase & Co.; Juniper Networks; KPMG LLP; Lenovo; Moody's Corporation: Promontory Financial Group, LLC: SAP: Skadden, Arps, Slate, Meagher & Flom LLP; The Travelers Companies, Inc.: Verizon: and Xerox Corporation have joined the

roster of NAFTrack partners.



Our Impact

WHO WE SERVE

96,000+ students
75% low-income
85% minorities and/or girls

SENIOR OUTCOMES

96% graduation rate 92% are college-bound nearly 1,000 NAFTrack certified

GRADE 9-12 OUTCOMES

87% graduation rate

NAF's new initiative, Future Ready Labs, transforms futures through paid internships

"Last November, I became a statistic. I became a teen parent. To many people, I became a disappointment. Many people believed my only option was to drop out. They didn't see the greater motivation I had to become somebody, to make my son proud, to provide for my family."

Daniel Uribe is a senior at Justin F. Kimball High School, and one of the first students selected to participate in NAF's latest initiative, Future Ready Labs.

Launched in summer 2017, Future Ready Labs are an innovative concept designed to bring many more meaningful, paid internship experiences to high school students like Daniel. Nearly 60 NAF students took part in the pilot in Dallas, Texas; Eden Prairie, Minnesota: and New York, NY.

NAF Future Ready Labs are an exciting opportunity for students to get hands-on experience in a work environment. With support from our corporate sponsors. students have the opportunity to work together in groups to complete projects of value to the partner. Throughout the internship students participate in professional skill-building workshops. connect with professionals who serve as project mentors, and get to hear from dynamic speakers. NAF makes it easy for the employer to scale internship experiences by addressing the obstacles companies may face in providing these opportunities—such as location, supervision, and project management. As a result, corporate partners are able to play a more flexible role throughout the internship process while still meeting their need for building a diverse and skilled talent pipeline.

NAF's Future Ready Labs were made possible through incredible partnership with the following companies: Capital One; Optum; and a unique collaboration with KPMG, Verizon, and the NYC Academy Foundation.





"At Capital One, we're passionate about developing the leaders of tomorrow. More than 8,000 students in the Dallas area are a part of NAF, and Capital One is proud to have engaged with hundreds of them over the years. We're aligned with NAF's efforts to provide students with real-world work experiences through Future Ready Labs."

Sanjiv Yajni

President
Capital One Financial Services
Treasurer NAF Board of Directors



NAF IMPACT REPORT 2016-2017 9

Together with our corporate partners —we are rising to the challenge!

In St. Louis, Partnership Makes a World of Difference

In an economically disadvantaged area of St. Louis County, Jennings High School is a glimmer of hope, thanks to a new partnership between NAF, the Jennings School District, Global Leadership Forum, World Wide Technology, and the St. Louis Regional Chamber. With 100% of students qualifying for free and reduced price lunch, the need for effective collaboration and commitment to improvement is high.

NAF academies were implemented for the first time in this district, and in 2017, 100% of Jennings High School's graduating class was college or careerbound. Students in NAF academies participated in internships with partner companies including World Wide Technology, the St. Louis College of Pharmacy, and the construction company Clayco. This cross-sector work

brings together resources to create opportunities for students in the St. Louis community. All seniors are required to apply to at least two colleges and fill out federal aid applications.

Dr. Art McCov. Superintendent of

Schools, Jennings School District, said "Jennings School District and its partners were tremendously thrilled to receive the NAF President's Award at NAF Next. At our 100th Commencement, the Jennings graduating class of 2017 had 100% college and career placement. This would not have been possible without NAF and our strong corporate partners like World Wide Technology, supporting our students and staff. We are grateful. We truly see a great difference in our community and the lives of our students."



NAF Sees Success Together with SAP

"Sometimes people are skeptical of what a high school student might be able to accomplish as an intern, but NAF teaches us the workplace skills to conduct ourselves professionally and work hard," said Angelina Gonzales, a student from the NAF Academy of Finance at Clark High School. Angelina shared her academy experience on stage in front of 3,000 people as part of the transformative human resources conference, SAP SuccessConnect, in Las Vegas last fall. NAF was chosen by SAP SuccessFactors to be the featured

nonprofit partner at the event. SAP donated \$1 to NAF every time someone tweeted the hashtags #sconnect16 and #BeFutureReady for an entire month-long challenge and raised \$10,000!

Expanding with Lenovo

"It is not often that high school students have the chance to work with such a gracious employer like Lenovo, and it is even more seldom that students are provided with a paid internship while still being in high school. I am grateful that, along with my peers, I have the chance to experience firsthand what it is like to work at Lenovo and gain real-world experience," said Akeem Blalock, a NAF student with Southeast Raleigh Magnet High School's Academy of Engineering.

Akeem is one of nearly 30 students who participated in Lenovo's first year of summer internships in their North Carolina headquarters.

In 2017, the students worked in a variety of departments including data management, data analytics. eCommerce, and community relations. Lenovo's \$1 million grant increases their impact by supporting more workbased learning experiences for NAF students and through an expansion of the Lenovo Scholar Network, a mobile computing project developed by NAF, Lenovo, and MIT. The company is also providing NAF academies with approximately \$300,000 of donated laptops and tablets for students to use in developing and testing their apps. Together, our goal is to advance STEM education and opportunities to an additional 25,000 students over the next three years.







GUINNESS WORLD RECORDS™ Title Set with Capital One

Capital One teamed up with over 650 Dallas 9th graders from 19 NAF academies and broke the GUINNESS. WORLD RECORDS™ title for the largest computer programming lesson, smashing the prior record! Three hundred employee volunteers from Capital One coached students through the coding exercise in an event called Monster Jam. Emmy Award-winning talk show host Mario Armstrong emceed the event and a GUINNESS WORLD RECORDS™ official adjudicator was also present for this once-in-a-lifetime experience!

In addition to the fun and challenge of breaking the record, the Monster Jam showed what can be accomplished with committed corporate partners.



Closing the Gender Gap in STEM with Western Union Foundation

"I spend a lot of time thinking about where the women are in STEM-girls need someone to relate to!" said Angel Collins, a NAF Academy of Engineering student. NAF is helping to diversify the future STEM workforce. Forty-four percent of NAF's students in STEM-themed academies this past school year were women. NAF partnered with the Western Union Foundation through its Education for Better Campaign to challenge the public to open their minds about the changing face of STEM careers and the importance of lifting young

women up to create a more inclusive future for all young people. NAF released a new video designed to turn industry expectations on its head and promote girls in STEM. The video was featured on Upworthy gaining 143,000 views and came in second place in the DoGooder national video competition for Best Nonprofit Video of the Year!

Transforming the high school experience

The NAF Impact on Graduation Rates

For the past five years, NAF has focused on tracking student performance data—culminating with a four-year high school graduation rate. The ability to track students over their entire academic career sets NAF apart from other organizations and represents our ability to demonstrate impact across nationally measured outcomes.

Our latest report, "Transforming the High School Experience," prepared by ICF, represents the first time that we are releasing new data on students' four-year high school experience and graduation outcomes. During the years of the study, the average US high school graduation rate was 81.9%, which is reflective of all schools nationwide, while NAF primarily works with underserved schools

ICF's data shows that the graduation rate increased by 10% for at-risk students who completed four years in a NAF academy.



WITH FULL-PROGRAM PARTICIPATION NAF STUDENTS GRADUATED AT A HIGHER RATE THAN NON-NAF STUDENTS



A Priceless Experience: 2017 Benefit

Event Highlights

On May 9 2017 over 400 students alumni, educators, and business leaders from America's top companies gathered at the InterContinental Barclay New York for NAF's 14th Annual Benefit to celebrate our important work. The Benefit raised nearly \$1.6 million for NAF. The event honored Aiav Banga. President and CEO of Mastercard who was the recipient of the Innovator Award for STEM Education. The evening featured a fireside chat with Mr. Banga and NAF Founder Sandy Weill. moderated by award-winning business news journalist Susie Gharib, Anchor and Senior Special Correspondent for Fortune. They offered insight on the

nation's future workforce, the importance of giving back, and the true key to success-the DQ or Decency Quotient.

Students from 14 NAF academies across the country had the unique opportunity to present their team projects to business professionals from companies such as JPMorgan Chase & Co.: KPMG: World Wide Technology: SAP North America: and Lenovo and explain how they've used their NAF academy experience to prepare for college and career. Mastercard arranged. for a priceless surprise for our students and invited Major League Baseball legend, David Cone, to share his story of humble beginnings and following his passion.

NAF student speaker and senior at Coral Gables Senior High School. Khareem Oliver, shared his inspiring iourney from PetSmart volunteer to tech entrepreneur. His NAF experience led to the launch of the Find or Found website and smartphone app that helps owners locate lost pets.

Join us for NAF's 15th Annual Benefit on May 9, 2018 at the Mandarin Oriental New York honoring David L. Steward. Chairman and Founder, World Wide Technology, Inc.



ENGAGE, CONNECT, EXPAND, NAF NEXT 2017: Dallas, TX

Nearly 1,200 educators, administrators, business, and community leaders came together for the annual NAF Next conference at the Gaylord Texan Resort & Convention Center for three days of engaging, connecting, and expanding.

Special thanks to our committed sponsors: Capital One, Marriott International, AICPA, Lenovo, and Organizational Services Incorporated for their outstanding support. Here are a few highlights:



Engaging daily plenaries featured quest speakers including NAF board member & Treasurer, Saniiv Yainik, President, Financial Services at Capital One; Manny Fernandez, Managing Partner of KPMG's Dallas office: Leah Gilliam. VP of Education Strategy & Innovation at Girls Who Code: Diane Tavenner. Founder & CEO of Summit Public Schools; Rob Cato, Executive Director, Public Sector, Workstation & OEM at Lenovo: Honorable Jason Villalba Texas State Representative, District 114: and Usamah Rodgers, Assistant

Superintendent at Dallas ISD.



"I wish there was an organization like NAF that could have prepped me for an interview," said Chairman and CEO of Vista Equity Partners, Robert Smith, who joined NAF Chairman & Founder, Sandy Weill for a fireside chat on education, corporate engagement, and scaling internships. The panel was moderated by NAF President, JD Hove.



NAF hosted 50+ learning sessions and eight super sessions on topics that will help expand NAF's impact on more students.

"This was one of the best conferences I've ever attended. It was great to see all of NAF's efforts in the communities in which academies are located and to learn from all of the amazing NAF staff, business partners, corporate partners, and other academies around the country," said an Academy Director.



Financials

STATEMENT OF FINANCIAL POSITION

December 31, 2016 (with comparative amounts at December 31, 2015)

		2016	2015
ASSETS			
CASH AND CASH EQUIVALENTS	\$	1,697,755	\$ 762,190
CONTRIBUTIONS AND GRANTS RECEIVABLE, NET		6,855,362	12,227,431
OTHER RECEIVABLES, NET OF ALLOWANCE OF \$43,952 AND \$166,809 IN 2016 AND 2015		783,897	487,953
PREPAID EXPENSES AND OTHER ASSETS		515,147	324,630
INVESTMENTS		5,858,517	5,881,775
EQUIPMENT, FURNITURE, AND FIXTURES, NET		2,796,616	2,704,504
TOTAL ASSETS	\$.	18,507,294	\$ 22,388,483
LIABILITIES AND NET ASSETS			
LIABILITIES:			
ACCOUNTS PAYABLE AND ACCRUED EXPENSES	\$	1,395,803	\$ 1,231,890
DEFERRED REVENUE		584,869	502,421
DEFERRED RENT LIABILITY		198,226	241,075
AMOUNTS HELD FOR OTHERS		21,085	21,085
TOTAL LIABILITIES		2,199,983	1,996,471
NET ASSETS:			
UNRESTRICTED		3,932,676	4,464,768
TEMPORARILY RESTRICTED		11,844,635	15,397,244
PERMANENTLY RESTRICTED		530,000	530,000
TOTAL NET ASSETS		16,307,311	20,392,012
TOTAL LIABILITIES AND NET ASSETS	\$	18,507,294	\$ 22,388,483

STATEMENT OF ACTIVITIES

Year Ended December 31, 2016 (with summarized totals for year ended December 31, 2015)

		2016				
	-	UNRESTRICTED	TEMPORARILY RESTRICTED	PERMANENTLY RESTRICTED	TOTAL	TOTAL
SUPPORT AND REVENUE						
CONTRIBUTIONS AND GRANTS	\$	1,049,696	\$ 6,443,446	\$ -	\$ 7,493,142	\$ 12,494,530
MEMBERSHIP FEES		1,603,815	-	-	1,603,815	1,130,511
REGISTRATION FEES		772,668	-	-	772,668	872,150
SPECIAL EVENT		1,628,631	-	-	1,628,631	1,882,705
CONTRACT REVENUE		594,261	-	-	594,261	740,983
INTEREST AND DIVIDENDS, NET		125,726	18,356	-	144,082	175,082
NET REALIZED AND UNREALIZED (LOSS) GAIN ON INVESTMENTS		[68,587]	40,801	-	(27,786)	(69,111)
OTHER INCOME		60,980	-	-	60,980	3,500
NET ASSETS RELEASED FROM RESTRICTIONS	-	10,055,212	[10,055,212]			
TOTAL SUPPORT AND REVENUE	=	15,822,402	[3,552,609]		12,269,793	17,230,350
EXPENSES						
PROGRAM SERVICES		11,930,929			11,930,929	11,999,436
SUPPORTING SERVICES:						
MANAGEMENT AND GENERAL		2,968,003	-	-	2,968,003	2,839,755
FUNDRAISING	-	1,455,562			1,455,562	1,228,824
TOTAL SUPPORTING SERVICES	-	4,423,565			4,423,565	4,068,579
TOTAL EXPENSES	_	16,354,494			16,354,494	16,068,015
CHANGE IN NET ASSETS		[532,092]	[3,552,609]	-	(4,084,701)	1,162,335
NET ASSETS						
BEGINNING OF YEAR	-	4,464,768	15,397,244	530,000	20,392,012	19,229,677
END OF YEAR	\$	3,932,676	\$ 11,844,635	\$ 530,000	\$ 16,307,311	\$ 20,392,012

Roard of Directors

Members of the NAF Board are leaders in their fields and fierce advocates for improving education and workforce development in the United States.

Sanford I Weill - Chairman Founder NAF

Kenneth I Chenault - Vice Chairman Chairman & Chief Executive Officer American Express Company

Fugene A Ludwig - Secretary Founder & Chief Executive Officer Promontory Financial Group, an IBM Company

Saniiv Yainik - Treasurer President Financial Services Canital One

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John Hinshaw Board Director & Annel Investor

JD Hove President NAF

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Ronald A Williams Chairman & Chief Executive Officer RW2 Enterprises, LLC

Jackie Burgos - Ex officio Senior Director Marketing & Partner Solutions Viacom NAF Class of 2004

Alumni Leadership Council

The NAF Alumni Leadership Council works to create a community of alumni and increase awareness. pride, volunteerism, and commitment to the NAF network of academies and students.

Jacqueline Burgos - Chair Senior Director Marketing & Partner Solutions, Viacom NAF Academy of Finance 2004

Frich de la Fuente Partner & CEO of U.S. Operations Llorente & Cuenca NAE Academy of Hospitality & Tourism, 1989.

Shatiek Gatlin Financial Leadership Associate Nielsen NAF Academy of Finance 2012 Natasha Ghatak Associate Promontory Financial Group, LLC NAF Academy of Finance 2002

Jason Hughes Senior Managing Partner The Fauchard Group NAF Academy of Finance 2000

Jeff McCall Head of Corporate Strategy TruGreen NAF Academy of Finance 1998

Josuel Plasencia Co-Founder & Managing Partner Project 99 NAE Academy of Finance 2013

STEM Advisory Committee

The Committee offers opportunities for top STEM industry leaders to exchange perspectives in order to find solutions for talent pipeline needs and attract a diverse population to their businesses.

John Hinshaw - Co-Chair Board Director & Angel Investor

Senior Vice President & Chief Technical Officer Verizon

Michael Carter Managing Director & Co-Head RBC Capital Markets

Lisa A. Hook President & CEO Neustan

President NAF

Nicola Palmer - Co-Chair

of Technology Investment Banking

Miriam Hernandez-Kakol Global Lead Partner Verizon U.S. Leader Technology Enablement, KPMG LLP

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Scott Smith Senior Vice President, Human Resources AT&T

Eddie Solomon Founder & Co-President Not@Work

Lincoln Wallen, Ph.D., Dr.h.c. Chief Technology Officer DreamWorks Animation

Succeeding Together

Thank you to our supporters who have made the extraordinary commitment to ensuring a better future for the nation and for our youth. The following companies, foundations, families. and individuals are at the forefront of creating future ready opportunities by providing resources that open doors for more of our young people.

\$10,000,000 AND ABOVE

Ballmer Group Fund II Foundation Joan & Sanford I. Weill & the Weill Family Foundation

\$5,000,000 TO \$9,999,999

JPMorgan Chase Foundation

\$2,500,000 TO \$4,999,999

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\$1,000,000 TO \$2,499,999

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Xerox Corporation

\$500,000 TO \$999,999

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\$5,000 TO \$9,999

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The Travelers Companies, Inc.

Verizon Xerox Corporation



What's Next?

"We turn to the next generation and ask ourselves, what does the future hold for them? What kind of world will they inherit? Exposure to an industry through a NAF academy is the first time they've seen anything beyond their home or school.

We can make their future different from their past.

What we do matters?

JD Hove President NAF

THE FUTURE IS NOW.

What Drives Us?

OUR MISSION

NAF solves some of the biggest challenges facing education and the economy by bringing education, business, and community leaders together to transform the high school experience.

OUR VISION

NAF envisions a world in which all young people have equal opportunity for successful futures.



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