



EDUCATION AND YOUTH DEVELOPMENT
COLLEGE ACCESS AND SUCCESS
NEW YORK, NY
HARLEM RBI

HARLEM RBI

INVESTMENT RATIONALE

WHY HARLEM RBI?

Founded in 1991, Harlem RBI (HRBI) attracts youth through their baseball leagues and provides them with a holistic youth development program, focused on college access and success. Students play on the same team for 6 years, learning leadership, communication, and teamwork while also receiving academic support and college advisement. Graduating seniors receive a college scholarship up to \$3,000 over four years.

WHY INVEST NOW?

Investment in Harlem RBI will enable growth in the following ways:

- Acquire 5,000 square feet of additional space in response to HRBI's rapid growth in order to accommodate student and new staff needs
- Improve alignment of middle school and high school curricula in the areas of college access, financial literacy, sexual health, work readiness, technology skills, and leadership
- Expand alumni support by hiring an alumni coordinator to provide increased assistance with academic performance, social needs, funding assistance, and job placement
- Explore replication in other areas of New York City and across the country

OUTCOMES

The population served should be considered when reviewing outcomes. While organizations that serve a high risk population may report lower success rates, they often provide a greater opportunity for return on investment.

HARLEM RBI	NEW YORK STATE PUBLIC SCHOOLS
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% OF STUDENTS GOING TO COLLEGE (HS CLASS OF '09)

57% ^a	44% ^b
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% OF STUDENTS GRADUATING FROM COLLEGE WITHIN 4 YEARS (HS CLASS OF '05)

23%	21% ^c
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^aof students who were still with the program in 9th grade

^b9th graders chance of entering college by age 19 in 2006, Source: The National Center for Higher Education Management Systems, "9th Graders Chance for College by Age 19, 2006"

^cThe percentage of 9th graders who graduate from HS on time, go directly to college, and graduate within 150% of program time, Source: The National Center for Higher Education Management Systems, "Student Pipeline: Transition and Completion Rates from 9th Grade to College, 2009"

ALIGNMENT WITH RECOMMENDED APPROACH

Social Impact Research (SIR) recommends college access and success programs that include the three components shown in the table to the right. This table shows some of the activities the organization undertakes related to each component.

ACADEMIC PREPARATION AND ENRICHMENT

- Tutoring services
- Preparation for college admission tests
- Academic enrichment courses for core subjects
- Academic enrichment courses for additional subjects
- Academic advising services

COLLEGE KNOWLEDGE AND ASPIRATIONS

- Long-term mentors
- Extracurricular activities
- Visits to colleges and/or college fairs
- Internships/work experience
- College application assistance
- Summer bridge programs
- Support during college

FINANCIAL AID AND PLANNING

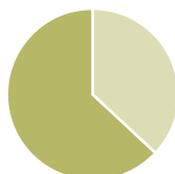
- Assistance with federal financial aid application (FAFSA)
- Assistance with private scholarship applications
- Assistance with loan applications
- Financial aid education and awareness for parents

POPULATION SERVED

HRBI is open to all children, regardless of their athletic or academic ability. HRBI's youth mirror the demographics of its community, an area known for poverty, low educational achievement, and high unemployment.



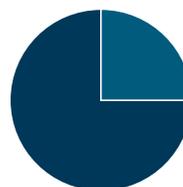
FAMILY INCOME



NA* Below Federal Poverty Line
63% Low-income
37% Modest-income

As reported by the organization
*Difference between below poverty line and low-income are not collected by the organization

RACE AND ETHNICITY



75% Hispanic
25% Black
0% Other
0% White
0% Asian
0% Native American

As reported by the organization

HRBI PARTNERS

UNIVERSITY

Adelphi University
SUNY Old Westbury
Columbia Business School
New York University
Hunter College

HARLEM RBI

SOCIAL AND ECONOMIC OUTCOMES HIGHLIGHTS

SIR recommended organizations also engage in systemic change activities to create social impact. Systemic change activities include advocacy, research, and collaboration, enabling nonprofits to affect the larger college access and success field and reach populations not served directly.

HRBI is strongly connected to the East Harlem community and engages in systemic change activities at the local, state, and national level by:

- Training parents as community ambassadors to spread the importance of youth sexual health to members of the East Harlem community
- Opening DREAM Charter School in September 2008 in response to the community need for higher quality schools
- Advocating to advance the field of education and sports youth development with the Mayor's Office and the United States Congress
- Participating and assuming leadership roles in collaborations such as the Partnership for After School Education, After-School Corporation, Up2Us, National Summer Learning Association, and the Afterschool Alliance

PROGRAM PERFORMANCE HIGHLIGHTS

AGE OF COLLEGE ACCESS PROGRAM	# OF STUDENTS SERVED 2009	STARTING GRADE OF PROGRAM
18 years	800	3rd
AVERAGE GPA OF STUDENTS IN 9TH GRADE*	AVERAGE GPA OF STUDENTS GRADUATING HIGH SCHOOL	% OF STUDENTS SATISFIED WITH PROGRAM**
N/A	2.2	85%

*Data not reported by the organization
**As reported by the organization

UNIQUE ASPECTS OF THE PROGRAM

Focusing on a long-term approach, HRBI addresses the barriers inner-city youth face through a variety of holistic programs:

- Financial aid support for parents and students through workshops series and FAFSA Fridays
- College classes and campus life experience during a week-long summer bridge program at SUNY Old Westbury
- Counseling, life skills workshops, and mental health care are offered onsite through partnerships with local social work schools and health centers
- Career prep assistance through career choice workshops, internship placements, and setting up student-led businesses

ORGANIZATIONAL HEALTH HIGHLIGHTS

SIR assesses financial sustainability by evaluating the following indicators over three years: debt to equity ratio, current ratio, cash reserves, funding diversity, and growth rate.

COST PER BENEFICIARY	# OF MONTHS IN CASH RESERVES 2009
\$6,222*	6.08**
PROGRAM/ ORGANIZATION FTES	TOTAL REVENUE 2009
43/43	\$5,680,009***

*Total organization budget/number of participants served
**Based on unrestricted net assets; nonprofits are typically expected to have 3-6 months in cash reserves
***Includes Capital Campaign contributions

MAIN SOURCES OF PROGRAM FUNDING



27%	Foundation grants
27%	Individual donations
14%	Other sources
9%	Government grants
5%	Earned income
3%	Corporate grants

Program revenue: \$5,680,009

LEADERSHIP TEAM

- The ED and associate ED first joined Harlem RBI as volunteer baseball coaches
- ED has held his position for 13 years, he serves as co-chair for two after-school councils, and is a founding member of HRBI's DREAM Charter School
- COO's work experience includes nonprofit and corporate development; was the ED of New Heights Youth, a nonprofit that offers year-round education and sports programs
- ED and COO are adjunct professors at Robert J. Milano Graduate School of Management and Urban Policy at New School University in New York

MISSION

"Harlem RBI's mission is to provide inner-city youth with opportunities to play, learn and grow. We use the power of teams to coach, teach and inspire youth to recognize their potential and realize their dreams."

CONTACT INFORMATION

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ABOUT ROOT CAUSE'S SOCIAL IMPACT RESEARCH

SIR is the independent research department of Root Cause, a research and consulting firm dedicated to mobilizing the nonprofit, public, and business sectors to work together in a new social impact market. SIR aggregates, analyzes, and disseminates the best information available about social issues and the performance of nonprofit organizations.

SIR research products include social issue reports, state reports, and organization reports to help social impact investors make well-informed philanthropic decisions. This organization report describes one of the seven college access and success organizations that SIR selected in New York City. If you are interested in investing in this organization, please contact the person listed above.

To learn more about SIR, please visit socialimpactresearch.org