



2022 Impact Report

education: access



Agenda

1

Summary

What we have accomplished this year.

2

Scholarships

How we have grown our impact.

3

Fundraising

Another year of milestones.

4

Operations

The team and detailed financials.

“We are changing lives for the better. I strongly believe that without the support of education: access, most of the girls in our programs would have dropped out of school, missing out on even the slightest chance of being self-sufficient and financially independent.”

- Priyanka Soni, Operations



Summary

A letter about [imperfect] progress

I think we can all agree that setting goals is difficult. But setting them and then actually following up? Judging from my personal experience, I'd say it's one of the most challenging things in life. Which is why I am so **proud of what we accomplished with education: access in 2022.**

But instead of starting by telling you the things we did well last year, I'm going to start with what we did wrong. I do that because I want to underline how serious we are about **transparency and learning from our mistakes.** So here it goes. Like most organizations, we are always looking for opportunities to digitize. Last year, we made an effort to move our scholarship applications online. The problem was that in doing so we failed to follow our own **Beneficiaries First principle.** We didn't force ourselves to view the change from the perspective of potential scholars, many of whom don't have internet connection at home. We dictated what to do rather than empowering our team on the ground to make decisions. And we missed out on some girls in need as a result.

The good news is that this mishap caused a really intense discussion within our team (as most mistakes normally do). We doubled down on our belief that we should never take any actions unless they **explicitly benefit the girls that we are supporting.** And we transformed the organizational structure of our team, putting more emphasis on the women we have hired on the ground to drive our operations and prioritizing growth in our operational team further this year.

The reason that I start with that story is because I think it's indicative of the overall trajectory we have experienced as an organization since our founding in 2014. When we started, we had a broad and rather naive idea of how to make an impact. In early 2020, we decided to draw a line in the sand, discontinuing our other projects and focusing solely on scholarships for girls. We also came up with a **big, bold objective: 100 girls by 2022.** And let me be honest for a second here; when we made that objective we had no idea how we would get there. Nor did we anticipate the global pandemic, which threatened our new model both on the operating and fundraising sides of the equation.

But here's the thing: we responded with **flexibility, grit, and a renewed belief in our ability to change these girls' lives.** We weren't afraid to **start from a blank slate,** and we have never shied away from going back to the drawing board again and again when confronted by new challenges to our assumptions.

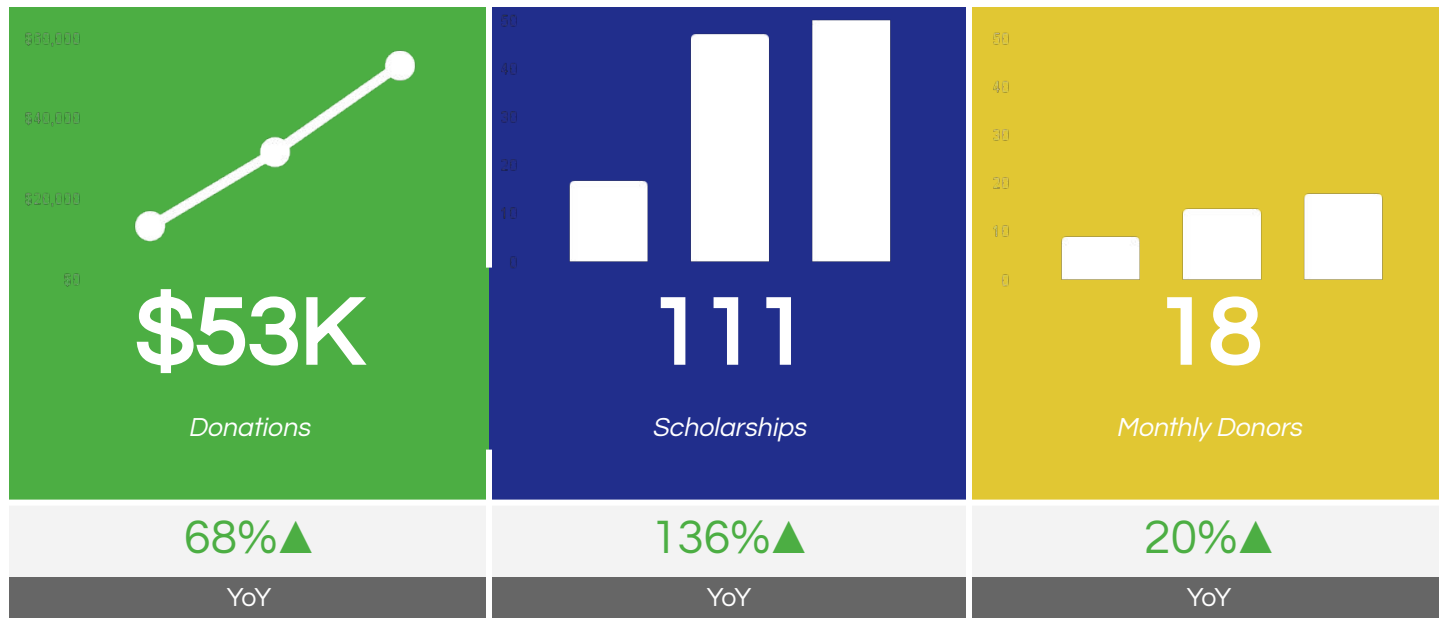
It may be strange for me to mention our accomplishments only at the end, but I am about to do exactly that. We hit a **new fundraising record** thanks to a number of grants and 18 monthly donors. We expanded to **two new cities in India and are now supporting girls at 15 different schools.** We hired and partnered with three changemakers on the ground. And that goal of 100 scholarships? **Well I am proud to say we hit 111.** Thanks for your support and let's continue to grow and make an impact together.

- Alessandro Bordoli, Founder & Managing Director

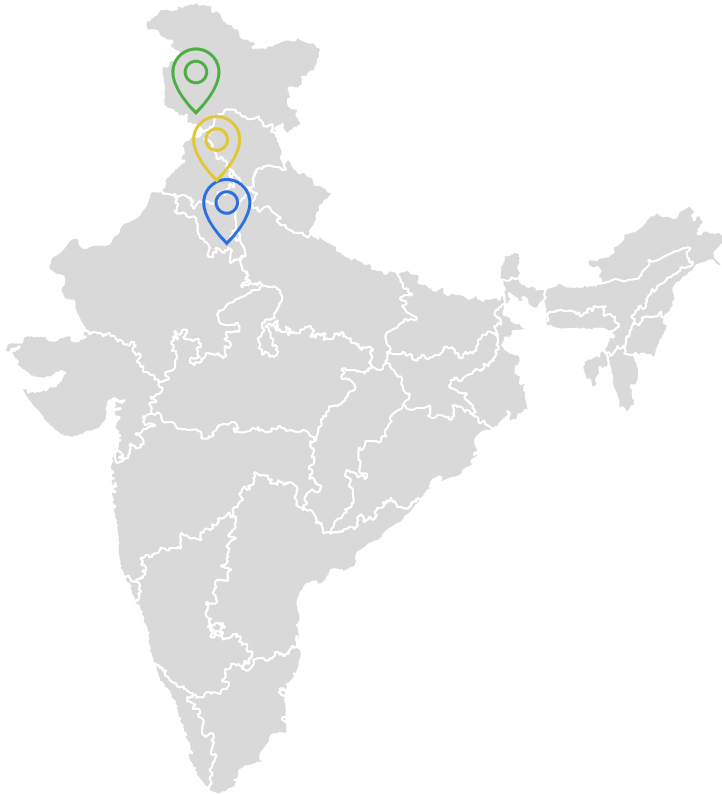
"Working on this project has been the adventure of a lifetime. When anyone asks me the thing I am most proud of in my life, it is providing scholarships for these girls. And we're just getting started."

Alessandro

2022 has been a year of growth across our key metrics



We have achieved scholarship growth also by expanding to two new cities



Jammu

2018 launch; 73 scholars; 11 schools

Chandigarh

2022 launch; 18 scholars; 1 school

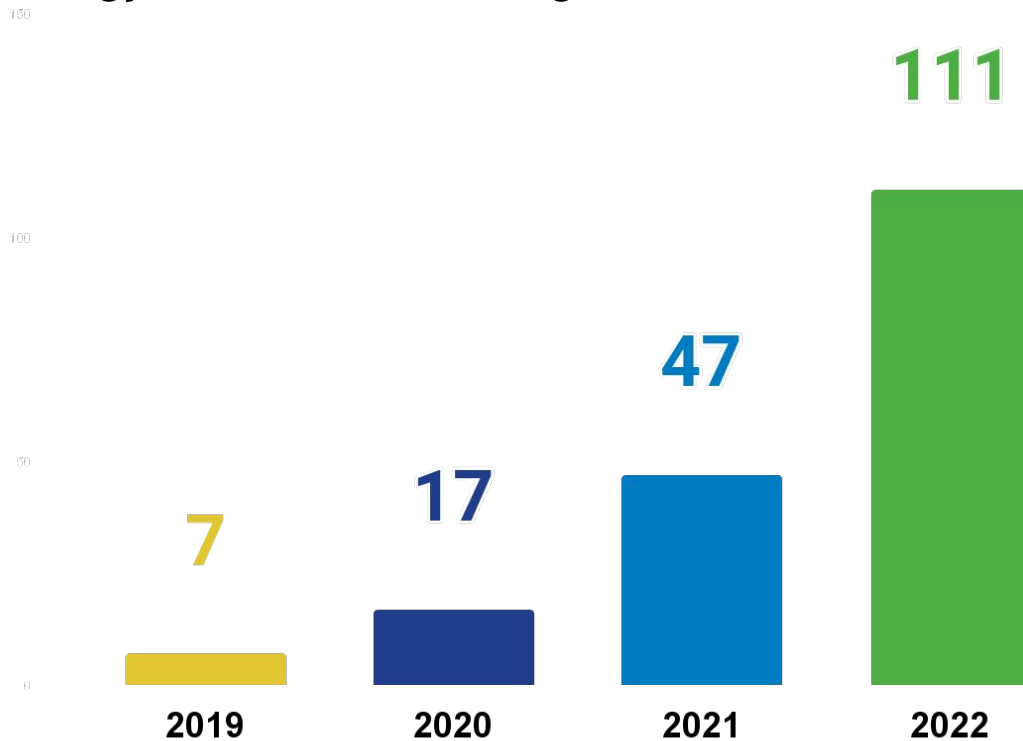
Delhi

2022 launch; 20 scholars; 3 schools



Scholarships

Our growth strategy has allowed us to give out 6.5x scholarships vs. 2020



“All these girls are unable to pay their fees on time. When the deadline for payment of fees comes, sometimes the class teacher pays their fees, and sometimes all the students of the class together pay the fees by collecting money from their pocket money.”

Suntosh Soni, Field Operations Contractor

Our scholars continue to demonstrate academic potential and financial need

\$877

Avg. Family Income

12%

% 0 Income Households

4.4

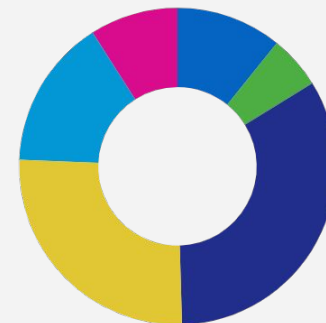
Avg. Household Size

32%

% 0-1 Parents

Grade Level

● Middle School ● 9 ● 10 ● 11 ● 12
● College



Household Type

100

75

75

50

25

0

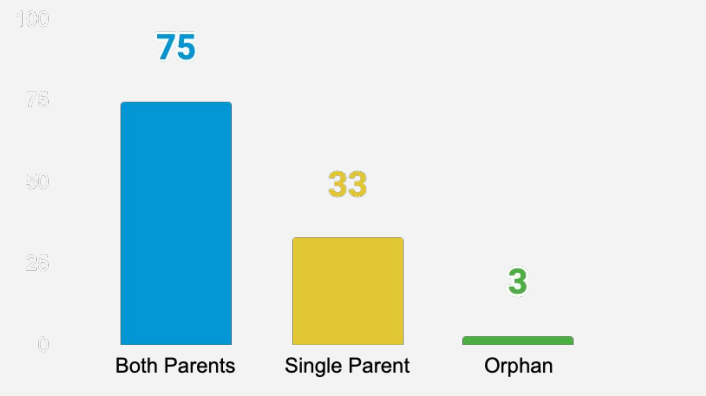
33

3

Both Parents

Single Parent

Orphan



One of our key focus areas has been improving our application process



Selection Principles

- 1. Quantitative Model**
 - a. We utilize a model that we have developed to highlight candidates within a number of categories:
 - i. Top academics
 - ii. Top risk of drop-out
 - iii. Recommended by local teams
- 2. Qualitative Evaluation**
 - a. We conduct evaluations of all applications that we receive
 - b. Each member of the Selection Committee independently evaluates each candidate and then brings his/her recommendation to the Committee discussion
- 3. Final Decisions**
 - a. A list of selected candidates is sent to the whole team for comments and feedback
 - b. Final decisions are communicated to Local Operations Teams for follow up

The stories of our girls demonstrate the impact of our programs



“I want to be an automobile engineer after I graduate. But I need to pass the engineering exam first, which is very difficult. I also love Indian literature!”

Vanshika Mooten
Grade 10



“I love singing and listening to music in my free time. I love all types of songs but one singer I know is Justin Bieber. His music is very nice to listen to.”

Suneha Devi
1st Year College

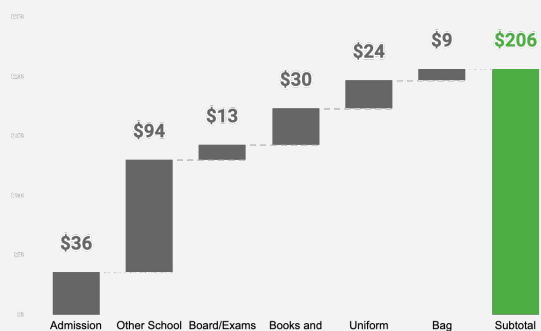


“I have all kinds of hobbies. I love reading, solving puzzles, and solving difficult mathematics questions. In general, I really like challenging myself.”

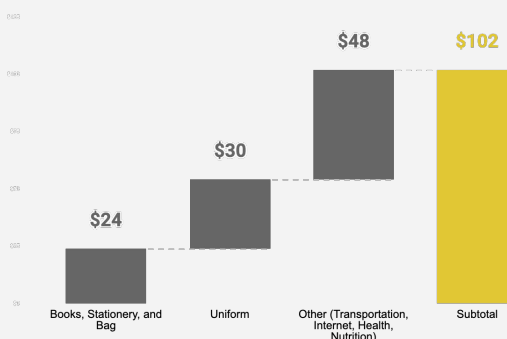
Sunali Sharma
2nd Year College

Our scholarships are tailored to the cost of living and the needs of the girls

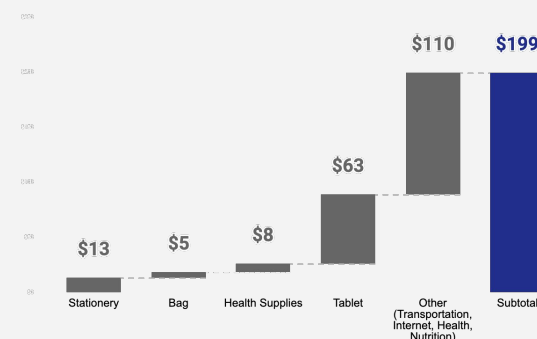
Estimated Costs for Jammu



Estimated Costs for Chandigarh

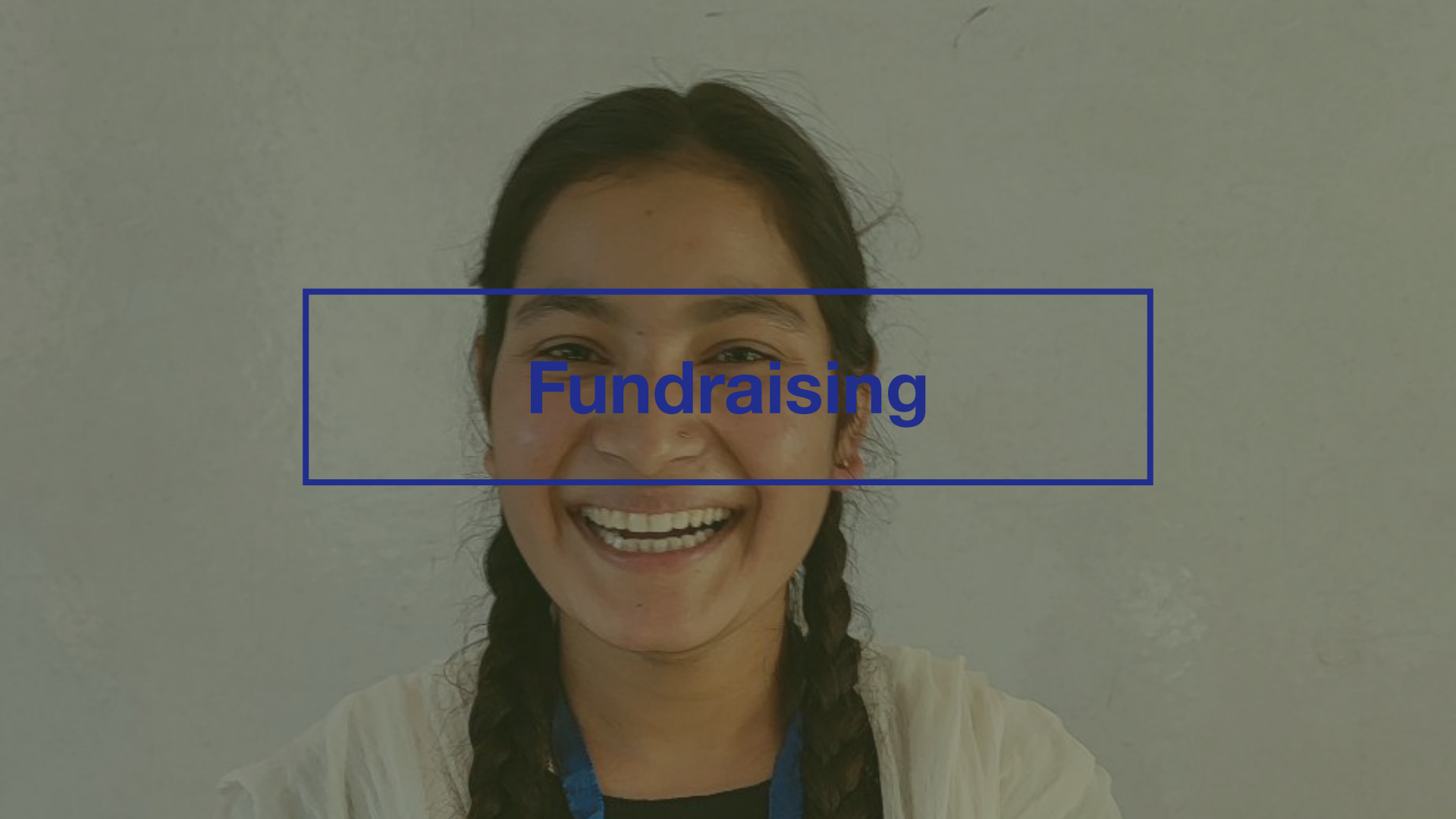


Estimated Costs for Delhi



- Most girls that we sponsor in Jammu are enrolled in public schools that have significant fees after 10th grade
- We focus our scholarship here on the basic needs for girls to stay in school
- The girls we sponsor in Chandigarh attend a private school that covers most of their fees
- This allows us to broaden the scope of our scholarship and provide flexibility in how girls spend the funds
- Our scholars based in Delhi are in public schools in low-income areas
- In 2022 we launched this pilot to offer girls a flexible package of items that supports their ability to succeed in school

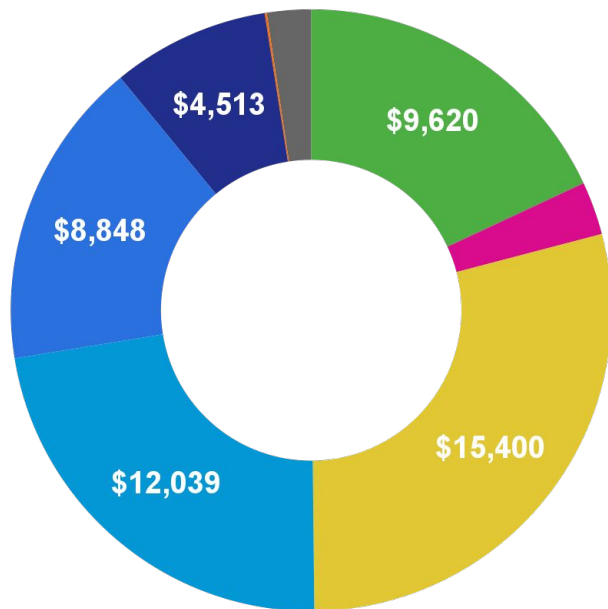
Note: The costs shown here are illustrative. We rely on Local Operations Teams to help us spend funds on what each individual girl needs most.

A young woman with dark hair styled in two braids is smiling broadly, showing her teeth. She is wearing a white jacket over a dark top and a blue lanyard. The background is a plain, light-colored wall. A blue rectangular box is superimposed over the center of the image, containing the word "Fundraising" in a bold, blue, sans-serif font.

Fundraising

We have executed on fundraising growth while diversifying our sources of funds

Gross donations (\$), 2022



- Monthly Donors
- One-Time Donations
- Grants
- Corporate Donations
- Christmas Events
- Race Fundraiser
- Amazon Smile
- Team Donations

1.7x

Total YoY Growth

40+

of First Time Donors

3

of Events

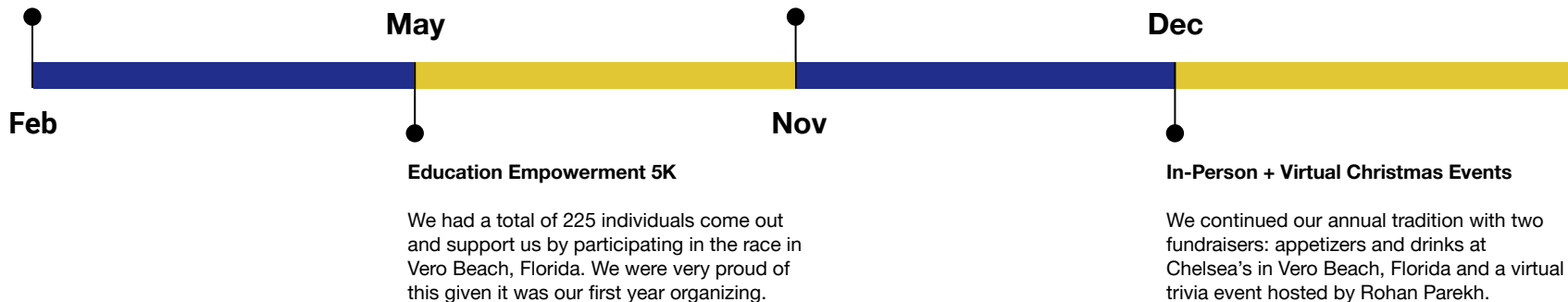
Two areas of particular fundraising growth have been in events and grants

Launch of Race Sponsorship Campaign

Christian and Luna led the race preparations and kicked things off early in the year. We partnered with 3 other nonprofits and were able to get 20+ sponsorships.

Finalized Grants

In November, we were able to finalize grants from both the Woods Trust and the Sunrise Rotary Club Vero Beach. Both are repeat grants from 2021.



We owe a lot of gratitude to our monthly donors and partners

Monthly Donors

Ryan Deri

Harpreet Singh

Luna Rivera

Jonathan Siragusa

Dario & Diana Bordoli

Grace McCranie

Jake Leffew

Amani Joas

Stephi Matsushima

Christine Steinkrauss

Stefano Bordoli

Bryce Freeman

Erin Terzieff

Sakshi Panday

Dana Sutherland

Giordano Bordoli

Casper Clemmensen

Matteo Bordoli

Grants

Woods
CHARITABLE
TRUST



Corporate Donors

FIVERTY

Chelsea's
Gourmet



We love hearing from our donors to understand why they support us

“

I became a monthly donor for education: access because I want to help provide opportunities to those pursuing education on the other side of the world.

Jonathan Siragusa

“

With a donation to education: access, you can have an impact. The team has little-to-no overhead, so your money goes where it's needed most.

Jake Leffew

“

I believe in the effectiveness of small organizations, and I believe lack of education is the cause of so many problems. education: access is helping solve that.

Davide Bassi

“

Education is one of the greatest gifts you can give. And we know there is a capable and dedicated team that we can trust to put these funds to good use.

Harpreet Singh

“

education: access helps girls gain vital skills and break the cycle of poverty. They give a chance at a brighter future and help young girls achieve their full potential.

Nils Ekman

“

As a teacher at an all-girls school, I know how education makes a significant and enduring difference. A donation to changes girls' lives, but also the generations that follow.

Carol Zortman

“

education: access and the team of talented people involved have grown the organization through their hard work and diligence. We are a proud supporter of their mission.

John Battista III

“

Our club puts a good deal of thought into the projects we get involved with. Our members have overwhelmingly chosen to support education: access.

Sunrise Rotary Vero Beach

A young woman with dark hair, smiling broadly, is the central focus. She is wearing a green and blue striped top. The background consists of lush green foliage and a white fence. A green rectangular box is superimposed over the center of the image, containing the word "Operations" in a bold, green, sans-serif font.

Operations

We work with a team of changemakers that drive operations in India



Suntosh Soni
Jammu

Year Started 2017

Background Former Teacher

Where She Excels Building relationships and persistence in the face of obstacles



Sadiya Siddiqui
Delhi

Year Started 2022

Background Former Teach for India

Where She Excels Strategic thinking and streamlining our operations

Our supporting team in the EU/US comes from diverse backgrounds



Christian Bordoli
Fundraising

MBA Candidate, Georgetown



Luna Rivera
Fundraising

Student, St. Edward's HS



Alessandro Bordoli
Founder & Managing Director

Consultant, Bain & Company



Priyanka Soni
Founder & Operations

Project Manager, WHO

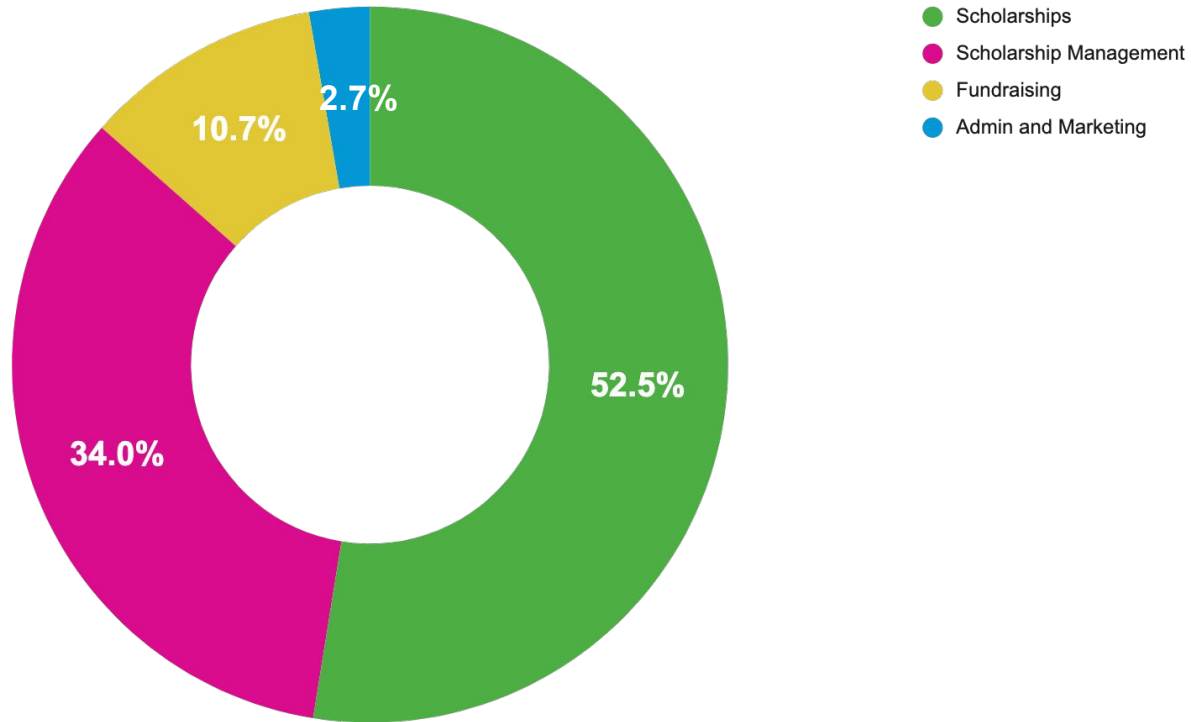


Michael Vogel
Founder & Partnerships

Product Manager, Arvato

We continue to maintain financial discipline to maximize the impact of your \$

Costs as a % of total costs, 2022



Our full P&L shows the headroom we have for further investment/growth

USD	\$ Amount		% of Gross Donations	
	FY22	FY21	FY22	FY21
Donations	334	309	334	309
Gross Donations	\$ 53,264	\$ 31,715	\$ 53,264	\$ 31,715
Total Fundraising Expenses	\$ (1,789)	\$ (618)	-3.4%	-1.9%
Net Donations	\$ 51,475	\$ 31,096	\$ 51,475	\$ 31,096
Scholarships	111	47	111	47
Scholarship Management Costs	\$ (5,656.90)	\$ (1,067.30)	-10.6%	-3.4%
Scholarship Direct Costs	\$ (8,748)	\$ (3,928)	-16.4%	-12.4%
Total Program Expenses	\$ (14,405)	\$ (4,996)	-27.0%	-15.8%
Gross Margin	\$ 37,070	\$ 26,101	69.6%	82.3%
Marketing Expenses	\$ (16)	\$ (17)	0.0%	-0.1%
Administrative Fees	\$ (441)	\$ (98)	-0.8%	-0.3%
Total Operating Costs	\$ (456)	\$ (116)	-0.9%	-0.4%
Change in Net Assets	\$ 36,613	\$ 25,985	68.7%	81.9%

We have ambitious goals for next year to follow up on our success in 2022



1

Professionalize donor operations and significantly increase focus on **recurring donor engagement**



2

Build **scalable internal processes** to **improve oversight** and lay **foundation for future growth**



3

Continue to **scale scholarships** while **enhancing capacities of local teams**

Get In Touch



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