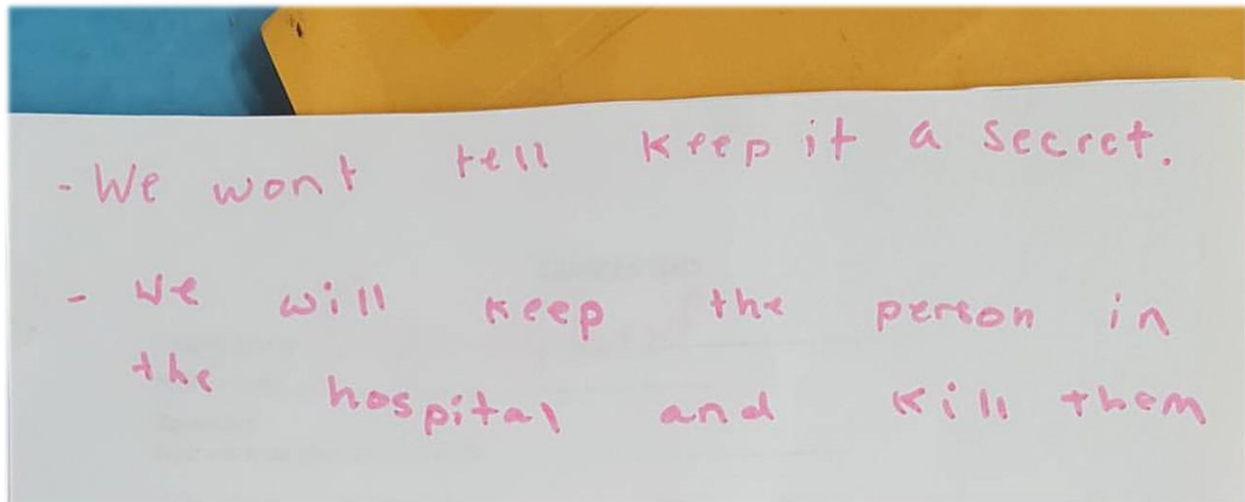


November 27, 2017

Dear Friends,

Toward the end of each summer day, I count down the minutes each country of kids has left to hand-deliver their national orders to me. Usually, that's when the kindergarteners finally remember they're supposed to fund their zoos before the animals run out of food, and the middle schoolers calculate how much money they have left for their national savings. The orders come to me from all age groups, and I never know what they'll be before I open the confidential envelopes the orders come in.

On this day, we all knew that there was an awfully itchy disease called Candy Pox spreading in several countries. As a purveyor of international gossip, I also knew that the middle schoolers had their first patient come to a hospital testing positive for Candy Pox. When their orders came in and I opened the envelopes before our international announcements, I read a little note written on the back of the order form:



The middle schoolers killed their Patient Zero.

Eventually, this was discovered by the rest of the world. An international human rights investigation began. Within a few days, the world held a human rights trial, with Judge Lorne Baker presiding. We heard testimony from Patient Zero's doctor who was "just following orders" (played phenomenally well by Ready Readers' own Sheila Oliveri!) and saw students overcome their nerves to make opening statements, introduce evidence, examine witnesses, and give rousing closing arguments. Judge Baker ordered

the middle schoolers to make several reforms in their country, which they accepted.

We never know what's going to happen in any given summer. We teach kids the power they have to lead, and that means giving them responsibility in an environment that allows them to be creative. Sometimes our kids host impromptu international talent shows, sometimes they form exclusive alliances, sometimes they develop money-worshipping cultures, sometimes they ban the use of weapons, and sometimes they use those weapons even when everyone agreed not to do so and their actions trigger an international political and environmental crisis of epic proportions.

But, at the end of each day, and at the end of the summer, we take time to reflect on what happened and why we acted in the ways we did, why we felt the ways we did, and what would we do differently if we could do it again. Because one day these kids will lead the world and, while we don't have the definitive answers to these global problems, we can give kids the time to think of their own. Most importantly, we show kids we care about them. And they learn that they are valued and that they have real power in our real world.

Our work is made so much easier when we get many wonderful people to visit us during the summer. This year, in addition to Judge Baker and Sheila, we welcomed:

- Patricia Schuba from the Labadie Environmental Organization;
- Colleen Cunningham, who led a yoga session for our kids;
- Anthony Kiekow, Connect 4 extraordinaire and public relations manager for the St. Louis Symphony;
- Craig Yugawa, a medical student at Washington University and member of the United States Air Force;
- Paul Sorenson, founder and CEO of GoodMap;
- St. Louis Metropolitan Police Officer Bianca Myers, who judged our dance competition;
- Fredrick Doss, legislative assistant to State Representative Michael Butler;
- Ted Floros, a man who has done everything, including learning social work at Washington University's Brown School;
- Mark Crapo, attorney and professional piggy-back-ride provider;

- Tracy Verner, the Community Development Manager with 1<sup>st</sup> Financial Federal Credit Union;
- Ted Thornton, a community educator with 1<sup>st</sup> Financial Federal Credit Union;
- State Representative Bruce Franks, Jr.;
- State Representative Michael Butler;
- Committeeperson Annie Rice;
- Dr. Lanor Payne, principal at Clay Elementary;
- Mustafa Abdullah, the lead organizer at the ACLU;
- The School-to-Prison Pipeline Taskforce members.

We had a wonderful summer, and we're already turning our attention to 2018 and ways for us to do even more.

This last year has seen many changes. A year ago, I left my job as an Assistant Attorney General of Missouri to spend more of my time on the Education Exchange Corps. And it helped. We were able to adapt when our previous summer site partner couldn't hold our summer program, and the wonderful people at Apostles Church and the Freedom Arts Education Center welcomed us in. We expanded our youth employment program and hired a phenomenal corps of teenagers and young adults to run our summer academy. And we spent even more time with our kids this summer.

This was also our first summer without Sam. Sam Golembieski was dedicated to kids in St. Louis. He switched careers and took severely low-paying jobs while he was training to be a teacher just so he could get into a classroom and work with kids. He would start off every one of our board meetings with a joke and stick around for hours after to talk about what else we could do. He was a huge supporter of our youth employment program and a champion for St. Louis. He passed away early this year.

In his memory, we created King Sam's Guardians of Good. It combines our summer youth employment program with financial management training, civic engagement training, college scholarships, and general support for our kids. I encourage you to read more about it and Sam on our website. I know he would have loved the program.

As Sam would often say, the EEC has so much potential and is at a turning point. But this time we're taking the turn. We are applying for grants and seeking funding for a full-time executive director. We are improving our development program so we can keep you all more engaged in helping make

St. Louis a better home for all of our kids. We are adding even more curricular aspects to our educational programming, including helping kids learn more about and understand their emotions. Emotional intelligence is so important, and our conversations have enhanced the work our kids, from negotiating international treaties to understanding why we need to share markers with each other.

This year marks ten years since we started as a small volunteer project with DukeEngage. DukeEngage is a Duke University program that sees students engaging in community service and civic engagement all over the world. We are highlighted in DukeEngage's annual report to the Bill and Melinda Gates Foundation this year.

Over these last ten years, we have provided St. Louis families with high-quality summer programming. With our innovative curriculum, we can do much more. Donors like you have allowed us to provide our Summer Leadership Academy at no cost to our kids. With additional support, the EEC will be able to achieve sustainability and reach kids throughout St. Louis, and potentially throughout Missouri, maybe even in other states. We can't wait!

I hope you find our annual report helpful. You can always contact me if you have any questions, and you can learn more on our website at [www.EdExCo.org](http://www.EdExCo.org). I am happy to answer any questions you may have, and I hope we get a chance to work together to show more kids the power they have to lead.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Elad Gross'.

Elad Gross, J.D.  
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Education Exchange Corps  
[Elad@EdExCo.org](mailto:Elad@EdExCo.org)  
314-753-9033

# **Education Exchange Corps**

**Annual Report**

**St. Louis, Missouri**

**November 27, 2017**

**Elad Gross**  
**President and CEO**  
**Education Exchange Corps**  
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# Education Exchange Corps Annual Report

## INTRODUCTION

We show kids the power they have to lead the world. The Education Exchange Corps (EEC) is a 501(c)(3) nonprofit organization that has been working with St. Louis children and families for the last 10 years. We focus on education, employment, and empowerment.

A group of kids sit around a table, coloring on paper and cutting out shapes, doing what normal 5 and 6-year-olds do. But today is a little different. Two days ago, these young leaders of a country called Tiger decided to invest in industrial automation in their country. Yesterday, the country's new robots went on strike and demanded equal rights. They were also on strike in Anyone's Land, a country run by middle schoolers. The other countries were addressing a trade embargo and radioactivity from a weapons launch, and they had not had time to invest in robotics.

The middle schoolers had first tried to address their robot rights crisis by giving the robots a few liberties and developing a special police force trained to corral robots. But the robots still demanded equal rights, and a group of humans were upset that their government had given the robots anything. Eventually, the middle schoolers took over a nearby island and transported all of the robots there so the humans and robots could live in peace separate from one another.



*Middle schoolers negotiating international alliances and cultural trade with State Representative Michael Butler and Legislative Assistant Fredrick Doss.*

The 5 and 6-year-olds instead decided to immediately give their robots equal rights. And while they sit at their table cutting out shapes for their World's Fair project, I ask them, "What about the humans who are so upset?"

A 6-year-old answers, "Don't worry. We have a lot of money and we're going to pay for a lot of pizza parties so the robots and humans can meet each other and learn how to live together." And that's how the three-week long summer program in North St. Louis City ended.

We run the Global Leadership Game, an immersive simulation that puts kids from kindergarten through high school in charge of the world. Our young leaders form governments, develop national cultures, navigate international relations, manage massive budgets and public services, and deal with global and domestic challenges. High school and college students are employed through the program. And all of our students participate in community service that they lead.

Almost every student who has attended our program has grown up with less resources than other children. Poverty places enormous obstacles in the way of our students succeeding. That's why our program has targeted neighborhoods primarily in North St. Louis City, an area of concentrated poverty. That's why we offer our program for free to families. That's why we partner with the City to provide free meals to students, almost all of whom are in the free-or-reduced-price lunch program. That's why we do not require students to take an admissions test or abide by stringent guidelines to remain in the program. When children see that we care about them, when they believe they can succeed, they most often do, and our kids have shown year after year that they can achieve amazing things.



*One of our young leaders showing Assistant Circuit Attorney Patrick Hamacher the state of the world.*

Through the Global Leadership Game, students learn financial and resource management, science, art, reading, history, speaking, negotiation, and emotional skills. They also meet adults from all walks of life who visit and play a role in the game, including: judges who serve as members of international tribunals; state representatives who are hired as ambassadors; financial planners who provide budgetary training; artists who

help countries develop national cultures; and scientists and engineers who push our young leaders to think creatively to solve global challenges.

The EEC has developed its programming with help from several community partners, including the St. Louis Public Schools, Duke University's DukeEngage program, Washington University in St. Louis, University of Missouri St. Louis, New City School, the ACLU and Legal Services of Eastern Missouri, and the wonderful families we work with.



## RESULTS

"It's so great that this is here." That's what a local police officer said after visiting the Education Exchange Corps program this past summer. She talked about the lack of activities - especially free ones - for kids in the area, how young folks were negatively influenced, how that lack of opportunity fed into itself. The EEC was greatly needed, she said.

At the beginning of the summer program, we give our students a pre-test, and we follow up with a post-test on the second-to-last day. Our pre- and post-tests mostly check for critical thinking skills, mixing math and science into word problems, asking kids to identify feelings, and finding out what they learned about leadership. We go beyond testing to see if a kid knows that  $1+1=2$ . We want to know if they can apply that knowledge to life.

### *Summer 2017 Core Results*

**1) Academic Improvement.** One of our goals is to prevent summer learning loss, the phenomenon of kids losing academic skills over the summer. We want kids to have the same scores on the pre-test as the post-test, an indication that they haven't lost anything.

Our tests showed that kids overall did better on their post-tests, with the overall score of our students increasing by 5%. That means we did better than we set out to do.

**2) Learned Leadership.** A second goal was for kids to develop a better understanding of leadership. Our tests and surveys showed that our young leaders valued "listening" and "doing the right thing" as major components of leadership.

**3) Understand Emotions.** A third goal was for children to better understand their emotions and how to control them. Responses to our questions about emotional self-control methods saw a 33% improvement from pre- to post-test.

**4) Youth Employment.** A fourth goal was to hire local high school and college students at our program. We hired five students - two going into college, the rest in high school - and we had three volunteer teenagers who regularly worked with our young leaders. Our teenagers earned about \$5000 this summer and received financial management training. Two have even asked to be more involved in the organization.

**5) Community Engagement.** Finally, we wanted to engage the larger community in our kids' lives. Our culminating World's Fair event had the most parents and family members we've ever had visit the program! And we had tons of special guests come visit our kids, including a judge, educators, a police officer, politicians, a military officer, scientists, folks involved in promoting civil rights, and so many more.

### *Summer Food Program Partnership*

The summer of 2017 also saw the EEC's partnership with the City's Summer Food Program continue, through which over 200 meals were served to our participating kids.

### *Student Surveys*

We also survey all of our kids at the end of each summer. We write down everything they say. Since the EEC started 10 years ago, we have always valued what our students had to say, even when a 5-year-old's answer to, "What was the most important lesson you learned this summer?" is "Apples. I love apples and ice cream. And I love butterflies. And I love apples. And I love all kinds of stuff." Even in these moments, when our young leaders see their words written down, that we're taking them seriously, they can see the power they have. Our organization is all about showing kids the power they have to lead.

Our survey results from Summer 2017 showed that kids felt safe with the EEC, learned a lot from their experience, and want to come back in 2018.

### *Building Relationships*

Underlying all of our work is the time we spend building relationships. A growing body of research is showing the deep value kids get from having positive relationships with adults who obviously care about them. Anyone who has worked with kids knows that intuitively. And that shows up in our surveys. Every summer, kids mention one of our teenage advisers or our CEO "Mr. E" as a big part of their summer. When we finished the program, almost everyone asked if we were going to do it again next summer, if Mr. E was going to "be the teacher again." It really matters.

### *Community Service*

As part of their experience, our students participated in community service. We want our young leaders to apply the lessons they learn with us to

the outside world. Our students managed a neighborhood trash cleanup as part of “Eco Day,” during which they also made environmental plans for their countries. Later in the program, our young leaders were asked to imagine what they would do if they ran their neighborhoods and city. They proposed ideas we shared with our local state representatives, including ideas to help end neighborhood violence, make schools safer, and provide childcare for families needing it.



*Officer Myers of the St. Louis Metropolitan Police Department judged a dance-off after answering our young leaders' questions about the role of law enforcement in their countries and real-life neighborhoods.*

Too often, we look at huge, long-term problems in society as something that will be there forever, no matter what we do. St. Louis showed the opposite this summer when it comes to making sure every child has opportunity. We can make sure that every child feels valued, that every child sees her potential, that every child understands her power, that every child can critically consider the consequences of her action, even if she needs to take a break for apples and butterflies every once in a while. Every child, no matter where she was born or where she lives or what school she goes to.

This is the world we can build together.

## GROWTH OPPORTUNITIES

The Global Leadership Game can be used for a summer, as an extracurricular activity, or as a theme for classroom learning. Beyond educational applications, the Game can also be developed for standalone use by the general public.

### *Current Opportunities*

The EEC will partner with the City of St. Louis's youth employment program. Like in the summer of 2017, the EEC will hire youth to manage the day-to-day activities of its summer program. By partnering with the City, the EEC will be able to get more resources to its youth, especially regarding financial management training. The EEC is also exploring a cost-sharing relationship with the City, which would allow the EEC to employ more youth and expand its summer offerings.

The EEC partnered with 1<sup>st</sup> Financial Federal Credit Union to provide financial management training for its students. 1<sup>st</sup> Financial is also able to provide savings accounts for students as young as 17 years old through an innovative financial access program. The EEC will continue to grow its relationship with 1<sup>st</sup> Financial and the Office of Financial Empowerment of the City of St. Louis's Treasurer to help more children save for college.

The EEC is also discussing a partnership with the City to develop extracurricular programming at the City's rec centers during the school year. This partnership would allow more children to receive high quality educational programming during the academic year and could lead to greater recruitment for the EEC's Summer Academy.

The EEC may also be active outside of the St. Louis area. One of the EEC's recent special guests – Patricia Schuba, the founder of the Labadie Environmental Organization – is planning an event to have the EEC run the Global Leadership Game with students in Franklin County.

### *Potential Future Development*

The Global Leadership Game can be used by any group. It asks players to explore the world, but it demands that players explore themselves. Without fail, the Game brings its participants closer together.

That special power makes the Global Leadership Game an excellent tool to bridge the rifts within American society today. Our divisions – by race,



wealth, geography, ideology – too often keep us apart. Intentional gatherings of student and adult players from different backgrounds can expose participants to people they normally would not meet. Familiarity has the potential to build lasting friendships and better community relations not only in St. Louis, but all over the state and country.

The Global Leadership Game could easily be used as the centerpiece to statewide and nationwide conventions, with potentially hundreds of participants managing hundreds of countries during an intensive program.

The Game could also be developed into a standalone game for public use. The EEC has worked with Pieces, the St. Louis board game café, to fundraise and debut the game to the public. The EEC has played the game with kids in grades K-12, St. Louis University Law School students, teachers, and a mix of adults and children at Pieces. Every abridged game played with adults went over schedule, with players demanding more time to play. Commercial success would help spread awareness of the game to educators and fund the EEC's summer programs.



*Young scientists experimenting with different ingredients to make slime as they try to uncover what is causing a Candy Pox pandemic.*

## BOARD OF DIRECTORS

### *Elad Gross – Founder, President, and Chief Executive Officer*

Elad - known on schoolyards as Mr. E - has been working with youth in the St. Louis area for the past ten years. Elad has led a teacher professional development course, trained numerous volunteers, coordinated with schools and district staff, and met many wonderful families and their children in the St. Louis area.



Elad is a Missouri-licensed attorney. He previously served as an Assistant Attorney General of Missouri. Elad is also the founder of Missouri For All, an organization working across the state to help more Missourians become civically engaged. Elad serves on the board of directors for Caring Ministries and the advisory boards for Clay Elementary, DukeEngage, and the Citizenship Education Clearing House.

Elad graduated from Washington University School of Law in 2014 and from Duke University with degrees in Economics and Political Science, and a minor in English in 2010. While at Duke, he was cut from the football team at least three times because he wasn't good and likely would have been the smallest player in NCAA history, so he picked up rugby instead.

### *Anat Gross – Vice President and Chief Creative Officer*

Anat was one of the original participants in the pilot service program in 2008. In her teaching capacity, she has served as a Latin instructor, an Ultimate Frisbee coach, and an engaged mentor for many children.



Anat is a researcher at Washington University in St. Louis. She graduated from Wash U in 2015 with a degree in Mathematics. She completed her Masters in Biostatistics in 2017.

Anat is a battle-tested athlete. After playing football in high school, she eventually became a dedicated Ultimate Frisbee player. She played for Washington University and for a year at The Ohio State University, where her team competed in the National Championship tournament.

### *Johnny Buse – Vice President*

Johnny serves on the board of the Education Exchange Corps, offering his creativity and teaching experience to improve EEC programming. Johnny has a long history of working with St. Louis area children in traditional classroom and summer programming settings.

Johnny is an English teacher with the Chicago Public Schools. He received his Masters in Education from Northwestern University. Previously, he taught high school English at Villa Duchesne. He graduated from Grinnell College in 2011 with a degree in English.

Johnny can often be found at SummerQuest during the summer months. He led the Sith in a winning campaign against the Jedis in the longest Star Wars Monopoly game ever played during the pre-care program.



### *Aaron Gardner – Board Member*

Aaron Gardner is a veteran educator in the St. Louis area. He worked with the St. Louis Public Schools for two decades. He served as a Community Collaborative Specialist in north St. Louis City and was responsible for working with community partners to develop programming for children and families.

Aaron currently works as an education consultant helping area teachers develop more creative and effective classroom programming. Aaron graduated from St. Louis University with a degree in Computer Science.





### *Kielah Harbert – Board Member*

Kielah is a senior at Washington University in St. Louis. She is a published author; she wrote the Admitted Guide to help students apply to college. She is very involved in finding ways to connect college student mentors with high school students in St. Louis.

Kielah serves on several committees at Washington University, working to improve campus diversity and support for underserved communities.

Kielah graduated from Clyde C. Miller Career Academy in 2014 and is passionate about providing more students with opportunity by connecting them to resources available in St. Louis.



### *Jessica Lambrecht, MSW – Board Member*

Jessica wants to see people better served by their institutions and community organizations. Her work has involved a variety of fields - youth services, residential treatment, education, criminal justice - and she has experience running political campaigns in the St. Louis area.

Jessica received her MSW with a focus on Social and Economic Development from Washington University in St. Louis. She is the Persistence Program Manager for the Wyman Center's Teen Leadership Program.



Jessica has been working with the Education Exchange Corps for several years to develop organizational capacity and infrastructure. Jessica has worked with under-resourced communities in both St. Louis and East St. Louis in the area of economic development.



*Ariel Arpadi, MSW – Board Member*

Ariel is all St. Louis. She has spent nearly a decade working with youth. In 2010, Ariel volunteered to coordinate the Education Exchange Corps' summer operations. She managed volunteers working in several summer schools throughout St. Louis City and helped the St. Louis Public Schools receive managerial interns. Her effort helped lay the groundwork for the Academies the EEC runs today.



Ariel believes that education can open many doors. She spends her days as "Ms. A," a school social worker for the St. Louis Public Schools. She maintains the link between the home, school, and community to provide services for students and families in order to best support students' success.

Ariel graduated with her Masters in Social Work from Saint Louis University in 2014.

## FINANCES

The EEC sustains its activities through the support of hundreds of small donors and the volunteer hours of its primary officers. To realize its potential, the EEC requires funding for a full-time director and development assistance.

### *Full-Time Director*

Elad Gross, founder of the EEC, has served as the Chief Executive Officer of the organization. He has not received compensation for his service. In October 2016, he left his position as an Assistant Attorney General of Missouri to focus additional time on the EEC and other efforts to increase civic engagement in Missouri.

Although the organization is currently able to put on a high-quality summer program, it is unable to take advantage of the opportunities for development and growth needed to provide its services to more children and families. The EEC needs paid staff, at a minimum one paid executive director, to create a comprehensive development plan, complete plans for the Game, and seek expansion opportunities.

**The EEC is seeking \$50,000 for full-time executive director.**

### *Development*

The EEC provides effective programming, but it lacks effective financial development. In 2016, the EEC increased its fundraising capacity, but the organization needs assistance in grant-writing, donor relations, and developing a systematic approach to fundraising. Jessica Lambrecht, one of the EEC's board members, is a member of St. Louis's Association of Fundraising Professionals, and the EEC has explored consulting relationships with development professionals.

Initial development will focus on fundraising for our youth employment program and then proceed to overall organizational needs, including building out and marketing the Global Leadership Game potentially to become a revenue stream, collecting supplies, and hiring staff. With a stronger system in place, the EEC will become a financially sustainable organization and will be able to better serve the community.

**The EEC is seeking \$10,000 for development.**

## *Current Budget*

The EEC currently runs a 3-week immersive summer academy. Most of the program's expenses are allocated to our youth employment program, which also provides financial management, civic engagement, and college readiness training and mentorship for teenagers and young adults in St. Louis City. Our national advisers are paid \$10.00 per hour for their work, and, in partnership with the City, the Treasurer's Office, and 1<sup>st</sup> Financial Federal Credit Union, we help our youth open savings accounts and start saving for college.

3-week Summer Academy	
Costs	Amounts
Supervisor	\$ 2,000.00
Student Staff Leads	\$ 3,600.00
Student Staff Support	\$ 1,800.00
Supplies	\$ 2,000.00
Food	\$ 500.00
TOTAL	\$ 9,400.00

The second largest cost is school supplies. To mitigate those costs, we hold school supply drives during the year and save our supplies from year-to-year. We also give our students books and supplies at the end of the summer to help families get ready for the upcoming school year.

We do have food costs associated with the program. We partner with the City to provide free breakfast and lunch for students. However, during the course of the day – especially during summers when we host an after-school program – snacks are essential. We also routinely hold cooking classes and food challenges when space allows. There have been times when the Summer Food Program has failed to deliver food and the EEC is required to order food to the summer site to accommodate students.

To date, the EEC has hired a Summer Director to supervise the program only twice – in 2012 and 2013 – at a cost of \$2000.00 for the director's stipend. Every other year, the Summer Director has been our CEO volunteering his time to run the program.

### *Growth Budget*

With additional funding, the EEC can expand its activities during the summer and regular school year. And with funding to expand the Global Leadership Game concept, the EEC could become financially sustainable through an income stream rather than remain reliant only on donations.

Summer Academy Growth Budget			
Sites	Amounts	Students Served	Youth Employed
1	\$ 10,000.00	40-60	6
2	\$ 20,000.00	80-120	12
3	\$ 30,000.00	120-180	18

With additional development of the Global Leadership Game, different facilitators can be trained to run programs throughout St. Louis and, potentially, the state to reach more children.

The Game can also be run during the school year, either as a weekend enrichment program or as an everyday after-school program.

School Year (Per Site Per Semester)			
Type	Amounts	Students Served	Youth Employed
Weekends	\$ 12,000.00	20-30	3
After-School	\$ 60,000.00	20-30	3

These costs will be reduced if the EEC is able to cost-share with local youth employment programs.

No matter what services the EEC grows to provide, it requires funding for a full-time director and development assistance to provide the organization with a strong and sustainable foundation.

## **BUDGET RECORDS: 2013-2017**

The Education Exchange Corps' budget records for the years 2013-2017 are included on the following pages.

### **Year-to-Year Changes**

Over the years, we have changed some elements of our budget. In 2013, the EEC ran a summer program at Clay Elementary. In 2014, the St. Louis Public Schools discontinued many of their community education sites, including the one at Clay Elementary, shortly before we were set to begin our summer program there. The EEC ended up partnering with several other community organizations to host an emergency school program at the Ferguson Library during the protests in the wake of Michael Brown's death. The emergency school program worked with several hundred kids during August and several dozen in November.

In 2015, the EEC partnered with ITEN to manage an educational coding program for St. Louis teenagers called Hack4Hope. Hack4Hope is an independent project run by community members with the EEC providing nonprofit management and curriculum support. Hack4Hope has held two hackathons and two school-year academies for children. It is currently undergoing restructuring as it seeks a potential partnership with a university.

In 2017, the EEC developed King Sam's Guardians of Good, a robust youth employment program that was initially developed in 2016. The program – named in the memory of Sam Golembieski, who served as a long-time volunteer and board member of the EEC – provides summer jobs, financial management training, civic engagement training, and college scholarships for St. Louis's young leaders.

### **Salaries**

To date, all salaries provided since 2016 have gone to local teenagers as part of our youth employment program. In 2013 and 2015, a city teacher received a summer stipend from us to help manage the program.

### **In-Kind Donors**

In 2013, we received an in-kind donation of space from the St. Louis Public Schools and another from Major Brands of beverages and art supplies.

In 2015 and 2016, we received an in-kind donation of space from Most Holy Trinity Catholic Church. In 2015, we received an in-kind donation of beverages from Pepsi and another from MasterCard of laptop computers for Hack4Hope. In 2016, we received an in-kind donation from ITEN of space at T-REX for the Hack4Hope Hackathon and another from LaunchCode of space for the Hack4Hope Academy.

In 2017, we have received in-kind donations of musical instruments from an individual donor, food for a fundraiser from Pieces, and instructional material from two individual donors. We also received an in-kind donation of space from Claim Academy for the Hack4Hope Academy.

### **Form 990s**

Because the EEC has not raised more than \$50,000 during a year to date, it is only required to complete the shorter 990 postcard form for the IRS. These forms are available upon request.

### **Budget Capacity**

The EEC has current capacity for initial funding at \$300,000.

The EEC has two current board members who have managed large budgets for different organizations. Jessica Lambrecht has previously sat on the United Way's allocation panel and is a member of the Association of Fundraising Professionals. Aaron Gardner served as a Community Collaborative Specialist with the St. Louis Public Schools and managed multiple community education sites for the school district. Additionally, as an Assistant Attorney General of Missouri, Elad Gross was charged with keeping litigation and related costs low to save taxpayers' money.

The EEC requires funding for an executive director. Ideally, the EEC would be able to hire additional staff, including multiple site directors, a director of development, and curriculum leads. The EEC's staffing needs are between \$50,000 and \$200,000.

With additional funding, the EEC also has capacity to increase its programming both in number of sites and in duration over the course of the regular school year. The EEC's conservative expansion needs are between \$20,000 and \$50,000.

The EEC's volunteer CEO is an attorney and provides legal support in addition to financial and program management. However, the EEC could

utilize additional assistance in these areas and in program assessment. The EEC's ancillary staffing needs are between \$10,000 and \$50,000.

## Education Exchange Corps Budget: 2017

(Last updated on November 14, 2017)

Income	TOTAL	EdExCo	Hack4Hope	King Sam
Individual Donations	\$ 11,324.57	\$ 3,013.37	\$ 48.60	\$ 8,262.60
In Kind	\$ 2,665.19	\$ 2,015.19	\$ 650.00	\$ -
Institutional Donors/Grants	\$ -	\$ -	\$ -	\$ -
Special Events	\$ -	\$ -	\$ -	\$ -
Sponsorships	\$ -	\$ -	\$ -	\$ -
Sales	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 13,989.76</b>	<b>\$ 5,028.56</b>	<b>\$ 698.60</b>	<b>\$ 8,262.60</b>

Expenses	TOTAL	EdExCo	Hack4Hope	King Sam
Salary	\$ 5,350.00	\$ -	\$ -	\$ 5,350.00
Teaching Materials	\$ 2,102.42	\$ -	\$ -	\$ 2,102.42
Game Materials	\$ 160.19	\$ 160.19	\$ -	\$ -
Location Rental	\$ 1,100.00	\$ 500.00	\$ 600.00	\$ -
Food	\$ 168.25	\$ 118.25	\$ 50.00	\$ -
Website	\$ 40.12	\$ 40.12	\$ -	\$ -
Fundraising Costs	\$ 1,299.87	\$ 561.07	\$ 1.40	\$ 737.40
<b>TOTAL</b>	<b>\$ 10,220.85</b>	<b>\$ 1,379.63</b>	<b>\$ 651.40</b>	<b>\$ 8,189.82</b>

Net	TOTAL	EdExCo	Hack4Hope	King Sam
2017 Net Income	\$ 3,768.91	\$ 3,648.93	\$ 47.20	\$ 72.78
2017 Cash On Hand	\$ 6,261.25	\$ 4,081.17	\$ 2,107.30	\$ 72.78

## Education Exchange Corps Budget: 2016

Income	TOTAL	EdExCo	Hack4Hope	Other
Individual Donations	\$ 4,630.20	\$ 3,755.20	\$ 875.00	\$ -
In Kind	\$ 2,030.00	\$ 500.00	\$ 1,530.00	\$ -
Institutional Donors/Grants	\$ -	\$ -	\$ -	\$ -
Special Events	\$ -	\$ -	\$ -	\$ -
Sponsorships	\$ -	\$ -	\$ -	\$ -
Sales	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 6,660.20</b>	<b>\$ 4,255.20</b>	<b>\$ 2,405.00</b>	<b>\$ -</b>

Expenses	TOTAL	EdExCo	Hack4Hope	Other
Salary	\$ 2,482.81	\$ 2,482.81	\$ -	\$ -
Teaching Materials	\$ 242.38	\$ 242.38	\$ -	\$ -
Game Materials	\$ -	\$ -	\$ -	\$ -
Location Rental	\$ 2,030.00	\$ 500.00	\$ 1,530.00	\$ -
Food	\$ 1,017.20	\$ 118.25	\$ 898.95	\$ -
Website	\$ 40.12	\$ 40.12	\$ -	\$ -
Fundraising Costs	\$ 67.15	\$ 55.80	\$ 11.35	\$ -
<b>TOTAL</b>	<b>\$ 5,879.66</b>	<b>\$ 3,439.36</b>	<b>\$ 2,440.30</b>	<b>\$ -</b>

Net	TOTAL	EdExCo	Hack4Hope	Other
2016 Net Income	\$ 780.54	\$ 815.84	\$ (35.30)	\$ -
2016 Cash On Hand	\$ 3,272.88	\$ 1,248.08	\$ 2,024.80	\$ -



## Education Exchange Corps Budget: 2015

Income	TOTAL	EdExCo	Hack4Hope	Other
Individual Donations	\$ 6,305.59	\$ 1,110.12	\$ 5,195.47	\$ -
In Kind	\$ 5,000.00	\$ 500.00	\$ 4,500.00	\$ -
Institutional Donors/Grants	\$ -	\$ -	\$ -	\$ -
Special Events	\$ -	\$ -	\$ -	\$ -
Sponsorships	\$ -	\$ -	\$ -	\$ -
Sales	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 11,305.59</b>	<b>\$ 1,610.12</b>	<b>\$ 9,695.47</b>	<b>\$ -</b>

Expenses	TOTAL	EdExCo	Hack4Hope	Other
Salary	\$ 2,000.00	\$ 2,000.00	\$ -	\$ -
Teaching Materials	\$ 4,316.07	\$ -	\$ 4,316.07	\$ -
Game Materials	\$ -	\$ -	\$ -	\$ -
Location Rental	\$ 1,380.00	\$ 500.00	\$ 880.00	\$ -
Food	\$ 2,390.30	\$ -	\$ 2,390.30	\$ -
Website	\$ 40.12	\$ 40.12	\$ -	\$ -
Fundraising Costs	\$ 73.40	\$ 24.40	\$ 49.00	\$ -
<b>TOTAL</b>	<b>\$ 10,199.89</b>	<b>\$ 2,564.52</b>	<b>\$ 7,635.37</b>	<b>\$ -</b>

Net	TOTAL	EdExCo	Hack4Hope	Other
2015 Net Income	\$ 1,105.70	\$ (954.40)	\$ 2,060.10	\$ -
2015 Cash On Hand	\$ 2,492.34	\$ 432.24	\$ 2,060.10	\$ -

## Education Exchange Corps Budget: 2014

Income	TOTAL	EdExCo	Hack4Hope	Other
Individual Donations	\$ 1,166.88	\$ 1,166.88	\$ -	\$ -
In Kind	\$ -	\$ -	\$ -	\$ -
Institutional Donors/Grants	\$ -	\$ -	\$ -	\$ -
Special Events	\$ -	\$ -	\$ -	\$ -
Sponsorships	\$ -	\$ -	\$ -	\$ -
Sales	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 1,166.88</b>	<b>\$ 1,166.88</b>	<b>\$ -</b>	<b>\$ -</b>

Expenses	TOTAL	EdExCo	Hack4Hope	Other
Salary	\$ -	\$ -	\$ -	\$ -
Teaching Materials	\$ 429.76	\$ 429.76	\$ -	\$ -
Game Materials	\$ -	\$ -	\$ -	\$ -
Location Rental	\$ -		\$ -	\$ -
Food	\$ -	\$ -	\$ -	\$ -
Website	\$ 40.12	\$ 40.12	\$ -	\$ -
Fundraising Costs	\$ 13.44	\$ 13.44	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 483.32</b>	<b>\$ 483.32</b>	<b>\$ -</b>	<b>\$ -</b>

Net	TOTAL	EdExCo	Hack4Hope	Other
2014 Net Income	\$ 683.56	\$ 683.56	\$ -	\$ -
2014 Cash On Hand	\$ 1,386.64	\$ 1,386.64	\$ -	\$ -

## Education Exchange Corps Budget: 2013

Income	TOTAL	EdExCo	Hack4Hope	Other
Individual Donations	\$ 2,929.38	\$ 2,929.38	\$ -	\$ -
In Kind	\$ 1,100.00	\$ 1,100.00	\$ -	\$ -
Institutional Donors/Grants	\$ -	\$ -	\$ -	\$ -
Special Events	\$ -	\$ -	\$ -	\$ -
Sponsorships	\$ -	\$ -	\$ -	\$ -
Sales	\$ -	\$ -	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 4,029.38</b>	<b>\$ 4,029.38</b>	<b>\$ -</b>	<b>\$ -</b>

Expenses	TOTAL	EdExCo	Hack4Hope	Other
Salary	\$ 2,000.00	\$ 2,000.00	\$ -	\$ -
Teaching Materials	\$ 186.27	\$ 186.27	\$ -	\$ -
Game Materials	\$ -	\$ -	\$ -	\$ -
Location Rental	\$ 1,000.00	\$ 1,000.00	\$ -	\$ -
Food	\$ 80.00	\$ 80.00	\$ -	\$ -
Website	\$ 40.12	\$ 40.12	\$ -	\$ -
Fundraising Costs	\$ 19.91	\$ 19.91	\$ -	\$ -
<b>TOTAL</b>	<b>\$ 3,326.30</b>	<b>\$ 3,326.30</b>	<b>\$ -</b>	<b>\$ -</b>

Net	TOTAL	EdExCo	Hack4Hope	Other
2013 Net Income	\$ 703.08	\$ 703.08	\$ -	\$ -
2013 Cash On Hand	\$ 703.08	\$ 703.08	\$ -	\$ -

## SAMPLE GAME

### *Day 1: Nation-Building*

The young leaders gather around their national tables. Only moments ago, they were told to "build their countries." What does that even mean?

The leaders open a large envelope, one that says "Confidential" on the front. In the envelope are a few pieces of paper: A map of the world, a form asking the leaders for their national orders, and a secret memorandum stating what the people of their country value.



*Young leaders strategizing with their national advisers.*

Some people want a great education system.

Some want fantastic healthcare. Some want their country to be respected for the arts. Some just want nice roads.

It's up to their leaders to determine what will be funded.

After a few hours, the leaders present the names of their countries, their national histories, and anything else they want to share with the world.

In the afternoon, the national leaders learn how to use the military.

### *Day 4: Global Pandemic*

The countries of the world agreed to hold a friendly sports competition, calling it the Olympics. It's scheduled for tomorrow, but there's a problem. A disease called Candy Pox is spreading all over the world.

Everyone seems to be working on it together. The 2nd and 3rd graders are hard to predict, but their neighbors - the Kindergarteners and 1st graders - are very committed to peace.

There's also a rumor that the secretive queen of Kittissippi has ordered her scientists to develop a powerful weapon.



*Barbecuing with State Representative Bruce Franks, Jr.*

### *Day 8: Destroyer of Worlds*

Yesterday morning, Kittissippi tested an ESM, a devastating weapon, in international waters. Hours later, the 2nd and 3rd graders dropped an ESM on Kittissippi in violation of an international ESM ban treaty they had signed with the other major powers.

The fallout from the ESM explosion spread into the teenagers' country.

Today, the middle schoolers and teenagers enacted a trade embargo on the 2nd and 3rd graders. The

Kindergarteners and 1st graders refused to join, believing that trade could lead to peace.

The countries also started building rockets in an attempt to be the first to reach another planet.



*Making closing arguments to Judge Lorne Baker during an international human rights trial.*

### *Day 15: The World's Fair*

The days of rebuilding after the ESM explosion brought the countries closer together. Even the 2nd and 3rd graders had moderated from their warlike ways, aside from a major skirmish with the Kindergarteners and 1st graders.

Amidst the international turmoil, the world came together one last time to hold a World's Fair. Each country showed off its arts and culture. And, as a last competition, each country's leaders

participated in International Chopped, a cook-against-the-clock competition involving random food items that brought parents to the program and an end to another magical summer.



*Putting the finishing touches on the Chopped: World's Fair Edition entry.*

# Education Exchange Corps

## CONTACT INFORMATION

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