INVESTMENT RATIONALE

WHY URBAN SCHOLARS?
Since 1983 Urban Scholars Program has been opening the doors of the best colleges to academically talented students from disadvantaged backgrounds. Being housed at the University of Massachusetts Boston ensures the program’s strong ties to and support from the university, as well as promotes involvement of faculty. Program graduates have a college enrollment rate of 92%, a college retention rate of 53%, and have become leaders in many professions.

WHY INVEST NOW?
Investing in Urban Scholars will enable the program to develop and strengthen in the following areas:

- Launch a comprehensive alumni relations program with the goals of providing mentors to current students and offering further academic and career support to program graduates
- Develop a more robust career development component
- Explore the opportunities for program replication to other UMASS campuses
- Upgrade the program database and data collection protocols to improve student assessment and data-driven decision-making

ALIGNMENT WITH RECOMMENDED APPROACH

Social Impact Research 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.

<table>
<thead>
<tr>
<th>ACADEMIC PREPARATION AND ENRICHMENT</th>
<th>COLLEGE KNOWLEDGE AND ASPIRATIONS</th>
<th>FINANCIAL AID AND PLANNING</th>
</tr>
</thead>
<tbody>
<tr>
<td>☑ Tutoring services</td>
<td>☑ Long-term mentors</td>
<td>☑ Assistance with federal financial aid application (FAFSA)</td>
</tr>
<tr>
<td>☑ Preparation for college admission tests</td>
<td>☑ Extracurricular activities</td>
<td>☑ Assistance with private scholarship applications</td>
</tr>
<tr>
<td>☑ Academic enrichment courses for core subjects</td>
<td>☑ Visits to colleges and/or college fairs</td>
<td>☑ Assistance with loan applications</td>
</tr>
<tr>
<td>☑ Academic enrichment courses for additional subjects</td>
<td>☑ Internships/work experience</td>
<td>☑ Financial aid education and awareness for parents</td>
</tr>
<tr>
<td>☑ Academic advising services</td>
<td>☑ College application assistance</td>
<td></td>
</tr>
<tr>
<td></td>
<td>☑ Summer bridge programs</td>
<td></td>
</tr>
<tr>
<td></td>
<td>☑ Support during college</td>
<td></td>
</tr>
</tbody>
</table>

OUTCOMES

<table>
<thead>
<tr>
<th>URBN SCHOLARS PROGRAM</th>
<th>BOSTON PUBLIC SCHOOLS</th>
</tr>
</thead>
<tbody>
<tr>
<td>% OF STUDENTS GOING TO COLLEGE (HS CLASS OF '09)</td>
<td>92%</td>
</tr>
<tr>
<td>% OF STUDENTS GRADUATING FROM COLLEGE WITHIN 6 YEARS (HS CLASS OF '03)</td>
<td>53%</td>
</tr>
</tbody>
</table>

*b Indicates high school graduates intending to go to college
*d Shows % of students graduating from college within 7 years

POPULATION SERVED BY URBAN SCHOLARS

Urban Scholars Program serves talented middle and high school urban youth from public schools in South Boston and Dorchester. The majority of their students are low-income and minority.

RACE AND ETHNICITY

- Black: 33%
- Asian: 33%
- Hispanic: 15%
- Other/Unspecified: 14%
- White: 5%

FAMILY INCOME

- Low-Income: 65%
- Not Low-Income: 35%

PARENT EDUCATION

- First generation in their immediate family to attend college: 83%
- One or more family members have attained a college degree: 17%

PARTNERS

- MIDDLE SCHOOL:
  - Gavin
  - Young Achievers
  - McCormack

- HIGH SCHOOL:
  - Jeremiah E. Burke
  - Dorchester Academy
  - TechBoston Lower Academy

- UNIVERSITY:
  - University of Massachusetts - Boston
MISSION

"The Urban Scholars Program mission is to provide predominantly low-income and minority talented and gifted students from our Boston Public Schools (BPS) non-exam school partners with the skills they need to fulfill their full potential. We prepare them to successfully enroll in and complete a college education, build successful lives, and ultimately become future leaders."

ORGANIZATIONAL HEALTH HIGHLIGHTS

SIR analyzes financial sustainability using three years of data including debt to equity ratio, current ratio, cash reserves, funding diversity, and growth rate.

Cost Per Beneficiary: $3,600*

# of Months in Cash Reserves 2008: 5.31**

Total Organization Budget: $16,532,696

Program Size as % of Organization Budget: 3%***

*Total direct program costs/total number of students served
**Nonprofits are typically expected to have 3-6 months in reserves
***Percent of entire UMass Boston budget

LEADERSHIP TEAM

Director brings expertise in alternative education, urban education reform, high school replication, and teacher training; former Harvard Graduate School of Education professor on race, culture and education

Director’s experience includes serving as Director of Data and Evaluation for the Bill & Melinda Gates Foundation’s Alternative High Schools initiative

Leadership team includes a graduate of Urban Scholars Program

The Vice Provost provides programmatic and fiscal oversight and is a strong advocate for the program within the University and the external community

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 reports include social issue reports, state reports, and organization reports that are designed to enable social impact investors to make more informed decisions about the issues and organizations they support. This organization report describes one of the seven college access and success organizations that SIR selected in Boston. For further information on the SIR analysis process, please refer to our methodology.

If you are interested in investing in this organization, please contact the person listed above.

PROJECT PERFORMANCE HIGHLIGHTS

AGE OF COLLEGE ACCESS PROGRAM: 26 years

# OF STUDENTS SERVED 2009: 163

STARTING GRADE OF PROGRAM ENTRANTS: 6th

AVERAGE GPA OF STUDENTS ENTERING PROGRAM: 3.22

AVERAGE GPA OF STUDENTS GRADUATING HIGH SCHOOL: 3.38

% OF STUDENTS SATISFIED WITH PROGRAM: N/A*

*Urban Scholars does not collect this data

MAIN SOURCES OF PROGRAM FUNDING

59% Other sources

28% Foundation grants

12% Government grants

1% Individual donations

ORGANIZATION REPORT: SEPTEMBER,2010 2