



# 2016-2017 15 YEARS OF IMPACT

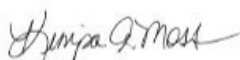


Students in The BrandLab

## A Message from the Chair of the Board of Directors

**“Wow!”** is the only way to describe this past year. We celebrated 15 years of engaged philanthropy in Minnesota – 15 great years of working to elevate the lives of underserved teens in our community. We articulated our Mission and Vision and established a growth focus for the year 2020 – to double our fund, triple the value of our engaged philanthropy and increase our investees’ ability to scale. All of this with the intent to positively impact more teens and to develop and engage more philanthropic leaders into the future.

Thank you to our investees who so tirelessly serve the teens of our community, to our partners who contribute their time, talent and wealth to impact teens and to our all-star staff who make it all work! Onward!



Kimpa Moss  
2016-2017 Board Chair



The BrandLab



Breakthrough Twin Cities



Appetite for Change

# Who Is Social Venture Partners?

## POWERFUL RELATIONSHIPS. THRIVING COMMUNITIES. ENGAGED PHILANTHROPY.

SVP is a powerful model for giving. We fuel nonprofit success by connecting smart people who volunteer their brain power, money and time with the Twin Cities' most promising nonprofits.

We carefully select early stage nonprofits that have high potential for extraordinary impact and growth. As we infuse them with greatly needed technical resources, as well as a financial grant, on average they grow to double their income in three years, ultimately serving more low-income, underserved teens with programs that truly work.

Strong nonprofits deliver better results. It's that simple. That is why SVP collaborates with nonprofits for several years, strengthening behind-the-scenes systems that will help take their work to the next level.

### MISSION

Building powerful relationships and thriving communities through the amplifying impact of engaged philanthropy.

### VISION

We elevate the lives of underserved teens by turbo-charging transformational social enterprises and philanthropic leaders.

## Impact in the Twin Cities

**3700 VOLUNTEER HOURS** dedicated to strategic grant making and nonprofit capacity building

**100 PARTNERS** investing their skilled consulting and financial resources

**7 BUSINESSES** involved in capacity building using the SVP model of engaged philanthropy

**EDUCATIONAL OPPORTUNITIES** including workshops, Quarterly Summits, SVPI conferences and forums

**18 FOR PARTNERS**

**9 FOR INVESTEEES**

**7 FOR THE COMMUNITY**

## Impact Globally

**42 SVP affiliates in 9 countries**

**3200 SVP Partners around the globe**

**\$63+ million** in grants to 840+ nonprofits globally

**10's of 1000's** of skills-based volunteer hours donated to nonprofits globally

## 2016 Engaged Philanthropy



**\$123,000\*** in unrestricted grants awarded

**\$463,000** in time from skilled partner professionals  
(estimate based on \$125 per hour)

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**\$586,000 IN TOTAL SUPPORT**

Turning every \$1 of grant funds into more than \$4 of nonprofit support

\*\$23,000 was a direct grant to Emerge - The North 4 Project, from Houlihan Lokey staff.

## Celebrating 15 Years of Impact

SVP reached its 15th anniversary milestone in 2017 and celebrated by reflecting on 15 extraordinary investee stories with 230 gathered at Aria Event Center. Building on the success of the past, the energy of the event and post-event buzz, SVP is poised to grow and impact even more social enterprises that are focused on underserved youth.

**250+ Partners**

**56 Nonprofits**

**1,000's of youth served**

**\$2M in grants**

**\$7M in skills based volunteering**

**15**  
**yrs**

## Our Future: By 2020

- Double fund from \$300K to \$600K
- Triple the value of engaged philanthropy from \$450K to \$1.3M
- Improve nonprofits' ability to scale from 2X to 3X during SVP engagement

## 15 Years of SVP Investees

3Ring (2013)  
Acara Institute (2010)  
ACES (2003-2005)  
The A-List (2011-2013)  
Appetite for Change (2015-2017)  
Apple Tree Dental (2009)  
Artspace Projects and The Cowles Center (2008)  
Baby's Space (2008, 2010-2012)  
Bolder Options (2008)  
The BrandLab (2017-Present)  
Breakthrough Twin Cities (2014-2017)  
Bridge for Youth (2006)  
Bright New Ideas (2010)  
Brotherhood Inc (2012)  
College Possible (2004-2006, 2009)  
Cookie Cart (2006)  
DesignWise Medical (2011)  
Dreams InDeed International (2011)  
East Side Learning Center (2009-2011)  
EMERGE – The North 4 Project (2014-2016)  
Employment Action Center (2010)  
Face to Face Health Clinic (2007)  
The Family Partnership (2012)  
Full Cycle (2010-2012)  
Genesys Works (2007-2009)  
GiveMN (2011)  
Greater Minneapolis Crisis Nursery (2009-2011)  
Hiawatha Academies (2006-2007)  
High School for Recording Arts (2010)  
International Breast Milk Project (2008)  
Jabbok Family Services/COOL Youth Center (2011)  
Joyce Preschool (2011-2013)  
Lundstrom Center for Performing Arts (2003-2005)  
Marnita's Table (2008)  
MicroGrants (2008)  
Mind Body Solutions (2010, 2011)  
Minnesota Teen Challenge (2009)  
Minnesota Urban Debate League (2012-2014)  
Minnesota Valley Action Council (2013)  
Neighborhood Energy Connection (2011)  
Nice Ride (2012)  
Pillsbury United Communities (2011)  
Reve Academy (2014)  
Rock Star Supply Company (2011)  
Roots for the Home Team (2015)  
Rural Renewable Energy Alliance (2009)  
Seeing Hands (2004-2006)  
Spark-Y (2016-Present)  
Springboard for the Arts (2010)  
Students Today Leaders Forever (2007-2011)  
Tuloko (2012)  
Twin Cities RISE (2012)  
Urban Boatbuilders (2015-2016)  
The Works (2010-2012)  
World Savvy (2016-Present)  
YouthCARE (2005-2007)



**Investee** 2014 – 2017

**2016 Grant** \$25,000

### Mission

To use food as a tool building health, wealth, and social change in North Minneapolis. AFC is a community-led organization that strengthens families, creates economic prosperity, and encourages healthy living.

### Co-Founder & Executive Director

Michelle Horovitz

### Impact in Minnesota

In 2016, Appetite For Change engaged 48 youth through training, and employed 35 teens. The organization had \$679,000 in earned revenue which is over a 50% increase from 2015.

### SVP Projects Completed or Ongoing

Financial Management, Strategic Planning, Operations, Marketing, Program Development, Governance, Earned Revenue Strategy, Fund Development

### SVP Partners Engaged

Jeff Arnesen, Alana Buckner, Gary Cohen, Ally Delgado, Brian Garshelis\*, Jennifer Hauschildt, Tom Hektner, Lincoln Hughes, John Judd, Janet Nagele-Judd, Holly Parker, Carla Pavone, Tracy Skar, Jennie Tollefson

*\*Lead Partner*

## Nonprofit Investee Portfolio

This year SVP supported six nonprofits in the seven-county metropolitan area. These nonprofits are making a significant impact on teens and we are proud to work alongside them to build capacity and enable growth.



**Investee** 2017 – Present

### Mission

To change the face and voice of the marketing industry by introducing, guiding and preparing students for careers in marketing and advertising. The BrandLab believes in a future industry that reaches new heights through the creativity of people of any race or socioeconomic background.

### Executive Director





Ellen Walthour

### SVP Partners Engaged

Linda Ireland\*, Ross Johnson, David Orenstein, Kirk Smith, Andrea Stark\*, Will Schnabel

*\*Lead Partner*

The team of SVP partners is forming. As this went to press, The BrandLab team had just completed their Organizational Capacity Assessment which indicates gaps. The BrandLab team and SVP partners are now developing a capacity building plan with projects that will further define the team of skilled volunteers needed.

	2014	2016
 # of MN students reached:	11	35
 # of MN programs:	3	6
 # of garden sites:	6	10
 Revenue	\$481,744	\$1,996,947
<b>FTE Staff</b>	<b>19</b>	<b>45</b>



# Breakthrough Twin Cities

**Investee** 2012 – 2017

**2016 Grant** \$25,000

## Mission

To prepare under-resourced students for college success and cultivate the next generation of educators.

## Executive Director

Josh Reimnitz

## Impact in Minnesota

In the last year, Breakthrough Twin Cities served 494 promising youth to get them prepared for and into college while also helping cultivate the next generation of teachers. 100% of BTC seniors are enrolled in college, and have an average of \$34,415 of annual scholarship support.





## SVP Projects Completed or Ongoing





Board Governance, Organizational Structure, Marketing, Fund Development, Earned Revenue Strategy

## SVP Partners Engaged

Jim Anderson\*, Mary Anderson, Ben Burgum\*, Nancy Chang, Rebecca Duvick, Linda Ireland, Eric Jackson, John Judd, Andrew Moss, Dan Pickering, Phil Strohm\*, Steve VanTassel

*\*Lead Partner*

	2013	2016
 # of MN students reached:	258	494
 # of MN programs:	2	2
 # of sites:	1	3
 Revenue	\$386,472	\$1,200,000
<b>FTE Staff</b>	<b>5</b>	<b>6</b>

	2013	2016
 # of MN students reached:	45	63
 # of MN programs:	18	23
 # of sites:	3	8
 Revenue	\$7,965,005	\$10,788,216
<b>FTE Staff</b>	<b>31</b>	<b>61</b>



## The North 4 Project

**Investee of Houlihan Lokey** 2014 – 2016

**2016 Grant** \$23,000 from Houlihan Lokey staff

## Mission

To prevent crime and violence by creating pathways to success for 16-21 year old gang-clique youth living in four North Minneapolis neighborhoods where homicide rates are high and poverty is concentrated.

## Founder and VP

Linda Bryant

## Impact in Minnesota

In 2016, 63 youth were enrolled in the North 4 Project; among them 10 participated in job shadowing, 16 were placed in internships, and 15 were placed in unsubsidized jobs.

## SVP Projects Completed

Program Evaluation – Success Metrics, Marketing to Donors, Financial Planning for Program Budgeting, Internship Opportunities for Youth, Job Shadowing for Youth

## SVP Partners Engaged

Jeff Arnesen, Jeff Werbalowsky

## Houlihan Lokey Staff Engaged

Amy Determann, Xander Hector\*, Dan Tobin, Jenny Wilson

*\*Lead Partner*



**Investee of Lube-Tech** 2016 – Present

**2016 Grant** \$25,000

### Mission

To empower youth through hands-on education rooted in sustainability and entrepreneurship.

### Impact in Minnesota

In 2016, Spark-Y educated 1000 youth in school programs, took on 42 youth in the summer internship program and 10 additional interns during the school year, hired two intern graduates as part-time staff members, and hired two additional intern graduates as full-time staff members.

### Executive Director

Zach Robinson





### SVP Projects Completed or Ongoing





Strategic Plan, Organizational Structure, Development, Accounting

### Lube-Tech Partners Engaged

Grace Bassette\*, Stephen Dossett, Dakota Junkman, Erin Pettit, Eddie Phillips, Amy Jo Van Culin\*

*\*Lead Partner*

	2015	2016
 # of MN students reached:	625	2,000
 # of MN programs:	10	39
 # of sites:	8	15
 Revenue	\$186,190	\$405,596
<b>FTE Staff</b>	<b>4</b>	<b>9</b>

	2014	2016
 # of MN students reached:	2,857	5,475
 # of MN educators reached:	38	73
 # of sites:	28	36
 Revenue	\$1,694,532	\$1,862,912
<b>FTE Staff</b>	<b>12</b>	<b>12</b>



**World Savvy**

**Investee** 2016 – Present

**2016 Grant** \$25,000

### Mission

To educate and engage youth to learn, work, and thrive as responsible global citizens in the 21st century.

### Impact in Minnesota

In FY16, World Savvy reached more than 5,400 Minnesota students and 73 Minnesota educators across 36 Minnesota schools and districts.

### Executive Director

Dana Mortenson

### SVP Projects Completed or Ongoing

Organizational Strategy, Capital Campaign, Marketing, Earned Revenue Strategy, Technology and Capacity Planning

### SVP Partners Engaged

Kate Berman, Rebecca Duvick, John Judd, John Mauriel, Vicki Raport\*, Jane VanTassel

*\*Lead Partner*

# It's About the Teens

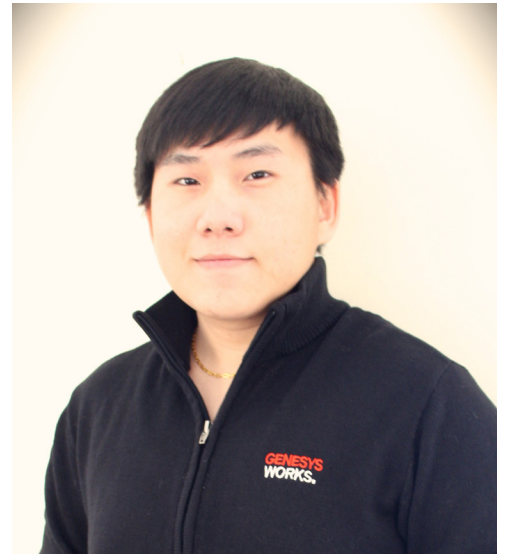
## NHIA'S STORY

My parents first moved from Laos to Thailand as refugees, and after three tries, were accepted to come to the United States. When we arrived in Minnesota, my parents did not speak English and had difficulty finding jobs. As for me and my eight siblings, we had to move to a school with mostly Hmong students so we could be understood when talking.

My life changed when I was in sixth grade. I didn't know how to make friends and be friends with other students since I was always very serious. I had become really quiet in school and even laughing with friends came hard because I didn't know how to tell when someone was telling a joke. That all changed when I was accepted to Breakthrough Twin Cities.

I still remember the day when I came home to an envelope from Breakthrough. When I read the word "congratulations!" I knew that I was off on a new academic adventure. During my summers with Breakthrough, I learned to be myself. I found other motivated students like me. I gradually learned to move out of my comfort zone, standing on the "X of Bravery" to remind myself to speak loudly and clearly. For the past six years, Breakthrough has not only been preparing me for college, but also preparing me for life by supporting my academic success and encouraging me to take risks.

I feel deep gratitude to my parents and to the Breakthrough program. As I look forward, I will take the lessons I've learned with me to be a contributing participant in college and beyond.



Breakthrough Twin Cities



The BrandLab



## DEANDRE'S STORY

Growing up, Deandre struggled in school. Due to family issues, he moved frequently and also suffered from test anxiety. Deandre said, "I didn't think I would go far. I told myself I wasn't smart enough."

During the summer after junior year of high school, Deandre had to attend summer school to catch up. He realized he needed to make a change and put in extra effort to make up for lost time. Deandre was able to graduate high school on time, but he didn't know what to do next. He practiced basketball every day, but didn't have direction or a career goal. Before joining North 4, Deandre was unemployed and not attending school.

EMERGE North 4 Coordinator, Ron Williams, worked hard to recruit Deandre. Deandre says, "At first I was avoiding him, but I finally came to EMERGE. Ron is like my uncle now. He helped me focus on a task before moving on, he helped me be a better listener. I was surprised by how much he really cared." During North 4, Deandre had an internship in construction, was chosen as a BUILD Leader and served the community as a role model teaching an anti-violence curriculum to elementary-aged children. He says, "My brothers look up to me now. Even my older brothers!"

With renewed confidence, Deandre recently made the decision to attend college. With EMERGE's help, Deandre applied to and was accepted at Minnesota West Community & Technical College in Worthington, MN. He will attend this fall and was chosen to play basketball on the college team. Deandre doesn't know what the future holds, but says, "Now I know I am smart enough."



Emerge - The North 4 Project



World Savvy



#### **Back Row**

Brian Peterson, Jeff Arnesen, Nathan Espinosa, Kimpa Moss, Jim Anderson, Ann Herzog-Olson

#### **Front Row**

Esther Goldberg-Davis, Jacie Fogelberg, Guff Van Vooren, Ally Delgado, Carla Pavone

## Board of Directors

### **Kimpa Moss**

Chair 2016-2017  
*Lurie LLP*

### **Brian Peterson**

Treasurer  
*CliftonLarsonAllen*

### **Jim Anderson**

*Consultant*

### **Jeff Arnesen**

*Marsh USA Inc.*

### **Ally Delgado**

*Merchology*

### **Nathan Espinosa**

*Lube-Tech*

### **Jacie Fogelberg**

*Meristem Family Wealth*

### **Carla Pavone**

*University of Minnesota*

### **Guff Van Vooren**

*Consultant*

## 2016 Partner of the Year



John Judd

## 2016 Fast Start Award



Jeff Parker

# 2016 to Mid-2017 Partners And Donors

## SVP thanks our partners and donors who are helping advance our mission.

### Philanthropic Partners

#### Factory Motor Parts (team forming)

#### Houlihan Lokey Xander Hector

#### Lube-Tech Grace Bassette Steve Dossett Dakota Junkman Erin Pettit Eddie Phillips Amy Jo Van Culin

### Corporate Partners

#### 3M Nancy Chang Matt Ladhoff Trevor McKinnon Dan Pickering Kirk Smith

#### Lurie LLP Rhoda Beaird Josh Henrich Charles Talbert

#### Meristem Family Wealth Jacie Fogelberg Greg Laughlin JD Leggott Charlie Maxwell John Quinlan Patrick Siering Phil Strohm

#### Riverbridge Partners Ross Johnson Adam McGrane Emily Soltvedt Andrea Stark Mary Beth Steiner

### Leadership Circle

#### \$10,000+ Bush Foundation Ellen Mitchell Gallagher & Gary Gallagher Kimpa & David Moss Mary Dee & George Hicks

### Partners

#### \$6,000+ Mary & Jim Anderson Jeff Arnesen Kate & Art Berman Christine & Bill Bluhm Ginger Sorvari Bucklin Ben Burgum Chris & Gary Cohen Rebecca & Dave Duvick Amber & Nathan Espinosa Linda Ireland & Susan Gillman Jennifer & Todd Hauschildt Carole & Tom Hektner Michelle & Jeff Hinck Kim & Eric Jackson Chad Johnson Janet Nagele-Judd & John Judd Marty & Tom Kieffer Julie & Rick Krieger Karen & Dan Kinsella Kathy & Marty Leestma Mary Anne & John Mauriel Katy & Stuart Noun Leslie & David Orenstein Holly & Jeff Parker Paddock Family Foundation Corrine & Louis-Paul Ricard Kimberly Berg & Will Schnabel Tracy & Alden Skar Eleanor & Chris Smith Carla Pavone & Morris Stockburger Nancy & Phillip Strohm Jane & Steve VanTassel Jennie & Jeff Tollefson Vicki Raport & Guff Van Vooren Mary & Jeff Werbalowsky

### Rising Leaders

#### \$1,000+/Under 35 years of age Alana Buckner Ally & Joe Delgado Brian Garshelis Josh Hansen Kayla & Lincoln Hughes Andrew Moss Brian Peterson Daniela Vasan & Josh Reimnitz Jack Ward

### Foundations

#### Bame Foundation Bush Foundation The Minneapolis Foundation Paddock Family Foundation W.W. Grainger Foundation

### Friends of SVP

#### \$1,000+ Reed Anderson CastleLake, L.P. Jonathan Cleveland Jacie & Brian Fogelberg Kristin & Bradley Geer Ann Herzog-Olson Stacia & Scott Richardson Eric Siegert Stephanie Sommer & Stephen Spencer Robin Ricke & Fredrick Vescio

### \$500-\$999

#### Alexandra Marston Anne Petersen

### Up to \$499

#### Mila Amundson Don Craighead Deb Garvey & Chapin Hall Tim Huebsch Mindy Isaacs Amy Litman Allison Newman Jeff Ochs Ellie Singer Matt Varilek Mary Kay & Richard Ward Eric White

### Gifts in Kind

#### 3M CliftonLarsonAllen Jeff Arnesen Don't Blink Goetz Results Communications Houlihan Lokey Meghann Kraus Lube-Tech Lurie LLP Margaux McClure Meristem Family Wealth Todd Hari UMN Carlson School of Management Virteva

### Philanthropic Partners

#### \$35,000+



HOULIHAN LOKEY



FACTORYMOTORPARTS™



### Corporate Partners

#### \$15,000+



MERISTEM  
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*An investment management firm*





Breakthrough Twin Cities



Spark-Y



Spark-Y



Appetite For Change



Emerge - The North 4 Project

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SVP's Form 990 and financials are posted at:  
[www.socialventurepartners.org/minnesota/who-we-are/reports-and-financials/](http://www.socialventurepartners.org/minnesota/who-we-are/reports-and-financials/)  
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