



ANNUAL REPORT 2024

Our Mission

We **ignite growth** in community-based programs to **expand opportunities** for the young people of New York City.

When we invest in organizations with **proven solutions** who are **poised for growth**, there is an exponential impact on the communities they serve. When we create more opportunities for young people to find their spark and reach their full potential, we create pathways to a **more equitable future**.

What We Do

For more than 30 years SparkYouth has filled a key gap in the youth development and philanthropic communities by investing in organizations that provide critical opportunities for NYC youth from under-resourced communities.

We identify innovative, early-stage youth development organizations that provide transformational programming to NYC youth and are poised for growth. At the time of application, our organizations are between 2-10 years old with budgets between \$150K & \$1.5 million.

OUR UNIQUE MODEL WORKS LIKE VENTURE CAPITAL FOR NONPROFITS: We invest in the long-term sustainability and success of our organizations at a critical moment in their trajectory with:

- **CAPITAL:** Our funding model is driven by the knowledge that **multi-year, unrestricted support** is a critical success factor in organizational growth. This

type of support provides financial stability and predictability so **leaders can plan for the future** and focus more time on their missions.

- **CAPACITY:** Through our Cofactor Lab we provide **responsive, tailored operational support** to help organizations build their infrastructure. We know the path to sustainability takes strategic investments in **people, practices, and resources**, so we provide the professional expertise every organization needs to grow.
- **COMMUNITY:** Our unique **cohort model** brings together innovative nonprofit leaders to foster collaboration, resource sharing, and peer-to-peer learning. We create a network of support that **sustains and energizes leaders**.

Our Impact

- Over the past 30+ years, SparkYouth has partnered with **85 youth development organizations** that have gone on to serve over **3 million young people...** and counting.
- Nearly $\frac{1}{3}$ of nonprofits close their doors in the first five years. **85% of SparkYouth's former grantees are still thriving** and serving thousands of young people.
- During their time as a grantee, **95% of SparkYouth organizations double in size and 45% triple in size**, resulting in positive, long-term outcomes for thousands more children in New York City.

2024 Impact Highlights

- In 2024 alone, the Cofactor Lab provided 725 hours of consulting and professional development to our grantee organizations (a 15% increase from last year), focused on three key determinants of organizational resilience:
 - PEOPLE
 - Leadership Coaches
 - 8-month series on Building and Retaining Your Nonprofit Team
 - Intensive, 2-day training on effective management for leaders in social justice and educational equity organizations

- PRACTICES
 - 10-month pilot program – The Future Is Now: Succession Planning for Sustainability
 - Cross Your T's and Dot Your I's: A Peer Resource Share of Policies, Practices, and Protocols
- RESOURCES
 - 11-month intensive fundraising training in:
 - Major gift solicitation
 - Increasing general operating support
 - Engaging your Board
 - Introductions to funders
- \$1 Million in General Operating Support Grants
- \$60K in scholarships to college-bound youth participants from our grantees
- \$131,000 in technical assistance

2024 Financials

Total Revenue: \$1,838,090

Program Expenses: \$1,693,466

Fundraising Expenses: \$195,512

Administrative Expenses: \$66,225

Total EOY Net Assets of Fund Balances: \$1,332,680

SparkYouth Impact in Action

SparkYouth Grantee, **Bronx Lacrosse, improves educational opportunities and life outcomes for underserved middle school and high school students in the Bronx.**

100% of Bronx Lacrosse students graduate high school in four years and enroll in higher education within six months of graduation.

Over the last 3 years, Bronx Lacrosse received **\$230,000 in general operating support from SparkYouth as well as Executive Coaching, Fundraising Training, Talent Recruitment, and Legal Support.** In that time, with SparkYouth's support, Bronx Lacrosse expanded to **3 new partner schools in the Bronx, experienced 300% growth in their overall budget, and increased their staff 5x!**

"As a fairly new Executive Director, I needed a lot of help learning how to deal with my audit, developing my budget, hiring, building work culture. No matter what I needed, SparkYouth was there for me to help me through that process."

-Katrena Perou, Executive Director, Inspiring Minds NYC

"Our relationship with SparkYouth is transformational, not transactional."

-Sanda Balaban, Executive Director, YVote

"SparkYouth is very different from other funders in the New York City area. Not only are you receiving funding, but you're also getting a team of people who are dedicated to ensuring that the challenges you are facing as a nonprofit are addressed."

- Jessica Santana, CEO, America on Tech

"The funding, the capacity-building, and all the relationships we've gotten from SparkYouth have been so impactful for us. SparkYouth has helped Bronx Lacrosse become the organization we were destined to be."

-Dan Leventhal, Executive Director, Bronx Lacrosse

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