



# BUILDING A **MARKETPLACE** FOR SOCIAL CHANGE

**SOCIAL INNOVATION FORUM  
2017 ANNUAL REPORT**



## mar•ket•place (noun)

An approach to engaging a broad community in the work of social change in which market-goers (volunteers, philanthropists, social impact investors, and leaders of mission-based organizations) exchange resources (time, money, expertise, and social capital) in order to collaborate on creating social impact.

# A MARKETPLACE FOR SOCIAL CHANGE

Dear Friends of SIF,

The word “**marketplace**” may evoke images of people bartering over bread, fish, and fruit, but for the Social Innovation Forum (SIF), the marketplace represents something different—an innovative approach to engaging a broad community in the work of social change.

In this marketplace, market-goers exchange resources (time, money, expertise, and social capital) in order to collaborate on creating social impact. For volunteers, philanthropists, and social impact investors, this marketplace creates opportunities to engage in meaningful ways: to “give back,” to have a deeper impact than they could on their own, and to become part of innovations beyond their own imaginations. For mission-based organizations, it’s a way to connect with people eager to support their work with time, talent, and financial resources that would otherwise be hard to obtain.

The Social Innovation Forum is the heart and soul of the marketplace described above, nurturing its growth and driving it toward greater social impact. In this annual report, we share highlights of the past year: building capacity through our Accelerator program; making connections among funders, mentors, and practitioners; acquiring the Next Mile Project; and moving to our new space at One Congress Street.

Over the years, we have seen the impact of the marketplace, which to date has directed **more than \$31 million in cash and in-kind resources to 106 social impact organizations**. We are excited about the possibilities as the marketplace continues to grow.

Many thanks for your participation in this work and for your past and continued support.

Sincerely,



A handwritten signature in black ink that reads "Susan Musinsky".

**Susan Musinsky**  
*Executive Director*



A handwritten signature in black ink that reads "Ryan Dings".

**Ryan Dings**  
*Chair, SIF Board of Directors*

# THE SOCIAL INNOVATOR ACCELERATOR: OUR FLAGSHIP 24-MONTH CAPACITY-BUILDING PROGRAM FOR NONPROFITS

After vetting 135 organizations over six months, we welcomed seven nonprofits into our 2017 **Social Innovator Accelerator**. These groups completed an intense six-month consulting and capacity-building program, drawing on the support of our consultants, in-kind partners, and skilled volunteers, and they presented their work to more than 350 people at the 14th Annual Social Innovator Showcase.

## 2017 SOCIAL INNOVATORS AND TRACK TOPICS

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- ★ **Boston CASA**  
*Supporting Foster Children in Their Transitions to Adulthood*
- ★ **Citizens for Juvenile Justice**  
*Advancing Social Change through Advocacy and Activism*
- ★ **Community Economic Development Center**  
*Revitalizing Southeastern Massachusetts*
- ★ **Institute for Nonprofit Practice**  
*Building Leaders for the Social Sector*
- ★ **Julie's Family Learning Program**  
*Addressing the Disadvantages of Poverty and Adversity in Early Childhood*
- ★ **Project Citizenship**  
*Anything Goes: Innovative, Effective, and Sustainable Approaches to Our Region's Toughest Social Issues*
- ★ **Room to Grow**  
*Promoting the Whole Health of Mothers and Children*



## 2016 SOCIAL INNOVATORS

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Twenty-one volunteer executive coaches provided six months of professional leadership coaching to staff at our 2016 Social Innovator organizations, helping them set and achieve individual and organizational leadership development goals. With SIF's support, these groups also focused on developing and strengthening relationships with funders and on tracking their progress towards their performance goals.

## 2015 SOCIAL INNOVATORS

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Our seven 2015 Social Innovators "graduated" from the Accelerator this year and entered our alumni portfolio. SIF supported each organization in advancing a unique strategic priority to enable them to build on the previous year's work in the Accelerator. The Innovators also created *Performance Measurement Reports* to share their accomplishments and learning with our community.

## IN THE MARKETPLACE...

we draw on the collective skills and wisdom of funders, volunteers, business executives, and community leaders to identify effective nonprofit organizations and help them accelerate their impact.





## LOUIS D. BROWN PEACE INSTITUTE

**Executive coaching helped the Louis D. Brown Peace Institute staff develop leadership skills, build confidence, and work more effectively as a team.**

**Clementina (Tina) M. Chéry** co-founded the *Louis D. Brown Peace Institute* in 1994 after her son Louis was murdered in the crossfire of a shootout. For more than 20 years, the organization has been a center of healing, teaching, and learning for families and communities impacted by homicide.

In the summer of 2016, the Peace Institute began the second phase of the SIF Accelerator focused on leadership development. SIF matched Tina Chéry and three members of her leadership team with professional executive coaches to work on individualized leadership goals for six months. A fifth coach also worked with the team as a group.

Although Tina had run the organization for more than two decades, she did not have formal management or leadership training. Tina's coach, Lina Foster, began with a 360-degree review and the question, "In six months, what will success look like?" For Tina, success meant increased confidence, particularly when interacting with funders and external stakeholders. Lina offered Tina a framework with action steps and deadlines to help her achieve her leadership development goals. Coaching helped Tina "step into her power" as a leader and as an executive.

For the leadership team, the coaching experience provided the "fine-tuning" the team needed to work more effectively together as leaders to guide the organization to its next phase of growth. "We gained a shared understanding and a new sense of the ways we wanted to impact the organization and carry out its mission."

Today, the Peace Institute is the leading homicide response organization in Massachusetts and is carrying out bold plans to expand its impact across the country. The organization is launching Training, Technical Assistance, and Consulting services and organizing its first national conference. In recognition of her exemplary leadership, Tina received the honor of being named a 2017 Barr Fellow by the Barr Foundation.

**"It is gratifying to use my professional executive coaching experience to help talented leaders who are doing so much good in the world take their leadership to the next level."**

**LINA FOSTER, CERTIFIED EXECUTIVE COACH & SIF VOLUNTEER**

**"As a woman of color, I started this work out of pain. I didn't know what a traditional executive director would know, and I needed to understand this power that others saw in me. Now, I am stepping into this power with confidence."**

**TINA CHÉRY, FOUNDER & EXECUTIVE DIRECTOR, LOUIS D. BROWN PEACE INSTITUTE**

# EXPANDING OUR WORK THROUGH INNOVATION AND EXPERIMENTATION

In January 2017, SIF acquired the Next Mile Project (NMP), a nonprofit collaborative and coworking space. With the acquisition, SIF moved into NMP's 5,000+ square-foot facility at One Congress Street in downtown Boston, utilizing the light, open space as a platform for building our social impact marketplace.

## COWORKING

Boston's only coworking space by nonprofit professionals for nonprofit professionals, SIF offers a collaborative community and shared work space where mission-driven organizations connect, learn, and grow.

In addition to basic office amenities, members have access to workshops, trainings, peer-to-peer network building, and other events and activities to connect more deeply with Boston's philanthropic and social sector leaders.



## MENTOR OFFICE HOURS

In the pilot phase of our Mentor Office Hours program, skilled volunteers offered 15 individual sessions of high-level marketing and strategy consulting to SIF alumni and coworking members. Based on positive feedback from mentors and participants, we are expanding this program to include mentors with financial, legal, and other expertise.

### NMP Coworking Members as of January 2017

Boston Shakespeare Project  
D-tree International  
Exceptional Lives  
Gift of Life  
Our Starting Point  
Step Up International  
The South Asian Arts Council  
Team Heart

## WORKSHOPS AND LEARNING SESSIONS

In our first six months at One Congress Street, our partners and volunteers offered a series of learning programs to members of our alumni portfolio, coworking organizations, and funder community, including:

- Pilot SIF Book Club
- Supporting Family Philanthropy to Grow Social Impact
- Trends in Philanthropy and Best Practices in Donor Retention
- Recruiting and Hiring Inclusively
- Retaining Talent Through Inclusivity
- Insights into Impact Investing

IN THE **MARKETPLACE...**  
we test ideas and try new approaches  
to achieve positive social change.



## EXPLORING IMPACT BEYOND PHILANTHROPY: IMPACT INVESTING

In 2012, SIF began expanding beyond philanthropy to explore the emerging field of impact investing as a lever for social change.

Through our Social Business Accelerator, SIF has worked with 24 “impact-focused” entrepreneurs, connecting them with the capital and mentorship needed to fuel their growth. To date, our entrepreneurs have raised approximately \$8.4 million—\$2 million of which has come directly through connections to the SIF community.

This year, SIF published *Insights into Impact Investing*, a report reflecting on our work, and hosted 40 people for an entrepreneur/investor panel and discussion. We also continued to support our alumni portfolio through peer sessions, mentoring, and one-on-one advising.

SIF ENTREPRENEURS  
HAVE RAISED OVER  
**\$8.4 MILLION**

**\$2 MILLION**

OF WHICH HAS COME  
DIRECTLY THROUGH  
CONNECTIONS TO THE  
SIF COMMUNITY

## KINDERLAB ROBOTICS: BRINGING STEM EDUCATION TO YOUNG CHILDREN

**Mitch Rosenberg**, CEO at KinderLab Robotics, had over 30 years of experience in the technology industry when KinderLab applied for the Social Innovation Forum’s 2016 Social Business Accelerator. Mitch was intrigued by the opportunity to meet investors that care about more than just bottom-line returns.



**“The idea that investors would band together to help each other and social entrepreneurs in their quest for both social and financial returns is extremely attractive.”**

**MITCH ROSENBERG, CEO, KINDERLAB ROBOTICS**

**“Volunteering with SIF has allowed me to use my skills and experience to help entrepreneurs focused on the dual goals of profit and social impact grow their businesses.”**

**BOB LEAHY, SIF MENTOR**

In the Accelerator, Mitch learned how to effectively incorporate social mission into his investor story. He connected with mentors who were essential to KinderLab’s success, offering guidance to the leadership team at critical points in the company’s development. Among those mentors was Bob Leahy, a seasoned C-level executive with over 30 years of experience in software-as-a-service and other high-technology companies. Bob continued his relationship with KinderLab after the 12-week Accelerator ended and later joined the KinderLab board.

In the year following the Accelerator, KinderLab has taken off. The company finished 2016 with 50% higher revenues than the previous year, including a major international contract. In early 2017, KinderLab raised a \$1 million seed round, which allowed it to double its staff to six full-time employees, and launched several exciting product extensions. Now sold in 50 states and countries, the Kibo robot kit is bringing research-based STEM education to young children across the globe.

# SIF BY THE NUMBERS

## 106 PORTFOLIO ORGANIZATIONS



# 400,000

Our nonprofit Social Innovator organizations touched more than **400,000 LIVES** in 2017.



# \$31M

To date, SIF has directed **\$31 MILLION** in cash and in-kind services to social impact organizations.

SIF held **40 EVENTS** focused on bringing our community together for networking and learning.

**TOTAL EVENT ATTENDEES**

# 1,979

On average, our Innovators more than **DOUBLE THEIR REVENUE** four years after engaging with SIF.

## THE MARKETPLACE IN ACTION

### BUILDING COMMUNITY AND BRINGING PEOPLE TOGETHER

As part of our marketplace approach, SIF strives to build genuine, non-hierarchical relationships among members of our community by bringing people together through convenings of all kinds.

Inspired by Vu Le's perceptive and oft-hilarious blog *Nonprofit AF*, which regularly calls out the power dynamics in the social sector, we formed a host committee of more than a dozen funders. We organized an informal event to help funders and nonprofit leaders come together with no agenda "to see each other as human beings and to help decrease the power dynamics so present in our sector." At our first **Coffee & Donuts to Decrease Funder/Nonprofit Power Dynamics**, 160 people packed into SIF headquarters for coffee, conversation, and connection across the funder/nonprofit divide.



## IN THE MARKETPLACE...

a growing community of social impact leaders, supporters, and investors achieve more together than they could on their own.





## CAMBODIAN MUTUAL ASSISTANCE ASSOCIATION

**The Social Innovator Accelerator provided Sovanna Pouv the training, exposure, and experience to lead his organization into its next phase of growth.**

*Founded in 1984, the Cambodian Mutual Assistance Association (CMAA) provides services to the Cambodian American community in Lowell to improve the quality of their lives and empower them to become engaged residents and leaders in the city and beyond.*

In the summer of 2015, **Sovanna Pouv** was just over a year into his first executive director role at CMAA and was spending much of his time “putting out fires.” He was managing a \$340,000 budget and a handful of “legacy” programs.

Sovanna was committed to shifting CMAA to be more “future-facing,” so he applied to the 2016 Social Innovator Accelerator seeking support to take CMAA to its next phase of development.

Sovanna’s SIF consultant Claudia Lach worked with him on building a two-year plan for growth. She helped him strengthen his fiscal planning skills and create financial projections to support the plan. Presentation coaching from in-kind partner Ariel helped Sovanna extend his natural ability to connect with people into a strong pitch style, and he built his confidence presenting to large groups.

Since presenting at the Showcase in May 2016, CMAA has made connections to new funders and strengthened relationships with existing supporters. The organization’s budget has increased 59% and constituents served through CMAA’s walk-in and translation services have more than doubled in the past year.

CMAA is undertaking new collaborations with other groups in Lowell, including with 2014 Social Innovator Mill City Grows, and is reaching out to work with partners in Boston and Quincy. Through a robust partnership with 2017 Social Innovator Project Citizenship, CMAA is helping more immigrants achieve citizenship and register to vote.

The Social Innovator Accelerator provided Sovanna with the training, exposure, and experience to lead CMAA into its next phase of development. Today, through its expanded programming and increased collaboration, CMAA is creating a new generation of community leaders and improving the quality of life for Cambodian Americans in Lowell.

**“I’ve built my confidence as a leader and have become much more comfortable sharing CMAA’s mission and goals with audiences of all sizes.”**

**SOVANNA POUV, EXEC. DIR., CMAA**

**“Our in-kind partnership with SIF has spanned 10 years and has become an integral part of the culture of our business.”**

**SEAN KAVANAGH, CEO, ARIEL**

# IMPROVING OUR WORK BY LEARNING FROM OUR COMMUNITY

## DIVERSITY, EQUITY, AND INCLUSION

SIF is committed to being a learning organization and aims to be fully mindful in our pursuit to understand and engage with issues facing our communities. In order to become a more effective and authentic partner to those with whom we are trying to build a more equitable greater Boston, in FY17 SIF embarked on an organizational learning process to educate our staff and Board about the complex issues around diversity, equity, and inclusion, and build the cultural competency of our team. This learning process is ongoing and will continue to be an organizational priority as we work to create a portfolio and a network that is inclusive of leaders of color and individuals from a range of backgrounds.

## SIF'S 2017-2018 COLLABORATIVE TRACK FOCUSED ON IMMIGRANTS, REFUGEES, AND ASYLUM-SEEKERS

As policy changes threatened rights of immigrants and refugees across the United States, SIF and many in the funding community sought ways to take action. SIF convened a group of local funders to come together to collectively support a social issue track focused on organizations promoting advancement for immigrants, refugees, and asylum-seekers for our 2017-2018 nonprofit Accelerator. Within weeks of our initial call to action, eight funding partners signed on to participate. These partners both provided enough support to sponsor an Accelerator track and also decided to fund SIF's **Capacity Camp** next spring, which will provide a condensed version of the Accelerator for six to eight organizations selected from the applicant pool.

### Immigrant and Refugee Funder Collaborative

Ansara Family Fund  
Barr Foundation  
The Clowes Fund  
The Hyams Foundation  
Landry Family Foundation  
Macomber Family Fund  
Suhrbier Family Fund  
Tomfohrde Foundation

*"As a funder committed to racial, social, and economic justice, The Hyams Foundation is pleased to support SIF and its Immigrant and Refugee Collaborative Track. Through their thoughtful due diligence and funder engagement processes, SIF staff have enabled us as partner funders to better ground ourselves in the sector landscape, bring an equity lens to the analysis, and potentially impact groups well beyond our catchment area."*

**NAHIR TORRES,  
PROGRAM OFFICER,  
THE HYAMS FOUNDATION**

## IN THE MARKETPLACE...

**we continue growing and learning, seeking opportunities to improve our work and respond to needs in our community.**



# INVESTORS & SUPPORTERS (JULY 1, 2016 - JUNE 30, 2017)

## 2017 SOCIAL ISSUE

### TRACK PARTNERS

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Bess Foundation  
Boston Open Impact\*  
*Dan and Elizabeth Jick*  
*Jeff and Kim Kushner*  
*Andy and Suzanne Offit*  
*Bob and Amy Rands*  
*Steven and Ellen Segal*

Building Blocks Charitable Fund  
Gisela B. Hogan Foundation  
Highland Street Foundation\*  
Jon Shevell Children's Fund  
Schrafft Charitable Trust\*

### IMPACT INVESTING PARTNER

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The Devonshire Foundation\*

### LEAD SPONSORS

\$50,000+

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Barr Foundation  
The Boston Foundation  
The Devonshire Foundation\*  
Margaret Stewart Lindsay Foundation\*

### LEAD BENEFACTORS

\$20,000 - \$49,999

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Anonymous  
The Charlotte Foundation\*  
Tony and Susanah Howland\*  
Andy and Suzanne Offit\*  
Rands Foundation\*  
Root Cause  
Mark and Marie Schwartz\*  
Stifler Family Foundation\*

### LEAD ANGELS

\$10,000 - \$19,999

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Anonymous  
Michael Carmen and Pam Lederer  
Frieze Family Foundation  
Josephine and Louise Crane Foundation  
Doug and Audrey Miller  
Reynders, McVeigh Capital  
Management, LLC

### ANGELS

\$5,000 - \$9,999

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Anonymous (2)  
Eastern Bank Charitable Foundation  
Forest Foundation  
Jordan and Julie Hitch  
John Hancock  
Molly and Peter Karlson  
Jordan and Jean Krasnow  
Marcus Partners  
Anmol Mehra

Microsoft Corporation  
Nutter McClennen & Fish  
Schrafft Charitable Trust  
Steven and Ellen Segal  
Thomas Anthony Pappas Charitable  
Foundation  
Howard Wolk

### PATRONS

\$2,000 - \$4,999

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The Beker Foundation  
Choate Investment Advisors LLC  
Delta Dental of Massachusetts  
RINET Company  
Emily Silberstein  
Mike and Peggy Stevens

### CONTRIBUTING

\$1,000 - \$1,999

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Jeff Alexander and Jocelyn Bailin  
Danforth Gift Fund  
DavisKelly CPAs  
Ryan Dings and Kate Rigby  
Rachel and Matt Doeringer  
Jonathan Hecht and Lora Sabin  
Alison Poorvu Jaffe and Dan Jaffe  
Amy Musinsky  
Lisa Resnek Wyett and Chris Wyett  
Mark and Etta Rosen  
Mitch Rosenberg  
Stephanie Dodson Cornell and James  
Cornell Family Foundation  
Victoria Wang

### SUPPORTING

UP TO \$999

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Anonymous  
Jonathan Abe  
Asheesh Advani and Helen Rosenfeld  
The Bayle Family  
Katie and Bruce Barnett  
Traci and Jeff Bernier  
Grace Macomber Bird  
Ryan and Tracy Boland  
Bing Broderick  
Alberto Calvo  
Ann and Larry Chait  
Lavinia Chase and Edith Springer  
Charlie Clapp  
Mickey Cockrell  
David and Lauren Cohen  
Mary Cronin  
Laurel and Craig Deery  
Jerry DiMatteo and Bonni  
Carson DiMatteo  
Melissa Duggan and Rajeeve Martyn  
Sam Frank  
Maria Egan  
Carolyn Fine and Jerry Friedman

Mike Gildesgame  
Justin Glucksman  
Nicholas Gottier  
Charley Gould  
Wendy Swart Grossman  
Allison Hajjar and Steven Dupuis  
Hearthstone Charitable Foundation  
David Howse  
Dan Jekel  
Benjapon Jivasantikarn  
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Eli Krieger  
Jack and Susan Krieger  
Rebecca Krieger  
Linda and Robert Lane  
Liz Leberman  
Margaret Leipsitz  
Julie Leven, Kenny Blum,  
and Mirella Blum  
Benjamin Lichtenstein and Family  
Blyth and Charlie Lord  
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Lauren Wallace  
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Katherine Williams

\* Sustaining Partner: Our Sustaining Partners are those who have given or pledged support of \$20,000 per year for at least three years.

# INVESTORS & SUPPORTERS

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Bailly, *Simmons College* | John Biebel, *Ridley Cove Financial Advisors LLC* | Julie Boatright Wilson, *Harvard Kennedy School* | Ryan Boland, *Fidelity Charitable* | Tref Borden, *Fish Family Foundation* | Angela Brown, *The Hyams Foundation* | Alice Burley, *SCS Financial Services* | Marena Burnett, *Centering Healthcare Institute* | Javier Calderón, *CMI International Group* | Linda Carlisle | Nicole Castillo, *BeVisible* | Claudia Catalano, *Massachusetts Department of Public Health* | Selvin Chambers, *Root* | Lavinia Chase, *Schrafft Charitable Trust* | Shelly Chigier | Chris Cloutier, *Roland Berger Strategy Consultants* | Tim Cole, *BayCoast Bank* | Caryn Conway, *Boston CARES Network* | Yasmin Cruz, *John Hancock* | Brenda Daley, *Smart From the Start* | Colleen Dawicki, *Federal Reserve Bank of Boston* | Andrea de Azevedo, *Teach Plus* | Julia DeMoulas, *1434 Foundation* | Park Denning, *Red Ventures* | Laura Dziorny, *The Rennie Center for Education Policy* | Susan Eaton, *The Sillerman Center for the Advancement of Philanthropy* | Ketura'h Edwards, *The Dimock Center* | Karen Faulkner, *Schrafft Charitable Trust* | Lisa Goldman | Daniel Gorton, *Silver Lining Mentoring* | Charley Gould, *Kevarta, Inc.* | Katherine Gross, *The Charlotte Foundation* | Shelley Halloran | Yarice Hidalgo, *Inquilinos Boricuas en Acción (IBA)* | David Howse, *ArtsEmerson* | Daniel Jick, *HighVista Strategies LLC* | Elizabeth Jick, *Zions Bank* | Nancy Johnsen | Debbie Johnston | Pat Kalla Zonnenberg, *Metropolitan Mediation Services* | Molly Karlson, *Fiduciary Trust Company* | Susan Kazanas, *Zevin Asset Management* | Christine Kendall, *Smarter Give* | Emilie Kendall, *Curiosity3* | Sonia Kowal, *Zevin Asset Management* | Jean Krasnow, *The Food Project* | Jordan Krasnow, *Goulston & Storrs* | Jeff Kushner, *Boston Open Impact* | Brianna Lawless, *1434 Foundation* | Claire Leggett | Daniel Lesser, *Boston University* | Grace Macomber Bird, *George Macomber Family Fund* | Cynthia Marland, *Town of Dartmouth* | Kristen McCormack, *Boston University School of Management* | Noreen McMahon, *Highland Street Foundation* | Jennifer Merrill, *City Year Boston* | Russet Morrow | Karen Nelson, *Carney Family Charitable Foundation* | Kelly Nowlin, *Surdna Foundation* | Andrew Offit, *City of Somerville* | Antoniya Owens, *The Boston Foundation* | Carole Parrish, *JE & ZB Butler Foundation* | Michael Petit, *JMH Capital* | Alison Poorvu Jaffe | Denise Porché, *Island Foundation* | Amy Rands, *Rands Foundation* | Bob Rands, *Rands Foundation* | Deepika Ranjan, *Roland Berger Strategy Consultants* | Bill Richard, *Martin Richard Foundation* | Corinne Rosseel, *Boston University* | Cara Santoro, *Nutter, McClennen & Fish LLP* | Julia Satti Cosentino, *Nutter, McClennen & Fish LLP* | Marie Schwartz, *TeenLife Media* | Mark Schwartz, *Palladin Consumer Retail Partners* | Ellen Segal | Steven Segal, *Boston University* | Jessica Seney, *Greater Boston Chamber of Commerce* | Kevin Shields, *Haymarket Consulting* | Jill Smerkers, *Positively Partners* | Julie Smith-Bartoloni, *The Boston Foundation* | Michael Stevens | Molly Stifler, *Stifler Family Foundation* | Matt Stone, *Youth Villages* | Colby Swettberg, *Silver Lining Mentoring* | Victoria Wang, *The Story Exchange* | Joan Wasser Gish, *Boston College* | Erin Whitney, *Nutter, McClennen & Fish LLP*

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 Echo & Co.  
 Edgework Consulting  
 Goodwin  
 Microsoft New England Research & Development Center  
 Opus Design  
 Promus+ Consulting  
 William James College

## CONSULTANTS

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 Sam Frank  
 Wendy Swart Grossman  
 Anne Marie Boursiquot King  
 Margaret Leipsitz  
 Chris Swistro  
 Meenakshi Verma-Agrawal

## SPECIAL THANKS

Our sincerest gratitude to **Katie Barnett** for her many years of leadership and hard work at SIF. Thank you!

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 Katherine Gross, *The Charlotte Foundation*  
 Weston (Tony) Howland III, *Howland Capital Management*  
 David Howse, *ArtsEmerson*  
 Susan Musinsky, *Social Innovation Forum*  
 Andy Offit, *City of Somerville*  
 Vikram Punwani, *Bain Capital*  
 Marie Schwartz, *TeenLife Media*

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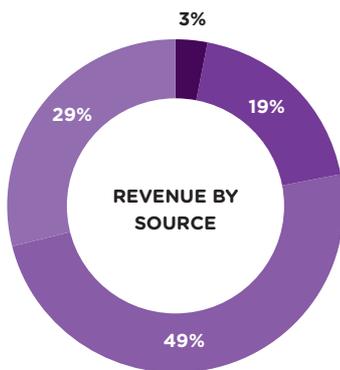
Vilas Dhar, *Next Mile Project Founder, SIF Senior Advisor*  
 Andrew Wolk, *Root Cause, SIF Founder*

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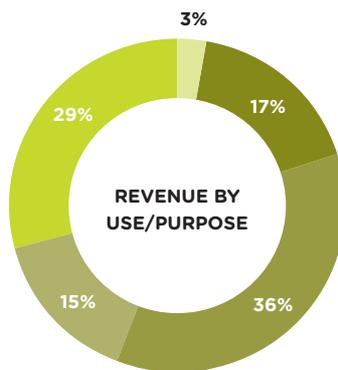
Paulina Cousino, *MBA Intern, Special Projects*  
 Kamil Davis, *College for Social Innovation Fellow*  
 Melissa Duggan, *Senior Manager*  
 Michael Haroz, *Access to Justice Fellow*  
 Tanya Inwald, *Director, Nonprofit Accelerator*  
 Susan Musinsky, *Executive Director*  
 Christian Rodriguez, *Development Coordinator*  
 Carolyn Shaughnessy, *Senior Manager*  
 Anna Trieschmann, *Manager of Strategic Partnerships*

# FINANCIAL SUMMARY

## OPERATING REVENUE • \$1,543,796

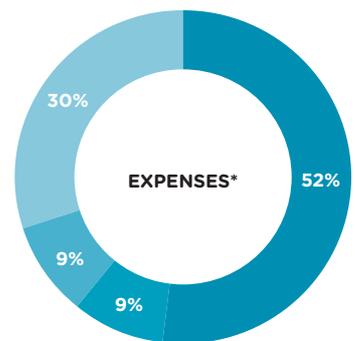


- Corporations
- Individuals
- Foundations
- In-kind



- Events
- Grants
- Programs
- Unrestricted Donations
- In-kind

## EXPENSES • \$1,459,329



- Program Services
- Fundraising
- General and Administration
- In-kind

\* Note: Does not include the one-time expenses (\$113,000) related to SIF's spin-off from Root Cause that were paid in FY16 but spread over FY16 and FY17. Unrestricted net assets post spin-off are \$29,903.

# PORTFOLIO ORGANIZATIONS

## SOCIAL INNOVATORS

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- 2017** Boston CASA  
Citizens for Juvenile Justice  
Community Economic Development Center  
Institute for Nonprofit Practice  
Julie's Family Learning Program  
Project Citizenship  
Room to Grow
- 2016** African Community Education  
Budget Buddies  
Cambodian Mutual Assistance Association  
Dorchester Community Food Co-op  
Hale  
Louis D. Brown Peace Institute  
MassCOSH  
SMART Team, a division of JRI
- 2015** Catie's Closet  
Company One Theatre  
Courageous Parents Network  
Massachusetts Public Health Association  
Mystic River Watershed Association  
Transformative Culture Project  
Waypoint Adventure
- 2014** Coaching for Change  
Doc Wayne Youth Services, Inc.  
Mill City Grows  
Silver Lining Mentoring  
Veterans Legal Services
- 2013** AgeWell West Roxbury  
GRLZradio  
Groundwork Lawrence  
Safe City Academy, a program of Dorchester Youth Collaborative  
Shelter Music Boston
- 2012** Cooking Matters, a program of Share Our Strength  
InnerCity Weightlifting  
LGBT Aging Project, a program of Fenway Health  
Science Club for Girls  
Tempo Young Adult Resource Center, a program of Wayside Youth & Family Support Network  
WorkExpress, a program of Father Bill's & MainSpring
- 2011** Fiscal Health Vital Signs  
Future Chefs  
Massachusetts Senior Action Council  
MathPOWER  
Smart from the Start
- 2010** Generations Incorporated  
Home & Healthy for Good, a program of the Massachusetts Housing & Shelter Alliance  
Medicine Wheel Productions  
My Life My Choice, a program of JRI  
Playworks MA  
Workforce Development & Employer Partnerships, a program of Project Hope
- 2009** Bessie Tartt Wilson Initiative for Children  
Hearth, Inc.  
Maritime Apprentice Program  
More Than Words  
RAW Art Works  
uAspire
- 2008** CitySprouts  
Cradles to Crayons  
Girls' LEAP  
ReVision Urban Farm, a program of Victory Programs  
True Colors: Out Youth Theater, a program of The Theater Offensive  
UTEC
- 2007** Boston Urban Youth Foundation  
Building Impact  
Incarcerated Youth at Play, a program of the Actors' Shakespeare Project  
Strong Women, Strong Girls
- 2006** Boston Black Women's Health Institute  
Tacos Unidos, a project of Roca  
Treehouse Boston  
WriteBoston  
Zumix, Inc.
- 2004** Boston Children's Chorus  
Boston Health Care and Research Training Institute  
Close to Home  
Common Impact  
Rediscovery House  
VietAID
- 2003** ACT Roxbury/Madison Park Development Corporation  
Boston Learning Center  
Eagle Eye Institute  
Haley House  
Social Capital Inc.  
Year Up

## IMPACT ENTREPRENEURS

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- 2016** ClearGov, EnergySage, KinderLab Robotics, PlenOptika, Sunwealth (formerly PSM Clean Energy), WiCare
- 2015** Agora for Good, Cabbage, Custom Camisas, Daily General Counsel, DrivenData, Fresh Food Generation, Jubalí, Memory-Lane.Tv
- 2014** A Little Easier Recovery, Artisan's Asylum, ChopChopKids, Janji, Life Alive, ReFleece
- 2013** City Feed and Supply, Green City Growers, GRIT (Global Research Innovation & Technology), Project Repat

## THE SIF MODEL

The **Social Innovation Forum (SIF)** provides a unique combination of capacity building and network building to create positive social change in greater Boston. We actively connect supporters (funders, investors, and volunteers) and practitioners (nonprofit and social business leaders) to build productive relationships focused on growing social impact.





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