

YOUTH INC

2016 ANNUAL REPORT

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Youth INC's mission is to transform the lives of NYC youth by empowering the nonprofits that serve them.



YOUTH INC

CONTENTS

A Letter From the Executive Director	5
Raising Our City	6
Transforming the Lives of Youth	8
Helping Kids Achieve Their Full Potential	10
Our Partners	12
Nonprofit Partner Spotlight	14
Leveraging the Resources of the Business Community	16
Corporate Partner Spotlight	18
Signature Events	20
Our Supporters	22
Financials	24
Board of Directors and National Advisory Board	25
A Message from our Founder	26



"I think our mission of bringing resources to many fledgling nonprofits is a great area. These groups have yet to catch the attention of big philanthropists so we're touching groups that otherwise wouldn't be touched, and I think that's what attracts people about venture capital. People love to be where the action's happening and we are allowing people to drive change at the grassroots level and not just follow someone else's model."

TED VIRTUE
MidOcean Partners, Youth INC National Advisory Board Member



A LETTER FROM THE EXECUTIVE DIRECTOR

Dear Youth INC Community,

Youth INC had a stellar 2016! We grew our network to 63 nonprofit partners serving over 300,000 young people across the five boroughs of New York City.

Youth INC exists because 1 in 3 kids lives at or below the poverty line in NYC - $32,000 for a family of four. Grassroots nonprofits are there to support them and their families. **Our mission is to transform the lives of young people by empowering the nonprofits that serve them.**

We are so inspired by the passionate and tireless social entrepreneurs who lead grassroots nonprofits across our city. Youth INC helps our nonprofit partners achieve sustainable growth and improve their impact.

We coached our partners to raise over $1.2 million through our Celebration Fundraising Program, revitalized the governance of their Boards, and issued over $300,000 of BridgeFund cash grants to build out critical elements of their infrastructure. Our Key Performance Indicators show on average that our partners grew their revenue by over 170%, their Boards by almost 50% and the number of youth served by 130%.

We trained over 200 corporate professionals on nonprofit board service and placed 25 of them on the boards of our nonprofit partners. We engaged hundreds of people in service and skills-based volunteer opportunities through events with RBC, Morgan Stanley and Deloitte. Thanks to the generosity of our corporate partners, we also launched a:

- Succession Planning Program with American Express and RBC
- Best Practices Guide to positive youth development with Algorhythm and News Corp
- Volunteer Management and Youth Council initiatives in partnership with NYC Service

We measured the impact of our partners on the youth they served and found 77% of youth surveyed reported a statistically significant improvement in Social and Emotional Learning or 'SEL.' Research has proven that improving SEL outcomes for youth changes the trajectory of their lives by improving academic performance and reducing risky behaviors. **By engaging kids and building their character, they stay in school, get better grades, graduate, apply to college, matriculate and succeed in life!**

Our dedicated Board of Directors and National Advisory Board Members give generously and inspire others to support our work to try to level the playing field. We are a bridge between the business community and the social impact sector. We hope you will consider joining our ranks of supporters and putting the YOU in Youth INC!

With gratitude,

Rehana

REHANA FARRELL
Executive Director

RAISING OUR CITY

We are building a community that gives young people the greatest opportunity to reach their full potential. We invest our time, skills, and resources in strengthening powerful nonprofits serving youth in their own neighborhoods.



"My wish for the youth, not only of NYC but of the world, is for each individual to have the opportunity to reach his or her potential."

ALEX NAVAB
Kohlberg Kravis Roberts & Co.
Youth INC National Advisory Board Co-Chair



"I founded ROW New York in 2002 as an opportunity for teenage girls, particularly in under-resourced communities, to work together and focus on strength and team-building. We started with one boat of eight girls; we now have more than 2,000 people in boats across New York City. Our 100% graduation rate compared to the 65% citywide average is a particular source of pride."

AMANDA KRAUS
Executive Director and Founder of Row New York



"Although I did not see all of you every day after school, you did not teach me how to use the rowing machine, or tutor me in math, you made it possible for Row New York and Youth INC to do all those things for me."

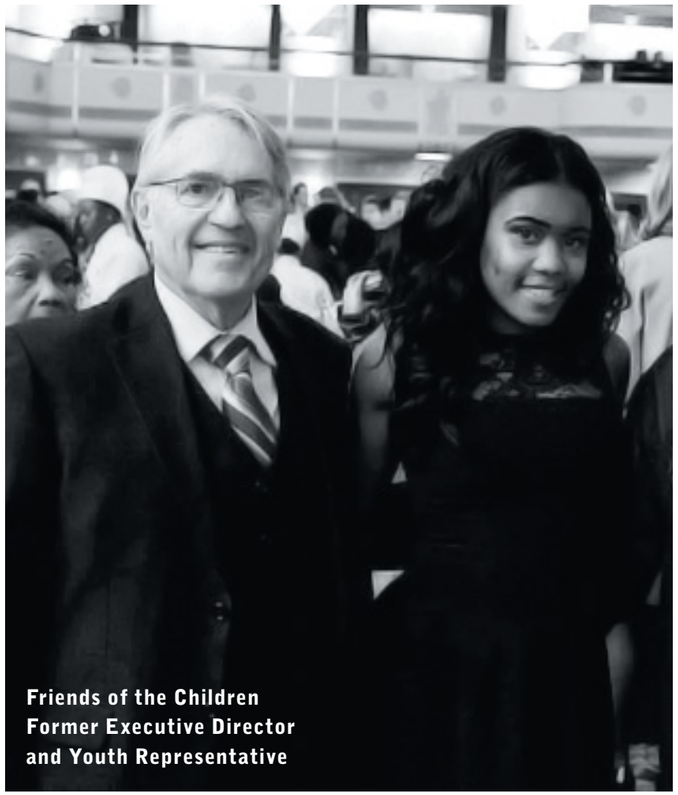
NICOLE DOYLE
Marist College Class of 2019, Dean's List
Graduate of Row New York, Youth INC Ambassador

TRANSFORMING THE LIVES OF YOUTH...

Grassroots organizations have always been the place for young people to rest their heads and grow their minds, bodies, and capacity to thrive, despite structural inequities.

These organizations are only as good as the people who lead them combined with the support they get from their community.

Youth INC helps its nonprofit partners to develop robust fundraising capabilities, build a strong board, and establish metrics to increase and better illustrate their impact. Youth INC also issues capacity building grants that accelerate growth and drive sustainable scale.



Friends of the Children
Former Executive Director
and Youth Representative

CRITERIA FOR YOUTH INC PARTNER SELECTION

2
OR MORE FULL TIME EMPLOYEES

$250,000 - $4 MILLION
ANNUAL BUDGET

3 YEARS
OR MORE AS A 501(C)3

6
OR MORE BOARD MEMBERS

...BY EMPOWERING THE NONPROFITS THAT SERVE THEM

Youth INC's venture philanthropy model uses a rigorous screening and due diligence process to find the city's best run, grassroots youth-serving nonprofits. Once they become a partner, we empower them with the content, coaching, capital and connections they need to succeed.

1500
NONPROFIT ORGANIZATIONS

CANVAS
75-100 organizations annually in a universe of 1,500 NYC youth-serving nonprofits

SELECT
the best practitioners who are ready to scale after a rigorous financial and organizational due diligence process

INVEST
in the most deserving nonprofits with $2 million in service grants and cash grants each year

ACCELERATE
the nonprofits with the greatest potential for scaling impact by providing customized support

63
NONPROFIT PARTNERS



AtlasDIY Youth Participant

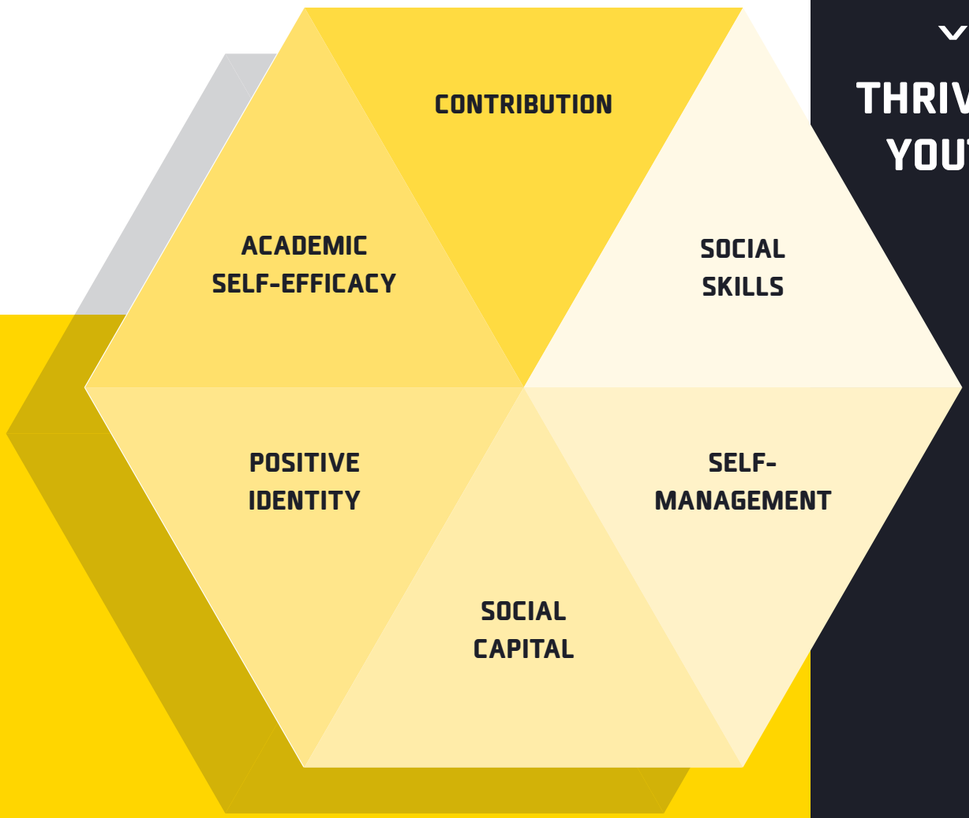
77% of youth surveyed from Youth INC's Partner Network made statistically significant gains in Social Emotional Learning.

HELPING KIDS ACHIEVE THEIR FULL POTENTIAL

Mounting research in Social and Emotional Learning (SEL) is changing the conversation about positive youth development. A young person's ability to set and achieve their goals, establish strong connections, work well with others, and have the agency and competencies to influence the world around them are all indicators of "successful" outcomes in life.

With support from News Corp, we commissioned Algorhythm to mine the data of more than 3,000 youth across 27 organizations utilizing an evaluation tool that measures their growth in six research-based "Social and Emotional Learning" (SEL) capacities proven to be foundational to long-term success in life.

The Youth Development Impact Learning System (YDiLS) measures:



FOR MORE INFORMATION ABOUT SEL, PLEASE VISIT:
https://algorhythm.io/youth-development/

SEL Gains

Improved Academic Performance

Continued Positive Behavior

Reduced Risk Behavior

THRIVING YOUTH

OUR PARTNERS

Youth INC's Partner Network is a community of talented and capable high impact organizations serving over 300,000 young people of promise in NYC. Members of our network share a passion for transforming the lives of young people. Through a multitude of unique missions and programs, the Youth INC Partner Network is turning the potential of our kids into the progress of our city.

2016 PARTNERS

826NYC
Abraham House
America SCORES New York
Apex for Youth
Artists Striving to End Poverty
Atlas: DIY, Developing Immigrant Youth
Behind the Book
Bent on Learning
The Bloomingdale Family Program
Brooklyn Conservatory of Music
Brooklyn Music School
CAMBA
C/I (formerly Camp Interactive)
Christodora: Nature, Learning, Leadership
Change for Kids
CITYarts
Community of Unity
Community-Word Project
Concrete Safaris
Cornelia Connelly Center
Creative Art Works
Cristo Rey Brooklyn High School
Council for Unity
Dancewave
Dancing Classrooms
Drive Change
Fiver Children's Foundation
Fresh Youth Initiatives - FYI
FriendsNY
Futures and Options
GallopNYC
Girls for Gender Equity
Girls Write Now
Global Kids
Global Potential
Hands in 4 Youth
Highbridge Voices
Hip Hop 4 Life
Hour Children
Imani House
Kids Creative
Literacy Inc.
Minds Matter of NYC
Move this World
New Heights Youth
New York City Urban Debate League


Move This World Youth Participants

Opening Act
The Parent-Child Home Program
The Parris Foundation
Partnership with Children
Play Rugby USA
Power Play NYC, Inc.
Roads to Success
Rocking the Boat
Row New York
Steve's Camp at Horizon Farms
St. Ignatius School
Tada! Youth Theater
Trail Blazers
viBe Theater Experience
Willie Mae Rock Camp for Girls
The West Side Commons
You Gotta Believe

STEM

Early Childhood

Arts

Health and Wellness

After School Programs

Mentoring

Leadership

Outdoors

Reading and Writing

Service/Civic Engagement



PARTNER SPOTLIGHT: PLAY RUGBY USA

JOINED YOUTH INC PARTNER NETWORK: 2014

BUDGET SIZE: $1,750,000

BOARD SIZE: 19

YOUTH SERVED: 5,000

FOUNDED: 2009

MISSION: Play Rugby USA strives to achieve its vision of "A Better World Through Rugby" by offering a unique program based on a positive youth development framework for boys and girls of all ages and abilities. Play Rubgy USA's flag and tackle rugby programs build a safe space to encourage team membership and identity, and promote skill building and positive habits in school, community, and health.

100%
OF PLAY RUGBY USA ACADEMY PLAYERS GRADUATE HIGH SCHOOL ON TIME AND GO ON TO COLLEGE

PLAY USA RUGBY

INVOLVEMENT WITH YOUTH INC

RAISED OVER

$188,000

THROUGH YOUTH INC FUNDRAISING PLATFORMS

PARTICIPANTS IN

BOARD ADVANCEMENT

CELEBRATION • GET ON BOARD

METRICS • MS INC

RBC RACE FOR THE KIDS



"Play Rugby USA is just one of 63 amazing non-profits serving young people across New York City that are part of the Youth INC network. We could not be more proud of our partnership to help Play Rugby achieve sustainable growth so that they can help more kids."

RICHARD SCHIFTER
TPG Capital, Youth INC Board Co-Chair



"At the age of 12, someone believed in me and gave me an opportunity to play rugby and it changed my trajectory and education. I went from being an average student to exceling in academics and sport. I want to provide that opportunity for kids who need a chance."

MARK GRIFFIN
Executive Director of Play Rugby USA



"Life only changes when you become more committed to your dreams than you are to your comfort zone. Play Rugby constantly pushes me to reach my full potential on and off the field. For that, I will be forever grateful."

CALAYSHA BYRD
Participant in Play Rugby USA, Marist University Class of 2019

IMPACT IN THREE YEARS

63%
REVENUE GROWTH

&

67%
BOARD GROWTH

LEVERAGING THE RESOURCES OF THE BUSINESS COMMUNITY...

Because Youth INC was created by Wall Street professionals, our unique model positions us to support grassroots youth development organizations on a pathway to sustainability, growth and impact through:

- Content and coaching
- Connections
- Capital

We do all this at no cost to our nonprofit partners.

CONTENT AND COACHING

FUNDRAISING

Celebration is a fundraising training program that equips nonprofits with the tools to raise unrestricted funding and diversify their individual and corporate donor bases.

Partners experience
174%
average increase in revenue

BOARD DEVELOPMENT

Board Advancement strengthens nonprofit board performance through customized assessments and hands-on consulting from board development professionals.

Partners experience
47%
average increase in board size

METRICS

The **Metrics Program** helps nonprofits quantify and improve their impact on the whole child using a scalable technology platform.

77% **of youth surveyed from Youth INC's Partner Network made statistically significant gains in Social Emotional Learning.**

SUCCESSION PLANNING

The **Succession Planning Program** works with the Executive Director/CEO, board, and staff to develop succession policies for both emergencies and long-term planning for organizational sustainability.

...TO DRIVE SUSTAINABILITY, GROWTH AND IMPACT

CONNECTIONS

BOARD PLACEMENTS

The **Get On Board** Program trains and places corporate professionals on the boards of our nonprofit partners.

Over 240 corporate executives placed on partner boards since 2007

CAPITAL

CASH GRANTS

BridgeFund provides cash grants to high-performing partner organizations that have a proven ability to leverage donor investments to build their infrastructure and scale to reach more youth.

Partners that receive BridgeFund grants see an average increase of
109%
in youth served

"Being part of Youth INC has literally changed everything for me in the role of ED. I feel extremely supported and finally feel as an organization we are getting somewhere. I am 100% confident we are going to do even more meaningful work for our communities."

LISA RECIO
Executive Director, Roads to Success, Youth INC Celebration Participant





CORPORATE PARTNER SPOTLIGHT: RBC

Royal Bank of Canada (RBC) is the model of an engaged corporate partner, investing capital and resources in a number of Youth INC initiatives throughout the year.

OVER $3 MILLION RAISED FOR NYC KIDS

ENGAGING EMPLOYEES

2,000
PARTICIPATED IN RBC RACE FOR THE KIDS

180 INTERNS
VOLUNTEERED AT TRAIL BLAZERS CAMPS

155
VOLUNTEERS PARTICIPATED IN
6
VOLUNTEER DAYS

85
EMPLOYEES TRAINED ON NONPROFIT BOARD SERVICE

5
CORPORATE EXECUTIVES PLACED ON NONPROFIT BOARDS

SUPPORTING CAPACITY BUILDING INITIATIVES

RBC SUPPORTED A BRIDGEFUND GRANT TO TRAIL BLAZERS CAMPS FOR A COMMUNITY RELATIONSHIPS DIRECTOR

CREATING SUSTAINABLE FUNDRAISING VEHICLES

2ND ANNUAL RBC RACE FOR THE KIDS

Day of family fun and athletics in downtown Manhattan.



RBC raises more than
$1 MILLION
per year to benefit Youth INC and several other youth-serving organizations

2ND ANNUAL TRADE FOR THE KIDS



On June 28, 2016, RBC Capital Markets' U.S. Equities, GELP, Fixed Income & Currencies (FIC), and Central Funding businesses donated
$1 MILLION
of net revenue from client order flow to positively impact youth-serving charities

2ND ANNUAL PADDLE BATTLE INVITATIONAL



32
RBC clients generously donated to support Youth INC and 3 other youth-serving charities through a table tennis tournament

2016 SIGNATURE EVENTS

MAR 3



Playing the Game: The Business of Sports and Helping Youth Achieve featuring featuring NBA Commissioner Adam Silver

APRIL 24



Chips for Change
Young Professionals Gala

OCT 1



RBC Race
for the Kids

OCT 31



Trading Week for
Kids Hosted by
Canaccord Genuity

JUNE 22



State of the Market Conference
featuring Jamie Dimon and
David Rubenstein

NOV 15



Celebration to Benefit New
York Kids honoring Jeffrey
Holzschuh

SUPPORTERS

CHAIR'S CIRCLE

Alphaserve Technologies
Canaccord Genuity
Deloitte Consulting LLP
Hill+Knowlton Strategies
Jeffrey and Mary Helen Holzschuh
Morgan Stanley
Alexander and Mary Kathryn Navab
News Corp
RBC Capital Markets
Reed Smith LLP
Toppan Vite New York
John and Amanda Waldron
Harry and Eva Wilson

INDIVIDUAL SUPPORTERS

Charles Adam
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Vivek Bantwal
F. Harlan Batrus and Jean Lee
Aryeh Bourkoff
John Cefaly
Alex Chi
Sanford A. Cockrell III
Paige Costigan and Matthew DeFusco
Arup Das
David Dase
Kelvin Davis
William Q. Derrough
Mark Dimilia
David Eisman
Michael Esposito
Grace and Daniel Evans
Thomas F. Farrell
Edward D. Herlihy
Kenneth Hirsch
Alan and Carrie Holtz
Merritt Tilney and Doug Kaden
Jessica Kearns
Robert King
Karl Knapp
David Ludwig
Peter Lyon
John and Christy Mack
Barbara Marcin
Mark Maroney
Kathleen McCabe and Dana LaForge
Emmett McCann
Matthew McClure
Robert McCooey
Lisa Mccullah
David Mckenna
Kathleen L. Metinko and Jan Rogers Kniffen
David Moody
A.J. and Sean Murphy
David Mussafer
David and Kimberly Nastro
Stephen and Carol Orr
Dhananjay & Heena Pai
Stan Parker
Mark Pedretti and Nga Tran-Pedretti
Daniel Pine and Lindsey Acree
Stancel Riley
Michael Ronen
Marc Rowan
Luke A. Sarsfield
Susie Scher
Jennifer D. and Richard P. Schifter
Nancy & Alan Schwartz
Karen J. Simon
George Stamas
Matthew Stopnik
Scott Stuart
Rob Sweeny
Paul J. Taubman
David and Karen Tayeh
The Thorn Family
Karen and Greg Torborg
Michael Troy
Ted and Dani Virtue
Barbara J. Asch and Jonathan G. Weiss
Mark Whaling
Evan and Amy Wildstein
Doug Zakow
James and Vivian Zelter
Larry and Anne Zimmerman

CORPORATE SUPPORTERS

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AEA ADVISORS
AlixPartners
Alvarez and Marsal
American Airlines
American Securities
Anchorage Capital
Antares Capital
Apax Partners
Apollo Management
Ares Capital Management
Barnard Construction Co INC
BC Partners Inc
Berkshire Hathaway Inc.
The Blackstone Group
BNY Mellon
Brookfield Asset Management
Brunswick Group
Cahill Gordon & Reindel LLP
Caldwell Partners
Capital Group Charitable Foundation
Carlyle
Carol Sutton Lewis and William Lewis Charitable Fund
CBRE
Centerbridge Partners
CI Capital Partners LLC
Citizens Capital Markets
Cleary Gottlieb Steen and Hamilton LLP
CoBank
Connaughton Charitable Fund
Credit Suisse
Crestview Partners
CSX Corporation
CVC Capital Partners Advisory Co. Limited
Davis Polk & Wardwell LLP
Debevoise
Deloitte Consulting LLP
East Wind Advisors
Edgewood Management LLC
Energy Capital Partners
Fentress Architects
Frankel Family Foundation
Gamut Capital
Gibson, Dunn & Crutcher LLP
Giorgio Armani
Goodwin Procter LLP
Hamlin Capital
Harvest Partners
Hellman & Friedman LLC
Kelvin Davis
HIG Capital
Hilton Worldwide
Houlihan Lokey
Indus Valley Partners
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The Jordan Company LP
Kelso & Company
Kirkland & Ellis LLP
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KPMG
Latham & Watkins LLP
Lipschultz Family Charitable Gift Fund
Littlejohn & Co.
Marie Jose and Henry Kravis Foundation
Marsh & McLennan Companies, Inc.
Marshall Smith
McGuire Woods
McNamara Purcell Foundation
Metalmark Management LLP
MetLife
MidOcean US Advisor, LP
Milken Family Foundation
Mizuho
Morgan Stanley Foundation
MUFG Union Bank
Neuberger Berman
New Mountain Capital
Oak Hill Capital Partners
Odyssey Investment Partners
ONEX
P. Schoenfeld Asset Management LP
Partner Reinsurance Company of US
Paul Hastings LLP
Paul, Weiss, Rifkind, Wharton & Garrison
Peachtree Investments
Permira Advisers
Pfizer Pharmaceuticals
Pier Sixty, LLC
Piper Jaffray Companies
PJT Partners
Pricewaterhouse Cooper LLP
Rhône
Ropes and Gray LLP
Rothschild
Russell Reynolds Associates
Sawaya, Segalas & Co., LLC
Schulte Roth & Zabel LLP
Searchlight Capital Partners
SearchOne Advisors LLC
Silver Lake Partners
Simpson Thacher & Bartlett LLP
Skadden, Arps, Slate, Meagher & Flom LLP
Southern Company
Stone Point Capital
Sullivan & Cromwell LLP
Tailwind Capital
Tinicum Incorporated
Two Sigma Investments, LLC
UBS
Valuation Research Corporation
Verizon Foundation
Vestar Capital Partners
Vitaquest International LLC
Warburg Pincus LLC
Weil, Gotshal & Manges
Westriver Group
Westriver Group
White & Case
Worldwide Enterprises LLC
Zurich American Insurance Company

FINANCIALS

	2014 AUDITED	2015 AUDITED	2016 AUDITED
REVENUE			
Revenue	5,985,509	8,341,433	9,146,960
EXPENSES			
Program Services			
Capacity-Building Programs	3,400,746	3,800,316	3,751,654
Disbursement to nonprofits	986,363	1,654,461	1,914,391
Grants	575,681	601,235	1,008,215
Total Program Services	**4,962,790**	**6,056,012**	**6,656,790**
General Administrative	508,603	811,119	1,316,768
Fundraising	797,554	1,265,047	1,182,244
TOTAL EXPENDITURES	**6,268,947**	**8,132,178**	**9,173,272**
SURPLUS / DEFICIT	(283,438)	209,255	(26,312)
ORGANIZATIONAL OVERHEAD	20.84%	25.53%	27.24%
ASSETS			
Cash and Investments	2,501,855	3,010,312	2,363,194
Accounts Receivable & Other Assets	719,947	811,456	1,516,365
TOTAL ASSETS	**3,221,802**	**3,821,768**	**3,879,559**
LIABILITIES			
Accounts Payable	398,078	788,789	872,892
TOTAL LIABILITIES	398,078	788,789	872,892
NET ASSETS			
Unrestricted	2,514,886	2,886,268	2,649,557
Temporarily Restricted	308,838	146,711	357,110
TOTAL NET ASSETS	2,823,724	3,032,979	3,006,667

BOARD OF DIRECTORS

NATIONAL ADVISORY BOARD

JOHN C. WHITEHEAD
Founding Member (1996 – 2015)

ALEXANDER NAVAB
Co-Chair, Kohlberg Kravis Roberts & Co.

STEPHEN K. ORR
Co-Chair & Founder
Orr Associates Inc. (OAI)

JAMES E. DUFFY
Former President,
ABC Television Network

BLAIR FLEMING
RBC Capital Markets

RICHARD J. HENDRIX
FBR Capital Markets Corporation

JEFFREY R. HOLZSCHUH
Morgan Stanley

MARC LASRY
Avenue Capital Group

THOMAS H. LEE
Thomas H. Lee Capital

BRYAN P. MARSAL
Alvarez & Marsal

BRUCE RICHARDS
Marathon Asset Management

ALAN D. SCHWARTZ
Guggenheim Partners

STEPHEN A. SCHWARZMAN
The Blackstone Group

GEORGE P. STAMAS
Kirkland & Ellis

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MidOcean Partners

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Wells Fargo Securities

PETER ZAFFINO
Marsh Inc.

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Co-Chair, TPG Capital

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Co-Chair, Goldman, Sachs & Co.

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Co-President, Morgan Stanley

WRAY T. THORN
Co-President, Two Sigma Investments

WILLIAM Q. DERROUGH
Vice President, Moelis & Company

DHANANJAY M. PAI
Vice President, P. Schoenfeld
Asset Management

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REHANA FARRELL
Ex Officio, Youth INC

ALAN HOLTZ
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BARBARA MARCIN
Gabelli Asset Management

EMMETT MCCANN
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Marsh Inc.

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Knighthead Capital

MARK WHALING
Canaccord Genuity

HARRY J. WILSON
MAEVA Group

DOUGLAS ZAKOW
Toppan Vite, New York

LARRY ZIMMERMAN
Piper Jaffray & Co.



John C. Whitehead and Stephen K. Orr

A MESSAGE FROM OUR FOUNDER

I founded Youth INC in 1994 on the principles I learned from an extraordinary visionary and friend, John C. Whitehead. We modeled the organization around the kind of mentorship John provided to so many nonprofits throughout his lifetime. There was a point in time when John sat on 30 charitable boards at once! That was the kind of generous spirit I wanted to inculcate at Youth INC. Since John's passing in January of 2015, I remain as committed as ever to the work we began. I am inspired by Rehana's leadership and the team she has built putting the youth at the center of all we do, while artfully curating and partnering with our corporate constituents to drive our mission forward. Our city will always need grassroots nonprofits to fill in the support gaps for underserved kids. Youth INC's work of empowering these organizations continues to be more vital than ever.

STEPHEN K. ORR
Co-Head of Youth INC's National Advisory Board,
Founding Partner, OAI



YOUTH INC

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