Dear Team and Family,

In 2009, seventy families put their trust in a new public charter school in St. Louis and enrolled their children at KIPP Inspire Academy. Those original students are now seniors in high school and are about to begin the next phase of their young, adult lives: college.

From the moment they set foot in their 5th grade classrooms at KIPP, we made our goal clear—to help them climb the mountain to and through college. These founding scholars are now paving the way for the 1,300 current KIPPsters who will follow in their footsteps. We are incredibly proud of our founding students’ accomplishments.

From that humble beginning, and because of the hard work of our students, parents, and staff, KIPP has seen extraordinary growth. After opening two new schools in the 2015-16 school year, KIPP Triumph and KIPP Wisdom Academies, we now have four schools, serving 1,300 students, and we remain committed to fulfilling our mission to help all of our scholars develop the character and academic traits they need to be successful in school and in life. We also continue to work toward even better results - we cannot rest on past accomplishments, but instead aim to get better as we grow bigger.

Two hundred KIPP schools across the country commit to measuring success based on the six essential questions outlined in our Annual Report. To ensure we improve as an organization, we remain committed to full and transparent data collection and reporting. This data helps our team know what is working, what needs improvement and, most importantly, holds us accountable to the promise we make to our students and families.

We invite you, our supporters, to review our 2016 Annual Report, and sincerely thank you for allowing us the opportunity to fulfill our commitment to our students and their families.

Onward,

Kelly Garrett
Executive Director
KIPP St. Louis
WHAT IS KIPP?

KIPP—the Knowledge is Power Program—is a non-profit, national network of college preparatory public charter schools serving thousands of students from educationally underserved communities, preparing them for success in college and life. KIPP launched in St. Louis in 2009 with the establishment of our flagship middle school, KIPP Inspire Academy. During the 2015-16 school year, KIPP St. Louis served 960 students in 4 schools. Our goal is to build a world-class network of tuition-free, public charter schools for children and families in St. Louis.

KIPP ST. LOUIS MISSION:

To develop in all of our students the strong knowledge, skills, and character traits necessary to succeed in high quality high schools, colleges, and the competitive global world beyond. Our goal is ambitious but clear—we will help our students climb the mountain to and through college.

A GLANCE AT DAILY LIFE:

7:00 am: Day begins.

9:00 am: We attend classes led by energetic teachers who teach us what we need to know with chants, claps & snaps—whatever it takes to equip us with the skills needed to climb the mountain to and through college.

Academics and character are highly valued. In middle school, we keep track our behavior using the KIPP paycheck system and earn “KIPP dollars”. If we earn 80% or more on our paycheck, we get to participate in exciting incentives like; “Fun Friday”, monthly field trips and even an end-of-year trip! This past year, 5th graders toured Washington D.C., 6th graders camped in the Smoky Mountains, and 7th and 8th graders went sightseeing in Atlanta, GA.

4:00 pm: Day ends, but the learning doesn’t stop. Teachers lead tutoring sessions or after school activities like basketball and robotics.

6:00 pm: Nightly homework is an expectation, and we know the importance of completing it in order to practice the skills we learned during the day. All KIPP teachers have cell phones, and we can call them at night to ask for help if we get stuck on a problem.
1st and 5th grade scholars from KIPP Victory Academy and KIPP Triumph Academy
WHO WE SERVE:

KIPP St. Louis is a charter school and therefore a choice environment. We were founded on the notion that the students that need us the most, those that live in educationally underserved communities, will have better outcomes if given choices about where they attend school.

Any family, regardless of their background, wants a better future for their children. At KIPP we are committed to providing the highest quality educational programs for every child that attends our schools. Last year, we served nearly 960 scholars in four schools, and are on track to serve 2,000 by fiscal year 2018. One hundred percent received free meals, ninety-eight percent of our students were African American or Hispanic, and eleven percent qualified for special education services.

OUR SCHOOLS:

KIPP has four schools in St. Louis City: KIPP Inspire Academy (middle), KIPP Triumph Academy (middle), KIPP Victory Academy (elementary), and KIPP Wisdom Academy (elementary). We are dedicated to helping students develop the knowledge, skills and character strengths they need to succeed throughout their education and in the competitive world beyond.
Heaven & Brooke, KIPP Wisdom Academy 1st graders on their new playground
Our focus is on creating schools where all students can thrive and where children and families want to stay with us year after year. At KIPP St. Louis, 81% of students enrolled in our schools in 2014-15 returned in the fall of the 2015-2016 school year, or completed the highest grade offered at their school.

Parent involvement is key to the long-term success of every KIPPster. Parents are an active and vital part of our community.

IN A MOM’S WORDS

Paul was blessed to come to KIPP in 5th grade. Having been diagnosed with Aspergers syndrome at five, this opportunity has changed our life!

Paul came to KIPP reading below grade level and had difficulty grasping the KIPP routine. Paul’s teachers were extraordinary in providing the necessary support to ensure his success. With Paul’s team and his determination to be ‘just one of the kids’ he began to close the gaps where he lagged behind. By the end of the year, Paul knew KIPP’s high expectations and KIPP knew how to tap into Paul’s gifts.

Each year KIPP continues to push Paul to be more independent. We are working together to get Paul on the bus at a regular stop, to come in the evening independently, and go on his 8th grade end-of-the year trip. His growth and our hope for his successful future have been made possible by being part of KIPP St. Louis.

With deep gratitude,
Carmen (Paul’s Mom)

IN PAUL’S WORDS

“I love science, going to gym, helping teachers make copies, and my English Language Arts teacher, Ms. F.

Ms. Crittle, Special Education teacher, with Paul.
Paul, a 7th grader from KIPP Inspire Academy
Our goal is to put our students on an academic trajectory toward college readiness. We use a variety of tools to understand student achievement, and look closely at our results to ensure we’re fulfilling our promises to students and families.

**MISSOURI ASSESSMENT PROGRAM (MAP) RESULTS**

The 2015-16 state test results continued to show that while our KIPPsters come in academically behind in 5th grade, by the time they reach 8th grade, they have caught up in English Language Arts and surpassed state averages in Mathematics and Science.

- By 8th grade, KIPP St. Louis students outperformed the Missouri state average in Math and Science by a significant margin.
- KIPP St. Louis 8th graders achieved proficiency at close to seven times the rate of St. Louis Public School students in Math.
- Eighth grade KIPPsters achieved proficiency at three times the rate of St. Louis Public School students in Science.
- KIPP St. Louis scholars achieved their highest academic results in 5th grade English Language Arts, 7th grade English Language Arts, and 5th grade Math in 2016.
7th graders Devin and Everette conduct a science experiment with the help of a MilliporeSigma volunteer.
KIPP THROUGH COLLEGE:

KIPP St. Louis is committed to providing the education, skills and support to navigate the path through 8th grade and beyond. With the assistance of our Director of High School Placement and Director of KIPP Through College, St. Louis’ first KIPPsters went to high school in 2013, and will begin college in 2017.

KIPP Through College (KTC) is part of the larger KIPP approach that helps to eliminate the opportunity gap for students from educationally underserved communities.

PROGRAM:

The program provides our students and families with the essential knowledge and preparation they will need for success in college. KTC offers comprehensive supports for KIPP students beginning in middle school and follows them through college completion, and includes:

• College Application Meetings
• College Tours
• Free Application for Federal Student Aid (FAFSA) Workshops
• Alumni Events
• American College Testing (ACT) Preparation
• To & Through College & Career Expo
• Pre-College Institute
• Pennant Ceremony

SCHOLARS HAVE BEEN ACCEPTED TO SOME OF THE BEST AREA HIGH SCHOOLS:

Bishop DuBourg High School
Cardinal Ritter College Prep High School
Carnahan High School
Central Visual and Performing Arts High School
Chaminade College Preparatory School
Christian Brothers College High School
Cleveland High School
Clyde C. Miller Career Academy

Collegiate School of Medicine and Bioscience
Crossroads College Preparatory School
Duschene High School
Gateway STEM High School
Grand Center Arts Academy
Lindbergh High School
Lutheran High School North
Marquette High School
McKinley Classical Leadership Academy
Metro Academic and Classical High School
Mary Institute and Country Day School
Nerinx Hall High School
Northwest Law Academy
Parkway South High School
Soldan International Studies High School
St. Louis Christian Academy
St. Louis University High School
St. Mary’s High School
Villa Duschene
LaDerica, Mikerya, and Makayla, Class of 2017, KIPP Inspire alumnae
## Are We Building a Sustainable Financial Model?

**STATEMENT OF ACTIVITIES | July 1, 2015 - June 30, 2016**

### REVENUE, GAINS & OTHER SUPPORT

<table>
<thead>
<tr>
<th>Source</th>
<th>2015</th>
<th>2016</th>
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<tbody>
<tr>
<td>Federal Revenue</td>
<td>$2,522,526</td>
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<tr>
<td>State Revenue</td>
<td>$8,140,360</td>
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<tr>
<td>Local Revenue</td>
<td>$608,400</td>
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<tr>
<td>Contributed Income - Unrestricted</td>
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<tr>
<td>Contributed Income - Temporarily Restricted</td>
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<td>Other</td>
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<tr>
<td>In-Kind</td>
<td>$760,190</td>
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<tr>
<td><strong>Total Support &amp; Revenue</strong></td>
<td><strong>$16,698,433</strong></td>
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### EXPENSES

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<th>Category</th>
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<td>Program Services</td>
<td>$13,310,646</td>
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<td>Management and General</td>
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<td>Development</td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$15,808,356</strong></td>
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<table>
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<tr>
<th>Description</th>
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<th>2016</th>
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<tr>
<td>Changes in Net Assets</td>
<td>$890,077</td>
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<td>Net Assets, July 1, 2015</td>
<td>$9,011,585</td>
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<tr>
<td>Net Assets, June 30, 2016</td>
<td>$9,901,662</td>
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### KIPP ST. LOUIS FINANCIAL INDICATORS

<table>
<thead>
<tr>
<th>Indicator</th>
<th>2015</th>
<th>2016</th>
<th>KIPP Foundation Guidelines</th>
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<tr>
<td>Months of Cash on Hand</td>
<td>4.5</td>
<td>3.34</td>
<td>3+</td>
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<td>Current Ratio*</td>
<td>15.07</td>
<td>10.71</td>
<td>1.3+</td>
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<tr>
<td>Debt Service Coverage Ratio**</td>
<td>23.68</td>
<td>48.54</td>
<td>1.1+</td>
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<tr>
<td>Student Enrollment Ratio^</td>
<td>98.1%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

* Current Ratio measures the ability to cover short-term obligations
** Debt Service Coverage Ratio measures the ability to make debt payments from operating cash flows
^ Student Enrollment ratio measures the region’s ability to generate the required revenues to fund their operations
Demetrius, 5th grade, KIPP Triumph Academy taking notes during reading class
KIPP CULTURE:

At KIPP we empower our educators to lead school teams and we invest in training to help them grow as professionals. Our aspiring leaders participate in our highly acclaimed professional development programs—the Miles Family Fellowship and the Fisher Fellowship. These year-long intensive programs train KIPP leaders to open and manage new schools with the help of assistant leaders and school operation personnel, all in coordination with the regional office.

We currently have Fellows filling the leadership pipeline through our Growth & Impact Campaign. Succession planning from the start allows advancement opportunities, with an expectation that 80 percent of new and successor leader positions come from within.

On July 8, 2016, we hosted our 2nd Annual KIPP St. Louis Awards Gala made possible by the generous support of The William T. Kemper Foundation. We applaud our staff and teachers for their dedication to prove what is possible in education.

SPECIAL CONGRATULATIONS TO OUR AWARD WINNERS:

**Honor Award** | Sarah Crafton
Recognizes a teammate that exemplifies integrity and character.

**Absolute Determination Award** | Beth McReynolds
Celebrates a teammate that is constantly seeking to grow, achieve, and develop.

**Respect Award** | Cori Cloyd
Recognizes a hardworking individual who dedicates time and energy to encouraging his/her team.

**Team Award** | Jackie Scott
Demonstrates a strong commitment to the KIPP team and family.

**William T. Kemper Excellence in Teaching Award** | Jessica Pachak
Recognizes an educator who exemplifies the core values of the KIPP St. Louis teacher.
Jessica and Kelly at 2nd Annual KIPP St. Louis Gala
3rd ANNUAL CHAMPIONS FOR EDUCATION BREAKFAST

On Thursday, April 7, 2016, over two hundred community leaders, KIPP supporters and families gathered at Grand Hall on Chouteau for the 3rd Annual KIPP St. Louis Champions for Education Breakfast.

KIPP St. Louis honored Centene, represented by Michael Neidorff, President and CEO, and Keith Williamson, General Counsel of Centene and KIPP St. Louis board member, for their generous commitment to KIPP St. Louis over the past seven years.

The event featured KIPP student and alumni speakers, KIPP elementary school performances, a presentation of the new KIPP St. Louis video, and proclamations presented to Michael Neidorff and Keith Williamson from Mayor Francis Slay and Missouri State Treasurer Clint Zweifel.
KIPP Victory Academy 1st graders perform a chant
Washington University in St. Louis’ guidance and support is instrumental in our growing success. This partnership ensures excellence in our basic operations and allows KIPPsters immediate access to a college preparatory education, arming them early with the skills, experiences, and expectations necessary for college. Our collaboration includes:

- Daily tutoring by undergraduate students through Each One Teach One.
- Support for staff from graduate practicum students from top-ranked Brown School of Social Work.
- Math and science teaching support from Washington University’s Institute for School Partnership.
- Development of a comprehensive literacy program called Strategic Teaching and Evaluation of Progress (STEP) in partnership with the Urban Education Institute at the University of Chicago.
- Service projects at the schools, playground development planning, and assistance for KIPP scholars participating in field trips and co-curricular activities on Washington University’s Danforth campus.
KIPP Victory Academy 1st graders visit Washington University in St. Louis.
**HONOR ROLL***
Marjorie Abernathy
Kerry & Michael Casey
Centene Charitable Foundation
Chapman Family Foundation
Carrie & Kyle Chapman
Charter School Growth Fund
Clark-Fox Family Foundation
Crawford Taylor Foundation
Susannah & Don Danforth
Emerson Charitable Trust
Lelia & David Farr
June & Flint Fowler
Nicole & Gabe Gore
Martha & Bruce Karsh
Ashley & John Kemper
William T. Kemper Foundation
-Commerce Bank, Trustee
James S. McDonnell Foundation
Casey & Bob O’Brien
Regional Business Council
The Steward Family Foundation
Jack Taylor
Flora & Tony Tersigni
Nancy & Bill Thompson
U.S. Bank Foundation and Corporate Giving
Renee & Rob Wasserman
Lisa & Greg Wendt
Keith Williamson
World Wide Technology Foundation

$250,000 +
Marjorie Abernathy
Anonymous
Centene Charitable Foundation
Charter School Growth Fund
Crawford Taylor Foundation
Emerson Charitable Trust
William T. Kemper Foundation
-Commerce Bank, Trustee

$100,000 - $249,999
Enterprise Holdings
Martha & Bruce Karsh
McKesson Corporation
Perkins Hunter Foundation
Arthur Rock & Toni Rembe Education Fund
Walton Family Foundation

$50,000 - $99,999
The Dana Brown Charitable Trust
Clark-Fox Family Foundation
Lelia & David Farr
Monsanto Fund
Casey & Bob O’Brien
Regional Business Council
Steward Family Foundation
World Wide Technology Foundation

$25,000 - $49,999
The Louis Calder Foundation
Express Scripts Foundation
James S. McDonnell Foundation
Rainwater, Inc.

$10,000 - $24,999
The Albrecht Family Foundation
American Direct Marketing Resources, LLC
Employees Community Fund of Boeing
Carrie & Kyle Chapman
June & Flint Fowler
Miles Family Foundation
MySun Charitable Foundation
The Pott Foundation
Rally St. Louis
The Saigh Foundation
Washington University in St. Louis
Wells Fargo Advisors
Lisa & Greg Wendt
Joyce Wood

$5,000 - $9,999
Equifax, Inc.
Leslie & Brad Foss
Anne & Doug Grissom
Ashley & John Kemper
Maritz, Inc.
Joseph & Florence Roblee Foundation
US Bank Foundation
Dewitt & Caroline Van Evera Foundation
Keith Williamson

$1,000 - $4,999
Anonymous
Barbara & Barry Beracha
Barbara Bryant
Judy & David Capes
The Capital Group
Kerry & Michael Casey
Sarah & Tom Cohn
Susannah & Don Danforth
Michael DeCola
Gadellnet
Elizabeth & Kelly Garrett
Gen YOUTH Foundation
Nicole & Gabe Gore
I Do It For Her Foundation
Carol & Ward Klein
Nicole & David Lemkemeier
The Oliver Group LLC
Ericka Zoll & Jim Phelan
Emily & Richard Pitts
Sandy Rogers
St. Louis Trust Company
Stupp Bros. Bridge & Iron Co. Foundation
Tech Electronics
Andi & Peter Van Cleve
Renee & Rob Wasserman

* Designates donors who contributed to the Growth & Impact Campaign.
$500 - $999
Anonymous
Wendy & Paul Dyer
Bruce Ellerman
Karen & Paul Fedchak
Jesse Hunter
The Jewish Community Center
Ashley & Dustin Odham
Susie & Gordon Philpott
Joe Simpson
The Staenberg Family Foundation
Chris Jacobs & Hank Webber
Risa Zwerling & Mark Wrighton

$100 - $499
Tiara & Austin Abu
Wendy Kopp & Richard Barth
Shannon & David Antonini
Maris Berg
Box Tops for Education
Betsy Cohen
Cheryl Adelstein & Dan Davison
Carol Davidson & David Dick
Alison & Thomas Durphy
Rachel Ruggirello & Jeremy Esposito
Fuel Up to Play
Gap Inc.
Elizabeth Garrett
John Garrett
Phyllis & Mike Garrett
Barbara & Mel Goldman
Nicole Hanrahan
Justin Harris
Chad Hull
Scott Hussey
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Kari Kraichely
Nessa Levine
Emily Lombardo
Kimesha Malone
Elizabeth Valerio & Nate Marschalk
Elizabeth & Nate Matarazzi
Carol Mendez
Catherine & Birch Mullins
Rodney Norman
Sue & Don Odham
Karen Olson
Shar & Bob Olwig
Laura & Joe Olwig
Debbie & Joseph Olwig
Kathy Osborn
Ryia Ross Peterson & Mark Peterson
Norie Pride
Beverly Rombach
RubinBrown LLC
Colleen & Tim Sauvain
Steven Schroeder
Molly Shepley
Sam Shriver
Mary Beth & Allen Soffer
Destiny Stout
Chuck & Suzanne Stumpf
Julie & Steve Toth
Andrea Turner
Lois Unk
Dan Walters
Adam Zucker
Alicia Faust
Barry Giller
Jane & Randy Grady
Julie Taylor & John Guest
Bennita Higgins
Danette Johnson
Kwira Jones
Molly Joyce
Marniece McDaniel
Laura & Chris McInnis
Catherine Nkonge
Jessica Pachak
Lauren Preston
Terry & Neal Ross
Maranda Schettler
Pamela & Don Senti
Andrew Sewell
Kim & Michael Sullivan
Ashley & Ramsey Windsor

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The Bach Society
BJC Healthcare
Christopher Briggs
Leslie & Brian Bursack
Butler’s Pantry
The Crang Family
Erdhart Sign & Lighting
Amy & Brian Gage
Alicia Herald
Carolyn Hyman
Erin & Ben Kniffen
Terry McEachern
McKendree College
Peggy & Tom Phillips
Play It Forward
Regional Business Council
Deb Dubin & Mike Steinbaum
Weber Shandwick

Please forgive us for any unintended misspellings or omissions.