OUR MISSION

KIPP St. Louis strives to develop in all of its students the strong knowledge, skills, and character traits necessary to succeed in high-quality high schools, colleges, and the global world beyond.

MAKING AN IMPACT, TODAY AND TOMORROW
“Chasity and Starah are two examples, not just for their peers but for all of us, of overcoming odds en route to a long path of excellence and distinction. Their absolute determination in and out of the classroom is the stuff that inspires teachers like me to work that extra hour!”

— David D’Antonio, KIPP Inspire Academy teacher
KIPP THROUGH THE YEARS

1994
Experimental KIPP classroom with 50 fifth graders is founded in Houston, led by two Teach For America alumni.

1995
The two original KIPP schools open in the South Bronx and Houston.

2000
The KIPP Foundation is established to replicate nationally.
2009
KIPP Inspire Academy, the first KIPP St. Louis middle school, is founded.

TODAY
KIPP Inspire Academy is a full middle school, serving 330 students in grades 5–8. Our Growth & Impact Campaign, launched in 2013, is underway.

FUTURE
KIPP St. Louis will expand to a total of six schools, three elementary and three middle schools, in order to serve 15% of the St. Louis Public School District.
WHAT YOU MEASURE MATTERS

Building a better tomorrow for students and families in classrooms, schools, and communities is only possible if we know exactly how we are doing. Data helps us understand our true impact, both what is working and what needs to be improved. By highlighting our students’ achievements, we can help them climb the mountain to and through college. Our Six Essential Questions provide a yardstick by which we measure our progress, keep us focused as we grow, and guide us in helping our students’ futures shine brighter.
Are KIPP students progressing and achieving academically?

Are our KIPP students staying with us?

Are KIPP students progressing and achieving academically?

Are KIPP alumni climbing the mountain to and through college?

Are we building a sustainable people model?

Are we building a sustainable financial model?
These KIPP students are now sophomores in high school, and their accomplishments, so far, are a testament to their drive and grit, as well as their focus on college. With support from KIPP Through College, these KIPPsters will be taking the ACT and creating their college wish lists in the upcoming year. There is no doubt these students will have countless opportunities in the future as the Class of 2017!

—Molly Joyce, KIPP St. Louis Director of High School Placement
ARE WE SERVING THE CHILDREN WHO NEED US MOST?
WHO DO WE SERVE?

KIPP INSPIRE ACADEMY STUDENTS

94% Eligible for free/reduced lunch

98% African-American, Hispanic/Latino

10% Receive special education services
% that qualify for free and reduced lunch

- KIPP St. Louis: 94%
- St. Louis Public Schools: 88%
- Missouri: 50%

% African-American, Hispanic/Latino

- KIPP St. Louis: 98%
- St. Louis Public Schools: 82.7%
- Missouri: 21.7%

% receiving special educational services

- KIPP St. Louis: 10%
- St. Louis Public Schools: 16%
- Missouri: 13%

Source: Missouri Department of Elementary and Secondary Education
“Jakobe has a smile that will light up anyone’s day. In addition to being one of our top 5th grade students, Jakobe is a wonderful model for other KIPPsters of how having focus, grit, and zest for learning can go a long way. Jakobe is bound to do great things in the world someday soon, and I am so proud to have been a part of generating the learning and growth that will lead to that path.”

—Brenice Armstrong, KIPP Inspire Academy teacher
ARE OUR KIPP STUDENTS STAYING WITH US?
RETENTION

2011–2012 School Year

KIPP Inspire Academy: 84%
KIPP Network Average (middle school): 88%

2012–2013 School Year

KIPP Inspire Academy: 87%
KIPP Network Average (middle school): 88%

2013–2014 School Year

KIPP Inspire Academy: 84%
KIPP Network Average (middle school): 88%
85% of students have returned to KIPP Inspire Academy during the last three years.
ARE OUR KIPP STUDENTS PROGRESSING AND ACHIEVING ACADEMICALLY?

Our students come to us two to three grades behind grade level, yet with hard work and an extended school day and year, our KIPPsters not only catch up, they get ahead.
**ACADEMIC PROGRESS**

**2013 MISSOURI ASSESSMENT PROGRAM**

- KIPP St. Louis
- St. Louis Public Schools
- Missouri

---

**Communication Arts**

<table>
<thead>
<tr>
<th>% proficient or advanced</th>
<th>5th</th>
<th>6th</th>
<th>7th</th>
<th>8th</th>
</tr>
</thead>
</table>
| KIPPsters doubled their reading skills in 3 short years.

---

**Math**

<table>
<thead>
<tr>
<th>% proficient or advanced</th>
<th>5th</th>
<th>6th</th>
<th>7th</th>
<th>8th</th>
</tr>
</thead>
</table>
| While others fell behind, KIPPsters improved 150%.

---

**Science**

<table>
<thead>
<tr>
<th>% proficient or advanced</th>
<th>5th</th>
<th>8th</th>
</tr>
</thead>
</table>
| KIPPsters understand science, performing 20% higher than state averages.

Source: DESE
ARE KIPP ALUMNI CLIMBING THE MOUNTAIN TO AND THROUGH COLLEGE?

KIPP students start and finish college at higher rates than the U.S. average, and we continue to reach even higher.

2017
The first KIPP St. Louis cohort of students will graduate high school.
Our founding 8th grade class was accepted to some of the best area high schools, including:

Bishop DuBourg
Cardinal Ritter College Prep
Carnahan High School
Central Visual and Performing Arts
Chaminade College Preparatory School
Christian Brothers College High School
Cleveland JROTC
Clyde C. Miller Career Academy
Collegiate School of Medicine & Bioscience
Crossroads College Preparatory School
Duchesne
Gateway STEM
Grand Center Arts Academy
Lindbergh High School
Lutheran High School North
Marquette High School
McKinley Classical Leadership Academy
Metro Academic and Classical High School
MICDS
Nerinx Hall High School
Normandy High School
Northwest Law Academy
Parkway Central
Soldan International Studies
St. Louis Christian
St. Louis University High School
St. Mary's
Villa Duchesne

% Graduate High School
national average graduation rates

93% 72% 83%

% Enroll in College
national average college enrollment

82% 45% 62%

% Complete Four-Year College
national average graduation rates

44%

8%

29%
ARE WE BUILDING A SUSTAINABLE PEOPLE MODEL?

Investing in leadership and staff early on is the hallmark of the KIPP model. Under the leadership of Kelly Garrett, Executive Director, and Jeremy Esposito, Founding School Leader of KIPP Inspire and current Chief Academic Officer for the region, our exceptional track record is due much in part to aspiring leaders participating in our highly acclaimed professional development programs—the Miles Family Fellowship and the Fisher Fellowship. These yearlong, intensive programs train KIPP leaders to open, and then manage, new schools with the help of two assistant leaders and a school operations manager at each school, all in coordination with the regional office.

We currently have four Fellows, comfortably filling the leadership pipeline through the Growth & Impact Campaign. Succession planning from the start allows advancement opportunities, with an expectation that 80% of new and successor leader positions come from within.
“Kevin stands out as one of our most improved 7th grade students. His academic growth is evidenced especially by his improved test scores. More importantly, however, it has been a joy to watch him grow personally. Kevin has developed a sense of self-responsibility that will help propel him to greater success than he has ever experienced before. This will be invaluable to him as he works to climb the mountain to college.”

— Kelly Lovett, KIPP Inspire Academy teacher
KIPP St. Louis school expenses include instruction, student services such as transportation and meals, KIPP extras such as longer school days and years as well as end-of-year field lessons, KIPP Through College programs, facilities, and administration. The KIPP Foundation uses four key financial indicators to evaluate the sustainability of the KIPP St. Louis financial model.
## FINANCIAL IMPACT

### KIPP ST. LOUIS FINANCIAL INDICATORS

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2014</th>
<th>KIPP Foundation Guidelines</th>
</tr>
</thead>
<tbody>
<tr>
<td>Months of Cash on Hand</td>
<td>2.52</td>
<td>3.61</td>
<td>3+</td>
</tr>
<tr>
<td>Current Ratio*</td>
<td>10.20</td>
<td>11.25</td>
<td>1.3+</td>
</tr>
<tr>
<td>Debt Service Coverage Ratio**</td>
<td>1.82</td>
<td>8.61</td>
<td>1.1+</td>
</tr>
<tr>
<td>Student Enrollment Ratio^</td>
<td>101.14%</td>
<td>99.36%</td>
<td>100%</td>
</tr>
</tbody>
</table>

* Current Ratio measures the ability to cover short-term obligations.
** Debt Service Coverage Ratio measures ability to make debt payments from operating cash flows.
^ Student Enrollment ratio measures the school or region’s ability to generate the required revenues to fund their operations.
OUR VISION FOR GROWTH

6 Schools
2,600 Students
15% of the St. Louis Public School District

Making an impact today and tomorrow.
KIPP FOUNDATION

WHO WE ARE
KIPP, the Knowledge Is Power Program, is a national network of free, open-enrollment, college-preparatory public charter schools with a track record of preparing students in underserved communities for success in college and in life.

WHAT WE DO
KIPP builds a partnership among parents, students, and teachers that puts learning first. By providing outstanding educators, more time in school, and a strong culture of achievement, KIPP is helping all students climb the mountain to and through college.

KIPP SCHOOLS
Across the United States there are 70 KIPP middle schools (grades 5–8), 37 elementary schools (grades PK–4), and 18 high schools (grades 9–12). Students are accepted regardless of prior academic record, conduct, or socioeconomic background.

162 Schools
26 Regional Offices
4 National Offices
BOARD OF DIRECTORS

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President & Chief Operating Officer, Commerce Bancshares, Inc.

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Vice President, Exegy

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Co-founder & Managing Director, Forsyth Capital Investors

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Founder, Build-A-Bear Workshop®
Chair, Build-A-Bear Workshop Foundation

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Partner, Dowd Bennett LLP

Flora P. Tersigni
Managing Partner, Black Eagle Development Group, LLC

Robert J. Wasserman
Senior Vice President, U.S. Bancorp Community Development Corporation

Gregory W. Wendt, Founding Chair
Partner, Capital Research & Management Company

Keith Williamson, Secretary
Executive Vice President, Corporate Secretary, and General Counsel, Centene Corporation

OUR SUPPORT

$150,000 AND ABOVE
Emerson Electric Company
Bill and Melinda Gates Foundation
William T. Kemper Foundation–Commerce Bank, Trustee
Nancy and Bill Thompson
Lisa and Greg Wendt

$75,000–$149,999
Centene Charitable Foundation
Gateway Children’s Charity
KIPP Foundation
McDonnell Family Foundation
Morgridge Family Foundation
Regional Business Council

$25,000–$74,999
Chapman Family Foundation
Charter School Growth Fund
Maxine K. Clark and Bob N. Fox Charitable Foundation
Perkins Hunter Foundation Fund
Rainwater Charitable Foundation
World Wide Technology Foundation

$10,000–$24,999
Albrecht Family Foundation
American Direct Marketing Resources, LLC
Crawford Taylor Foundation
The Dana Brown Charitable Trust
Forum for Women Entrepreneurs
Monsanto Fund
Sigma-Aldrich
Tersigni Family Foundation

$5,000–$9,999
Beta Theta Pi/Chi Omega
The Olive Dempsey Charitable Trust
Ann and Doug Grissom
Ashley and John Kemper
Maritz, Inc.
Sharon and Richard McClure
Joseph H. & Florence A. Roblee Foundation
Dewitt and Caroline Van Evera Foundation

$1,000–$4,999
Anonymous
Joyce Abousie
Barbara and Barry Beracha
Maris Berg
Kerry and Michael Casey
Susannah and Don Danforth
William Danforth
Dowd Bennett LLP
Lelia and David Farr
Elizabeth and Kelly Garrett
Nicole and Gabe Gore
Connor and Alan Hale
Estelle W. and Karen S. Kalish Foundation
Carol and Ward Klein
Nicole and David Lemkemeier
Ashley and Dustin Odham
The Oliver Group LLC
St. Louis Trust Company
Stupp Bros. Bridge & Iron Co. Foundation
Renee and Rob Wasserman
Watermark Foundation
Linda and Peter Werner
Keith Williamson
$999 AND UNDER
Tiara and Austin Abu
Rita and Michael Adolphson
Lauren Alderman
Dana Allen
John Armstead
Meredith Malone and Scott Baier
Richard Barth
Michelle Ong and Dan Berg
Derek Blackmore
Elizabeth Bleier
Joyce and Norman Bleier
Loretta and Michael Bradley
Tracy Breslin
Jane and Mike Bronson
Susan and Jim Buford
Kimberly Chiew
Betsy Cohen
Patti and Jules Cohn
Julie Colton
Katrina Crittle
LaChrisa Crenshaw
Molly and Chris Danforth
Michael De Cola
Carol Davidson and David Dick
Kathy and Jim Dowd
Alison and Thomas Durphy
Wendy Dyer
Iris and Mark Edelman
Darlene and Tim Elder
Bruce Ellerman
Alicia Faust
Karen and Paul Fedchak
Marsha and Edward Fuchs
Marian Fukuyama
Daryl and Jeff Fulmer
Nancy Galofré
Elizabeth Garrett
Phyllis and Mike Garrett
Heather and Tim Garrett
Linda and Ben Goldstein
Leslie and Ron Gubitz
Jennifer and Anthony Guinn
Mahendra Gupta
Doris Hale
Janisa Hayes
Jennifer and John Hein
Karleen and Tom Hoerr
Sharon and Russell John
Detra Johnson
Judy and Grant Joyce
Janay Joyce-Ward
Carren Kay
Kay and Daniel Kiely
Kate and Jeffery Kimsey
Tina and James Klocke
Maureen Knorring
Kari Kraichely
Jeffrey Kroll
Elizabeth and Edward Lawlor
Marlene Lefton
Tina and Dan Lewis
Susan and Steve Lipstein
Elise and Thomas Lowry
Kathy and Thomas Marincel
Stephanie Markman
Disa and Jay Mason
Nancy and David Mastin
Belinda and Art McCoy
Renee and Bruce Michelson
Harry Morrell
Ann and Jim Mueller
National Association of Women
Business Owners
Todd Nichols
Maureen O’Connor
Kathy Osborn
Alex Paul
Lenore and Edwin Pepper
Joanne and Bill Phelps
Christina and Drew Phillips
Susie and Gordon Philpott
Lauren Preston
Margo Quiriconi
Kathleen Radcliff
Davey Richerson
Gloria Richman
Shera Dalin and Jorge Riopedre
Donna and Gary Robinson
Joe Roddy
Beverly Arri Rombach
Idania and Jeffrey Rombach
Pamela and Don Senti
Megan Sherman
Jacob Shiffrin
Beverly and Bob Shpall
Kevin Steger
Destiny Stout
Charles Stumpf
Donald Suggs
Kim and Mike Sullivan
Colleen and Timothy Suvain
Target Corporation
Julie and Steve Toth
Andrea Turner
Elizabeth and Brian Unk
Lois Unk
Chris Jacobs and Hank Webber
Ellen and Bruce White
Elizabeth Wild
Angela and Rob Wild
Laura Wolbert
Risa Zwerling and Mark Wrighton
Jamie Youngentob
Carol Zimmerman
Karen and Mark Zorensky

We are forever grateful to Washington University in St. Louis, our charter sponsor. Their valuable guidance and support has been instrumental in our success.
KIPP St. Louis schools prove that zip codes and demographics do not determine destiny. An exceptional STEM program, plus classrooms teeming with the arts, recreation, and the “J-Factor” for joy, develop our KIPPsters’ academic skills and character development and puts them on track to earn a college degree. Experiences and resources inside and outside the classroom combine to create a standard of excellence.
## SUPPORT & REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Federal Revenue</td>
<td>$780,063</td>
</tr>
<tr>
<td>State Revenue</td>
<td>$3,085,763</td>
</tr>
<tr>
<td>Local Revenue</td>
<td>$371,458</td>
</tr>
<tr>
<td>Contribution Revenue–Unrestricted</td>
<td>$1,115,610</td>
</tr>
<tr>
<td>Contribution Revenue–Temporarily Restricted</td>
<td>$2,933,812</td>
</tr>
<tr>
<td>Other</td>
<td>$13,173</td>
</tr>
<tr>
<td><strong>Total Support &amp; Revenue</strong></td>
<td><strong>$8,299,879</strong></td>
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</table>

## FUNCTIONAL EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
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</thead>
<tbody>
<tr>
<td>Program Services</td>
<td>$4,329,154</td>
</tr>
<tr>
<td>General &amp; Management</td>
<td>$1,091,524</td>
</tr>
<tr>
<td>Development</td>
<td>$170,248</td>
</tr>
<tr>
<td><strong>Total Functional Expenses</strong></td>
<td><strong>$5,590,926</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Change in Net Assets</td>
<td>$2,708,953</td>
</tr>
<tr>
<td>Net Assets, Beginning of Year</td>
<td>$2,415,845</td>
</tr>
<tr>
<td>Net Assets, End of Year</td>
<td>$5,124,798</td>
</tr>
</tbody>
</table>
Building a better tomorrow. KIPP St. Louis is part of a nationwide movement that has proven what students are capable of achieving, if given the right opportunity. There are 162 KIPP schools in the United States, serving nearly 60,000 students in elementary, middle, and high schools. Currently 6,000 KIPP alumni are pursuing a college education. By 2017, KIPP St. Louis students will be on their way to and through college.
With six schools fully enrolled (2,600 students) and based on national KIPP averages, KIPP St. Louis will increase the college completion rate among students from underserved communities in St. Louis by 50%.