KIPP is breaking ground
December 2015

Dear Friends,

In the words of John F. Kennedy, “As we express our gratitude, we must never forget that the highest appreciation is not to utter words, but to live by them.”

While I try to express gratitude throughout the year, both at home and at work, this fall I’m spending more and more time feeling thankful for the gifts around me.

I’m grateful for the teachers who arrive so early each day, prepared to collaborate with our scholars, to make every moment educational. Their enthusiasm and love for teaching and learning is contagious—I can see it in their smiles, and hear it in their voices when they talk about the progress they are seeing with our students.

I’m grateful for the parents who spend their evenings around the kitchen table, helping answer homework questions, who join us for Saturday School, and who conference with teachers to ensure their student’s success.

I’m grateful for our donors and partners who make our work possible through their generosity, strategic thinking, and talents. I’m especially proud of the early successes of our two newest schools—KIPP Triumph (grade 5) and KIPP Wisdom (grades K-1), which are the result of years of planning, fundraising, and dreaming together.

Most of all, I’m grateful for our students. When I high-five them in the halls or spend time with them in the classroom, they inspire me to do what I do. They are critical, creative thinkers, persuasive writers and speakers, and inquisitive—always showing curiosity about the world around them.

I encourage you to come and spend time with our KIPPsters. Join us for lunch, come read books with us, or see what’s brewing in the science lab.

You will feel both inspired and grateful too.

Learning Together,

Kelly Garrett
Executive Director
KIPP St. Louis
Our Mission: KIPP St. Louis will serve as a catalyst for education reform by establishing and supporting a world class network of public schools that develop in all of our students the knowledge, skills, character and pursuit of excellence necessary to succeed in high quality high schools and colleges and the world beyond.

On July 11, 2014, we realized our dream of opening a second school in St. Louis, and our first elementary school, KIPP Victory Academy. KIPP Victory moved into the former Mitchell Elementary School location, a St. Louis Public School building.

We are thankful for our unique partnership with the St. Louis Public School District—a bond that allows us to share both resources and dreams for the future of public education for the children of St. Louis.
In 2009, KIPP came to St. Louis with one school, 80 fifth graders, and a single promise—we would do whatever it takes to help our students climb the mountain to and through college.

Seven years later our promise remains, but the landscape of quality education in the City of St. Louis is vastly changed. KIPP St. Louis now enrolls students from every zip code in the city.

Last year, we served nearly 550 scholars at two schools, and are on track to open two more in fiscal year 2016. Ninety-eight percent of our students were African American or Hispanic, 96 percent qualified for free or reduced-price meals, and 11 percent qualified for special education services.

“Zest is being enthusiastic about learning.”
- Eli

One hundred percent of KIPP St. Louis students exhibit a zest for learning, optimism and intellectual curiosity. Their enthusiasm for coming to school, for learning and growing together are an integral part of the KIPP Team and Family.
CeLenna and Alyssa, Kindergarteners at KIPP Victory Academy, listen enthusiastically to a read-aloud during class.
A parent's words

In 2009, my wife and I were searching for a school for my daughter Kaylan. We were not satisfied with the traditional public school’s curriculum or structure.

We heard about KIPP schools and decided to investigate the organization. We were looking for a school that would not only educate our child, but also focus on character building and college preparation. After our research, we decided to sit down with Jeremy Esposito and discuss our child attending KIPP Inspire Academy. It was one of the best decisions we have made!

KIPP has surpassed all of our expectations! KIPP was able to educate our child, help build strong positive character traits, as well as prepare her for the rigors of higher learning.

The family approach from KIPP matches our values at home and has also affected our two sons. Our sons have watched their sister excel while having fun and it has compelled them to want to attend a KIPP School. Currently we have one son attending KIPP Triumph and our other son will hopefully be attending KIPP Victory next year.

KIPP Schools do not treat children as numbers but as family. This approach allows them to hold students accountable for their actions, while rewarding them for their achievements.

Because KIPP’s values match ours at home, we have committed to volunteering as much as possible to help the school in any area. My wife and I did not attend KIPP Schools but we are a KIPP family! We are not worried about our children being challenged and educated properly because KIPP has it covered!

We sincerely thank the KIPP family for being the kind of organization that has the best interest of the community and children at heart.

Sincerely,
John W. House, III
Kaylan’s Dad

Kaylan’s father and grandfather chaperoned 45 KIPPsters to Utah during the 6th grade end-of-the-year trip in 2011.

Kaylan (left) with classmates during 8th grade promotion week in 2013.

Kaylan spoke at the CityArchRiver groundbreaking ceremony in 2015.
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 2013-2014 returned in the fall of the 2014-2015 school year, or completed the highest grade offered at their school.

**Kaylan’s words**

“KIPP has helped me to have a plan for my future and believe in myself. Before attending KIPP, I didn’t know much about different high schools, let alone anything about college.

I didn’t know what I was going to do about getting an education past the fourth grade. I knew that I wanted to be a teacher, but didn’t know how I would do it. KIPP provided me with the support that I needed to begin conquering my dreams.

Because of the KIPP Inspire Academy staff, I’ve learned my potential. My KIPP teachers provided me with great opportunities that still benefit me today. KIPP not only impacted me, but my younger brother as well. He saw all that KIPP had done for me, and couldn’t wait to be a KIPPster.

My appreciation for KIPP goes so far. KIPP St. Louis has allowed me to be a constant representative—from being a student ambassador to speaking at the Arch groundbreaking ceremony. From helping me find colleges with excellent education programs to helping me with the first steps of starting my own KIPP elementary school, KIPP has made me who I am!”

Kaylan
KIPP St. Louis Alumna

“Nobody in my family graduated from college, so I never thought about going. They talk about it all the time at KIPP.”
- DeAndre
ARE KIPP STUDENTS PROGRESSING & ACHIEVING ACADEMICALLY?

Since 2009, KIPPsters have:

- Doubled their reading scores in three years
- Improved 150% in math

“Curiosity is when you ask a good question that makes a conversation go further.”
- Quinn

4.5 X MORE COLLEGE GRADUATES

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%.
D’ara, 7th grade
KIPP Inspire Academy
Aquonis and Bryce, class of 2017, proudly display their certificates at the spring 3.0 GPA celebration.
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 between students from high and under-resourced communities.

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.

2017
THE FIRST KIPP ST. LOUIS COHORT OF STUDENTS WILL BEGIN COLLEGE

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 Central High School
- Soldan International Studies High School
- St. Louis Christian Academy
- St. Louis University High School
- St. Mary’s High School
- Villa Duschene

“Grit is when you believe in yourself and never give up.”
- J’Sha
**ARE WE BUILDING A SUSTAINABLE FINANCIAL MODEL?**

**STATEMENT OF ACTIVITIES**  
*July 1, 2014 - June 30, 2015*

**REVENUE, GAINS & OTHER SUPPORT**

<table>
<thead>
<tr>
<th>Source</th>
<th>2014</th>
<th>2015</th>
<th>KIPP Foundation Guidelines</th>
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<tbody>
<tr>
<td>Federal Revenue</td>
<td>$1,587,196</td>
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<td></td>
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<tr>
<td>State Revenue</td>
<td>$4,772,351</td>
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<tr>
<td>Local Revenue</td>
<td>$387,733</td>
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<tr>
<td>Contributed Income - Unrestricted</td>
<td>$6,958,291</td>
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<tr>
<td>Contributed Income - Temporarily Restricted</td>
<td>$55,000</td>
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<tr>
<td>Other</td>
<td>$4,142</td>
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<tr>
<td><strong>Total Support &amp; Revenue</strong></td>
<td><strong>$13,764,713</strong></td>
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**EXPENSES**

<table>
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<th>Category</th>
<th>2014</th>
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<tbody>
<tr>
<td>Program Services</td>
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<tr>
<td>Management and General</td>
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<tr>
<td>Development</td>
<td>$176,117</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$9,877,926</strong></td>
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</tbody>
</table>

| Changes in Net Assets         | $3,886,787 |            |                            |
| Net Assets, July 1, 2014      | $5,124,798 |            |                            |
| Net Assets, June 30, 2015     | $9,011,585 |            |                            |

**KIPP ST. LOUIS FINANCIAL INDICATORS**

<table>
<thead>
<tr>
<th>Indicator</th>
<th>2014</th>
<th>2015</th>
<th>KIPP Foundation Guidelines</th>
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<tbody>
<tr>
<td>Months of Cash on Hand</td>
<td>3.61</td>
<td>4.5</td>
<td>3+</td>
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<td>Current Ratio*</td>
<td>11.25</td>
<td>15.07</td>
<td>1.3+</td>
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<tr>
<td>Debt Service Coverage Ratio**</td>
<td>8.61</td>
<td>23.68</td>
<td>1.1+</td>
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<tr>
<td>Student Enrollment Ratio*</td>
<td>99.4%</td>
<td>98.1%</td>
<td>100%</td>
</tr>
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</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 school of region’s ability to generate the required revenues to fund their operations

“Keeping your hands and feet to yourself. Self-control is important because you are representing yourself.”  
- Melacki
D’Antay Mayes, Social Studies teacher, KIPP Inspire Academy, works with Paul, 6th grade scholar.

Caroline Kerns, Kindergarten teacher, KIPP Victory Academy, high fives a scholar.

Lora Wissmann, (far right) English Language Arts teacher, awarded 15 KIPP Inspire 7th graders tickets to see Phantom of the Opera.

Katrina Crittle, Special Education and founding teacher, KIPP Inspire Academy, with 7th students TaJai and Asia.

Andy Sears, Kindergarten teacher, KIPP Victory Academy, works on letter sounds with one of his scholars.
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 Fisher Fellowship. These year-long intensive programs train KIPP leaders to open and manage new schools with the help of assistant leaders and school operations personnel, all in coordination with the regional office.

We currently have Fellows, filling the leadership pipeline through the 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.

This year, we held our 1st Annual KIPP St. Louis Awards Gala made possible by the generous support of The William T. Kemper Foundation. We applauded our staff and teachers for their dedication to prove what is possible in education. Special congratulations to our outstanding award winners:

**Heart Award | D’Antay Mayes**
Recognizes a teammate that exemplifies integrity and character.

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

**Respect Award | Katrina Crittle**
Recognizes an extremely hardworking individual who always dedicates time and energy to encouraging his or her team.

**Team Award | Andy Sears**
Demonstrates a strong commitment to the KIPP team and family.

**William T. Kemper Excellence in Teaching Award | Lora Wissmann**
Recognizes an educator who exemplifies the core values of the KIPP St. Louis teacher.

“Social Intelligence is when you do the right thing and keep your attitude in check. You help out others with school work or clean up messes.”
- Shyann
Last spring, leaders, supporters and visionaries who made KIPP St. Louis a reality, came together for breakfast in the atrium of the beautiful Missouri History Museum, as we honored both Greg Wendt and Washington University in St. Louis.

Greg Wendt, KIPP St. Louis founding Board Chair, was honored for his dedication, guidance, leadership and his ability to take the KIPP vision and garner unprecedented support from a wide range of donors. With his assistance, we have realized the dream of growing the KIPP St. Louis region in record time.

We also honored Chancellor Mark Wrighton and Washington University in St. Louis, for their guidance and for embracing our dream. KIPP St. Louis was the first charter school sponsored by Washington University in St Louis. Together, through our partnership, we are committed to offering college preparatory education to students in underserved communities.

We are grateful to Greg Wendt and Washington University in St. Louis for their leadership, guidance and dedication to our students.
KIPP Inspire 7th graders, Emperiea and Demetrius stand proudly with honorees Chancellor Mark Wrighton and Greg Wendt.

Former Board Chairs, Gabe Gore and Maxine Clark present Greg Wendt with his award, in honor of his dedication and service.

Kelly Garrett, Executive Director of KIPP St. Louis

Deja, Class of 2017, shares her KIPP story.

Chancellor Mark Wrighton and current Board Chair, John Kemper
$$250,000 +$$
Marjorie Abernathy  
Charter School Growth Fund *  
Crawford Taylor Foundation  
Emerson Charitable Trust *  
William T. Kemper Foundation - Commerce Bank, Trustee *  
Jack Taylor  
Lisa & Greg Wendt *  

$$100,000 - $249,999$$
Centene Charitable Foundation *  
Chapman Family Foundation *  
Clark-Fox Family Foundation *  
Lelia & David Farr *  
Martha & Bruce Karsh *  
Perkins Hunter Foundation Fund  
Arthur Rock & Toni Rembe Education Fund  
Walton Family Foundation  

$$50,000 - $99,999$$
Anonymous  
The Louis Calder Foundation  
McDonnell Family Foundation *  
Thelma & David Steward *  
Tersigni Family Foundation  
World Wide Technology Foundation *  

$$25,000 - $49,999$$
Energizer Holdings *  
Morgridge Family Foundation  
Sigma-Aldrich *  

$$10,000 - $24,999$$
Academy of Nutrition and Dietetics  
American Direct Marketing Resources, LLC  
Carrie & Kyle Chapman *  
The Pott Foundation  
Saigh Foundation  
Joyce Wood  

* Designates partial contribution of a multi-year pledge
We are forever grateful to Washington University in St. Louis, our charter sponsor. Their valuable guidance and support is instrumental in our success.

$5,000 - $9,999
Employees Community Fund of Boeing
Jamba Juice
Ashley & John Kemper *
Sharon & Richard McClure *
UMB Bank
Keith Williamson *

$1,000 - $4,999
Barry-Wehmiller Company
Barbara & Barry Beracha
Cardinals Care
Chi Omega/Sigma Alpha Epsilon Chapters of Washington University in St. Louis
Children’s Christmas Foundation Fund of the Greater St. Louis Community Foundation
Susannah & Don Danforth *
Elizabeth & Kelly Garrett
Gen YOUth Foundation
Nicole & Gabe Gore *
I Do It For Her Foundation
Estelle W. & Karen S. Kalish Foundation
Carol & Ward Klein
Nicole & David Lemkemeier
The Oliver Group LLC
Ericka Zoll & Jim Phelan
James Solomon
St. Louis Trust Company
Renee & Rob Wasserman *
Stupp Brothers Bridge & Iron Company Foundation
U.S. Bancorp Foundation
Chris Jacobs & Hank Webber
Wydown Fortnightly

$500 - $999
Anheuser-Busch Companies, Inc.
Anonymous
Michelle Ong & Dan Berg
Mike DeCola
Wendy & Paul Dyer
Karen & Paul Fedchak
Ashley & Dustin Odham
Susie & Gordon Philpott
Joe Simpson
Risa Zwerling & Mark Wrighton

$100 - $499
Richard Barth
John Berg
Maris Berg
Elizabeth Bleier
Jeffrey Burgess
Brenda & Dan Cooke
Cheryl Adelstein & Dan Davison
Carol Davidson & David Dick
Alison & Tom Durphy
Phyllis & Mike Garrett
Kala Gebhard
Barbara & Mel Goldman
Karleen & Tom Hoerr
Judy & Grant Joyce
Molly Joyce
Tina & James Klocke
Elizabeth & Edward Lawlor
Emily Lombardo
Elizabeth Valerio & Nate Marschalk
Lisa Marucci
Caroline Day & Tim Miller
Catherine & Birch Mullins
Sharon & Bob Olwig
Debbie & Joe Olwig
Ryia Ross Peterson & Mark Peterson
Sharon Posley
Jean Schneider
Donald Suggs
Kim & Mike Sullivan
Susan & Henry Warshaw
Ellen & Bruce White
Angela & Rob Wild

$1 - $99
AmazonSmile
Shannon & David Antonini
Meredith Malone & Scott Baier
Santiago Beltran
Stephanie Biederman
Deeds & Wally Bonham
Edith & Harvey Brown
Nancy & Barney Bradshaw
MaryJo & Tim Clark
Katrina Critele
Kathy & Jim Dowd
Alison Duffy
Leslie & Ron Gubitz
Julie Taylor & John Guest
Alan Hines
Chad Hull
Scott Hussey
Kari Kraichely
Ruth Heyman & Lisa Mandel
Tom Martin
Morgan Stanley
Mallory Olwig
Christine & Drew Phillips
Lauren Preston
Gloria Richman
Maranda Schettler
Pamela & Don Senti
Whitney Sewell
Danny Sherling
Kristen Seiler & Reid Simpson
Scott Simpson
Jason Spann
Destiny Stout
Lauren Toomey
Suzanne Whitehead

Please forgive us for any unintended misspellings or omissions.
KIPP is power to lead

162 schools
60,000 students
6,000 alumni in college

KIPP St. Louis
PUBLIC SCHOOLS

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www.KIPPstl.org