When I look back on 2018, I do so proudly, reflecting on what we have done together. From incredible year-end partnership celebrations, to summer internship trainings, I witnessed firsthand the results of PENCIL’s continued investment in the relationships with businesses and schools around New York City that helps us to connect students to success.

First, I want to express how excited I am to see our signature event, Principal For A Day® continue to expand. In the past year we saw the number of participating civic and business leaders nearly double, while the number of participating schools grew more than threefold. This speaks to the hard work of our growing team and signals PENCIL’s ever-increasing potential as we establish lasting partnerships between our business and education communities.

By activating these networks, PENCIL has also continued providing career readiness training to equip students with the skills they need to succeed in the professional world. Thanks to the dedication of the PENCIL team and our corporate volunteers, we were able to place over 460 students in summer internships. These work-based learning opportunities came about as a result of our role as partner and provider of the NYC Department of Youth & Community Development’s Ladders for Leaders Program and allow to us open eyes, open minds, and open doors for students around the city.

At PENCIL’s Gala this year, we heard directly from our students about PENCIL’s impact on their lives. I was inspired to hear past PENCIL interns’ stories of growth and success as they honed essential skills, obtained internships, and built relationships with mentors that they will draw on for years to come. None of these stories would exist without such a strong community of donors and supporters. This investment in the future of New York City’s students allows PENCIL to unlock new opportunities to ensure students can reach their full potential.

I also want to take a moment to thank our outgoing PENCIL Board Chair, Howard Chatzinoff. As a result of Howard’s tireless commitment to PENCIL, hundreds of NYC civic and business leaders and their companies have partnered through PENCIL with New York City schools and hosted PENCIL interns. PENCIL is lucky to have committed Board leadership who have planned a thoughtful transition later in 2019, allowing the PENCIL team to focus on our work with students in the coming months. I look forward to working with the entire PENCIL Board, our partner companies and schools, and the countless volunteers helping to expand our reach and deepen our impact in the years ahead.

What you’ll find in this year’s report reflects all that you have made possible, and I want to personally thank you for your continued support.

Sincerely,

GREGG BETHEIL, President
PROGRAMS
PENCIL achieves its mission of connecting students to success by activating a network of corporate, civic, and school leaders. In 2018, PENCIL connected 2,000 New York City students to over 1,200 volunteers through its programs.

**PENCIL's School Partnership Program** served 1,194 students across 49 schools by leveraging the talents and resources of New York City's business community. These relationships improve college and career readiness by exposing students to experiences they would not have otherwise had. PENCIL serves as liaison in these partnerships by matching businesses with schools and providing hands-on support in their design, implementation, and evaluation.

**PENCIL's Internship Program** provided career readiness training to 728 students and placed more than 460 in paid, six-week internships at 228 businesses across New York City. These work-based learning opportunities are possible thanks to PENCIL's partnership with the NYC Department of Youth & Community Development's Ladders for Leaders Program.
"When I reflect on my time as a PENCIL student, I see it as a gift that keeps on giving. Several years after completing my internship, I felt compelled to share this gift with others. To me, volunteering with PENCIL meant making a lasting impact on someone’s life. It was (and still is!) an opportunity to facilitate learning in a dynamic environment and to provide students with a sustainable framework for success."

-Maria Kordonchik, current volunteer and former PENCIL student
SPECIAL EVENTS
Every year, PENCIL brings together students, volunteers, and supporters to celebrate the amazing relationships that are being formed in our community through our programs and events.

As a proud partner and provider of the NYC Department of Youth & Community Development’s Ladders for Leaders Program, we came together on August 15th to mark the end of the 2018 internship program, and celebrate the success and dedication of our interns, supervisors, and business partners.

This year, PENCIL trained 728 students and placed more than 460 of them in enriching six-week summer internships. During this time, students established relationships, found new mentors and gained insight into the professional world. Both supervisors and students attest to the positive impact these experiences have on participants' networking skills and career awareness and planning.

Finally, we want to take a moment to thank Stephen J. Meringoff. Through his generosity, we were able to award five exceptional students with Meringoff Family Foundation scholarships acknowledging their significant achievements.
On May 8th, 2018, 108 business leaders and 95 of New York City’s public schools participated in PENCIL’s flagship event, Principal For A Day®. Experiencing a "day in the life" of a school principal, business leaders had the chance to head into public schools across all five boroughs and meet with students, teachers, and administrators. From spending time in strategy sessions with principals, to speaking with classes about college and career readiness, and going on school tours led by students, no visit was alike. We delighted in seeing how the event has grown since last year as pictures and stories poured in.

As the day drew to a close, we convened in Times Square to see our Principal For A Day billboard on the big screens, taking some time to recognize the schools and businesses that came together, and celebrating everyone in the PENCIL network.

We are grateful to everyone who helped make Principal For A Day possible and we hope it is just the beginning of many new relationships between businesses and schools.
PENCIL’s Annual Gala: Writing Our Stories Together was held on October 16th, 2018. Our biggest fundraiser of the year celebrated the hard work and dedication of the PENCIL community, and recognized our honoree, architecture and design firm, Snøhetta, for all they do in their PENCIL partnership. We also had the chance to hear directly from some of our students as they spoke about the profound impact that PENCIL has had on them.

This year, PENCIL raised $1.15 million to connect New York City students to success. Thanks to the generosity of our supporters, we can continue to aid thousands of local students like our guest speakers, and help them begin writing their own unique PENCIL stories.
PENCIL’s Executive Leadership Council (ELC) is composed of emerging business leaders who bring together the next generation of PENCIL supporters to connect students to success. This year, the ELC led three special events to generate support for PENCIL.

Spring into Action on April 9th, generously hosted by Anheuser-Busch, brought together 40 young professionals and new PENCIL supporters to learn more about the organization and opportunities to participate in the re-launch of PENCIL’s Principal For A Day. The evening raised over $2,500 for PENCIL.

Ride with PENCIL took place on September 13th and featured nearly 30 cyclists who “rode their hearts out” for PENCIL. Together, they raised over $15,000 to support PENCIL’s work!

Giving Tuesday on November 27th was hosted by GLC. Celebrating the philanthropy of PENCIL’s supporters, and featuring remarks from Sally Shankland on Adaptive Learning, Jason Mead of the ELC, and PENCIL student Stephan Joseph, the evening raised over $3,300 for PENCIL.
On August 9th, 2018 The New York Stock Exchange welcomed PENCIL to kick off the 2018-2019 school year. Together with NYSE Executive Vice Chairman, Betty Liu, President Gregg Betheil rang The Opening Bell®.

PENCIL students, supporters, and staff were thrilled to take part in this honored tradition. Complete with a visit to the floor of the Stock Exchange, the morning was an incredible chance to encourage business professionals to share their passion and expertise with New York City students to open eyes, open minds, and open doors.
UNIVERS AIRLINES NYC HALF MARATHON

On March 18th, 2018, nearly 22,000 people ran 13.1 miles through New York City, and Team PENCIL was there to run in support of our work. The runners successfully raised over $20,000 to support PENCIL’s work. PENCIL Board member and Team PENCIL runner, Mitch Roschelle, is a champion of this event and has run and fundraised each year since we began participating in 2016.

TCS NEW YORK CITY MARATHON

On Sunday, November 4th, 2018, more than 50,000 runners traversed all five boroughs, running 26.2 miles. Team PENCIL raised over $12,000 to support PENCIL. PENCIL is grateful to all of its runners, including ELC member Daryl Tulimieri, pictured below.

"There are so many societal structural barriers to equal access to opportunities in New York (and global) business. It’s important to me that everyone gets a chance and that merit drives success. This is the value I see PENCIL delivering to society and its importance cannot be overstated.”

-Daryl Tulimieri
## Statement of Financial Position

### Assets

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<th>Description</th>
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<td>Cash &amp; Investments</td>
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<td>Pledges &amp; Grants Receivable</td>
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**Total Assets** $2,323,981

### Liabilities & Net Assets

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<td>Net Assets - With donor restrictions</td>
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**Total Liabilities & Net Assets** $2,323,981

## Statement of Activities

### Public Support & Revenue

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<td>Individuals</td>
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<td>Other</td>
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**Total Revenue** $3,182,459

### Expenses

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<td>Fundraising</td>
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**Total Revenue** $2,984,407

### Change in Net Assets

**Change in Net Assets** $198,052
LIST OF SUPPORTERS
## CORPORATE & FOUNDATION SUPPORTERS

### Valedictorian ($100,000+)
- Bloomberg Philanthropies
- CA Technologies
- The Pinkerton Foundation
- PwC

### Honor Society ($50,000-$99,999)
- BNY Mellon
- Charles Hayden Foundation
- Empire BlueCross BlueShield
- Hearst Corporation
- JetBlue Airways
- JPMorgan Chase & Co. and the JPMorgan Chase Foundation

### Dean’s List ($25,000-$49,999)
- A+E Networks
- CDI
- Deloitte LLP
- DTCC
- Fidelity National Title Insurance Company of New York
- The Frances L. & Edwin L. Cummings Memorial Fund
- Highbridge Capital Management, LLC
- LinkedIn and the LinkedIn for Good Fund
- Paul Hastings LLP
- Regeneron Pharmaceuticals
- Salesforce
- Weil, Gotshal & Manges LLP

### Champion ($15,000-$24,999)
- Bank of America Merrill Lynch
- Bombas
- CetraRuddy Architecture
- Douglas Elliman Development Marketing
- Fried, Frank, Harris, Shriver & Jacobson LLP
- High Point Solutions, Inc
- KPMG

### Champion Continued
- L+M Development Partners
- maslansky + partners
- Neuberger Berman
- Rothschild North America
- The Seth Sprague Educational and Charitable Foundation
- Snøhetta
- Starr Associates LLP
- Taconic Investment Partners LLC
- Union Square Hospitality Group

### Leader ($10,000-$14,999)
- The Altschul Foundation
- American Express
- Credit Suisse
- CFP Real Estate
- The Hyde and Watson Foundation

### Advocate ($5,000-$9,999)
- Adam Leitman Bailey, P.C.
- Bank Street College
- BDO USA LLP
- Capital One
- CBRE
- CBS Corporation
- Citi
- Colliers International
- Cushman & Wakefield
- First American Title Insurance Company of New York
- Goldman Sachs
- Hewlett Packard Enterprise
- Infosys Ltd.
- International Integrated Solutions, LTD
- Jupiter Entertainment
- M&T Bank
- Oakland Athletics
- PJT Partners
- Red Hat
- RXR Realty

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- BluEdge
- Cambridge University Press
- Clarion Partners
- Dechert LLP
- Dotdash
- Duane Morris LLP
- HedgeServ
- Holland & Knight LLP
- Kriss & Feuerstein LLP
- MOCA Ventures Inc.
- Pfizer, Inc.
- SLCE Architects
- Smart Choice Communications
- State Street Bank and Trust Co.
- Stroock & Stroock & Lavan LLP
- Sussman Sales
- The Morrison & Foerster Foundation
- The Shana Alexander Charitable Foundation

### Friend ($1,000-$2,499)
- Cosentini Associates
- DXA studio
- Ehrenkranz Partners L.P.
- Ellenoff Grossman & Schole LLP
- Evercore
- FTI Consulting Inc.
- Gilbane Building Company
- Janover LLC
- Posillico
- Power 2 Change Foundation
- Risk Strategies Company
- Sontag Advisory
- The Levy Group
- Tillotson Design

This list reflects financial contributions made between 1/1/2018 and 12/31/2018. Every effort has been made to ensure the accuracy of this list and we regret any errors.
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Meringoff Family Foundation Inc.

**Honor Society ($50,000–$99,999)**
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Abbe Raven and Martin Tackel

**Dean’s List ($25,000–$49,999)**
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Betsy and John Bosina
Christopher and Susan Hayward
Frank Martire
Michael Maslansky and Susie Coulter
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Craig Sullivan
Bernard and Giti Tubiana

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Kristen and Patrick Ramsey
The Sage Foundation
Lisa and Lewis Warren

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Nick DeMartini
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Martin Rabinowitz
May and Samuel Rudin Family Foundation, Inc.
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Raymond Gietz
Iris and Frederick Green
Mario Jimenez
Debbie Kenyon
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David Lefkowitz and Julie Persily
Jason Mead
Janet and David Offensend
Jessica Roy
Stuart Ruderfer
Luke Sarsfield
John Slazyk

**Friend ($1,000–$2,499)**
Catherine and Michael Aiello
Nicole Wallace Ardict and Sylvain Ardict
Conor Bastable
Max Berger
Megan Briskman and Tim Silver
Judy Bernstein Bunzl and Stephen Bunzl
Luigi Caiola
Mario Carroll
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Sherry and Stephen Jacobs
Socrates Jiménez
Duncan Heilbronn and Joanna Lambert
Langman Family Fund
Kate Lear
Leibner Cooper Family Foundation
Monique Lopez
Gloria McCarthy
Kristen McElroy
Naomi Munz
Liz Neumark
Elizabeth Newell
Scott and Ann Newman
Shaun Pappas
Perlow Family Foundation
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