ANNUAL REPORT

2021

www.heartmathtutoring.org
Our Mission

To ensure that all elementary students develop the strong foundation in math and enthusiasm for academics needed for long-term success, by helping schools use volunteers as tutors.

Our Core Values

Student Centered
Gratitude
Growth Mindset
Precision and Professionalism
Civic Engagement
Dear Donors and Funding Partners,

Because of you, 516 students were met with encouraging faces and successful experiences in math twice per week during most of the 2020/21 school year. Whether they were logging in from home, daycare centers, car rides, or, eventually, school facilities, students joined virtual tutoring sessions with big smiles. Your generosity made this year possible. Thank you!

It was not an easy year. We leaned on our growth-mindset core value to unroll a brand new virtual format, testing and iterating as we went, and we learned that tutoring early math concepts over a computer screen actually works! Students and tutors moved objects on preset whiteboards to mimic hands-on math activities and held math manipulatives up to the camera when the games called for it. 73% of students passed a curriculum level, and 90% of students demonstrated growth or mastery on one or more new concepts covered in Heart Math Tutoring.

Students and tutors connected in new ways. Leaning into our student-centered core value, HMT Program Coordinators invested an additional 3-5 hours per week per school, compared to prior years, reaching out to families to support student logins - which paid off in student attendance of nearly 90%. Some students even logged in to ask for extra sessions on days they didn’t have tutoring! Volunteers identified and fixed technology issues that would have impacted the rest of the student’s day of virtual learning. “Brain breaks,” now programmed into Heart’s preset whiteboard lessons, meant a time to connect, laugh, and have fun in an otherwise stressful year.

In a year of decision trees and scenario plans, we are grateful for your support, and we proudly celebrate our students and their families for their adaptability and partnership.

Gratefully,

Emily Gaffney
Executive Director, Heart Math Tutoring

"The tutoring has an effect beyond math. Once a student feels confident in one subject area, they are eager to see what else they can be successful with!"

- Ms. Kessler, 4th Grade Teacher at Huntingtowne Farms Elementary School
### 2020/21 PROGRAM RESULTS

<table>
<thead>
<tr>
<th>Students served</th>
<th>Volunteer tutors</th>
<th>School partners</th>
<th>Hours of 1:1 tutoring</th>
</tr>
</thead>
<tbody>
<tr>
<td>516</td>
<td>1,009</td>
<td>19</td>
<td>5,338</td>
</tr>
</tbody>
</table>

The 2020/21 school year was anything but ordinary, and our donors and funding partners made it possible for HMT to pivot to an all-virtual model to continue to provide tutoring despite remote learning and school changes. Virtual tutoring provided its share of challenges and triumphs, and at its conclusion 90% of HMT students demonstrated growth or mastery on one or more new concepts covered in HMT, measured in pre- and post-assessments.

90% of HMT students demonstrated growth or mastery on one or more new concepts covered in HMT between pre- and post-assessments.

The student attendance rate was 89% across the program.

Families gave a Net Promoter Score of 89, with 92% giving a score of 9 or 10 when asked the likelihood they would recommend the program to others.

73% of students passed one or more curriculum levels, and 85% of students passed one or more curriculum levels if they attended at least 15 sessions.

95% of virtual tutors observed improvement in their students’ math skills.

90% of virtual tutors reported an increase in students’ confidence.

"It is great support for any student regardless of learning skills and abilities. They teach the students so many strategies. My child loves it."

- Parent of an HMT student, Charles H. Parker (formerly Barringer) Academic Center
"I was very impressed with the organization of the whole program, the staffing, and the instructional design of the online curriculum."

- HMT volunteer tutor at Bruns Avenue Elementary School

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**2020/21 SCHOOL PARTNERS**

Billingsville Elementary
Bruns Avenue Elementary
Charles H. Parker (formerly Barringer) Academic Center
Cotswold Elementary
Endhaven Elementary
Hidden Valley Elementary
Highland Renaissance Academy
Huntingtowne Farms Elementary
Joseph W. Grier Academy
Lebanon Road Elementary
Merry Oaks International Academy
Montclaire Elementary
Myers Park Traditional Elementary
Pineville Elementary
Rama Road Elementary
Shamrock Gardens Elementary
Statesville Road Elementary
Sterling Elementary
Westerly Hills Academy

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**MATH FOCUS FOR "HENRY"**

"Henry," a third grade student at Cotswold Elementary, was in his second year of tutoring in 2020/21. The prior year, his tutors noticed that Henry struggled with focus, and after discussions with his teacher during routine check-ins, discovered that this was not unique to his participation in HMT.

His virtual tutors quickly noticed that focus remained an issue, but instead of treating this as an obstacle, saw it as a challenge. They honed in on what might encourage Henry to become more engaged, learning that Henry loved Pokémon and sports. Before virtual tutoring sessions, his Program Coordinator accessed the Google Jamboards and swapped out the graphics, replacing a giraffe with Pikachu or pineapples with hockey pucks. In addition, his tutors and Program Coordinator came up with a strategy to change the general format of his sessions, creating a rotation with more frequent, shorter breaks in the 30-minute sessions.

He immediately became more excited to participate in the math games and started making great progress through the notebooks, passing two more before the end of the year!

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**"MARIA" AND ZARA**

Fourth grade student "Maria" at Sterling Elementary benefitted from working remotely with Zara, a student at UNC-Chapel Hill in the 2020/21 school year. Maria was enrolled in HMT the prior year as well. When school facilities closed abruptly in March 2020, Maria, an English language learner, was accelerating towards the end of a successful tutoring year but needed more time.

When Maria enrolled in virtual tutoring as a fourth grader in November 2020, her parents were supportive and helped log her into tutoring from the car for her first session! With the support from her tutors and close monitoring from her Program Coordinator, Maria moved beyond the prior year’s curriculum levels quickly. By spring, Maria finished the HMT curriculum having mastered the 12 foundational skills that will be critical building blocks to her long-term success in math. In a year-end note about her tutors, Maria said, “I’m gonna miss them so much and thank you for everything they helped me learn.”

The virtual model in 2020/21 created opportunity for more geographic and age diversity among tutors. Spanning 32 states and ranging from college students, like Zara, to retired engineers, many talented volunteer tutors joined HMT.
July 2020
HMT successfully pilots a six-week virtual tutoring program, with funding provided by Pamlico Capital and United Way of Central Carolinas and Foundation For The Carolinas’ COVID-19 Response Fund. Overall results are encouraging – 83% of students grew in 1 or more HMT concept – and we continue to fine-tune the model for large-scale expansion.

October
HMT completes a second pilot program to continue with testing and improving the virtual curriculum, training, and technology. HMT staff participate in racial equity training with Grant Thornton’s Fearless Conversations series.

December
HMT Program Coordinators begin using the TalkingPoints app to connect with families to help troubleshoot technology issues and connect students to their virtual tutors as seamlessly as possible.

March
CMS returns to 100% in-person school, and HMT Program Coordinators are able to be present in three of these schools to facilitate students logging into their virtual tutoring sessions. Other schools continue with fully virtual tutoring.

September
"Tutoring makes me feel smart and hardworking, like I can actually do something I’m good at."
- Statesville Road Elementary student

November
Billingsville Elementary students are the first to meet their tutors and begin virtual tutoring with HMT!

January
Staff drafts and publishes HMT’s first formal statement on the importance of Diversity, Equity, and Inclusion as it relates to our mission. Highland Renaissance Academy and Shamrock Gardens Elementary are the last two of 19 total schools to begin virtual tutoring!
**April**

"I like spending time with my tutors and learning new things every week"
- Shamrock Gardens Elementary student

**May**

HMT wraps up our first-ever year of virtual tutoring and celebrates the progress made by 516 students and 1,009 volunteer tutors! 90% of students demonstrated growth or mastery on one or more new HMT concepts, and 97% of volunteers rated their experience as positive.

**June**

HMT partners with Camp CMS, a free summer instructional program offered to CMS students due to the impact of remote learning. HMT provides one-on-one virtual math support for Camp CMS students based in Huntingtowne Farms and Sterling Elementary Schools.

**July 2021**

With a tested and proven virtual model in addition to our traditional in-person tutoring model, HMT begins planning for a hybrid model for the 2021/22 school year!

"My tutors are always so calm when waiting for my answer when I’m stuck."
- Sterling Elementary student

HMT’s donors and funding partners made it possible for students to receive consistent, targeted, 1:1 volunteer support in the ever-changing 2020/21 school year. THANK YOU!
1,009 volunteer tutors supported HMT students in the 2020/21 school year, and the virtual model allowed for non-local volunteers to participate for the first time ever. 2020/21 volunteers hailed from 32 states, and more than 20% were from outside of North Carolina.

39% of tutors were returning for at least a second year of tutoring, and racial diversity among tutors has continued to increase each year.

In a March survey, 97% of volunteer tutors rated their experience as “positive.” Given the ever-changing school year, tutors were determined to provide encouragement and engaging experiences over the screen. One tutor even drove to a nearby restaurant and tutored from his car when his power at home went out just before his tutoring session!

A full list of 2020/21 volunteer partners can be found at heartmathtutoring.org/community-partners.

"It was an incredible experience and I can’t wait for more. I love connecting with the kids and feel that I learn from them just as much as they might learn from me!"
- HMT volunteer tutor at Westerly Hills Academy
School interruptions caused by COVID-19 have had a significant impact on CMS students’ math comprehension and retention. 2021 End-of-Grade (EOG) test scores indicate that only 40% of third through eighth graders are performing at their grade level in math. This represents a decline of 24% from 2019 EOG scores. Without intervention, scores tend to decline between 5th and 8th grade as course difficulty increases. Declining scores can impact a student’s ability to be successful in middle and high school, and ultimately to access career and postsecondary options.

Heart Math Tutoring became a 501(c)3 nonprofit organization in 2013 after successful piloting by volunteers and community partners. Since 2013, the program has grown from two to 24 school sites (19 virtual sites in 2020/21), providing individualized, volunteer-delivered math tutoring to over 4,500 elementary students to date.

We consider ourselves to be the link between students needing extra support and volunteers, who are willing to help but have limited time. Heart Math Tutoring partners with CMS elementary schools, assesses student needs, provides an effective curriculum, and places a Program Coordinator on site to support volunteer tutors. We focus on students who may not have access to resources for private tutoring. Over 90% of HMT students are people of color, reflecting barriers to wealth generation people of color have faced in the US and Charlotte and an opportunity to distribute resources with equity and empowerment in mind.

In our in-person model, 98% of students to date have shown growth in math on their pre- and post-assessments that meets goals set with guidance from math specialists at UNC Charlotte and CMS, and over 90% of teachers report that students’ confidence and enthusiasm towards academics has increased because of the program.

We believe all students can learn to understand numbers at high levels when they receive targeted, hands-on practice. We also believe that volunteers, if given tools and support, can effectively provide this practice to students.
Funding partners and donors contributed $1,430,264 in philanthropy in FYE6/30/20 to support the 2020/21 school year. Twelve organization partners provided funds to sponsor a school site each, and 116 donors were student sponsors, providing $1,000 or more for one student to participate in HMT for the year. The financials below do not include $152,347 in the value of volunteer time contributed to students.¹

Thank you to all 435 donors and funding partners for supporting Charlotte students!

### Heart Math Tutoring Budget

2020/21 School Year

<table>
<thead>
<tr>
<th>Revenue (Committed by 6/30/20)</th>
<th></th>
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<tbody>
<tr>
<td>Corporate/Foundations</td>
<td>$1,065,085</td>
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<tr>
<td>Individuals</td>
<td>$365,179</td>
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<tr>
<td>Partial Fee for Service</td>
<td>$70,000</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$1,500,264</strong></td>
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<table>
<thead>
<tr>
<th>Expenses</th>
<th></th>
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<td><strong>Program</strong></td>
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<td>Compensation</td>
<td>$799,038</td>
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<td>Tutoring curriculum/materials</td>
<td>$22,168</td>
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<td>Other program and allocated costs</td>
<td>$60,663</td>
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<td><strong>Program Total</strong></td>
<td><strong>$881,869</strong></td>
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<th>Admin/Development</th>
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<tbody>
<tr>
<td>Compensation</td>
<td>$283,243</td>
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<tr>
<td>Facilities, Professional Services</td>
<td>$96,958</td>
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<td>Materials/Office supplies</td>
<td>$14,523</td>
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<td><strong>Admin/Development Total</strong></td>
<td><strong>$394,724</strong></td>
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<td><strong>Total Expenses</strong></td>
<td><strong>$1,276,593</strong></td>
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<tr>
<td>Cost per school</td>
<td>$67,189</td>
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As reflected in Total Expenses, Heart Math Tutoring served fewer students than anticipated prior to the COVID-19 pandemic in 2020/21 due to school capacity for external programming, as well as program safety constraints. Restricted projects, including funding and expenses for student database improvements, summer programming, DEI education, and ongoing third-party program evaluation, are not included in the totals above. Surplus revenue will be allocated to operating reserves to support local strategic growth.

¹ "Independent sector releases new value of volunteer time of $28.54/hour," Independent Sector, April 2021
Philanthropy raised by 6/30 determines the number of schools and students served in the following school year. Gifts from organizations and individuals below were made during FYE6/30/20 and supported the 2020/21 school year. Thank you!

Lead Funders $75k+
Organizations
Albemarle Foundation
C.D. Spangler Foundation

School Sponsors $30k+
Organizations
Bank of America Charitable Foundation
Barings
Brighthouse Financial
Charlotte Mecklenburg Community Foundation
Faison
Lucille P. and Edward C. Giles Foundation
Pamlico Capital
Sisters of Mercy of NC Foundation
The Belk Foundation
The Leon Levine Foundation
Vanguard
Wells Fargo
Wells Fargo Championship

Funding Partners $10k+
Organizations
Anonymous
Alpha and Omega Foundation
BlackArch Partners
Charlotte Merchants Foundation
Charlotte Woman's Club
COVID-19 Response Fund
George W. and Ruth R. Baxter Foundation
Speedway Children’s Charities
Stephen L Cornwell Foundation
The Dickson Foundation
The James Family Foundation
The Merancas Foundation
TIAA
William C. and Norma C. Cannon Charitable Trust

Individuals
Anonymous
Lee Ann and Steve DeCarlo
Minna and Mike Elliott

Class Sponsors $5k+
Organizations
Finance of America
First Presbyterian Church - Catherine S. Grier Fund
Truist Foundation
United Way of Central Carolinas
White Mountains Insurance Group

Individuals
Amy and Robert Brinkley
Katherine and Thomas Bunn
Connie and Peter Carlson
John Clay and Cathy Bessant
Judy Emken
Fran and Bob Fleisch
Meredith and Kelly Graves
Reid and Anne Leggett
Lisa and Tom Phillips

Student Sponsors $1k+
Organizations
Beacon Partners Fund
Berkeley Capital Advisors
BirdsEye Renewable Energy
Crowder Constructors
Elior Group Solidarities
First Presbyterian Church - Presbyterian Women
Frontier Growth Foundation
GEM Foundation
Target

Individuals
Anonymous
Mary and Jeff Abbood
Amanda and Bob Anders
Addison and Rand Ayer
Anne and John Barry
Steve and Joanne Beam
Bill and Betsy Blue
Laura and Sam Bowles
Annie Bowles and Eric Wilkins
Mary and Charles Bowman
Tracy and Paul Browne
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James Bullock
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Denise and Ken Chrisman
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Ashton Colaianni
Ann Copeland
Peter and Patricia Daniel
Tyler Danzy
Amy and Alfred Dawson
Thomas Duncan and Sheila Shaffer
Tim and Mary Beth Eastridge
Dorsey and Mark Elliott
Mary and Nachum Eshet
Marcia and Wesley Eubank
Heather and Tom Finke
Emily and Mike Gaffney
Ruth Ellen and Thold Gill
Carol and Watts Hamrick
Brooke and Dan Hawkins
Ben and Kathy Hill
Amy Hockett and Eric Rohm
Kathy and Steve Horvath
Lanier and Doug Hoy
Jennifer and Michael Hutson
Michael Ide
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Debbie and Michael Kemmy
Kathryn and Luke Kissam
Kelli and Pete Lash
Liz and Chris Lee
Erin and Rob Lentz
Matt and Nicky Libel
Kevin and Kathy Lilly
Saundra Marion
Juli Marley
Sherry and Mike Mayberry
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Patricia Zoder and Russ Morrison
Michael Mulligan
Patti and Pender Murphy
Anne and Clark Neilson
Sarah Offutt
Tom Park
Anne and Scott Perper
Meredith and Geordie Pierson
Anne and Walker Poole
Lynn and Frank Potocnik
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Karen and Ken Rogich
Carla and Ed Rose
Kelly and Pam Ross
Emily and Adam Schauer
Anne and Robert Schleusner
Wendy and Jason Schmidly
Susan and Jim Sigman
SUSPONERS OF 2020/21 SCHOOLS

10

10

SUSPONERS OF 2020/21 SCHOOLS

10

SUSPONERS OF 2020/21 SCHOOLS

10
A complete donor list can be found at www.heartmathtutoring.org/community-partners. Thank you to ALL who support this work!
"I really hope we are able to continue working with the program. It provides much needed foundations tutoring which we often don’t have time to do in the regular day."
- Ms. Prelipp, 4th Grade Teacher at Cotswold Elementary

Thanks to sustained support from our lead funders, organization partners, and individual donors, we are looking forward to partnering with 24 schools in CMS for the 2021/22 school year and helping build foundational math skills with additional students who need the individualized support from a tutor.

HMT provides training, volunteer-friendly lesson plans, and real time support from a Program Coordinator. Tutoring experience is not required.

Learn more and sign up to tutor at www.heartmathtutoring.org!

The need for tutors is greater than ever in the wake of COVID-19. Thank you for investing in Charlotte students!

Thank you to our lead funding partners for the 2021/22 school year!

"Heart Math Tutoring is fun and I learn new things. If you get the wrong answer, they will help you get the correct answer. I’m doing good in math now. I hope I can come back to Heart Math Tutoring."
- Joseph W. Grier Academy student

"Thank you for teaching me everything I didn’t know."
- Hidden Valley Elementary student

"My favorite thing about tutoring is learning math but in a fun way!"
- Endhaven Elementary student
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Lucille P. and Edward C. Giles Foundation
The Belk Foundation
The Leon Levine Foundation

Industrials
Anonymous
Lee Ann and Steve DeCarlo
Minna and Mike Elliott
Martha and Eric Eubank

Class Sponsors $5k+
Organizations
Charlotte Woman’s Club
Harvard Business School Alumni Association
Power Engineers
Synchrony Financial
Wells Fargo
White Mountains Insurance Group
Individuals
Amy and Robert Brinkley
Katherine and Thomas Bunn
Connie and Peter Carlson
John Clay and Cathy Bessant
Catherine and Mike Fischer
Meredith and Kelly Graves
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Anne and Scott Perper
Lisa and Tom Phillips
Brenda and John Woodcock

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Crowder Constructors
Eilor Group Solidarities
Finance of America
First Presbyterian Church
Frontier Growth Foundation
Junior League of Charlotte
Microsoft
Selwyn Avenue Presbyterian Church
Walmart Foundation
Individuals
Anonymous
Mary and Jeff Abbood
Christine and David Allen
Addison and Rand Ayer
Mark and Lorri Ayers
Anne and John Barry
Steve and Joanne Beam
Lauren and David Benson
Ken and Beth Beuley
Bill and Betsy Blue
Laura and Sam Bowles
Mary and Charles Bowman
Jan and Ed Brown
Tracy and Paul Brown
Isabelle and Jim Burbank
Denise and Mike Burkard
Brad and Amanda Cherry
Denise and Ken Chrisman
Kathryn V. Clancy
Jean and Gene Cochrane
Ashton Colaianni
Janis and Hunter Cook
Ann Copeland
Peter and Patricia Daniel
Amy and Alfred Dawson
Dorsey and Mark Elliott
Jane and Frank Elliott
Mary and Nachum Eshet
Marcia and Wesley Eubank
Colin Fitzpatrick
Fran and Bob Fleisch
Emily and Mike Gaffney
Melissa and Jeff Gass
Ruth Ellen and Thold Gill
Laura and Mike Grace
Matt Gromet and Phyllis Schultz
Carol and Watts Hamrick
Jane and Mike Harrell
Tricia and Donny Harrison
Brooke and Dan Hawkins
Jennifer and Logan Henderson
Sally High
Ben and Kathy Hill
Kate Hill
Amy Hockett and Eric Rohm
Kathy and Steve Horvath
Lanier and Doug Hoy
Page and Martin Hull
Jennifer and Michael Hutson
Martha and Benne Hutson
Dominique and Daniel Johnson
Kisha Jones
Mind and Bob Jones
Daphne Katz
Debbie and Michael Kemmy
Kathryn and Luke Kissam
Kelli and Pete Lash
Liz and Chris Lee
Erin and Rob Lentz
Kevin and Kathy Lilly
Julie and Peti Lindberg
Sarah and Ben Lunka
Saundra Marion
Juli Marley
Margaret and Harrison Marshall
Jane and Hugh McColl
Silvia and John McKenna
Kelly Katterhagen and Larry Nabatoff

Individuals
Anonymous
Lee Ann and Steve DeCarlo
Minna and Mike Elliott
Martha and Eric Eubank
SUPPORTERS OF 2021/22 SCHOOLS

Anne and Clark Neilson
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Anne and Walker Poole
Lynn and Frank Potocnik
Wallace and Bill Prestwood
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Karen and Ken Rogich
Emily and Adam Schauer
Jenn Schiess
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Lucy and Keith Trent
Linda and Phil Vanderbosch
LouAnn and Scott Vaughn
Patrick and Elizabeth Vaughn
Helen and Peter Wallace
Erin Watkins
Alec and Mayleng Watson
Andrew Weiderman
Wai Yau

Donors $500+
Organizations
First Presbyterian Church - Presbyterian
Women
Flagship Healthcare Properties, LLC
Piper Sandler Companies
PricewaterhouseCoopers LLP
SPX

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Rob Treverton
Kyle Vogel
Mike and Anna Wilder
Al and Susan Winget
Michael Greksa and Maggie Wittman
Catherine and Carl Zimmerman

Donors $250+
Organizations
The Duke Endowment
upstreet literary magazine

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Will and Cindi Bernart
Pat Biondo
Gretchen and Mark Bottrell
Isabel and Tommy Brantley
Jean Braxton and Gary Andrew

Angela and Ralph Breeden
Renee and Todd Broud
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Marshall Rand
Sandy Roether
Richard and Eula Rush
Darbie and Henry Sale
Semir Saleh
Tom Scholten
Meredith and Steven Shorkey
Will and Camilla Smoak
Jean Thomas
Melissa and Todd Walker
Susan Walsh Stankavage
Lisa and Dean Warren
Lawrence and Tracy Watts
Doug Williams

14
"[My tutors] make me feel like a superhero and I can persevere through everything."

- Pineville Elementary student