Great Schools are Good Business



ANNUAL REPORT

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Letter from the President

Greetings!

2018 was a huge year for America Succeeds. From adding a new affiliate to engaging new partners to kicking off a national conversation about what it means for our education system to be more agile, we grew in every way imaginable and we deepened our impact across our entire network.

The year began with the addition of new team members at America Succeeds and a new affiliate. At our headquarters in Denver, we expanded our capacity and deepened our bench with incredible expertise in communications and event management, organizational service and sustainability, and project coordination. America Succeeds went from a small, scrappy team of four to a slightly less small – but still scrappy – team of seven!

This positioned us well to welcome our newest affiliate, Aligned, based in Kansas City. Joining our affiliates in Arkansas, Colorado, Idaho, North Carolina, and Oklahoma, Aligned is our first affiliate to work statewide with business leaders in two states, Kansas and Missouri. It's a gigantic task, and somehow the Aligned team has exceeded all expectations; they're off to a fantastic start! We couldn't be more proud to have them as part of our growing network.

America Succeeds was also fortunate to expand our core work in 2018 through strategic engagements with several partners, including education advocacy and business leaders in Illinois, New Mexico, and Wyoming. With strategic engagements, we're able to bring the power of a business-led advocacy network to more discrete, targeted projects working in concert with an established local organization. We provided technical assistance and policy expertise, partnered in strategic planning, and hosted business leaders through small forums. And with each engagement, America Succeeds has been able to learn and grow as well, strengthening our network overall.

Perhaps our biggest undertaking of the year was a national tour based on The Age of Agility, our 2017 report on the rise of automation and AI, the future of work, and the implications for our education system. We launched the first event in Phoenix, Arizona, in April, and made stops in Kansas City, Albuquerque, Chicago, Memphis, Oklahoma City, Boise, Little Rock, Princeton, and Washington, D.C. The Agility summits involved dynamic presentations and engaging conversations among business, education, and policy leaders, and I couldn't be more proud of the work our team did to pull off these events. We're super excited about continuing the work with our local partners over the next two years to turn these conversations into action, embedding the principle of 'agility' into several states' approach to improving education.

I hope you share my enthusiasm and energy as you read this annual report – looking back on 2018 reminds us what a great year it was. America Succeeds is using that momentum to propel us into 2019, ready to further harness the power of our network.

Cheers,

Tim Taylor Co-founder and President



America Succeeds was founded in 2012 with a vision of building a public education system that prepares every student to succeed in the competitive global economy.

For us, that means ensuring business leaders are engaged as education champions. It is our belief that businesses have the obligation, opportunity, and capacity to foster greater student achievement, build an educated workforce pipeline, and protect the economic vitality of their communities. As employers, innovators, and investors in the future, business leaders have a rooted interest in improving schools. Companies rely on talented employees and thoughtful customers to achieve success. Leveraging their knowledge, resources, and unique influence, business leaders can help to drive forward ambitious, aggressive, and comprehensive education reforms.



CO-FOUNDER & CHAIR Zachary Neumeyer

2018 Board of Directors



EXECUTIVE MEMBER David Dimmett, Ed.D.



EXECUTIVE MEMBER Lisa Graham Keegan



Tony Lewis



EXECUTIVE MEMBER Greg Moore

Foundation & Corporate Support

Philanthropies

Bloomberg

BILL& MELINDA GATES foundation











U.S. Chamber of Commerce Foundation



DANIELS FUND



Meet Our Team



CO-FOUNDER & PRESIDENT Tim Taylor



DIRECTOR OF NATIONAL STRATEGY & PARTNERSHIPS Misha Charles



PROJECT DIRECTOR Lauren Cole

ORGANIZATION GUIDING VALUES

We mean business.

Work hard. Play hard. Change the world.

Be bold.

Act like an owner.

Be a great problem solver.

These values guide our decisions as we work toward the mission.



VICE PRESIDENT OF PARTNERSHIPS Jason Gaulden



COMMUNICATIONS & DEVELOPMENT COORDINATOR Emilee Ramseur



CHIEF OPERATING OFFICER Eric Lerum

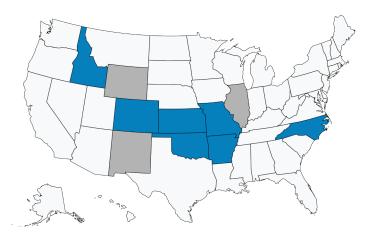


DIRECTOR OF NATIONAL COMMUNICATIONS & PROGRAMS Stephanie Short

America Succeeds Network

America Succeeds is the nation's leading force for mobilizing the business sector to improve schools. We are a national network of non-profit, non-partisan, business-led policy and advocacy organizations committed to improving public education.

The America Succeeds team provides policy expertise, strategic consulting, and capacitybuilding services to affiliates and other partners, sharing our experiences and insights to help them become more effective change agents in the education policy space.





In 2018, we supported six affiliates leading advocacy in seven states as well as a variety of partners committed to amplifying the business voice across the country.

Each of America Succeeds' state affiliates is an independent organization, reflecting our belief in the importance of change happening organically at the state level.

Although our state affiliates function autonomously, they all share our core principles and a commitment to prepare all students to compete in a global economy and contribute to their local community. America Succeeds partners with each affiliate to ensure our work with them is aligned to this goal.

AMERICA SUCCEEDS CORE PRINCIPLES

These principles, which are critical to the success of any business, are equally as important in transforming the education system.

- **Customer-focus:** putting students first in all policies and practices
- Accountability: assigning direct responsibility for excellence in outcomes throughout the system
- **Transparency:** enabling public access to clear, detailed financial and performance data
- **Return on Investment:** effectively investing limited resources to achieve desired student outcomes
- Choice & Innovation: empowering parents and students to choose - and educators to create - the best learning environments

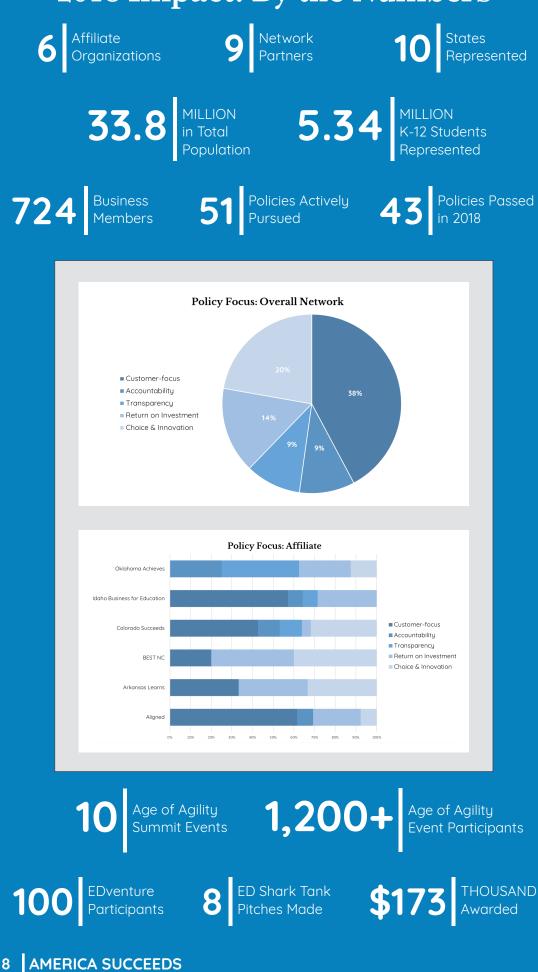
6 AMERICA SUCCEEDS

Products & Services

This year, America Succeeds revamped the products and services it provides to affiliates, introducing a broad and expanding range of guides, templates, and professional services designed to lend and build capacity in the areas of advocacy, membership expansion and engagement, communications, and organizational viability.

	SERVICES	AFFILIATE RESOURCES
ADVOCACY & LOBBYING	 Bill and policy consultation Strategy consultation Landscape analysis 	Policy compendium series
MEMBERSHIP EXPANSION & ENGAGEMENT	 Initial membership engagement training NEW Event speaker clearinghouse Event design & programming consultation Day-of event staffing, as available 	• Membership structure template ^{NEW}
COMMUNICATIONS	 New affiliate press release & op-ed Prospect research and grant- writing Writing & copyediting support NEW Brand & messaging consultation NEW Starter website Starter collateral: member brochure, pocketed folder, infographics, templates for PPT, email, newsletter, letterhead NEW Annual report design Policy and advocacy collateral NEW 	 Social media & newsletter guide NEW Communications strategy guide Email & Google for Nonprofits guide Website management RFP template CRM guide Website domain & hosting guide
ORGANIZATIONAL VIABILITY	 Board effectiveness assessment NEW Strategic planning NEW Executive coaching NEW Hiring consultation and candidate screening NEW Policy audit New staff orientation NEW Staff professional development NEW 	 Bylaws template ^{NEW} Board handbook template Board member/officer position description template ^{NEW} New board member orientation guide Board committee guide & charge templates ^{NEW} Board minutes & agenda guide ^{NEW} Policy guides & templates ^{NEW} Succession planning guide ^{NEW} Annual goal-setting template Core principles guide

2018 Impact: By the Numbers





News & Media 2018



"Improving education pathways & workforce training opportunities is a high priority in most communities, ours included. America Succeeds is leading that national conversation and inspiring action through their Age of Agility initiative."

Scott Laband, President
 COLORADO SUCCEEDS

"The America Succeeds team is able to customize services and support to help me accomplish my goals. This makes them a truly strategic partner, and a major value-add to our work in New Mexico."

 Amanda Aragon, Executive Director NEWMEXICOKIDSCAN

"America Succeeds is a model for national policy and advocacy work, providing quality resources in key areas—training, scaled engagement tools, and subject matter expertise but allowing local leaders to own their policy and politics."

 Myles Mendoza, President EMPOWER ILLINOIS "The work America Succeeds does at the national level, they also help us accomplish at the state level—ensuring the business community has a seat at the table when education and workforce policies are made."

> - Torree Pederson, President ALIGNED



AMERICA SUCCEEDS PARTNERSHIP

For Aligned, the newest member of the America Succeeds Network, 2018 was marked by transition, capacity-building, and traction. Aligned partnered with America Succeeds on membership development and engagement, staff hiring, organizational policy, communications, and board development. America Succeeds also provided case studies and contacts with affiliates across the network on policy issues of high priority in Kansas and Missouri, especially with regard to externships.

2018 BY THE NUMBERS

Policies Actively Pursued

Policies Passed

55 Members

BIGGEST WIN

Aligned passed seven of its eight policy priorities for 2018, leveraging partnerships across both Kansas and Missouri. From securing historic levels of early childhood education funding to passing a comprehensive workforce education alignment platform, Aligned gained significant ground in passing cradle-to-career policies.

"We are thrilled with the momentum in Kansas and Missouri around business and education alignment. We are laser-focused on ensuring that the alignment between business and education continues to grow by providing tangible programs and initiatives for businesses to engage with education."



PRESIDENT Torree Pederson



This year, Aligned engaged members with a series of lunch-and-learns in both Kansas City and St Louis.



Aligned's Linda Rallo helped coordinate a women's networking event to kick off the legislative session.



Torree Pederson moderated a panel at the Kansas Health Foundation's Annual Symposium.

Learn more at www.WeAreAligned.org.



"We are most excited about bringing student-focused 'school choice' market competition to our two-year colleges and technical schools, and empowering K-12 to deliver industry-relevant credentials and concurrent credit career pathways."



PRESIDENT & CEO Gary Newton

AMERICA SUCCEEDS PARTNERSHIP

Partnering with America Succeeds on planning and follow-up for the Age of Agility Summit, Arkansas Learns cemented its profile and credibility among policymakers, business leaders, and educators. Arkansas Learns also leveraged America Succeeds resources to refresh its member engagement assets.

2018 BY THE NUMBERS



BIGGEST WIN

Arkansas Learns was successful in helping to increase funding for open-enrollment public charter facilities, as well as assisting the Arkansas State Attorney General in defeating an injunction against approved inter-district school choice transfers. Arkansas Learns was also recognized by the PIE Network, receiving the 2018 Best Kept Secret Eddie! Award for passing a bill that ultimately aligned school board elections with primary or general elections, which had the effect of increasing voter turnout.



Arkansas Learns proudly hosted Governor Asa Hutchinson for a special address at the Age of Agility Summit.



Gary Newton accepted the "Best Kept Secret" at this year's PIE Network Eddie! Awards in New Orleans.



Arkansas Learns actively engaged the business community in 2018, sponsoring and presenting at events across the state.

Learn more at www.ArkansasLearns.org.



AMERICA SUCCEEDS PARTNERSHIP

BEST NC experienced a year of growth, transition, and deepening of their impact. In their fifth year, BEST NC continues to focus predominantly on educator innovation, with an agenda that is intended to elevate the profession, while staying nimble enough to tackle other pressing issues. Their strategy is to convene, inform, and advocate for evidence-based policy, research, and investment. America Succeeds provided thought partnership to BEST NC leadership throughout the year and supported the growth and transition of team members by facilitating a staff retreat in October.

2018 BY THE NUMBERS

Policies Passed

152 Members

Policies Actively Pursued



In spring of 2018, BEST NC opportunistically advocated for the passage of a bipartisan policy that automatically places students earning a level five (the highest level) on the End-of-Grade mathematics test into advanced math coursework for the following school year. As a result, 2,600 additional students were eligible for Math I in 8th grade in school year 2018-19, and thousands more were eligible for honors coursework in other grades. The policy aligned with an investigation by the Raleigh *News & Observer*, which revealed that thousands of gifted students were denied access to advanced math coursework in North Carolina.

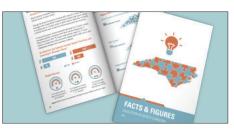
"Our biggest reflection for 2018 is that it is important to have the freedom and flexibility to pursue opportunities as they are presented to us. For example, this year we had a unique chance to pursue legislation that would improve access to advanced math coursework for highperforming students. Our Board has empowered our team to take advantage of these types of opportunities and the legislation was passed (unanimously) this session, enabling thousands of students to have more access to the advanced coursework they deserve."



PRESIDENT & CEO Brenda Berg



BEST NC's Excellence Innovation Lab 2018 brought together education leaders from across the state.

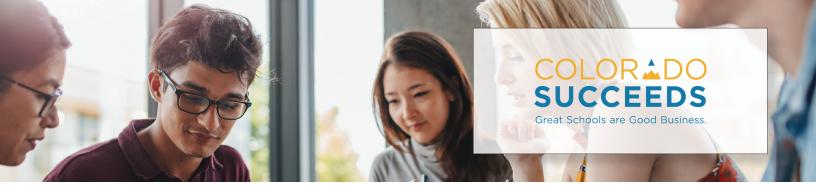


BEST NC's data-based approach helped them make gains at the State Capitol and with other stakeholders.



BEST NC worked to elevate the teaching profession in partnership with the *First in Teaching* (FIT) Leaders.

Learn more at www.BEST-NC.org.



"We are energized by our Vision 2030 framework and the commitment of education, government, and business leaders across the state to making learning more relevant and rigorous for all of Colorado's kids. The involvement and impact of our business community is inspiring as we maintain a focus on supporting high-quality pathways to postsecondary success. I am most excited about strengthening the partnerships we've created and am eager to continue investing in and learning from the entrepreneurial educators and employers who are creating opportunity for kids across Colorado."



PRESIDENT Scott Laband

AMERICA SUCCEEDS PARTNERSHIP

Colorado Succeeds leveraged its partnership with America Succeeds to navigate the election-year policy environment and set an ambitious agenda for 2019. Colorado Succeeds played an active role in Colorado's gubernatorial election, releasing a set of recommended principles for candidates to adopt and put into action. Colorado Succeeds also continued its ongoing investment in organizational and team development, with staff participating in several all-hands workshops facilitated by America Succeeds designed to formalize organizational systems, culture, and policies.

BIGGEST WINS

Colorado Succeeds made gains across the board in 2018. Returning for the second year, The Succeeds Prize – an evening of celebration and sharing - brought together 1,000 leaders across business, education, and government in Colorado. \$150,000 was awarded to game changing educators and schools.

In partnership with 20 business organizations, Colorado Succeeds produced a Gubernatorial Voter's Guide that highlighted the economic impact of Colorado having the best education system in the country and detailed each of Colorado's 2018 gubernatorial candidates' plans to move the state forward.

Through Colorado Succeeds' advocacy, the Colorado legislature green-lighted a five-year expansion of the overwhelmingly successful Career Success Program. The program's expansion will help thousands of more students earn credentials in skilled trades, including medical assistants and STEM related positions.



The Succeeds Prize 2018

Learn more at www.ColoradoSucceeds.org.



"I am proud of the way IBE helped make Idahoans aware that technology is rapidly changing the way people live, work and even play. Predictions are that these technological changes could eliminate up to half of our existing jobs by the year 2030. Through IBE's presentations to civic organizations across Idaho, guest opinions and especially through our 'Age of Agility' conference in September, we have made Idahoans more keenly aware of these revolutionary changes and how education must respond."



PRESIDENT Rod Gramer

AMERICA SUCCEEDS PARTNERSHIP

With support from America Succeeds, Idaho Business for Education undertook an analysis of the Colorado industry credential incentive pilot program and how it might be adapted for Idaho. Through America Succeeds, IBE connected with key players on the ground in Colorado who shared learning and promising practices.



BIGGEST WIN

IBE was successful in passing several pieces of legislation that will ensure Idaho's students are prepared for the future of work. The career and technical education incentive bill will set up a financial "bonus" to the school district for each student who graduates from a high school with a CTE workforce ready certificate aligned to the jobs that are in greatest demand. IBE worked with Idaho's governor to create the College Completion Scholarship, which will help working adults complete their education. IBE also helped drive adoption of policies that ensure every Idaho high school student will have access to computer science courses and that all Idaho students in grades K-3 will be assessed on a new statewide reading assessment. IBE was instrumental in securing funding to study how Idaho's higher education system can streamline operations.



Rod Gramer spoke to members and civic organizations about key issues at events across the state.



IBE joined stakeholders in supporting key education policies in 2018.

IBE engaged members with school tours to help push key policies in 2018.

Learn more at www.ldahoBE.org.



AMERICA SUCCEEDS PARTNERSHIP

Through the America Succeeds Network, Oklahoma Achieves connected with and learned from colleagues across the country with experience in advocating for teacher retention. In addition, Oklahoma Achieves announced the appointment of a new executive director, Bobby Griffith. Griffith brings a background in education, as both an instructor and an advocate. A fifth generation Oklahoman, he is a community leader and founder of City Presbyterian Church.

BIGGEST WIN

Oklahoma Achieves successfully backed a bill that will provide Oklahoma with a long-term solution to aid in retaining its best teachers. Under this bill, additional levels of certification will offer greater advancement opportunities and differentiated pay, which could strengthen teacher retention, while allowing them to remain in the classroom.

2018 BY THE NUMBERS 8 Policies Actively Pursued 5 Policies Passed 157 Members

"A quality education system is the cornerstone of our state's future. It's what ensures our children have the opportunities they deserve, and that Oklahoma's employers have the workforce they need. I look forward to working alongside business leaders, educators and government officials to ensure Oklahoma students have a strong educational system that effectively positions them for successful careers."



EXECUTIVE DIRECTOR Bobby Griffith, Jr.



Oklahoma Achieves featured Governor Fallin at the Age of Agility Summit.



Jennifer Monies was interviewed by OETA on critical education legislation.

Learn more at www.OKAchieves.org.



Oklahoma Achieves attended events across the state to engage partners.



Strategic Engagements 2018

America Succeeds believes its principles-driven approach to business engagement and policy advocacy can strengthen any business effort to impact education. In addition to our affiliates, America Succeeds provides support and technical expertise through strategic engagements. Our strategic engagements are more narrowly defined partnerships with an existing organization or group of business leaders advocating on discrete issues or over an established time period. Through these engagements, we further enhance the reach and depth of our overall network.



America Succeeds partnered with Empower Illinois to host an Age of Agility Summit in Chicago. Additionally, we support Empower Illinois as part of a coalition of advocacy partners working to enhance CTE and career pathway options for students across the state.



Mexico business leaders to amplify their voice among education advocacy coalition partners, America Succeeds co-hosted an Age of Agility Summit in Albuquerque in July.



Last year, America Succeeds worked with business leaders in Wyoming to organize a credible business voice on education issues, including support for expanding access to computer science across the state.

POWER OF A NETWORK

The America Succeeds model is supported by world-class research and analysis on highly effective networks.

Although meaningful change happens organically at the local level, statebased policy and advocacy groups tend to be small, scrappy, and isolated from groups doing similar work.

America Succeeds connects likeminded organizations to generate systems-level change from the bottom-up.

Combined with a broad range of professional services designed to build capacity and our team's expertise, joining the network can help increase an organization's impact and efficiency as an agent for education change.

CONTACT OUR TEAM TO LEARN MORE



America Succeeds' 5th Annual EDventure summit kicked off in Boise, Idaho, on September 12th with an opening reception at One Stone, where attendees toured the innovative school and heard from students about their inspirational learning experiences.

Thursday morning started at Base Camp with a series of short talks that tapped directly into the knowledge, stories, and expertise of summit attendees. With laughter, information, and reflection, these six EDventurers got the audience thinking. National speaker Curtis Zimmerman then followed with tips for "living life at performance level".

True to its name, EDventure participants then set out for their recess activities, which included rock climbing, glass blowing, mountain biking, and more! We are happy to report that once again, *no EDventurers were harmed during the process of making network connections*.

























PROFESSIONAL NETWORKING

After recess, participants came back together to hear from Storyvine, an automated video company. The cofounders, Kyle Shannon and Monique Elwell, shared how their "Wizard and Warrior Dynamic" is the key to their success.

PHILANTHROPY SHARK TANK

Attendees then headed into Shark Tank, where pre-selected participants had the opportunity to pitch new and innovative ideas to a group of sharks. This year over \$170,000 was given away on the spot!

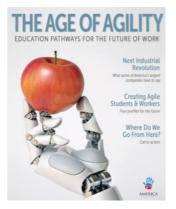
INSPIRING SPEAKERS

Friday morning, we wrapped up by hearing about the work Michael Sorrell is doing as President of Paul Quinn College in Dallas, Texas. He's on a mission to ensure graduates break the cycle of poverty permanently by taking on student loan debt issues and the lack of workforce preparedness at the same time. It was the perfect way to cap off three days of inspiration, innovation, learning, and networking.

SAVE THE DATE FOR 2019

We'll be back in Boise again this Fall! Mark your calendars for September 11th to 13th, 2019 and join us for the epic EDventure!

AGE FAGILITY Presented by MERICA



In the fall of 2017, America Succeeds released *Age of Agility: Education Pathways for the Future of Work* to call attention to the seismic shifts underway in education-toemployment pathways. As a society, we are in the early stages of a rapidly accelerating revolution that is bringing automation, artificial intelligence, and technology into parts of the workforce that have, until now, escaped this latest wave of disruptive change. Technologists, futurists, and business leaders alike are referring to this fundamental shift as the next Industrial Revolution. We call it the **AGE OF AGILITY** and we are calling for updates in education that match the forces of change within the modern economy.

The report contends, "the bottom line is straightforward: if students and workers must be agile and adaptable to succeed in this new world, then the same holds true for the education system that prepares them."

In the report, America Succeeds committed to partnering with local stakeholder groups to facilitate community conversations, and ultimately actions, to better prepare children for the future and build a more agile, responsive education system. We launched the Age of Agility Tour in April 2018 with an event in Arizona, then continued on to Kansas City, New Mexico, Illinois, Tennessee, Oklahoma, Idaho, Arkansas, New Jersey, and Washington, D.C.



Our goals for each event were three-fold: to engage business leaders and community stakeholders in closing the skills gap for the Age of Agility, to share inspiring stories and promising practices to prepare students for the future, and to encourage participation in the larger conversation to create a more agile education system across the country. Over 1,200 attendees participated in the Age of Agility tour events across the country. Collectively, these stakeholders represent a national movement of changemakers ready to make a systems-level impact on education.

20 AMERICA SUCCEEDS

THE NATIONAL TOUR

10 Age of Agility Summit Events 1,200+ Tour Attendees

Governor's Offices Participated



their state's education system with a C or D for how well it is preparing high school graduates for tomorrow's workforce.



82% Of event attendees said it would take a MAJOR OVERHAUL to create an agile education system within their state.



ARIZONA









TENNESSEE







NEW MEXICO



OKLAHOMA



THANK YOU TO OUR 2018 NATIONAL TOUR CO-HOSTS AND SPONSORS



Bloomberg Philanthropies



Walmart : ExonMobil

Pearson







AGILITY ROCKSONDA At each event along the Age of Agility National Tour, participants engaged in a candid dialogue about confronting the challenges and championing the solutions necessary for modernizing the education system to support the future of work. From these conversations, three big ideas emerged that lay the foundation for an agile approach to education in the future.

LEARNERS

Lifelong learners master both core academic skills and the skills necessary for success in college and the future of work through a mix of traditional academic and work-based learning opportunities.

Lifelong learners are agile, prepared, and empowered to continuously improve their portfolio of knowledge, skills, and experience through multiple upskilling and re-skilling pathways and educational opportunities.

Lifelong learners utilize their stackable and transferable skills and knowledge to create their own opportunities when career pathways shift or dissolve.

SYSTEMS

Education systems reflect a premium on competency, and permeability between work and learning is a key design feature.

Policy levers incent the development of a diverse array of opportunity pathways, position education systems to partner with non-traditional providers, and align financing mechanisms and accountability across learners and institutions.

Accountability systems are coherently aligned, comprehensive, and responsive to both learner and employer needs.

EDUCATORS

Educators are valued and equipped to succeed and maximize their contributions in a rapidly changing workforce, regardless of the length of their career in education.

Educators have access to career-ladder opportunities that support their development as educators, leaders, and professionals.

Educators can apply their skills across a variety of career settings, empowering them with the ability to move throughout the workforce just like other modern professionals.

Our goal is to encourage states to embrace and embed agility as a core tenant of their education system. Agile educators and systems are positioned to respond and adapt to the rapidly changing world; lifelong learners are prepared to acquire the knowledge, skills, and abilities to compete in the global economy and to contribute to their local communities; and, business leaders and state economies will be able to rely on the education system to prepare students for an uncertain future. Flexibility, adaptability, and ultimately agility are the keys.

WHAT'S COMING NEXT: AGILITY 2.0

The Age of Agility National Tour provided the platform for business, education, and policy leaders to collaborate on how to to prepare our students for the future. Now, we're ready to mobilize the movement. Looking forward, we will be leading the charge of aligning education to the future of work for at least 10 states with our local partners. America Succeeds will be combining the insights, perspectives, and data from across the tour with our strategic and tactical expertise to maximize our impact. We are calling this critical next step Agility 2.0.

LEARN MORE BY VISITING WWW.AGEOFAGILITY.ORG



Community of Music-Loving Education Champions

Check out the blog at www.GratefulEd.org

"There are universal core principles fundamental to success in business. These include focusing on the customer's needs first, focusing on results by measuring returns, continuously and quickly improving, accountability for results, and operating with transparency.

America Succeeds has had great success improving and modernizing our education system with work based on these very same principles."

Zack Neumeyer
 Chairman & Co-Founder
 America Succeeds

AMERICA SUCCEEDS America Succeeds 1390 Lawrence Street, Suite 200 Denver, CO 80204

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