

In the Arena

Dear Donors, Supporters and Friends,

“It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the one who is actually in the arena, whose face is marred by dust and sweat and blood; ...who does actually strive to do the deeds...”

Lately, when tempted to shout back at the news, we’ve been trying to keep in mind TR’s famous “arena” [speech](#). In the spirit of foregrounding that which is truly important, we are dedicating this missive to those grantees *in the arena*. If you’re an AB donor, you may not feel marred with dust and sweat, but you’re in there too. As these pages testify, together we are making positively transformative changes in the lives of those we serve. Be proud and keep it up.

As always, we’ll endeavor herein to be **substantive, candid and brief.**

Best, The AB Team

arborbrothers
engaged philanthropy

Arbor Brothers finds, funds and supports the most promising early-stage education and workforce development nonprofits in the New York tri-state area.

Your philanthropic contributions support grantees and fuel meaningful social outcomes. This year, AB’s share of grantee budgets funded...



Licensing and training for 12 home-based childcare providers through [All Our Kin](#), creating quality early-childhood experiences and increasing earnings by \$5k+.

Advanced math summer camp for 17 middle-schoolers from low-income backgrounds via [BEAM](#); >50% of those completing the program are on track to earn degrees in STEM fields.



College knowledge classes and peer guidance counseling for three entire underserved high schools through [CARA](#), raising college matriculation rates by up to 15%.

Your Support Also Enabled...

College courses for 24 prisoners through [Hudson Link](#), 75%+ of whom will go on to get their degree and fewer than 4% will be re-incarcerated.



Digital marketing training for a cohort of 15 diverse, first-gen college grads through [COOP](#), 80% of whom land upwardly mobile, middle class jobs within six months.



Temporary housing and counseling support for 4 aged-out foster youth, provided by [Roots & Wings](#), who helps clients eventually earn a degree and then find stable housing and employment.



Coaching for 14 new parents through [Power of Two](#), whose children form stronger bonds of attachment and are better shielded from toxic stress.



Introductory and Advanced Coding classes for 21 students at low-income high schools through [ScriptEd](#), more than 50% of whom go on to major or work in STEM fields.

Note: All cost calculations include allocated overhead expenses. Let us know if you'd like to see the math.



Highlighting Leaders of Color

Last year, we launched the **Emerging Leaders of Color (ELOC)** grants to support promising leaders from diverse backgrounds, with the ultimate goal of helping these organizations drive toward outcomes and attract capital even more effectively. This year, we're excited to support two more inspiring entrepreneurs:

We're proud to announce the recipients of our **2018 ELOC** grants!



Jeremiah Program partners with single mothers living below the poverty line to pursue career-track college degrees, complete empowerment and life skills training, and find quality early childhood education for their children.



ED Shivonne McKay

AB Investment: \$10,000 + ~50 hours of executive coaching and support to translate the National model to the local NYC context



ED Sheila Sarem

Basta recruits, prepares and connects first-generation college students of color with career-pathway jobs by teaching career readiness skills, providing mentorship, and connecting fellows to strong employer networks.

AB Investment: \$10,000 + ~50 hours of support to craft a Theory of Change



Reflecting Back, Looking Ahead

We Blew It!

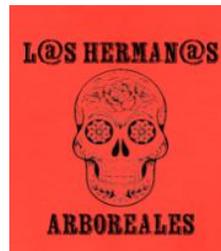
(lessons learned the hard way)

As with every young organization, we are making some mistakes as we grow. By acknowledging and reflecting upon them, we hope to avoid making similar oversights in the future. Here are some excerpts from a long list:



1. **Clarify Potential Project Direction.** We recently disengaged with a grantee after a deep-dive data project. One of the goals of aggregating outcomes data was to overlay per-student expenditures to understand how much it costs to achieve their results—and then, perhaps, make a few changes to achieve even better results for the same cost. While the grantee followed our lead, they ultimately disputed our conclusions. If we had been clearer up front that this “cost per outcome” analysis might generate recommendations that we expected them to at least consider, we could have either foreshortened the engagement or worked more slowly to build buy-in.

2. **When Designing Unsanctioned Day-of-the-Dead-Themed Arbor Brothers Swag, Make Sure Your Firm Name is Expressed in Gender-Neutral Spanish Terms.** Qué obvio, en retrospectiva.



Please feel free to contact us for any additional information:

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Current Arbor Brothers Portfolio



Grantees Up Close



Along with 15 AB supporters, we recently headed up the river to Sing Sing for a powerful visit during which we met with [Hudson Link's](#) college students and engaged them in our 3Q board meeting discussion of the prison system.

News from Our Network

- Read the brief but [inspiring story of Aisha](#), a BEAM student launched on a trajectory toward a STEM degree. The thank you may be addressed to AB, but it's meant for all of us.
- Fiending for a deeper dive into AB content? Our friends at GlassFrog recorded two podcasts with us [here](#) and [here](#).
- Save the Dates: Our annual Meet the Grantees event will likely be either Th 10/25 or Th 11/1. More details soon!

