



2021 | IMPACT  
REPORT

# Connections That Matter



**20**  
years

STEPS TO SUCCESS

## Our new leader welcomes you

My name is Juan Cantu, the new Executive Director of Steps to Success. Since I started in July 2021, I have learned a lot about Steps, namely how close-knit its community is.



Steps has been a staple in Brookline for **20 years**. That time has let us connect with and serve whole families—those with active Steps parents and multiple children in the program. **That's hundreds of Brookline families who consider Steps an extension of their own.**

Few exemplify this better than **Jaden and Jonathan Mazara and their mother, Jameela Ferrer**. The spotlight of this year's Impact Report belongs to them, but the positive influence on their lives belongs to you.

Your donations sustain our long-term investment in student success from third grade through college graduation. **We are the only program addressing the educational needs of Brookline students from low-income families. Without us, they would be on their own.**

I am thrilled to welcome you to this year's Report and hope you enjoy learning more about Steps' work, our local success, **and how you can sustain our mission for years to come.**

Fondly,



Juan Cantu

P.S. As you may know, July 1, 2021 commenced our 20th year of service. You will soon receive more information about our **20th Anniversary** celebration. Stay tuned!

## Celebrating a star Steps family

For years, the Mazara/Ferrer family have spoken glowingly of their Steps experience. Their future, as individuals and as a family, could not be brighter—and we could not be prouder...



### jaden mazara

Started with Steps in the fifth grade

Favorite programs: After Hours University and Work Connections

Brookline High School, Class of 2022

“The staff at Steps are good people who really want the best for me and make me feel like I belong to the Steps family.”

### jonathan mazara

Started with Steps in the fourth grade

Favorite programs: Winter Explorations and Summer Connections

Brookline High School, Class of 2025



“Steps will do everything in its power to help me succeed. The community should keep supporting the program because it's working.”



### jameela ferrer

Business Specialist at Brigham and Women's Hospital

Active Steps parent

Loves the program!

“Steps has been a stress reliever by supporting my children's educational needs and creating a supportive learning environment for them.”

## Strengthening the fabric of Steps

Steps promotes equity for over 300 Brookline students from low-income families by expanding their horizons, building upon their skills, and supporting their educational journeys to maximize their life choices. In our 20 years, we have helped 5,000 students thrive academically through after-school enrichment, career readiness, and college success.



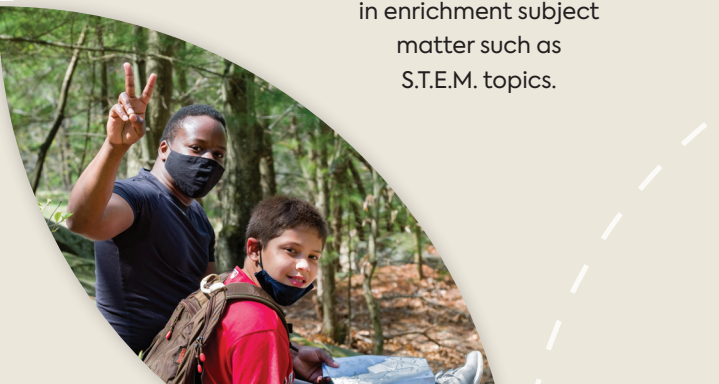
90% of our college students are on track to graduate in 4-6 years—**five times the national average for low-income students!**



99% of our Career Connections students meet or exceed supervisor expectations—impressive since this is often their first exposure to the workplace!

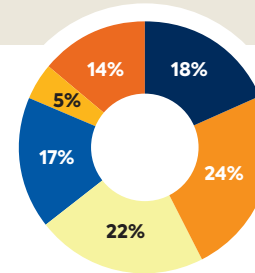


95% of our elementary/middle school students show measurable growth in enrichment subject matter such as S.T.E.M. topics.



# \$1,058,918

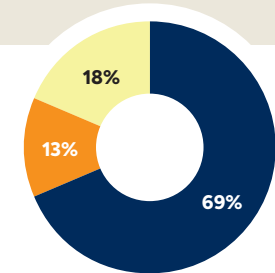
Over \$1M raised in Fiscal Year 2021—thank you!



### FY21 Revenues

Individual Contributions	\$196,779
Government	\$255,939
Foundations & Corporate	\$232,500
Event Income	\$177,218
In-Kind Income	\$50,000
Misc. & Investment Income	\$146,482

**\$1,058,918**



### FY21 Expenses

Programs	\$592,002
General Administration	\$109,969
Fundraising	\$159,024
<b>Total</b>	<b>\$860,996</b>

## Your dollars mean so much to our families

- \$5,000** provides a semester's worth of **books for all** of our college students
- \$2,500** covers the materials and food for our **Teen Advantage** after-school program
- \$1,000** supports **two Steps families with school supplies**, like Chromebooks and other materials
- \$500** pays for all **Massachusetts college visits** for our high school students
- \$250** allows one Steps student to **attend summer camp for free**

# Thank you, SEES members!



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Martin Solomon

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# Thank you, institutional funders!

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## DONOR PROFILE

# Meet Allison Katz-Mayfield

For Allison Katz-Mayfield, supporting educational equity in Brookline is personal—and it runs in the family! Her parents and four siblings have joined her with years of donations, Board service, and pro bono consultations.



“When my mother first got involved with Steps, I knew I wanted to support the organization, too. Seeing the difference Steps makes in Brookline, a community very close to my heart, has shown me just how impactful giving to Steps is.”

## A lasting difference for your neighbors

By closing the opportunity gap in Brookline, Steps to Success strengthens countless families and weaves a powerful legacy. You can help us make such an enduring impact. Your donation to Steps stays local and supports a cornerstone of our community: the success of our young people and their loved ones. Please give today!

### Give online

[stepstosuccessbrookline.org/donate](https://stepstosuccessbrookline.org/donate)

### Send a check

Payable to “Steps to Success”  
P.O. Box 470421  
Brookline, MA 02447

### Recommend a DAF grant

Steps to Success, Inc.,  
Federal ID: 47-1641692

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