



**The  
Giving Common**  
An Initiative of the Boston Foundation

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## Businesses United in Investing, Lending, and Development (BUILD)- Greater Boston

745 Atlantic Avenue 8th Floor Boston MA 02111

**Incorporation Year:** 1999

[www.buildinboston.org](http://www.buildinboston.org)

**Organization Contact:** info@build.org Will Leitch

Youth Development Youth Development-Business

**CEO/Executive Director:** Ms. Suzanne McKechnie Klahr

**Board Chair:** Mr. David Marston PwC

**Current**

**Mission Statement:** BUILD uses entrepreneurship and experiential learning to ignite the potential of youth in under-resourced communities and equip them for high school, college and career success.

**Needs Statement:** Our top five needs are:

1. Increase number of mentors to keep pace with program expansion. As we grow from 325 students to 410 in 2016-17, we need to recruit a total of 160 mentors to work with our students on a weekly basis.
2. Develop more partnerships with philanthropic individuals, business coaches, and volunteers in the Boston area, in order to reach our growth budget projections over the next four years.
3. Expand the framework for our dual enrollment program, launched in 2016 in partnership with Bunker Hill Community College.
4. Increase brand recognition for BUILD in Boston through a robust PR and marketing campaign, with limited funding.
5. Expand the impact of our two major events: the BUILDfest Pitch Challenge and the BUILD Entrepreneur Games.

**Impact Statement:** Every year, hundreds of students drop out of Boston's high schools. 85% of students who drop out say they left because they were bored. However, BUILD -- Greater Boston's four-year entrepreneurship and college success program recruits students at the highest risk of dropping out, and strives to get them engaged and passionate about learning. This profoundly improves the trajectory of their lives.

In 2011, after an intensive year of planning and preparation, BUILD launched in Boston serving 90 students in four BPH high schools. In 2014-15 we saw our first class of graduates with 96% of students who completed the BUILD program graduating high school on time and getting accepted to college. Over the past three years we have added three more partner schools and in 2017-18 we are serving 413 students in seven schools.

Nationally, BUILD serves more than 2,500 students a year in East Palo Alto and Oakland, California, Washington DC, and Boston. Our New York City site opened in the fall of 2016 and our Los Angeles site will open in 2018.

Starting with at-risk students in a schools with low graduation rates, and working with them through our intensive 4-year model, 97% of our BUILD graduates have earned acceptance to college, with 85% earning admission to four-year colleges.

In 2015-16, we launched a dual enrollment program at Charlestown High, in partnership with Bunker Hill Community College. Through this program, students can earn up to 30 college credits at no cost while still in high school.

We completed the transition to a fully school-based model, by opening student business incubators in Charlestown High School and Another Course to College, after the successful completion of two school-based incubators the previous year. The launch of our School-Based Incubators was highlighted by a ribbon cutting ceremony with Mayor Walsh and the Superintendent of Schools. The Boston Globe featured the event on the front page of the Business Section. Later in the year, Education Secretary Arne Duncan visited the BUILD incubator at Burke High during his visit to Boston.

Our Executive Director, Ayele Shakur, was recently named Chair of the NAACP Education Committee. Also, Boston Mayor Martin J. Walsh recently appointed Shakur to the BPS Superintendent Search Committee. And last year, she was appointed by the Boston School Committee to co-chair the Achievement Gap Task Force for the Boston Public Schools.

**Full-time Staff:** 80

**Volunteers:** 1000

(excludes part-time staff)

## **Programs Detailed on Profile**

Entrepreneurs 1 (E1) - Introduction to Entrepreneurship

Entrepreneurs 2 (E2) – Sophomore Year (Boston implementation starts September 2012)

Entrepreneurs 3 (E3)- Junior Year (Boston implementation begins September 2013)

Entrepreneurs 4 (E4) (Boston implementation begins September 2014)

Projected Revenue: \$1,800,000.00

Projected Expenses: \$1,700,000.00

<b>Fiscal Year</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
<b>Total Revenue</b>	\$12,379,322	\$8,988,419	\$7,615,750
<b>Total Expenses</b>	\$10,528,043	\$8,785,743	\$7,046,026

**Top Funding Sources**

<b>Fiscal Year</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>
<b>Top Funding Source &amp; Dollar Amount</b>	--	--	--
<b>Second Highest Funding Source &amp; Dollar Amount</b>	--	--	--
<b>Third Highest Funding Source &amp; Dollar Amount</b>	--	--	--