

ANNUAL REPORT 2020:

# Meeting the Moment



# From Our Leadership

This letter has evolved many times from what we thought it would be as we wrapped up last year's annual report and anticipated the next. We planned to tell you the story of the launch of the all-new ST Math—and we still do—but now, there is another chapter to this story. This chapter is about change and exceptional need. When schools closed this spring, our educators and families looked to us for answers. With the help of our Board of Directors and social impact partners, we found solutions. We are so very proud of what has been achieved this year. Now more than ever, it is clear that our mission to ensure all students are mathematically equipped to solve the world's most challenging problems is one of absolute necessity.

Friends, thank you for your continued support through this challenging year. Thank you for rising to the occasion. Thank you for helping us meet the moment.



Ber Hudshif

Brett Woudenberg
Chief Executive Officer

MIND Research Institute

Matthew Peterson, Ph.D.

Co-founder and

Chief Research & Development Officer

MIND Research Institute

This year, MIND Research Institute had a straightforward plan—until we didn't. It's undeniable that the COVID-19 pandemic changed everything. While our plan for 2020 took on more twists and turns than we could have ever anticipated, together, we were still able to accomplish so much and deepen student access to meaningful math learning.

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# Meet the All-New ST Math!

This school year, we launched an all-new version of our flagship solution, ST Math! We couldn't have done it without the generous support, feedback, and enthusiasm of partners like you. The newest version of ST Math is responsive, works on the latest browser technologies, and runs seamlessly across devices. Designed to deepen and extend engagement to maximize learning time, the update gives ST Math's beloved mascot, JiJi, and all the puzzles and environments a fresh new look too.

Explore the all-new ST Math » https://www.stmath.com/whats-new







With support from our partners, ST Math continued to expand across the U.S.—and beyond—reaching even more students.



1,340,448

Students



**74,087** *Teachers* 



5,586
Schools



**50**States

## ST Math Awards

We're proud to have won the following awards this year, and credit our success to the strong partnerships we have with our users and donors.



2020 Best Game-Based Curriculum Solution



Games for Learning/ Simulation
Solution and Math Solution





Best Math App or Tool



Best Workplaces of 2020

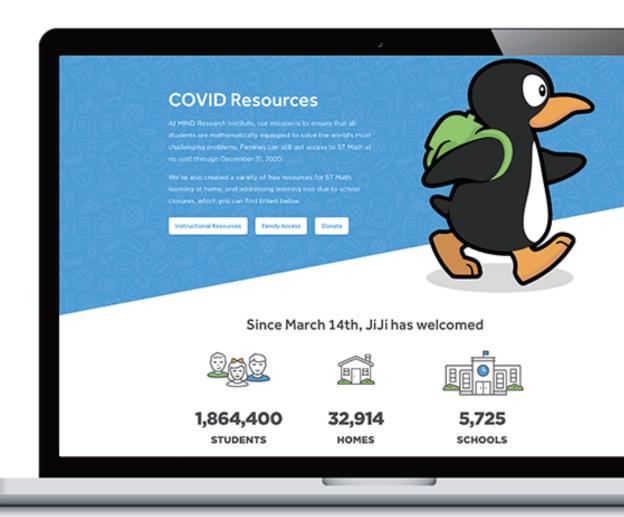
## The Proof Is in the Promise



This February, our ST Math program earned the research-based design product certification from Digital Promise. This product certification is intended to serve as a rigorous, reliable signal for consumers, including school administrators, educators, and families, looking for evidence of research-based educational technology (edtech) products. MIND is one of 13 companies selected to be the first recipients of the Research-Based Design product certification.

Learn more about the Certification »

https://blog.mindresearch.org/news/st-math-program-awarded-research-based-design-product-certification



# The Week that Changed Everything

On March 14, 2020, in light of the sweeping school closures across the country due to the COVID-19 pandemic, MIND decided to provide free access to ST Math—not only for schools, but also for parents who were suddenly homeschooling their children for an unforeseeable period of time.

In roughly 72 hours, we received over 7,000 new requests for ST Math Homeschool. For context, we normally serve roughly 800 homes per year. We are still offering ST Math free for families through the remainder of 2020.

For schools, access to ST Math remained free through June 30, 2020. During that time, MIND provided access to 5,725 additional schools and 1.8M+ new students. For context, prior to the pandemic, MIND was serving 1.2M students—onboarding roughly 700 new schools per year.

For many organizations, scaling at this speed while at the same time eliminating their source of earned revenue would have been impossible. Thanks to our Board of Directors and philanthropic partners, though, MIND was able to stay afloat while also increasing capacity to support students, educators, and families.

Note from our CEO » https://blog.mindresearch.org/blog/the-week-that-changed-everything

## Coronavirus Resources

With everyone learning from home, we worked quickly to develop, expand, and enhance ST Math resources for easier program facilitation and to maximize student benefit.



## **Developing Our MathMINDs**

https://blog.mindresearch.org/blog/developing-our-mathminds-week-1

A video series was created to support math learning at home, whether or not those families used ST Math. The posts for this series have been viewed more than 7,500 times in total!

## Webinars

https://play.stmath.com/academy/webinars

Our webinar programming was enhanced to help parents and teachers with program implementation.





## **ST Math Community**

https://www.facebook.com/JiJiMath

A Facebook group for families

https://www.facebook.com/groups/stmathhome was developed to answer questions and complement our existing community forum for teachers.

https://www.facebook.com/groups/stmath



### **Parent Resources**

https://www.stmath.com/parent-math-resources

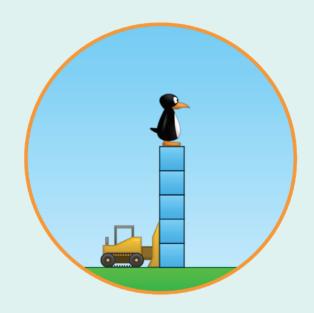
This page was expanded to include even more resources, including family and teacher guidebooks.

https://www.stmath.com/instructional-resources

## Bienvenido a ST Math

https://youtu.be/ZgshCHK1yiE

An ST Math family video was developed in Spanish.





## **Funding Sources**

https://www.stmath.com/funding

A webpage was created that helped schools transition to paid accounts over the summer and fall.

## The Voices of MIND

Our podcast, speaking engagements, and game highlights continued to amplify the voices of our educators, partners, and colleagues.



# Podcasts Listen now >>

https://blog.mindresearch.org/blog/topic/podcast



Listen in on this episode featuring Dr. Megan Kuhfeld, a research scientist at the not-for-profit organization NWEA. Dr. Kuhfeld co-authored a research brief titled "The COVID-19 Slide: What summer learning loss can tell us about the potential impact of school closures on student academic achievement." She provides an overview of her study and talks about the immediate and long-term challenges that COVID-19 has created for students, schools, and families. https://www.spreaker.com/user/ mindresearchinstitute/covid-19slide-dr-megan-kuhfeld



## Speaking Engagements



Our colleagues traveled to San Francisco, Miami, and places in between to share their ideas with educators from across the globe. In March, when so many events were cancelled or altered due to the pandemic, MIND pivoted to find innovative ways to present our thought leadership virtually.

ISTE - Philadelphia, Pennsylvania
CAMT - San Antonio, Texas
San Francisco Design Week -

San Francisco, California

**FETC** - Miami, Florida

**TCEA** - Austin, Texas

**ESEA** - Atlanta, Georgia

Two more educators' stories were added to this series. Teachers and administrators across the country told us how they're engaging, motivating, and challenging their students in unique ways.

"We saw students apply what they were learning through JiJi to other subject areas. It was all about the productive struggle and perseverance."

Jessi Almas, ST Math Makes
 a Big Difference for Tier 3
 Students in Madison

"It's the teachers that make a difference. They are the difference makers. It won't work without them."

Dr. Regina Stewman, Best
 Practices and Planning for
 Effective Implementations

## Research is Still Our Middle Name

We continued to meet the need for a math program with a proven impact by continuing the research being done by and with MIND Research Institute.

New RCT Study Shows ST Math Boosts Students' Self-Beliefs >>

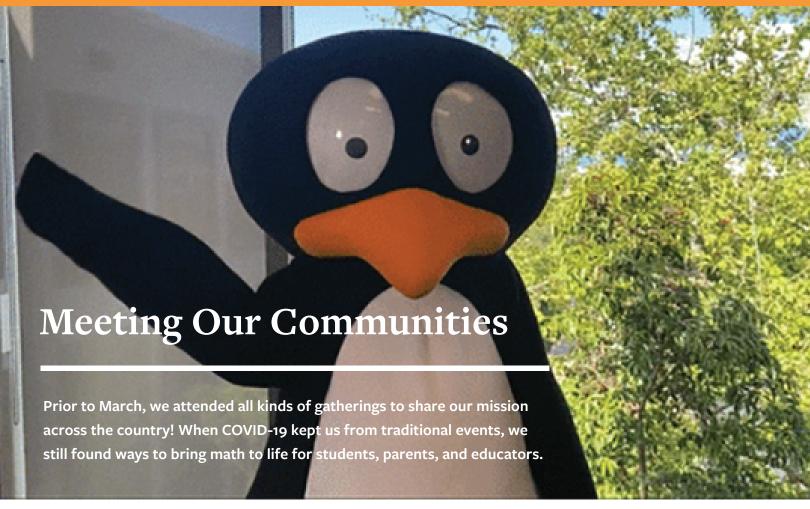
#### https://blog.mindresearch.org/blog/st-math-boosts-students-self-beliefs

Can a game change how you feel about math? The answer is yes, and the research proves it. The Journal of Research on Technology in Education (JRTE) published a rigorous study that found students who play ST Math have higher mathematics self-beliefs than non-ST Math students.

Proving Ground Study Finds Higher ST Math Usage Associated with Higher Math Gains »

# https://blog.mindresearch.org/blog/proving-ground-study-finds-higher-st-math-usage-associated-with-higher-math-gains

Do minutes matter? A novel study released by Proving Ground, part of the Center for Education Policy Research at Harvard University, evaluated the effect of increased usage of ST Math within a single school year. They found that increasing usage from fall to spring by more than 10 minutes per week correlated to significant higher math gains on multiple state standardized math assessments.



# Celebrating Joyful Math





K-12 Game-a-thon

Students designed, built, and shared games that featured creative and unusual solutions to mathematical problems in our annual K-12 Gamea-thon. Despite the challenges COVID-19 brought, students were still eager to show off their math skills. We had entries from eleven states across the country!

View the 2020 Top Teams »

https://blog.mindresearch.org/blog/game-athon-top-teams-2020



**Automation Fair** 

For the fourth year in a row, MIND collaborated with Rockwell Automation at their 2019
Automation Fair®! We brought along ST Math student ambassadors to show the grownups in attendance how to really have some fun with math. We also engaged in bold conversations about the future of STEM.

See how students shined >> https://blog.mindresearch.org/blog/students-shine-at-2019-automation-fair

We were honored to once again partner with the Global Math Project for the 2019 Global Math Week. The Global Math Project believes that everyone is part of the global math community, and each year Global Math Week brings teachers and students around the world together through joyful math experiences. The Global Math Project is a wonderful ally for MIND that mirrors our belief that every student can develop a deep understanding, and a true love of math.

Learn more about Global Math Week »

https://blog.mindresearch.org/blog/global-math-project-partner-story



**MathMINDs Games** 

We hit the road to hold Family Nights around the country. These events featured both the existing MathMINDs Games, as well as some activities that are currently in development. These experiences will inform the next wave of MathMINDs Games, as well as MIND's ongoing work to engage families.

Journey with us >>

https://blog.mindresearch.org/blog/on-the-road-with-mathminds-games



Star Wars: Rise of the Resistance

We held our first ever ST Math Sweepstakes!
Three lucky winners received an all expenses
paid school visit from JiJi, including a backpack
filled with JiJi-themed swag for the students. JiJi
made stops in Corona, California; Port Isabel,
Texas; and Logan Township, New Jersey—and
had a whole lot of fun along the way!

May the force be with you »

https://blog.mindresearch.org/blog/seeingthe-math-in-star-wars-rise-of-the-resistance

## How Our Partners Met the Moment

Last November, just as I wrapped up five consecutive weeks of travel, I posted a blog titled, "5 Reasons We Are Thankful for Our Partners," https://blog.mindresearch.org/blog/5-reasons-we-are-thankful-for-our-partners sharing insights into how our philanthropic supporters make us stronger and how they increase our capacity to impact more students year after year. What I didn't realize at the time was that our collective commitment to the mission was about to be tested.

The pandemic changed the world, yet our partners continued to be a constant source of support and inspiration for us. As we moved quickly to innovate and meet the needs of students, parents and educators, we were bolstered by a significant increase in philanthropic funding as well as increased visibility provided by partners such as Cisco, Phillips 66, Verizon, the One8 Foundation, NewSchools Venture Fund, the Overdeck Family Foundation, Rockwell Automation, John Deere, Ueberroth Family Foundation, Beall Family Foundation, SoCalGas, Pitney Bowes Foundation, the Ahmanson Foundation, and many others.

This year, more than ever before, I want to acknowledge the genuinely caring and dedicated people that we have the privilege to call our partners. Within each of these impressive organizations, we have friends who care about those we serve as much as we do. I received frequent calls from our partners checking on our well-being as we navigated through the pandemic and civil unrest. When we decided to host our Annual Partner Advisory Forum as a virtual event, they showed up in full force to contribute to the discussion of how to prepare for the uncertainties ahead.

Every year we are tremendously grateful for the support of our partners, but this year, we feel especially honored to stand alongside them as they demonstrate the compassion, leadership, and resilience that we hope to build in every student we serve.

Karin Wu

Executive Vice President/ Executive Director, Social Impact MIND Research Institute



Litz Co





Last winter, we visited faculty and students at Union Hill School in Worcester, Massachusetts to talk about the impact ST Math has had in creating a culture of perseverance and problem solving. Union Hill was able to bring ST Math to their school thanks to the One8 Foundation and its program Mass STEM Hub.

Read More >>

https://blog.mindresearch.org/blog/how-union-hill-school-is-empowering-problem-solvers-in-massachusetts

This spring, to help mitigate learning loss and the "COVID slide," the One8 Foundation, its program Mass STEM Hub, and the Massachusetts Department of Elementary and Secondary Education partnered with us to provide ST Math access in grades K-6 for Massachusetts schools. This 2020 Mass Math Initiative kept meaningful learning happening over the summer and through the 2020-21 school year.

Read More >>

https://blog.mindresearch.org/news/stmath-expands-statewide-in-partnership-with-the-one8foundation-and-madese



In addition to continued support of ST Math within its VILS (Verizon Innovative Learning Schools) program, Verizon donated \$10 million to nonprofit organizations serving students, families, and communities as part of its COVID-19 response. This included the No Kid Hungry initiative, the center for Disaster Philanthropy, and Direct Relief. They also tripled the data allowances for VILS, ensuring that students learning at home would be able to stay connected.

Read More >>

https://www.verizon.com/about/news/verizons-covid-19-relief-efforts



Since 2014, John Deere has continuously invested in ST Math as a part of its STEM education portfolio. Last fall, MIND was invited to highlight a panel of educators and 4th grade students at its annual John Deere Inspire event at their headquarters in Moline, IL. During COVID-19, John Deere produced protective face shields for healthcare workers on the front lines and supported a 2-for-1 match for employee donations to foodbanks and Red Cross Chapters. They also launched a COVID-19 Innovations site

https://www.deere.com/en/covid19/innovations/ to provide free resources for everything from 3D-printable designs to social distancing resources.

Read More >>

https://www.deere.com/en/our-company/ sustainability/citizenship/



#### PROVIDING ENERGY. IMPROVING LIVES.

Phillips 66 knows that today's youth are the future leaders of the energy industry. That's why they invest in fueling students' interests in mathematics and other STEM subjects. Phillips 66's long-term partnership with MIND has helped to scale ST Math nationally. Phillips 66 provided funding for ST Math as well as recognized outstanding educators for their implementation of the program.

Read More >>

https://www.newsbreak.com/oklahoma/poncacity/news/1565160493621/phillips-66-st-mathteacher-of-the-year-named





Rockwell Automation's innovation shined this year as they found ways to continue engaging students while they learned from home. Jay Flores contributed to MIND's "Developing our MathMINDs" series, and developed his own series as well! "It's Not Magic It's Science!" uses the entertainment factor of magic to increase excitement and awareness in STEM. Our own JiJi even guest starred as Jay's assistant in an episode or two.

Read More >>

https://www.jayfloresinspires.com/blog/magic



# Corporate Social Responsibility

Cisco has been a supporter of MIND Research Institute and ST Math for over fifteen years. During COVID-19, Cisco provided additional support to MIND to improve accessibility for our homeschool program, making it possible for nearly 33,000 families to gain access to ST Math. Cisco also provided free access and additional resources around its Webex platform to schools and families around the country, to help ease the transition to remote learning.

Read More >>

https://blog.mindresearch.org/blog/cisco-ishelping-connect-students-and-teachers-forremote-learning



Overdeck Family Foundation was an incredible supporter of students and families as schools across the country shifted to remote learning. They provided rapid response funding to their grantee partners, including funds that helped MIND bring free access to ST Math to more than one million new students across the country.

Read More >>

https://overdeck.org/news-and-resources/article/lessons-from-week-one-of-remote-learning/



# newschools

NewSchools Venture Fund's mission is to reimagine public education through powerful ideas, passionate educators and visionary innovators so all children—especially those in underserved communities—have the opportunity to succeed. During COVID-19, they curated resources for education innovators.

Read More >>

https://www.newschools.org/blog/covid-19resources-for-education-innovators/

## **Pitney Bowes Foundation**

In addition to increasing support for MIND in the wake of the COVID-19 crisis, Pitney Bowes and the Pitney Bowes Foundation provided funding support to the United Way, made donations to food banks in over 45 communities across the country, helped make books available to families at meal pick-up locations, and made in-kind donations of educational materials to ensure learning was happening at home.

Read More >>

https://www.pitneybowes.com/content/dam/ pitneybowes/us/en/our-company/corporateresponsibility/reports/2019/corporate-responsibilityreport-2019.pdf

## **Our Partners**

## Thank you to our partners for another successful year.

### \$5 MILLION AND UP

Phillips 66

**One8 Foundation** 

Verizon

## \$3 MILLION AND UP

Cisco Foundation

PwC Charitable Foundation

Samueli Foundation

## \$1 MILLION AND UP

**Chevron Corporation** 

Croul Family Foundation

David and Michelle Horowitz

**Emulex Corporation** 

Hyundai Motor America

Jim and Sheila Peterson

John Deere and Company

Microsemi

Overdeck Family Foundation

Paul and Margo Folino

**Rockwell Automation** 

The Boeing Company

**UC Irvine** 

Windsong Trust

## \$500,000 AND UP

**Abbott Medical Optics** 

Arconic Foundation

APS Foundation, Inc.

Bank of America

Bill and Pat Podlich

Capital Group

Children & Families Commission of Orange County

Dennis and Carol Troesh

Fluor Corporation

Helping Us Help Ourselves Foundation

Janet and James "Walkie" Ray

John and Sherry Phelan

Michael and Susan Dell Foundation

NewSchools Venture Fund

OneWest Bank/CIT Bank

Pacific Life Foundation

Ted and Janice Smith

The Argyros Foundation

The Larry and Helen Hoag Foundation

The Seaver Institute

The Whitman-Harsh Family Foundation

Toyota USA Foundation

**Ueberroth Family Foundation** 

William E Bloomfield, Jr.

## \$250,000 AND UP

Albert and Bettie Sacchi Foundation

Apollo Education Group: University of Phoenix Foundation

Fred Taylor

Gerard Family Trust

KDK-Harman Foundation

Leonetti/O'Connell Foundation

Macy's Foundation

Marion Knott

Marjorie Rawlins

Matthew and Sydni Peterson

Matthew and Roberta Jenkins Foundation

NewSchools Venture Fund: EF+Math Program

Pitney Bowes Inc.

Ralph and Else Stern

Segerstrom Foundation

Southern California Edison

Wells Fargo Bank

Xerox

## \$100,000 AND UP

American Honda Foundation

Arnold and Mabel Beckman Foundation

Brady Education Foundation

California Community Foundation

Carol and Budge Collins

CME Group

**DIRECTV** 

Donald P. and Dodo Kennedy

Dwight Stuart Youth Fund

Dynamax International Trading Co., Ltd

Edwards Lifescience

Ella Fitzgerald Charitable Foundation

Ford Motor Company

General Motors

Hastings/Quillin Fund

Hot Topic Foundation

Houston Endowment

Jim and Vivian McCluney

Mara W Breech Foundation

Marc Levin

Michelle Rohe

NAMM

Napa Valley Vintners

Norris Foundation

O.L. Halsell Foundation

**RGK** Foundation

Rose Hills Foundation

Rowena Yarak Schaber

S.L. Gimbel Foundation

SAP America, Inc.

Southern California Gas Company

State Farm Companies Foundation

Stephen and Sally Herrick

Steve and Amy Litchfield

Symantec Corporation

Taco Bell Foundation

The Ahmanson Foundation

The Annenberg Foundation

The Beall Family Foundation

The Carol and James Collins Foundation

The Cummins Foundation

The Dito Devcar Foundation

The Green Foundation

The Kling Family Foundation

Tim and Jean Weiss

Troy Group

U.S. Bank

United Way of Greater Los Angeles

W.M. Keck Foundation

William E Hixson Foundation

## \$50,000 AND UP

Bruce and Karen Cahill

Conexant Systems, Inc.

ConocoPhillips

Dick and Mary Allen

Donald and Constance Sperling Foundation

Emil and Maureen Brolick

Eric and Connie Boden

**Experian Americas** 

Falcon Investment Group

Fariborz and Azam Maseeh

Five Point Communities Management, Inc.

Gilbert and Jacki Cisneros

Google, Inc.

Henry and Elizabeth Segerstrom

Henry Guenther Foundation

Herbert Lucas

ITC Holdings Corp.

John and Constance Chambers

John R. and Elizabeth Stahr

McMaster-Carr Supply Company

Mike and Janice Lowther

Mike S. and Ellie Gordon

Miller Environmental, Inc.

Northrop Grumman: Northrop Grumman Foundation

Peggy and Robert Sprague

Robert E. and Linda F. Yellin

Roth Family Foundation

Steinmetz Foundation

Tarsadia Foundation

The Grammy Foundation

The J. Willard and Alice S. Marriott Foundation

The Roripaugh Family Foundation

The Sutton Family Charitable Fund

United Way for Southeastern Michigan

Viejas Entertainment & Productions

WHH Foundation

## \$25,000 AND UP

Adams Legacy Foundation

AFCEA: AFCEA - Southern California

AT&T Inc: AT&T Foundation

Citigroup

Clearlight Partners, LLC

Cox Communication

Crevier Classic Cars / Crevier Sales & Leasing

David and Darrellyn H. Melilli

David Mark and Sandy Stone

Edwin Fuller

First American Corporation

George Hoag Family Foundation

**Greg Njoes** 

Herb and Carol Amster Philanthropic Fund

I-Rise Foundation

IMC Chicago Charitable Foundation

JP Morgan Chase Foundation

James and Catherine Emmi

James and Suzanne Mellor

Joshua Taylor

Larry and Dee Higby

Leo M. Shortino Family Foundation

Long Beach Community Foundation

Mike and Sheila Lefkowitz

National Society of Black Engineers

**NEC Foundation of America** 

Opus Bank : Opus Community Foundation
Orange County Community Foundation

Pacific General Ventures

Quartics

Richard L. and Ginny Linting

Ronald McDonald House Charities

SchoolsFirst Federal Credit Union

Technology for Kids Foundation

The Allergan Foundation

The Eisner Foundation

The Guardian Life Insurance Company of America

The Lookout Foundation, Inc.

TransCanada

Western Digital Corporation

Yum! Brands Foundation, Inc.

## \$10,000 AND UP

ACT, INC.

Allen Charitable Lead Annuity Trust

Amazon Web Services

Ann W McDonald

Atalanta Partners

Barbara Roberts

Benjamin Du

Bill and Linda Kreidler

Brett Woudenberg

Bright Funds

Bruce Chapman

Chicago Mercantile Exchange

Commercial Bank of California

Community Bank

Crane Foundation, Inc.

Damien M Jordan

Dan S. and Sharon Whelan

Dancing Tides Foundation

Daryl and Patricia Pelc

Davis Guggenheim and Elisabeth Shue

DaVita Total Renal Care, Inc.

Deborah Lima

Don and Wendy Garcia

Donald and Carol Murray Family Trust

Douglas and Lynn Freeman

Depository Trust & Clearing Corporation

Dwight Decker

Edward and Helen Shanbrom Family Fund

**EQT** Foundation

Erik and Kari Brandi

Freeport-McMoRan Copper & Gold Foundation

Gibson, Dunn & Crutcher

Glen and Dorothy Stillwell Charitable Trust

Hitachi, LTD: Hitachi, Ltd.

**IBM** Corporation

James P. Hagstrom and Cynthia O'Neill

James W. and Gail Daniels

Jane Fugishige Yada

John and Kerry Holtrust John and Tashia Morgridge

John Bishop and Barbara Nieto

JustGive.org

**KPMG** 

Legacy Ladies, Inc.

Liz Merage

Marian and Garth Bergeson

Mark Bodner

Mathematical Sciences Research Institute

Mike Ray

Morgridge Family Foundation

National Defense Industry Association

Network for Good

New Century Financial Corporation

Noelle Marketing Group

Orange County Business Journal

Orange County United Way

Otis and Joann Healy

Patricia Dempster

PNC Foundation and Charitable Trust

**RF Nano Corporation** 

Richard and Susan Bridgford

Rick Smetanka: Haskell & White LLP

Robert and Dallas Celecia

**Rockwell Collins** 

Rolf Uitzetter

Sam Goldstein

Savills

Soka University of America

Sooch Foundation

Staples Inc.

Stephen and Kathy Peterson

The Draper Foundation

The Fieldstone Company

The Itri Family Foundation

The Merage Foundation

The Pacific Endowment

The William C. Bannerman Foundation

Thomas E. and Gerda Sparks

Tiger Woods Foundation

Tim Molnar, CFP

Tony and Ginger Allen

Toshiba America Foundation

United Health Foundation

**United Technologies** 

University of Delaware

Walt Disney Company: Disneyland Resort

Waltmar Foundation

William and Pam Lawless

Zeiss Optics Corporation

## In the Media



53,733

social media followers

(15% growth from previous year)



71%

increase in blog views

(from previous year)

https://blog.mindresearch.org/blog



23,000

#### blog views

Monthly average blog views increased from 17k to 23k a month year over year



11%

Monthly web traffic more than doubled

in March and April during our COVID-19 response.



26,635

media mentions

(social media, blogs, press)



In 2020, we saw more media coverage in three months than we typically see in an entire year! More than 80 articles were published this year—many focusing on our COVID-19 response.

# Coverage of MIND and ST Math appeared in:

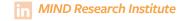
- ASCD Educational Leadership
- Class Tech Tips
- District Administration
- Education Week
- EdWeek Market Brief
- eSchool News
- EdScoop
- EdSurge

- Forbes
- Fox News
- The Hechinger Report
- Language Magazine
- The Learning Counsel
- MarketScale
- SmartBrief
- Tech & Learning
- THE Journal

#### Connect with us on:







## **Financials**



6%

Individuals

#### FY 2020 Expenses



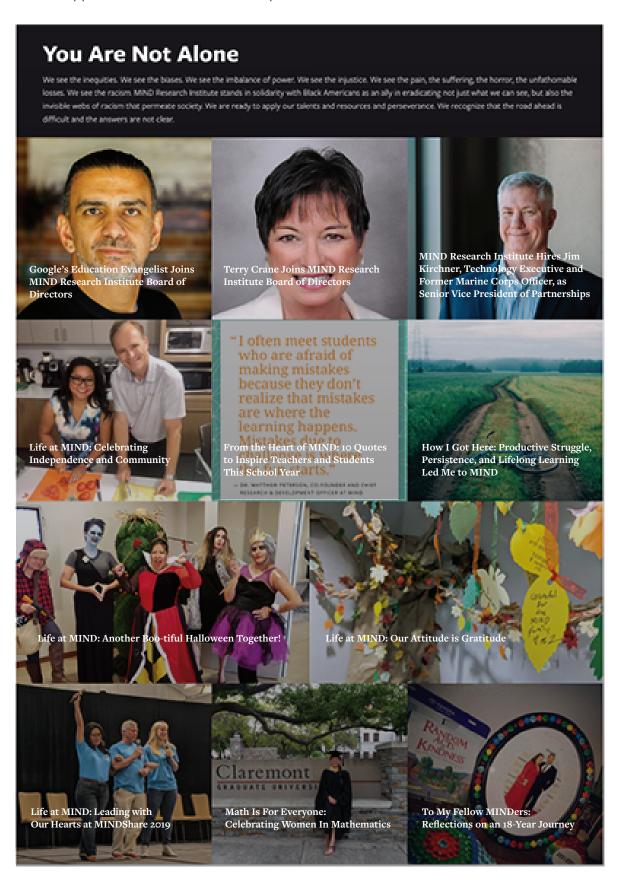
	FY 2020	FY 2019
SUPPORT AND REVENUES		
Contributions	\$ 4,747,675	\$ 5,642,731
In-kind revenues	267,731	87,548
TOTAL FUNDRAISING AND PHILANTHROPY	\$ 5,015,406*	\$ 5,730,279
Program fees – schools	18,480,878	21,654,117
TOTAL SUPPORT AND REVENUES	\$ 23,334,415	\$ 27,384,396
EXPENSES		
Program	27,098,180	24,038,594
Management	1,754,352	1,562,692
Fundraising	1,257,902	1,564,882
TOTAL EXPENSES	\$ 30,110,434	\$ 27,166,168
INCREASE IN NET ASSETS	(6,776,019)	193,400
BEGINNING NET ASSETS (DEFICIT)	1,451,970	1,258,570
NET ASSETS, ENDING	\$ 5,324,049	\$ 1,451,970

<sup>\*</sup>In addition, MIND received an additional \$2,829,000 in Contributions in FY20 which were considered Deferred Contributions (please refer to the Consolidated Statement of Financial Position in the audited financial statements), to be recognized in revenue in subsequent years. Including these amounts, MIND received \$7,844,406 of total Contributions in FY20.

MIND Research Institute's fiscal year 2020 financial statements were audited by BDO LLP, certified public accountants. For a complete copy of the 2020 Audited Financial Statements, please email lwan@mindresearch.org or call 949.345.8698.

# Life at MIND

This was a year of profound change for our organization. Our colleagues were challenged to put people first, to learn, and to problem solve more than ever. We welcomed new board members, leadership, and plenty of opportunities to meet the moment. We also engaged in difficult conversations about diversity, equity, and inclusion and began the work to create real change in support of our mission. Here is a peek into what life was like at MIND in 2020.



## **Board of Directors**

#### John H. Phelan Jr.

Chairman of the Board MIND Research Institute

#### **Brett Woudenberg**

Chief Executive Officer MIND Research Institute

#### Matthew Peterson, Ph.D.

Co-founder & Chief Research & Development Officer MIND Research Institute

#### Mark Bodner, Ph.D.

Co-founder & Research Scientist MIND Research Institute

#### **Chuck Amos**

Chief Executive Officer GuideK12

#### Jaime Casap

Education Evangelist

#### **Dr. Terry Crane**

President, Crane Associates

### Mary deWysocki

Senior Director of Corporate Affairs Cisco Systems, Inc.

#### Edwin D. Fuller

President & Founding Partner Laguna Strategic Advisors

#### Donald E. Garcia

Founder
Pinnacle Consulting Group

#### **Lawrence Higby**

Ret. Vice Chairman and Advisor Apria Healthcare, Inc.

#### David L. Horowitz

Chairman Horowitz Management, Inc.

#### **Becky House**

Senior Vice President, General Counsel Rockwell Automation

#### Claudia Kreisle

Manager of Social Impact Phillips 66

#### Steve E. Litchfield

Chief Financial Officer and Chief Strategy Officer MaxLinear, Inc.

#### James "Jim" McCluney

Ret. Executive Chairman of the Board Emulex Corp.

#### **Ted Smith**

Ret. Founder & Chairman FileNet (Retired)

#### Betty Uribe, Ph.D.

Global Speaker Author & Humanitarian

### **IN MEMORIAM**

#### Gordon Shaw, Ph.D.

Co-founder, Chairman Emeritus & Institute Scientist MIND Research Institute; Professor Emeritus, Physics University of California, Irvine

Note: List reflects Board of Directors as of November 1, 2020



This year was unlike any other. We launched our all-new ST Math, met the challenges COVID-19 presented, and grew more than ever as an organization. We're far from done though! Our mission to ensure all students are mathematically equipped to solve the world's most challenging problems keeps us wondering, what's next?

Big things are on the horizon for MIND. We're finding ways to make our visual approach to learning mathematics even more impactful, and we can't wait to share those plans with you soon!

Until then, we want to say thank you. Your continued support helps us to expand ST Math, bring math to life for communities, and further our research and development efforts.

Together, we will impact even more students, teachers, and families.

Support MIND's mission >> https://store.mindresearch.org/pages/donate



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