



Leverage.

2018 Community Report





Dear Friends of Fulcrum,

Thank you for being instrumental in our pursuit of the Fulcrum mission! It is an honor for both of us to work together and with each of you, our partners, as we tackle some of the most vexing problems facing Catholic schools today.

In this report, you will encounter many faces of the students and teachers that your generosity has touched. Behind each face there is a story, just as there is a story behind each one of you about your passionate belief in the transformative power of Catholic education. These stories are built on faith, love, curiosity, care, compassion, and ultimately, action. Although each of our stories is individual, our collective story is shaped through our shared belief in exceptional, Catholic education and the development of a new generation of faith-inspired leaders. Thank you for trusting and investing in us.

By investing in our Catholic schools and families, Fulcrum provides the leverage to a critical community resource no longer sustainable on its own. And the results speak for themselves. With a high school graduation rate of 99%, our students move on to higher education and a brighter future for themselves, their families and communities.

We hope that as you read this Community Report you will experience the palpable awareness that what you do for Fulcrum matters and is working. We ask that you take some time to pause and reflect on the difference you are making in the lives of so many among us. A difference that will have a profound impact on generations to come.

With our deepest gratitude,



Tony Audino
Chair of the Board



Julie Coleman
Interim Executive Director



Imagine.

Innovate.

Fulcrum is Building Leadership Capacity

Fulcrum Foundation and the Office for Catholic Schools (OCS) are launching a seven-year strategic plan to build leadership capacity. It was through imagination and innovation that a robust program has been developed to identify, form, and retain transformational teacher leaders and principals committed to serving Catholic schools.

This past fall with support from Fulcrum, OCS launched two teacher leadership programs: the GRACE Program (Guiding Regionally, Advancing Catholic Education) for elementary school teachers, and the High School Instructional Leadership Program for high school department chairs. Both programs develop strong instructional leaders who are also outstanding teachers. Many teacher leaders will remain in their classrooms while leading professional development at their schools, and others will choose to become school administrators.

Fulcrum supports those who move to become school administrators through the Educational Leadership Grant Program. This program provides partial scholarships for aspiring administrators and principals to pursue degree programs and/or principal certification programs in Educational Leadership. These aspiring leaders also attend the Leadership Academy through OCS to learn about areas not covered in traditional principal and leadership programs related to Catholic school leadership.

Strong principals and inspiring classroom teachers are essential to the success of every Catholic school. Fulcrum is committed to building leadership capacity in the Archdiocese of Seattle by investing in the development of high quality teacher leaders and principals, the very people who make our schools a beacon of hope for tomorrow's world.

Annemarie Weber, a humanities teacher for Immaculate Conception & Our Lady of Perpetual Help Catholic School in Everett, is leading beyond her 8th grade classroom. She is presently pursuing a principal certification from Gonzaga University with the help of a Fulcrum Educational Leadership Grant.


Annemarie truly models the philosophy of life-long learning to her student and colleagues. In her years as a teacher, she has been focused on success through a combination of professional development opportunities. This year, Annemarie joined 114 teacher leaders across the Archdiocese of Seattle as a GRACE teacher leader to deepen the teaching and learning in our Catholic schools, and to share best practices. "Annemarie is an excellent teacher leader and asset for our community," says Kathy Wartelle, principal. "Through her work with the GRACE project, she has helped our staff to better understand and use assessment data to drive instruction for improved student learning."

In addition to serving with GRACE, Annemarie participated in the Leadership Academy, a yearlong program offering training in the areas of spiritual, academic, managerial and strategic leadership. Following these two experiences, and with the encouragement from her current principal, Annemarie has returned to school to pursue a principal certification at Gonzaga University.

Fulcrum is proud to be a part of this model from teacher to principal, allowing for collaboration in all directions, moving forward the mission of the Catholic schools and helping Annemarie on her journey to becoming a strong and faithful Catholic school leader.



Empowered to Lead

A young girl with dark hair, wearing a white collared shirt and a dark green sweater, is smiling and looking over her shoulder towards the camera. The background is a soft-focus outdoor setting.

Strengthen.

Revitalize.

Fulcrum Knows the Importance of Sustaining and Strengthening Catholic Schools

Fulcrum strengthens and revitalizes Catholic schools in the Archdiocese of Seattle through grant programs that fund immediate school needs and support long term strategic goals. These grants are made in partnership with each Catholic school and with local and national funding partners committed to the mission of Catholic education. All Catholic schools in the Archdiocese of Seattle are welcome to apply to these grant programs.

The Fulcrum School Partnership Grant Program is designed to provide financial support and professional expertise to Catholic schools facing immediate financial challenges (including anticipated budget deficits and capital repair and improvement projects) and fund one-time expenses related to increasing academic excellence. In addition to the School Partnership Grants, Fulcrum also has grant programs that encourage and support diversity through the Building Diversity and Inclusion Program, and update technology in the schools through the IT Modernization Program.

Catholic schools provide students an excellent academic and faith-based education that transforms students' lives and strengthens the very fabric of the broader civic community. Fulcrum partners with Catholic schools to ensure this legacy of success continues for generations to come.

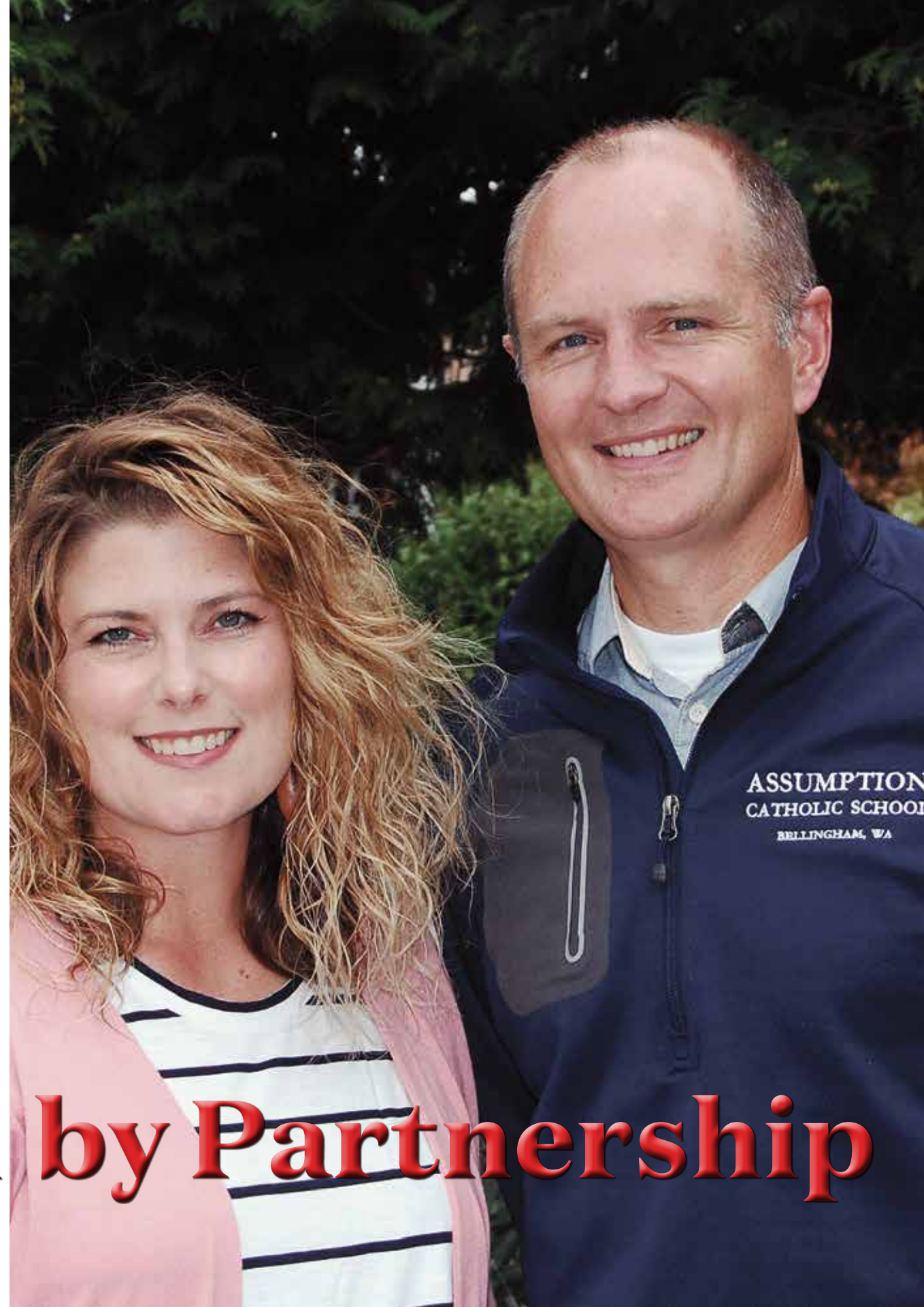
Assumption Catholic School in Bellingham was one of four schools that participated in a pilot marketing program launched in the summer of 2017. The pilot, created by the Office for Catholic Schools, was a social media campaign targeting people who live and work in the areas of those four specific archdiocesan schools.

Throughout the summer, the school had a noticeable increase in web traffic and inquiries which ultimately assisted in enrolling 22 new students in fall 2017. The importance of the digital interface for potential and current families became increasingly evident as the pilot progressed. Dan Anderson, Principal, recognized the school had a clumsy website, and turned to Fulcrum for a School Partnership Grant to design and launch a new website for the school.

“In the two years I have been principal,” says Dan, “Fulcrum has always responded positively and allowed us to accomplish so much be it a grant to support our budget, the IT Modernization Project that has upgraded our technology, or a grant for this project to assist us in updating our cumbersome website.”

Once Dan received word of the funding from Fulcrum, he turned to current parent Shanae Strayer, and the volunteer marketing committee to move the project forward. Shanae and her team wanted to make Assumption Catholic School accessible and appealing to new families. Assumption launched their new website in summer 2018: school.assumption.org.

The Office for Catholic Schools, with investment from Fulcrum, expanded the marketing pilot program in summer 2018 to encompass the entire archdiocese, increasing the digital footprint of all Catholic schools in the Archdiocese of Seattle.



Propelled by Partnership



Dream.

Realize.

Fulcrum Helps Families Realize Their Hopes For A Catholic Education

Catholic schools lift up children and families, strengthen our communities and prepare leaders for a better world full of possibility. For many families, the cost of tuition makes accessing a life-changing Catholic education unattainable. If a family desires a Catholic education for their child, it is Fulcrum's mission to help our families make the dream of a Catholic education a reality through the Tuition Assistance Program.

The core of the Tuition Assistance Program is a deadline driven and needs based program meant to serve families currently attending Catholic Schools in the Archdiocese of Seattle. In addition to the general tuition assistance grants, Fulcrum has the New Student Tuition Assistance Program providing tuition assistance grants to students newly enrolled in a Catholic school.

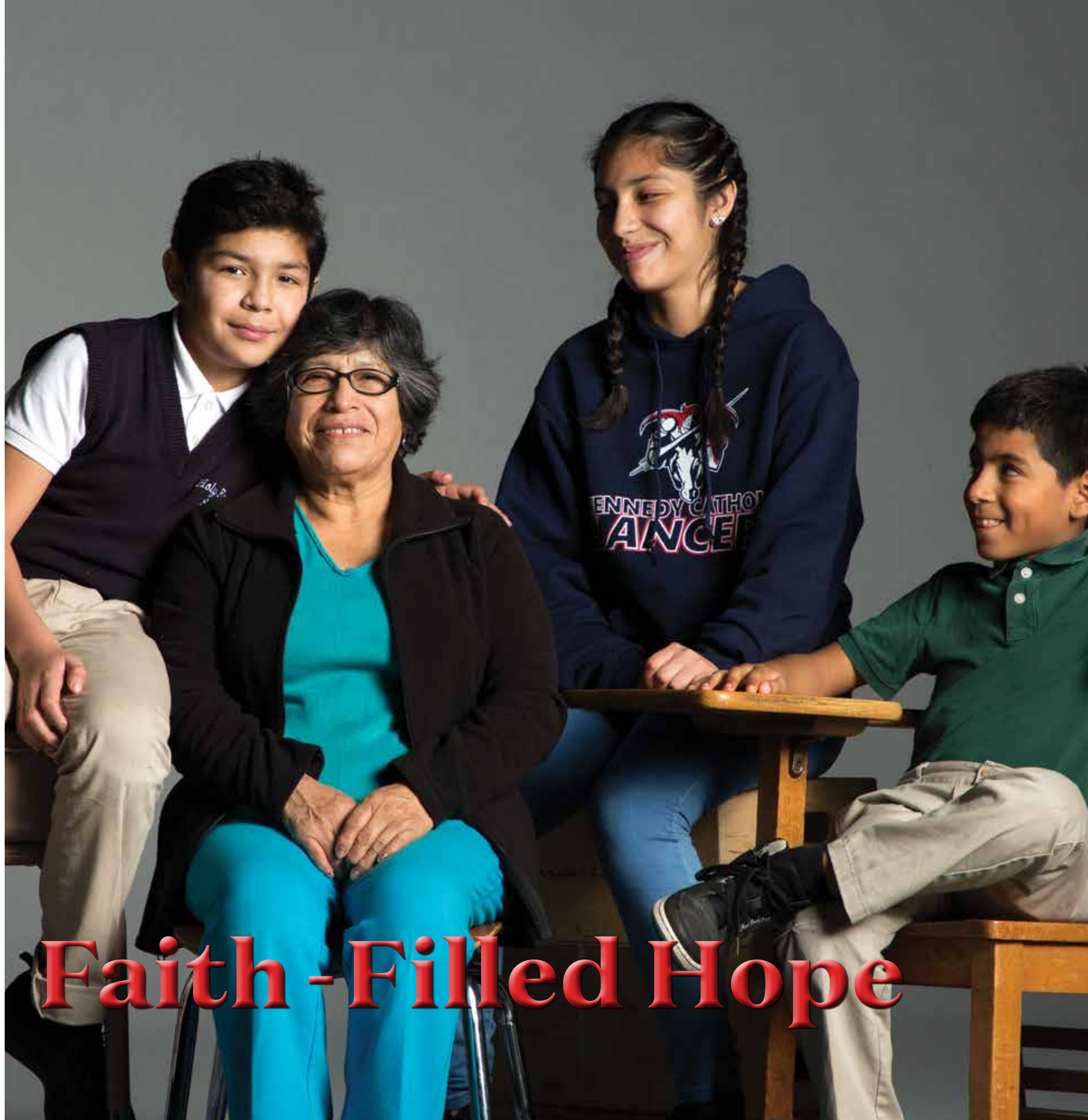
These grants increase access to Catholic schools in the Archdiocese of Seattle by providing tuition assistance to children and families who would otherwise not afford a Catholic education.

Lina Mantaño has always found comfort in her faith, and Catholic school has always been a priority for her family. When tragedy struck, and she found herself raising her three grandchildren, she turned to Holy Family Parish and Holy Family Bilingual Catholic School in Seattle. Lina wasn't sure how she would make ends meet, but she knew continuing her grandchildren's Catholic education and place in the community was necessary.

Lina turned to the school for support, and they assisted her in applying for a tuition assistance grant at Fulcrum. The three children all receive Fulcrum grants, two grandsons at Holy Family Bilingual Catholic School, and a granddaughter attending Kennedy Catholic High School.

"Lina and her grandchildren are willing to help in any way possible to contribute to the school," says Larkin Temme, principal. "They live just blocks away and are always present, serving during events or even riding bikes around the parking lot. Our school is their second home and we are grateful to Fulcrum for their support of our neighborhood parish families who wouldn't otherwise have access to attend Holy Family Bilingual Catholic School."

Lina offered, "More than anything, I ask God that they not stray from their path. That they get ahead. I instill that they have to work for their good future." It is not always easy, but education is a top priority for Lina, "I pull together a little here and a little there and I manage. I don't think of it as a sacrifice and I thank God very much."

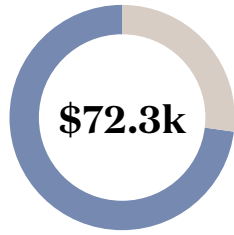


Faith-Filled Hope

Results.

Funds Distributed
Through Fulcrum's Programs
ACADEMIC YEAR 2017/18

Leadership Funds Distributed



=17 total number of grants for leadership

*These leaders participated in programs at 4 of our

Six

partner universities:
Creighton University, Gonzaga University,
Saint Martin's University, Seattle University,
University of Notre Dame, and University of Portland.

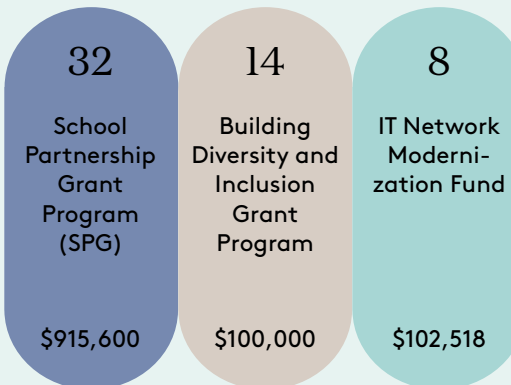
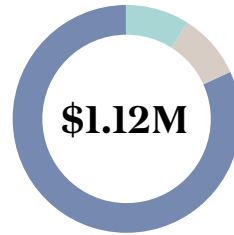


=178 total participants in leadership initiatives

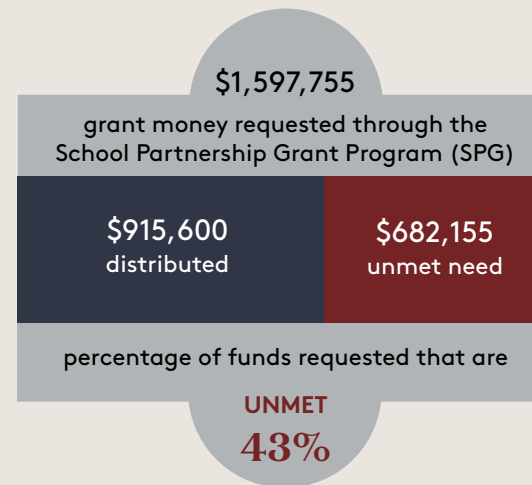
6

Leadership Academy graduates served as principals in our schools this year.

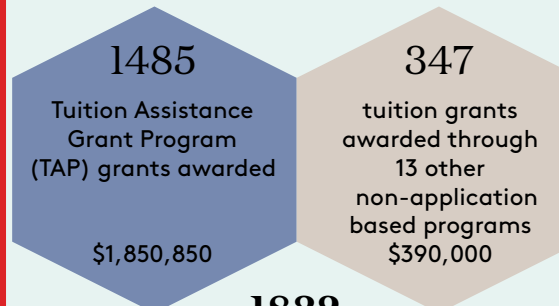
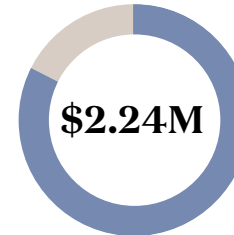
School Partnership Funds Distributed



=54 total number of school partnership grants

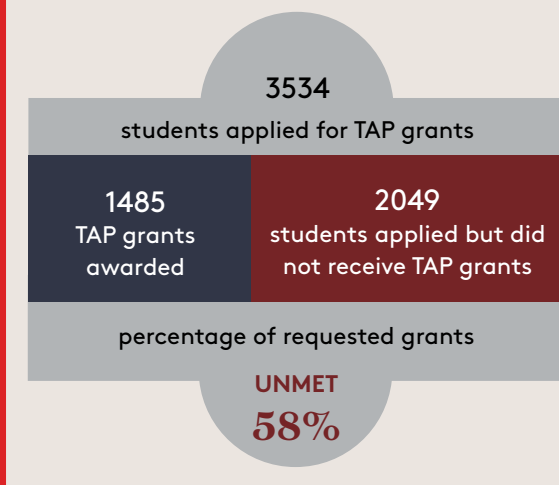
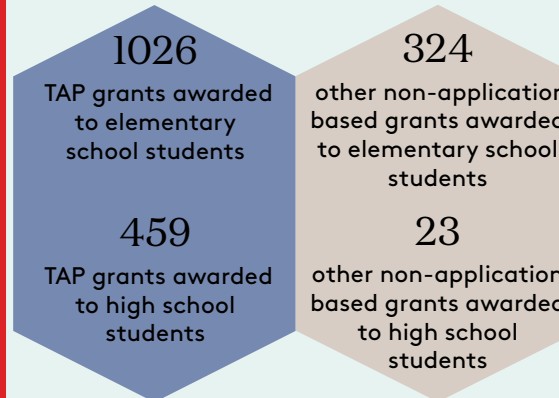


Tuition Assistance Funds Distributed



1832

=total grants awarded for tuition assistance



The Fulcrum TAP Grant Recipient Profile

72% of recipients self-identify as minority

Over **60%** of applicants qualify for the federal reduced lunch program

\$31,414

median family income of a TAP grant recipient

a Fulcrum TAP grant helps a family to fund on average

16.7% of the cost of an annual elementary school tuition

a Fulcrum TAP grant helps a family to fund on average

7.8% of the average cost of an annual high school tuition



Catholic Schools in the Archdiocese of Seattle

22,000

Catholic school students

62 elementary schools

11 high schools

\$7,149 average elementary school tuition

\$17,349 average high school tuition

99% high school senior graduation rate

Impact.

Revenue

General Gifts	\$2,081,942
Celebration of Light (Net)	\$923,783
Endowment Gains/(Losses)	\$2,559,049
Other Income	\$17,718
TOTAL	\$5,582,492

Program Services

Tuition Assistance Programs*	\$2,458,608
School Partnership Programs*	\$1,824,737
Leadership Programs	\$72,621
Program Planning and Management	\$190,541
TOTAL	\$4,546,507

Support Services

General Admin and Support	\$407,142
Annual Fundraising Expense	\$445,032
Capital Campaign Fundraising Expenses	\$193,667
TOTAL	\$1,045,841

Financials Fiscal Year 2018

* includes designated pass-thru gifts and non-program grant funding

Fulcrum Central Endowments: \$42M

Bertha Marie Allen Endowment for Tuition Assistance
 Deacon José Blakeley Tuition Assistance Endowment
 Boulanger Family Endowment for Tuition Assistance in Pierce County
 Archbishop Alexander J. Brunett Endowment for Families in Special Need
 The 21st Century Fund: An Endowment for Cabrini Students
 Archbishop Thomas A. Connolly Endowment
 Eckmann Endowment
 Guadalupe Endowment For Tuition Assistance
 James P. Healy Legacy Endowment for Tuition Assistance in Pierce County
 George and Debra Hofbauer Endowment
 Horrigan Scholarship for O’Dea High School and Notre Dame University
 Jesse Legacy Endowment
 Rhoady and Jeanne Marie Lee Endowment
 Lisa Luger Memorial Endowment
 Lundberg Family Endowment
 Archbishop Thomas J. Murphy Endowment
 Priests’ Endowment
 Blanche and Louis Schmidt Memorial Endowment Fund
 for Tuition Assistance
 Sisters’ Endowment
 Southwest Washington Endowment for Tuition Assistance
 St. Cecilia Catholic School Patron’s Endowment
 St. Elizabeth Ann Seton Catholic High School Endowment
 St. Elizabeth Ann Seton Endowment
 Students’ Endowment for Tuition Assistance
 Jim Sund and Dr. Anne Mulligan Scholarship Endowment
 Teachers, Staff and Principals Endowment
 Tucci Family Endowment
 Father Phil Wallace Tuition Assistance Fund
 Wyckoff Family Endowment

Custodial School Endowments

The Fulcrum Foundation serves as the custodian for individual school endowments. By combining resources under Fulcrum Foundation investment management, local schools benefit from the advice and services of Fulcrum’s fund manager and enjoy a reduced fund manager’s fee, while retaining discretion to invest their portfolios according to recommended options.

Cumulative Giving The Fulcrum Foundation proudly recognizes these major contributors whose sustained giving over time demonstrates their generous and long-standing commitment to Catholic education. This listing includes cash gifts and irrevocable planned gifts.

† signifies donor is deceased

\$12,000,000 or more

Estate of Theodore and Constance Hossfeld

\$7,500,000 to \$11,999,999

Bill & Melinda Gates Foundation

\$3,000,000 to \$7,499,999

Gift of Faith
The Norcliffe Foundation
St. James Cathedral Parish

\$2,000,000 to \$2,999,999

Anonymous
Archdiocese of Seattle
Tony and Michelle Audino
Elizabeth Dorothea Eckmann Trust
Pat and Mary Ellen Hughes
The Lee Family
Rhoady† and Jeanne Marie Lee
Charles and Yvonne Pigott
Ann Wyckoff

\$1,000,000 to \$1,999,999

Anonymous (4)
Richard and Sharon Abrams
Estate of the Honorable James P. Healy
Jim† and Timmie Hollomon
Mike and Mary Lee
The Office for Catholic Schools
St. Frances Cabrini School
Shea Homes Foundation
Frost and Margaret Snyder Foundation

\$750,000 to \$999,999

The Luger Family
St. Joseph School, Seattle
Michael and Mary Jo Tucci

\$500,000 to \$749,999

Anonymous
Academic Assistance Fund
Estate of Bertha Marie Allen
Edith and Ray Aspieri Family
Richard† and Mary Ann Boulanger
Pat and Shannon Cahill
Darrell† and Anne Jesse
The Magnano Family
Richard Mahoney and Lois Hartman
Deacon Larry and Karen McDonald
Pierce County Association of Catholic Education
Pierce County Deanery
James and Margie Rose
The Seattle Foundation
Michael and Marnie Schreck

\$250,000 to \$499,999

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Diagnos-Techs, Inc.
The Ferry Family Charitable Foundation
Richard and Maude Ferry
Bill and Roni Grady
George and Debra Hofbauer
Lakeside Industries
Rhoady Lee III and Alan Gartenhaus
Sharon Lee
Tim and Tina Lee
Elizabeth Miller
John and Mary Pat Osterhaus
Michael Patterson
Doug† and Ty Scheumann
Seton Catholic College Preparatory High School
John† and Rose Southall
Joe and Jenn Sprague
Vietnamese Martyrs Parish

\$100,000 to \$249,999

Anonymous (4)
J. Stephan and Linda Banchemo
Maralea and Joseph Binz
Bishop Blanchet High School
Deacon José† and Lucy Blakeley
Michael and Mary Rose Blatner
The Boeing Company Gift Matching Program
Bob and Julie Breshock
Jon and Deborah Buccola
Suzie Burke
Christ Our Hope Parish
Lucio and Marta Dalla Gasperina
The Society of Friends of St. Patrick
Kurt and Marie Geisel
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Hardgrove Foundation
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St. Mary Parish, Seattle
St. Patrick Parish, Seattle
Frederick and Connie Scheetz
Gary and Mimi Schulze
Seattle Preparatory School
Seattle University
James and Janet Sinegal
Dan and Theresa Twining
Philip VanDerhoef and Kathleen McKay
Estate of Edward C. Wartelle, Sr.
Peter and Karen Wickstrand

Mission.



Annual Contributors We are grateful for the annual contributors who support the programs and operations of the Fulcrum Foundation. The following includes all cash gifts to the Fulcrum Foundation between July 1, 2017 and June 30, 2018.

• signifies 10 or more gifts since 2002 • new donor • Celebration of Light Sponsor † signifies donor is deceased

\$1,000,000 or more

Richard and Sharon Abrams•
St. Frances Cabrini School•
Ann Wyckoff•

\$500,000 to \$999,999

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\$200,000 to \$499,999

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\$100,000 to \$199,999

Anonymous•
Timmie Hollomon•

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Christ the King Catholic School, Seattle
Eastside Catholic School, Sammamish
Forest Ridge School of the Sacred Heart, Bellevue
Holy Family Bilingual Catholic School, Seattle
Holy Family Parish School, Kirkland
Holy Family School, Auburn
Holy Family School, Lacey
Holy Rosary Bilingual Academy, Tacoma
Holy Rosary School, Edmonds
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Sacred Heart School, Bellevue

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St. Joseph School, Issaquah and Snoqualmie
St. Joseph School, Seattle
St. Louise School, Bellevue
St. Luke School, Shoreline
St. Madeleine Sophie School, Bellevue
St. Mark Parish School, Shoreline
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St. Mary School, Aberdeen
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St. Michael Parish School, Olympia
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