LEARNING UNLIMITED

Dear Friends and Partners,

It has been truly humbling to watch Learning Unlimited come into existence. Not even six months old, this little organization supports existing programs that serve thousands of high school and middle school students and helped found two new programs. There's an incredible hunger for Splash and its sibling programs: from the middle and high school students, looking for something more (and more meaningful) in their educations; from college students, seeking a way that they can really make a difference and become leaders that matter; and from parents and friends, who realize that tomorrow's world will demand innovation and creativity that can be taught today.

One year ago, if you'd asked me how LU would do, I would have told you that I didn't know. Maybe it would succeed, but maybe it would fizzle for one of the many reasons that seem to take out innumerable nonprofits. Well, now I know for certain that we're here to stay, and we're going to have a huge impact. I've seen Duke University and Northwestern University start new Splash programs. I've seen volunteers pull together to create an incredible organization. I've felt the camaraderie of a group of people who have devoted themselves to systemic change, to a network that will enable so many thousands of students to learn that they love learning. LU has knocked my socks off.

However, like any ambitious startup, we've had some challenges. We are humbled by the generosity shown every time we get our message out, but that message is not going far enough. Our mission is sustained by incredibly talented and devoted volunteers, yet we must step up to provide the knowledge and especially information technology support that our chapters depend on, in keeping with our unprecedented (and unexpected) expansion.

To you, our supporters and our friends, I say thank you for your support. I can hardly wait to tell you where we are in just three more months. This amazing ride has just begun.

With profound thanks,

Dan Zaharopol, CEO, Learning Unlimited

A Quick Guide to LU

Splash: A one- or two-day program, run by college students, in which high school and middle school students come to a college campus and take classes on everything from "The Origins of the Universe" to "Learn Ancient Greek" to "Swing Dance 101."

Learning Unlimited: An organization that supports the college students that run programs like Splash, networking them across the country and spreading the program to new colleges.

Chapter: A group of student leaders at a university that has accepted an invitation to join LU. Chapters vote on LU's leadership and guide the vision of the organization to meet the needs of the student leaders it serves.
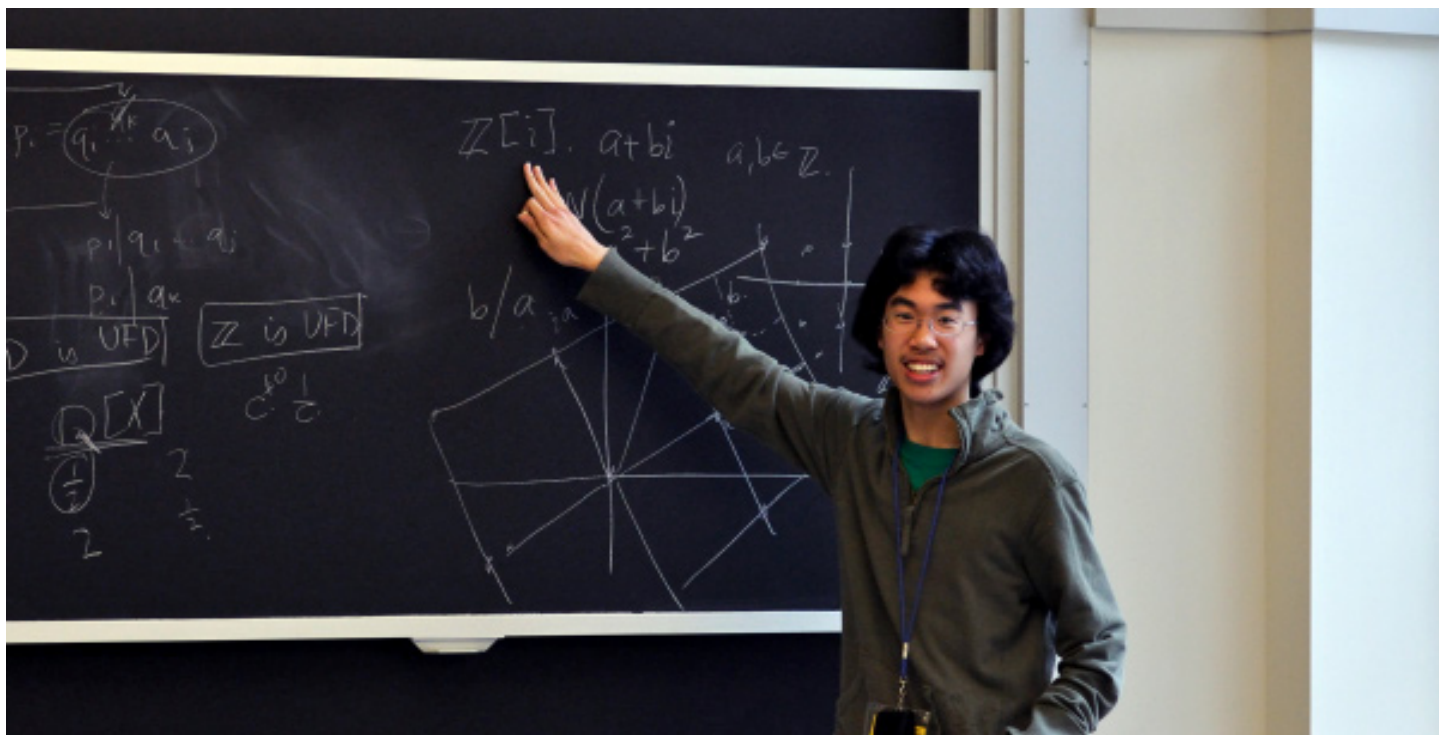
LU: January-March 2010

In Q1 2010, Learning Unlimited focused on building its internal capacity to meet the needs of its current and future member chapters and in supporting entrepreneurial college students in creating new Splash programs.

LU provided resources and support to students at Duke University and Northwestern University who have created Splash programs for their campuses, running in February and April of this year. Duke University received intense mentoring through a "partner system" developed by LU, in which two experienced Splash organizers mentor new leaders; Duke's mentoring consisted of extensive phone and e-mail conversations and two on-site visits (including the week prior to their program). Northwestern, led by an alumni leader from MIT's Splash program, received intense technical and design assistance, materials to train teachers, and a weeklong onsite visit for their Splash. Both Duke and Northwestern benefitted from LU's IT resources, which enabled hundreds of high school students to register for classes online, from home or from a school computer.

Internally, LU's mostly-volunteer staff has organized into "Teams," each of which controls a particular domain of our operations (Chapter Services, Information Technology, Public Relations, and Development). LU's only paid employee is its CEO, on a part-time salary.

In addition, the four founding chapters — MIT, Stanford, UChicago, and NYU — received their formal invitation to join LU in March.

The second quarter of 2010 will be quieter in terms of new programs and so LU will focus on developing resources for chapters, welcoming its new chapter board members, and completing its application for federal tax-exempt status. Additionally, LU will be mentoring new university teams of students that plan to run new Splash programs in Fall 2010, continuing our rapid expansion.

Progress on 2010 Goals

Goal: New programs run in at least two new schools, with evidence of sustainable leadership for future growth.

Progress: Completed, with new Splash programs at Duke University and Northwestern University; plans and a team are in place at both universities for future programs. Several other universities have expressed interest and are moving towards new programs; we expect to surpass this goal.

Goal: At least a 20% growth in students served nationally over 2009.

Progress: On track, with MIT Spark growing from 680 students in 2009 to 903 students in 2010 (32% growth), and new programs at Duke (serving 120 students) and Northwestern (serving 80 students).

Goal: Develop resources for chapters to improve their operations.

Progress: Partially completed. Preliminary resources for teacher training were created and distributed to Northwestern for their first program, but more development is important on this front. Detailed "checklists" for the various stages of running a program have been developed and distributed. More work with ideas in student and teacher recruitment and publicity is still necessary.

Goal: Maintain and offer IT resources for chapters.

Progress: On track. Our volunteer webteam, although strained, continues to offer all the services requested by both the existing and new Splash programs. There is worry that without funding for a full-time developer we will not have the manpower if we continue our current rate of expansion.

Goal: Offer consulting services to all chapters.

Progress: On track. Extensive mentoring has been provided for new startups, and those teams are now meeting to discuss how to continue to improve the mentoring process. Additionally, we have run teacher training programs for member chapters, assisted with media contacts, and continue to offer other services.

Goal: Establish communication channels between chapters.

Progress: Behind schedule. Although mailing lists and wikis have been created, the mailing list is not used very much and the wiki has little information on it. We are continuing to try to improve these resources for the chapters and encourage them to take advantage of each others' expertise. One notable success has been flying leaders from one program to another where they can meet face-to-face; this has produced a tangible sense of community and best practices have clearly been spreading from one chapter to another.

Goal: Launch an evaluation program.

Progress: Behind schedule. We continue to publish and analyze surveys for students and help programs to develop their own surveys, but we have not launched a comprehensive program so far.

Goal: Fundraise $80,000 for the following year's operations.

Progress: Behind schedule. So far, we have fundraised approximately $18,000, most of it being used for this year's operations. However, we are launching a program at Stanford Splash designed to further engage parents and plan to use this as a vehicle for improved fundraising.

Goal: Build internal structure, including a chapter board.

Progress: On track. Our internal communication involves weekly staff meetings via Skype and bi-weekly Board meetings, also via Skype. We additionally have three in-person Board meetings per year. The Chapter Board is forming and will elect a new member of the Board of Directors in late April.

Goal: Apply for and receive 501(c)(3) status.

Progress: On track. The application is approximately 60% completed, and will be a focus of our May operations.

Revenue and Financials

Revenue

Contributions: $18,540.00
Miscellaneous: $1.66
Total revenue: $18,541.66

Expenses

Travel to programs: $632.20
Printing: $1767.37
Salaries: $3250.00
Development: $419.09
IT: $360.57
Miscellaneous: $35.70
Total Expenses: $6464.93

Total Assets: $12,076.73

Acknowledgements

Learning Unlimited would be unable to do what it does without the incredible support of so many people.

We would like to thank:

- All of the volunteers who give their time to make LU what it is;
- Chapter Leaders, who put so much into their service and produce the most amazing programs imaginable;
- The MIT Venture Mentoring Service for their continuing support and advice;
- The Splash parents and others who have taken active roles in helping us prepare sessions for parents or giving us advice on our operations;
- And, of course, our donors and supporters who believe in what we do and have invested so heavily in our results.

Final Words

"I just love everything about Splash — the independence, the challenging classes, the group of people who go to Splash — just everything." *- A student at MIT Splash*