



501(c)(3) Non-Profit

# 2020 Annual Report

---



# Leadership Society of Arizona

## Mission Statement

Making Life Simple!

## Community Partners





# Leadership Society of Arizona Team

## Board of Directors



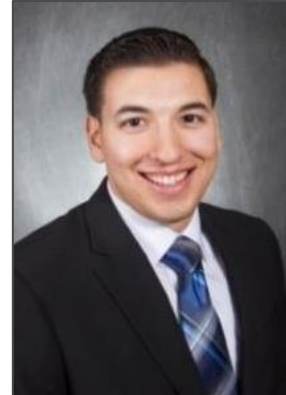
**Jacob Kashiwagi**  
Chairman of the Board



**Jake Gunnoe**  
Director



**Kayla Krassa**  
Director



**Alfredo Rivera**  
Director



**William Wood**  
Director

## Team



**Isaac Kashiwagi**



**Joseph Kashiwagi**



**Yutian Chen**



**Nguyen Le**



**David Krassa**



**Aubrey Kashiwagi**



**Abraham Kashiwagi**



**Charles Zulas**



# 2020 By the Numbers

Revenue: **\$199K**

Expenses: **\$134K**

Surplus: **\$65K**

In Bank: **\$120K**

Outreach	<b>468</b> People Contacted	<b>108</b> Videos Posted	<b>7</b> Articles Posted	<b>1,698</b> Avg Site Visitors	<b>14</b> Podcasts & Presentations
	<b>14</b> Programs	<b>290</b> Students	<b>92%</b> Student Satisfaction	<b>96%</b> Parent Satisfaction	<b>89%</b> Parent Reported Positive Impact
Results	<b>7/10</b> Repeat Partners	<b>2</b> New Partners	<b>+216</b> Newsletter Subscribers	<b>583</b> Books Sold	<b>+184</b> YouTube Subscribers



# 2020 Accomplishments

## Innovation and Developments

---

### Students

- Increased virtual programs from 0 (2019) to 9 (2020).
- Doubled success coaching students from 35 (2019) to 81 (2020).
- 25 coaching scholarships for students of underserved communities.
- New Getaway curriculum
- More engaging resources on YouTube (Leadership Society of Arizona)

### Parents

- New Free Virtual Parent Course
- Published 1 new book on teen mentoring (No-Influence Mentoring)

### Teachers

- 4 CTE teacher professional development trainings

### Community

- More engaging resources on YouTube Channel (Leadership Society of Arizona)
- More engaging resources on Instagram (@LeadershipAZ)



# Summary of Programs

---

**Summer** - - - - - 4 Programs | 87 Students | 96% Satisfaction | 22 New Success Coaching Students

**A New Leaf** - - - - - 1 Program | 11 Students | Very Satisfied | Significant Improvement in Behavior

**PUHSD Title VI** - - - - - 1 Program | 94 Students | 15 Workshops | 93% Satisfaction

**Valley Guardians** - - - - - 1 Program | 25 Students | 98% Satisfaction | 100% Improving in Personal Life

**Imagine Prep - Coolidge** - - - - - 1 Program | 10 Students | Very Satisfied | Only Afterschool Leadership Program

**Camps** - - - - - 4 Programs | 34 Students | 98% Satisfaction | 1 New Success Coaching Student

**Success Coaching** - - - - - 81 Students | 96% Satisfaction | 42% Decrease in Student Stress

**Coronado AzM2** - - - - - 1 Program | 48 Students | Conducted 5/8 Trainings | Cancelled Due to COVID

**Adult Training** - - - - - 4 Educators, 1 Parent | 100% Satisfied | Decluttered Life and Classroom

**Family Workshops** - - - - - 2 Workshops | 16/19 Students/Parents | 96% Satisfaction



# Balance Sheet and Income Statement

<i>Leadership Society of Arizona</i>		<b>BALANCE SHEET</b>	
For Accounting Year 2020 January 1, 2020 - December 31, 2020			
<b>TOTAL ASSETS</b>		<b>TOTAL LIABILITIES</b>	
<b>\$119,717</b>		<b>\$0</b>	
<b>CURRENT ASSETS</b>		<b>CURRENT LIABILITIES</b>	
Cash in Bank	\$118,741	Accounts Payable	\$0
Inventory	\$0	Taxes Payable	\$0
Prepaid Expenses	\$0	Notes Payable (due within 12 months)	\$0
Other	\$0	Current Portion Long-term Debt	\$0
<b>TOTAL</b>	<b>\$118,741</b>	Other current liabilities (specify)	\$0
		<b>TOTAL</b>	<b>\$0</b>
<b>FIXED ASSETS</b>		<b>LONG-TERM LIABILITIES</b>	
Machinery & Equipment	\$976	Bank Loans Payable (greater than 12 mc)	\$0
Furniture & Fixtures	\$0	Less: Short-term Portion	\$0
Leasehold Improvements	\$0	Notes Payable to Stockholders	\$0
Real Estate / Buildings	\$0	Other long-term debt (specify)	\$0
Other	\$0	<b>TOTAL</b>	<b>\$0</b>
<b>TOTAL</b>	<b>\$976</b>		
<b>OTHER ASSETS</b>		<b>OTHER LIABILITIES</b>	
Specify	\$0	Specify	\$0
Specify	\$0	Specify	\$0
Specify	\$0	Specify	\$0
<b>TOTAL</b>	<b>\$0</b>	<b>TOTAL</b>	<b>\$0</b>
<b>NET WORTH</b>		<b>\$119,717</b>	
<b>TOTAL LIABILITIES &amp; NET WORTH</b>		<b>\$119,717</b>	
2429 East Hermosa Vista Drive Mesa, Arizona 85213			
<a href="http://www.LeadAZ.org">www.LeadAZ.org</a>			

<i>Leadership Society of Arizona</i>		<b>INCOME STATEMENT</b>	
For Accounting Year 2020 January 1, 2020 - December 31, 2020			
<b>INCOME</b>			
Program Revenue	\$171,799.57		
Sales Revenue	\$1,151.86		
Grant Donations	\$0.00		
Private Donations	\$3,232.84		
Government Funding	\$22,277.00		
Other Income	\$144.24		
		<b>Total Income</b>	<b>\$198,605.51</b>
<b>EXPENSES</b>			
Program Costs	\$12,893.16		
Cost of Goods Sold	\$90.53		
Marketing	\$6,259.97		
Bank Charges/Fees	\$0.00		
Contractor Wages	\$69,425.81		
Insurance	\$1,293.00		
Office Supplies & Software	\$5,703.08		
Legal/Professional Services	\$6,099.00		
Taxes/Licenses	\$5,933.92		
Operating Expenses	\$25,999.79		
Fundraising Expenses	\$50.00		
Other Expenses	\$109.54		
		<b>Total Expenses</b>	<b>\$133,857.80</b>
<b>EXCESS/LOSS</b>		<b>\$64,747.71</b>	
2429 East Hermosa Vista Drive Mesa, Arizona 85268			
<a href="http://www.LeadAZ.org">www.LeadAZ.org</a>			



# 2021 Vision

---

## **Programs**

- New Summer Curriculum

## **Other**

- New Coaching Mobile App
- Increase Outreach Efforts for Summer
- Release New Book (No-Influence Leadership)
- Outreach for New Programs and Partners