

## THE EXECUTIVE DIRECTOR'S REPORT

Around 350 BC, Aristotle wrote, "For the things we have to learn before we can do them, we learn by doing them." The concept of learning through experience is ancient and while a hands-on approach is enlightening, it is through reflection on the experience where learning occurs. As we enter the seventh year providing the Get REAL Financial Reality Fair program, it's a valuable opportunity for us to look at the learning and growth achieved at the foundation.



This past year was monumental in the number of students reached, however we were recently reminded by one of the principals from our first schools, "Even with the impressive numbers, it's the individual student and family that matters. That's where the stories, the heart, and the impact resides. You impact one young person through their experience in the reality fair, you positively influence their pathway for a lifetime and the likelihood that life lessons of financial literacy will be passed on through children of their own. This is what we refer to as a legacy." What a powerful reminder how our foundation goals are achieved, not by increase in headcount, but increase in the lives of those young people we meet.

Experiential learning focuses on the learning process for the individual. The Get REAL Financial Reality fair program teaches students budgeting through interaction and observation, as opposed to reading about the process or being told by parents and/or teachers that it is necessary for successful living. It provides valuable insight that is significant to the students overall understanding of the real-world environment.

Hunter, a student who participated in a reality fair a few years ago recently connected with a volunteer from a fair he attended. At the fair, Hunter picked a high paying job, bought an expensive house, and purchased a lot of other high-end amenities for a lavish lifestyle. Even though those choices put him way over budget, he felt it didn't matter because he had such a high income and it would all work out. In real life, Hunter was not used to managing his personal financial needs: he received \$200 per week allowance, his unlimited and many times over limit cell phone charges, his own car, insurance and gas and clothes were paid for by his parents. Unfortunately, Hunter's parents divorced right about the time he graduated. His mom couldn't help him financially; he drifted from one low paying job to the next. We caught up with him when he was about 20. He said, "you know that fair we did at the high school? Well I've been thinking about it and I'm trying to make a budget and stick with it and set some personal goals. I'm just not able to buy everything I want, and I have to save something." We are just starting to see the fruits of our labor with stories like Hunter's.

In the seven years since we held our first fair, we've gone from a small organization doing just a few fairs a year to covering all of Alaska and growing throughout Hawaii. We have learned from our errors, adjusted to correct, and we've innovated where necessary. All of this has served our consumers as we bring financial education to our high school students in a comprehensive, fun, more interactive way than we could seven years ago and I know as we move forward into the next seven years that we will be giving these students something they will find value in, for the rest of their lives.

**Karina Wentworth** - Executive Director



## STATEMENT OF FINANCIAL CONDITION

ASSETS	2017	2016
UNRESTRICTED CASH	\$116,646	\$34,785
RESTRICTED CASH*	100,410*	100,150*
PREPAIDS	955	-
RECEIVABLES	940	-
OTHER ASSETS	-	-
<b>TOTAL ASSETS</b>	<b>\$218,951</b>	<b>\$134,935</b>
<b>LIABILITIES &amp; EQUITY</b>		
TOTAL LIABILITIES	\$17,642	\$12,530
RESTRICTED EQUITY	100,410	100,150
UNRESTRICTED EQUITY	100,899	22,255
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$218,951</b>	<b>\$134,935</b>
<b>STATEMENT OF INCOME &amp; EXPENSE</b>		
<b>INCOME</b>		
DONATIONS	\$387,200	\$205,700
GRANTS	5,600	10,000
MEMBERSHIP	-	-
MISC. OPERATING INCOME	12	-
INTEREST ON CASH	66	77
INTEREST ON RESTRICTED FUNDS	260	150
<b>TOTAL INCOME</b>	<b>\$393,138</b>	<b>\$215,927</b>
<b>OPERATING EXPENSES</b>		
COMPENSATION & BENEFITS	\$192,228	\$108,847
TRAVEL & CONFERENCE	33,784	31,972
PROGRAM RESOURCES	22,886	31,958
PUBLIC RELATIONS	12,975	19,029
SUPPORT SERVICES	18,780	18,780
OFFICE OPERATIONS	13,931	14,324
OFFICE OCCUPANCY	14,869	10,500
PROFESSIONAL SERVICES	1,265	9,387
PROMOTIONAL	2,378	2,959
ADVERTISING	1,138	148
RESEARCH	-	-
<b>TOTAL OPERATING EXPENSES</b>	<b>\$314,234</b>	<b>\$247,904</b>
<b>NET INCOME</b>	<b>\$78,904</b>	<b>\$(31,977)</b>

\* The Financial Reality Foundation manages a pass-thru grant of \$100,000 that was received in 2015. While on deposit, the funds have earned \$410 in interest income.

## THANK YOU TO THE FOLLOWING FOR THEIR GENEROUS GIFTS IN 2017

**Alaska USA Federal Credit Union  
Credit Union 1  
MAC Federal Credit Union  
Matanuska Valley Federal Credit Union  
Northern Skies Federal Credit Union  
Tongass Federal Credit Union  
National Credit Union Foundation**

THE FOLLOWING CREDIT UNIONS SPONSORED REALITY FAIRS IN 2017 AT THEIR LOCAL HIGH SCHOOLS USING A TURN-KEY PACKAGE PROVIDED BY THE FOUNDATION

**Alaska USA Federal Credit Union  
Aloha Pacific Federal Credit Union  
Credit Union 1  
Denali Federal Credit Union  
Gather Federal Credit Union  
Hawaiian Financial Federal Credit Union  
HawaiiUSA Federal Credit Union  
MAC Federal Credit Union  
Matanuska Valley Federal Credit Union  
Schofield Federal Credit Union  
Tongass Federal Credit Union  
True North Federal Credit Union**



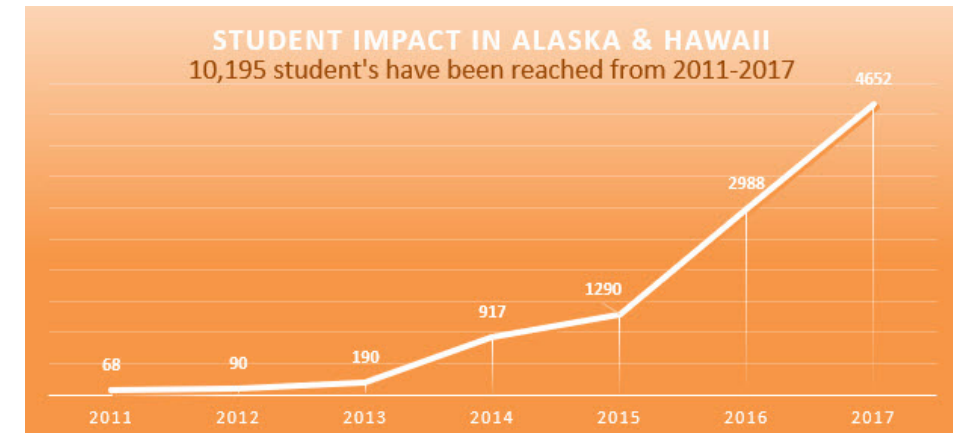
## OUR MISSION

The Financial Reality Foundation was formed in August 2014, by Matanuska Valley Federal Credit Union as a 501 (c) (3) non-profit to provide consumers of all ages an opportunity to learn about personal finance in a realistic and memorable way by providing programs that develop their skills and lead them to achieve their financial goals. The programs created and supported by the foundation are at no cost to the consumer, partnering schools, business or community members.

## OUR PROGRAM

The Get REAL Financial Reality Fair program has been a successful tool for schools to provide their graduating seniors a fun, hands-on way to learn about managing personal finances. The growth of this program is largely in part due to the collaboration efforts of Alaska and Hawaii Credit Unions and from the continued support of community businesses who assist students in making decisions about everyday expenses and by providing financial advice to help them make a budget.

The FRF goal is to reach every enrolled high school senior in Alaska and Hawaii each year. Due to the rising demand for reality fair events, it was necessary to allocate more funds in 2017 in the areas of: compensation, travel, public relations, and program resources. A part-time Member Education Officer was hired to accommodate the growth in Hawaii. We saw tremendous growth in locations outside our local area including remote locations in Alaska and neighboring islands in Hawaii. We held 57 events in Alaska and 21 events in Hawaii. Our volunteer base increased from approximately 400 volunteers in 2016 to over 900 in 2017.



## A MESSAGE FROM OUR BOARD CHAIR

"On behalf of the Financial Reality Foundation (FRF) board, I'm extending a huge thank you and our sincere gratitude for your help. Students and parents quickly see the importance of financial education when hundreds of businesses and financial institutions work together to provide a Get REAL Financial Reality Fair. Financial reality fairs have enriched student's lives throughout Alaska and Hawaii and participants are more aware of the decisions they will have to make to be financially comfortable as adults. This enrichment and awareness is possible because of the volunteers, financial supporters and the enthusiasm and hard work of the FRF staff."

*Gaye Sarvela, Chairperson - Financial Reality Foundation*