



2011 Spark Summary

> An overview of Spark's financials, growth, and key accomplishments in 2011

2011 was a truly transformative year for Spark. With the launch of Spark Chicago in April, Spark became a national organization, expanding to provide 525 apprenticeships (up 72% from 2010). Spark secured the seed funds needed to launch in Oakland, CA, in Fall 2012, and partnered with the Wharton School at the University of Pennsylvania to launch Spark Philadelphia in 2013. In Fall 2011, two national media outlets highlighted Spark, bringing it to more than 10 million Americans, and creating a response from 23 states to request further growth.

Income	2011	2010
Foundation support	\$983,965	\$609,029
Individual support	\$458,284	\$285,376
Corporate support	\$105,444	\$97,860
Net assets released from restrictions	\$39,000	\$68,500
Total Contributed Income	\$1,586,693	\$1,060,765
Sublease rental income	\$4,400	\$6,900
Investment income	\$736	\$443
Other income	\$2,512	\$2,475
Total Earned Income	\$7,648	\$9,818
TOTAL REVENUE & SUPPORT	\$1,594,341	\$1,070,583

Expenses	2011	2010
General & Administrative	\$53,110	\$36,631
Program	\$1,213,713	\$846,937
Fundraising	\$212,262	\$148,607
TOTAL EXPENSES	\$1,479,085	\$1,032,175
TOTAL NET ORDINARY INCOME	\$115,256	\$38,408

Other Income/Expenses	2011	2010
Other income	\$122,000	\$35,000
Other expenses	(\$39,000)	(\$68,500)
Net other income	(\$83,000)	(\$33,500)
NET INCOME	\$198,256	\$4,908