



Annual Report 2022

A Message from Aly

Dear friend,

When I quit my job in finance to work on UPchieve full-time, just about everything about UPchieve was unproven. I didn't know if anyone would be willing to volunteer their time to tutor students they'd never met online, let alone how effective the tutoring might be. In the five years since, volunteers have helped us match over 100,000+ tutoring requests from 25,000+ low-income students across the country.

For a while now, students have told us that access to UPchieve is changing their lives. I've been personally inspired by the stories of students who used our platform to become the first in their family to attend college, who grew to conquer subjects they previously thought impossible, or who simply passed the last class they needed to graduate high school on time. In the pages that follow, you'll also see the results of our first-ever impact study, which strongly supports what students have been telling us all along: that using UPchieve puts them on the path to succeeding in high school and beyond.

Without the support of our extraordinary community, UPchieve would still be just an unproven idea. Whether you've volunteered as a coach, supported our work with a donation, or helped us spread the word, thank you for making our platform what it is today.

With gratitude,



Aly Murray

Founder & Executive Director,
UPchieve



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Mission Statement

To democratize access to academic support so that low-income students have an equal opportunity to finish high school, attend college, and achieve upward mobility.



Our total impact since inception:

100,000+

matched on-demand sessions

25,000+

students reached across the U.S.

55,000+

hours of free tutoring and college counseling



"I struggled in Math and Chemistry a lot, and I never thought I would get an A for both this semester, but I did! I have straight A's right now and I am so grateful to UPchieve tutors who helped me achieve this goal!"

- Hanan, UPchieve Student

In 2022, we expanded into humanities tutoring by launching three highly requested topics:

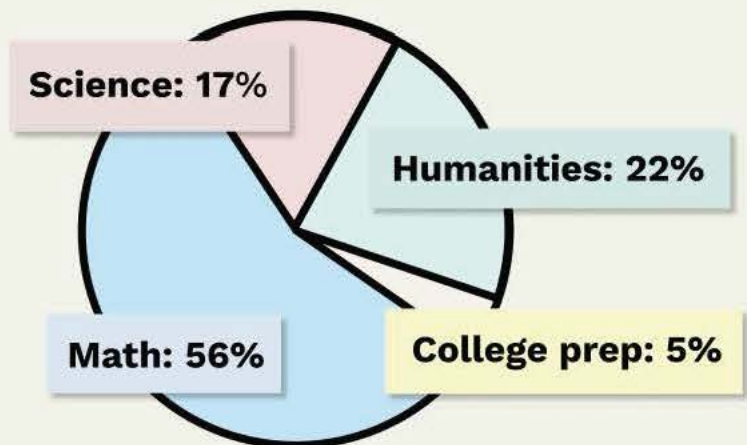


English Language Arts:
Reading, Essays



Social Studies:
U.S. History

Tutoring requests in 2022, by subject



In addition to getting better grades, our students also found comfort knowing that they were not alone on their academic journey:

"UPchieve has impacted me in areas larger than just academically. It has given me a support system in stressful times. Without the comfort of private tutors that my peers had, I knew I would have to work even harder to ensure I don't fall behind. Having UPchieve meant that I wouldn't have to work alone or live with the constant anxiety of falling behind."

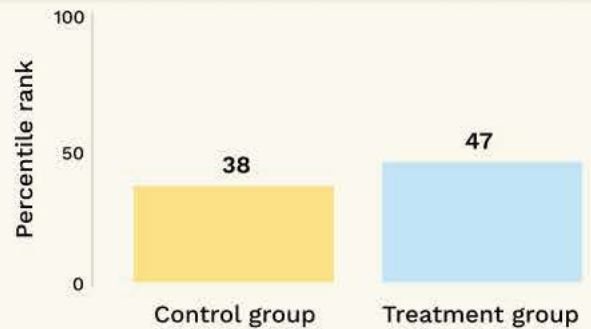
- Xin, UPchieve Student

During the 2021-2022 school year, we partnered with the researchers at Mathematica to design and conduct a 14-week RCT research study that measured the impact of UPchieve tutoring on 9th and 10th graders. We've summarized the study's key findings below.

UPchieve had a large positive impact on students' math performance

Test scores increased by 9 percentile rank points (or .23 SDs), moving students on average from below grade level to on grade level. For context, this effect size is equal to **eight months of additional math learning!**

Average percentile rank on the post-study Star Math assessment by treatment status



Average post-study math motivation by treatment status



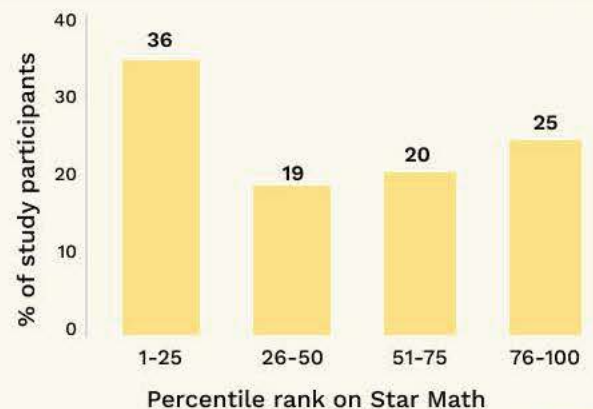
UPchieve also had a large impact on key SEL measures like motivation

Students in the treatment group saw improvements in their academic engagement, motivation, and confidence — key mindsets which have a ripple effect throughout a student's academic career.

UPchieve tutoring works for a wide range of students

Study participants were predominantly low-income students of color, with a wide range of math test scores, motivation, and confidence at baseline. Students from all backgrounds benefited from having additional math tutoring sessions on UPchieve.

Star Math test scores for study participants at baseline



Notes:

- 1) The sample size was 89 students—44 in the control group and 45 in the treatment group.
- 2) The conclusions made on this page are those of the authors and do not necessarily reflect the views of Mathematica.

Read the full study



Student

No.2391

Meet Stacy



Favorite subject Math	State MA	Grade 10th	Joined UPchieve 09/27/2022
Hobbies Track & Cooking	Top requested subjects English & Geometry		

How has UPchieve impacted your grades?

“Before, my math grades were in the 70’s, but after UPchieve, it’s in the 90’s and my GPA is moving up which I’m grateful for. Not just on homework, but on tests, thanks to the coaches!”

Tell us about a memorable session you’ve had.

“I think that would be the first time I used UPchieve. I was surprised because I didn’t expect the tutors to help me so well. I started crying and screaming when I got it and then it helped me realize how good UPchieve was.”

How has UPchieve changed how you think about yourself and your ability to succeed academically?

“Before UPchieve, I felt like I wasn’t smart, I felt like a dumb person in math. Now, if I have a math problem in class, people come to me for help! And if I don’t understand it, I tell them they can go on UPchieve.”



What motivates you to do well in school despite the challenges you face?

“My parents. Before I came here from Ghana, they would tell me America has many opportunities. They told me If I’m struggling, I should keep going. No matter the struggle, I’ll end up with a better life because there are many opportunities. I must keep going forward.”

Volunteer

No.2392

Meet George

Hours volunteered 1000+ hours	Joined UPchieve 12/17/2019	Students impacted 850+ students
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Certified subjects

Prealgebra, Algebra 1, Algebra 2, Trigonometry, Precalculus, Calculus AB, Calculus BC, Physics 1, Integrated Math 4



Tell us about your early days with UPchieve.

"I joined UPchieve in December 2019. In those days, UPchieve had only a few students. UPchieve convinced me to carry my cellphone with me. When it rang with an UPchieve request, that was a surprise. I had to learn how to answer the cellphone! Prior to UPchieve, I used it only to call AAA when the car broke down."

Why did you want to be a volunteer at UPchieve?

"From 1971 to 2000, I worked as an engineer, and from 2000 to 2018, I taught Physics Labs at Wellesley College. When I retired in 2018, I wanted to keep helping students, preferably online. I found UPchieve, and it was the ideal choice."

What has being an UPchieve coach taught you about yourself?

"I've learned that I like doing this kind of coaching. Through coaching, I've learned to go through things in a controlled, step-by-step fashion, then I and the student are more likely to get the right answer together."

What's your hope for the future of education?

"I hope that American middle schools and high schools become better integrated into their communities and use the resources their communities provide. UPchieve is a good start, but schools have a long way to go."

Meet the Team



This picture was taken during our 2022 Annual Staff Retreat at the original UPChieve office at Blue Ridge Labs in Brooklyn, New York.

In 2022, our team experienced tremendous growth, expanding from 12 to 18 members!



Our team got to visit the Brooklyn Botanical Garden during our retreat!



Aly Murray

Founder & Executive Director



Ashley Rios

Partnerships Manager



Bailey Lowenthal

Programs Manager



Candace Kassman

SEO Manager



Chris Shaw

Product Lead



Dave Sudia

Chief Technology Officer



Fern Sanchez

Software Engineer



Grace Kim

Designer



Haley Brandt-Erichsen

Software Engineer



Jamaica Yancy

Partnerships Manager



Jericho Apo

Director of Marketing



Katy Laird

Director of Programs



Katie O'Connor

Partnerships Manager



Mark Espinoza

Programs Manager

70%

of UPChieve staff members identify as formerly low-income, BIPOC, or first/second-gen immigrants.



Maurissa Buster

Content Marketing Manager



Nataly Miranda

Partnerships Manager



Sam Conley

Director of Development



Trey Stevens

Software Engineer

How to Get Involved

Become a volunteer

Are you passionate about education and want to make a difference in the lives of students?

Join our community of inspiring volunteers today!

[Become a Volunteer](#)

Become a corporate partner

Looking to scale your team's impact? UPchieve partners with companies of all sizes to engage employees as academic coaches on our platform!

[Request a Demo](#)

Sponsor a school

UPchieve School Heroes help to make our mission a reality by sponsoring the cost of the platform for an entire school or district with a donation that starts at \$5k. You have the power to deliver UPchieve to thousands of low-income students!

[Become a School Hero](#)

learn more @
upchieve.org



Our team and members of our Associate Board were joined by supporters in Dallas for an evening of conversation about pressing issues in education.

Donate to UPchieve

Help UPchieve reach all 8 million low-income high school students!

Make a donation and join all of those who've already pledged to democratize education with UPchieve.

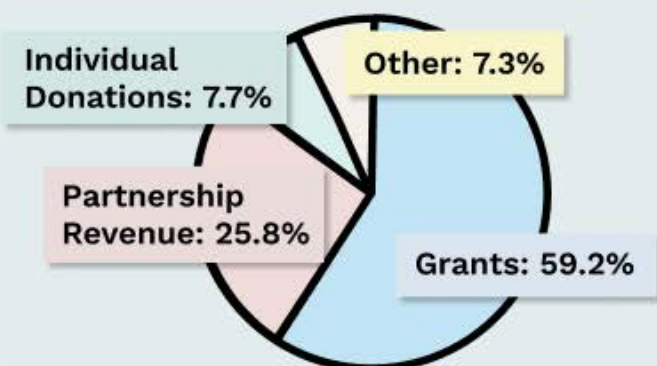
[Donate](#)

Statement of Financial Position

Assets	2022	2021
Cash	\$2,414,473	\$2,474,439
Unconditional Promises to Give	\$980,758	\$298,810
Prepaid Expenses	\$7,187	\$20,267
Software, net	\$428,058	\$274,067
Total Assets	\$3,885,476	\$3,067,583
Liabilities		
Accrued Expenses	\$-	\$35,431
Accrued Payroll	\$2,485	\$3,338
Deferred Revenue	\$-	\$15,000
Paycheck Protection Program Loan	\$-	\$77,579
Total Liabilities	\$2,485	\$131,348
Net Assets		
Without Donor Restrictions	\$2,969,381	\$2,263,335
With Donor Restrictions	\$913,610	\$672,900
Total Net Assets	\$3,882,991	\$2,936,235
Total Liabilities and Net Assets	\$3,885,476	\$3,067,583

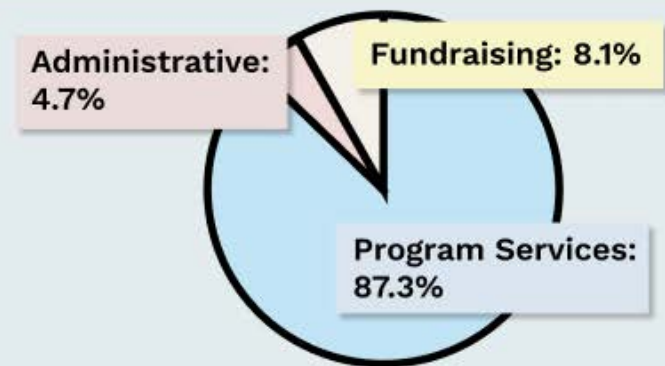
Income

Total Income: \$2,621,620



Expenses

Total Expenses: \$1,824,477



Our Supporters

\$250,000+	\$100,000- \$249,999	\$50,000- \$99,999
Atlassian	Arbor Rising	Fast Forward
Overdeck Family Foundation	AT&T ★	Goldman Sachs ★
	Verizon	Guggenheim Capital
		Medtronic ★
		Voqal
\$20,000-\$49,999		
AEA Investors 🍏	HPE Foundation	Monday.com ★
Capital Group	Ian Taylor 🍏	Ross Boucher 🍏
Cigna ★	Kelly McGowan & Tim Brady 🍏	The Synopsys Foundation ★
\$10,000-\$19,999		
Boston Scientific ★	NVIDIA ★	TeleSign ★
Brian & Sarah Michelle Levin 🍏	Okta	Twilio ★
	PwC ★	
Magoosh ★	Santander ★	
\$2,500-\$9,999		
Aminad Consulting ★	Company Ventures	Laura & Walter Elcock
Armstrong Foundation	David Crawford	Marguerite Hoffman 🍏
Braze ★	Dr. Julie Ahmed & Dr. Sulman Ahmed	Sharon & Michael Young
Byrne Family Foundation 🍏		Viking Global Foundation
Chip & Donna Hazard 🍏	James & Julia McGovern	

Corporate Partner ★
 School Hero 🍏



Thank you to the incredible members of our Associate Board for their support of our mission in 2022!



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