

2017 Funders, Supporters, and Financials

We are indebted to the funders who support Bridgespan. Grants from these organizations and individuals have been committed to our leadership work, to our knowledge work, and to discretionary funds earmarked for clients that might otherwise be unable to engage our services.

(Includes grants for which revenue was recognized in 2017)

The Bridgespan Group Funders 2017

Anonymous (2)

The Atlantic Philanthropies

Bain & Company

Bill & Melinda Gates Foundation

The Edna McConnell Clark Foundation

The Fidelity Foundation

Ford Foundation

J.B. and M.K. Pritzker Family Foundation

JPB Foundation

The MacArthur Foundation

The Omidyar® Network

Robertson Foundation

The W.K. Kellogg Foundation

The William and Flora Hewlett Foundation

Leading for Impact Funders

Atlanta

Anonymous (2)

The Robert W. Woodruff Foundation

The Arthur M. Blank Family Foundation

James M. Cox Foundation

The Kendeda Fund

Nonami Foundation

Boston

Anonymous (1)

Barr Foundation

Anita and Josh Bekenstein

The Lynch Foundation

Mark Nunnally and Denise Dupré

Laurene and Scott Sperling

Chicago

Pritzker Foundation

Mary and Paul Finnegan

Krehbiel Family

Deborah and Steve Quazzo

Polk Bros. Foundation

The Pritzker Traubert Family Foundation

Barb and Ted Rouse

Tim Schwertfeger and the Best Portion Foundation

Seattle

The Seattle Foundation

Ballmer Group

Bill Lewis

Raikes Foundation

Evelyne Rozner and Matt Griffin

Kathy Surace-Smith and Brad Smith

Maggie Walker

Leading for Impact Funders (Continued)

Washington, D.C.

Anonymous (1)

Meyer Foundation

Lisa and Josh Bernstein

The Case Foundation

Wendy Goldberg

Don Graham

Rob Stewart

Frank Williams

Mary Menell Zients

The Bridgespan-Bain & Company Partnership

Bridgespan and Bain & Company are separate, independent organizations with no legal affiliation; however, the close relationship between the two has been a key factor in Bridgespan's history and development. In addition to having incubated Bridgespan and committing more than \$10 million in seed capital and ongoing grants—plus essential infrastructure support—Bain generously offers Bridgespan employees access to its intellectual capital and thought leaders. In turn, Bridgespan hosts Bain consultants for six-month externships. We also are privileged to have Bain senior management team members serving on our Board of Trustees.

2017 Financials

Statement of Activities

Internal Financials-2017

Dollars in thousands

| | Unrestricted | Temporarily Restricted | Total |
|--|---------------|------------------------|---------------|
| Revenue, Grants and Other Support | | | |
| Consulting Fees | 27,610 | - | 27,610 |
| Grants | - | 10,926 | 10,926 |
| Assets released from prior restriction | 19,836 | (19,836) | - |
| Interest and other income | 1,236 | - | 1,236 |
| Total Funding | 48,682 | (8,910) | 39,771 |
| Expenses | | | |
| Salaries and Benefits | 35,636 | | |
| General Office | 7,023 | | |
| Occupancy | 3,197 | | |
| IT | 1,447 | | |
| Total Expenses | 47,304 | | |
| Change in Net Assets | 1,378 | (8,910) | |
| Net Assets at beginning of year | 22,988 | 47,217 | |
| Net Assets at end of year | 24,366 | 38,307 | |

Statement of Financial Position

Dollars in thousands

The Bridgespan Group is a nonprofit 501(c)(3) organization.

| ASSETS | 2017 | 2016 |
|---|---------------|---------------|
| Cash and Cash Equivalents | 12,853 | 20,144 |
| Accounts Receivable | 8,024 | 5,493 |
| Unbilled Work in Progress | 111 | 203 |
| Grants Receivable | 30,017 | 38,909 |
| Prepays and Deposits | 1,477 | 1,226 |
| Investments | 19,929 | 13,959 |
| Property and Equipment, Net | 5,396 | 2,580 |
| Total Assets | 77,808 | 82,514 |
| LIABILITIES AND NET ASSETS | | |
| Liabilities | | |
| Accounts Payable and Accrued Expenses | 6,729 | 5,543 |
| Deferred Compensation | 6,359 | 4,764 |
| Deferred Revenue | 2,047 | 2,002 |
| Total Liabilities | 15,135 | 12,309 |
| Net Assets | | |
| Unrestricted | 24,366 | 22,988 |
| Temporarily Restricted | 38,307 | 47,217 |
| Total Net Assets | 62,673 | 70,205 |
| Total Liabilities and Net Assets | 77,808 | 82,514 |