

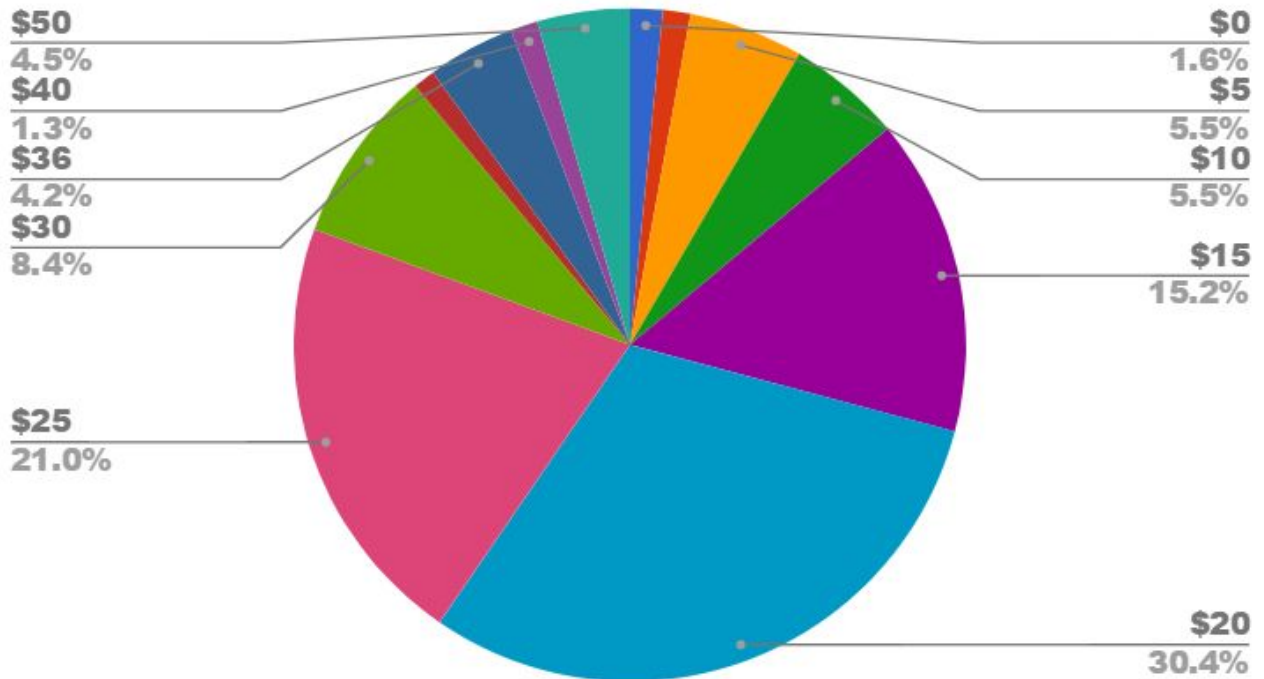


Greetings,

Accessible Tutors was founded to level the playing field of out-of-school educational supports through a pay-what-you-can model. We sought to foster long-term educational growth, involve the high school and broader Montclair community, and do so in a way that is accessible to all. One-on-one tutoring is an incredibly effective tool that improves grades, test scores, students’ confidence, and future success. The open market values these services highly with average prices ranging from \$50-\$120 in Montclair, but with those prices, high quality tutoring is not open to all.

Since our first session in late November of 2016, Accessible Tutors has provided 381 hours of tutoring. Within our pay-what-you-can system, we have provided sessions between \$0 and \$50 per hour. The average payment per session was \$21.93, and, including transactional costs, our average revenue per session was \$21.06. 29% of sessions were provided for \$15 or less, 31% for \$20, and 40% for \$25 or more.

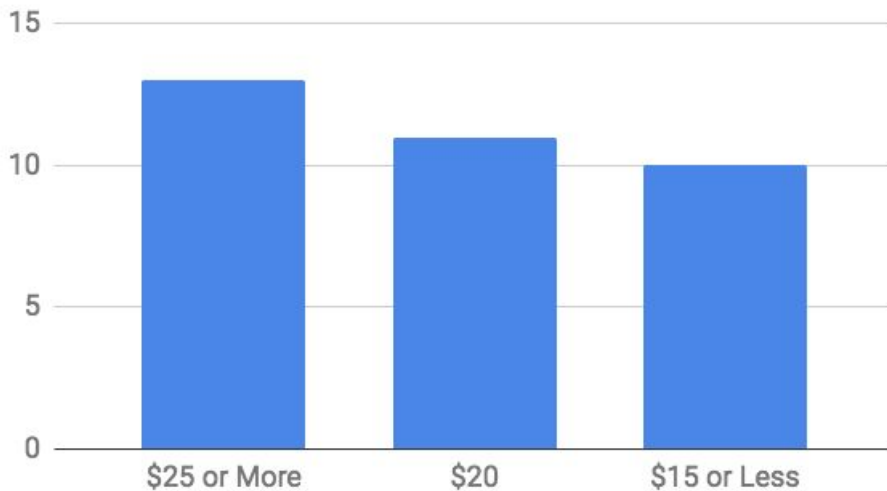
### Accessible Tutors Payment Breakdown on 381 Sessions





So far, Accessible Tutors has provided tutoring for 34 students. Within those 34 students, 13 paid \$25 or more, 11 paid \$20, and 10 paid \$15 or less.

**Number of Students in Payment Ranges**



Long-term educational growth was one of our main goals at Accessible Tutors. The majority of our students met with their tutors on a regular basis over a long period of time, with an average number of sessions per student of 11.2. Through this kind of regular commitment, we received feedback of increased foundational skills, strong grades in the class as a whole (not just one test), and increased overall confidence.

Getting high-achieving high school students involved in Accessible Tutors was a goal from the start. This school year, we paid 23 tutors a total of \$7,620 at a rate of \$20 per hour. Twenty-two of those 23 were public school students from Montclair High School. Besides tutors’ wages, other expenses included transactional processing fees, postage, envelopes, and website expenditures.

Community involvement has been a foundation of both our model and our success. We have received support from school principals, other administrators, teachers, PTA members, the Montclair Chapter of the NAACP, the Montclair Public Library, private support, and local publications, including Montclair Local and Baristanet. Most importantly, we could not exist without the support and help of our parent organization, HackNCraftNJ a 501(c)(3) nonprofit. In the upcoming year, we hope to



further our relationships with the school administration and other community organizations.

In starting Accessible Tutors, we were moving into uncharted waters. The question of the viability of a pay-what-you-can tutoring service was unanswered. Through this first school year of operation we learned that pay-what-you-can works. The model was flexible and allowed for multiple clients to change their payments (both up and down) throughout the year. We didn't have to turn down a single student based on ability to pay. Despite what one might assume about how people will behave given the chance to pay whatever they choose, we instead saw a giving and kind community.

Over the year, we've grown and developed: we moved payment systems from Quickbooks to Paypal on our website, we worked on finding the best ways to pay our tutors and have been able to consistently send checks every two weeks, and we've gained a lot of valuable experience. Presently, our system of payment and keeping track of sessions is not perfect, but it has improved and will continue to improve.

Both through private donations and average revenue per session exceeding tutor wages per session, we ended the school year with a surplus of \$530. Ending the year with a surplus (which will be held to subsidize future tutoring) tells us that we have room to take on more in-need students and gives us a clear goal for the next school year. Next year, we will strive to increase our reach: we will work towards hiring more tutors, providing more tutoring, and especially providing more subsidized tutoring.

To conclude, I would like to thank everyone that was involved in this project from its inception at about this time last year to today. Parents, students, tutors, members of the community, and everyone else who interacted with this program along the way are at the core of where and what we are today. I am extremely grateful for the help we've received and extremely excited for our future prospects.

Sincerely,

Owen Kaplan  
Founder and Project Manager of Accessible Tutors