

2022-2023

# Annual Report



**GRADED**  
THE AMERICAN SCHOOL OF SÃO PAULO



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mission

**inspire  
challenge  
succeed**

every student  
every heart  
every mind





# Message from the President of the Board

The 2022-23 academic year marked my second as Graded Board president. I am constantly honored by this responsibility, given Graded's remarkable history and outstanding reputation. I also feel privileged to work with a group of devoted and talented board members who donate their time, energy, and expertise so Graded can best serve our students.

This year, we welcomed new Graded Board members Lauren Bennett and Ricardo Veirano. We also bid farewell to board member Ana Carla Abrão Costa, who has stepped down after four years of outstanding service to the school. I would like to thank Ana Carla for her dedication to Graded and its mission.

Graded's commitment to educational excellence is unwavering. My role allows me to closely observe how our school's faculty inspire and motivate our students to reach their potential. **Graded continues to be recognized as one of the world's leading international American schools, as evidenced by the impressive roster of university admissions and the vast accomplishments of our alumni.**

I am also touched by the generous contributions made by members of our community to enhance the student experience. With this support, we have entered the final stages of Graded's Master Campus Plan. The Lower School Gymnasium has been updated, thanks to individuals and companies that participated in our *Lei de Incentivo ao Esporte* project. In addition, our Lower School Library has been transformed into an inspiring learning space thanks to the kindness of both major and Graded Annual Fund donors.

Also, this year, we embarked upon ambitious renovations of our auditorium and cafeteria. In the 2023-2024 school year, Graded's remarkable campus will be further enhanced with the opening of The Haddad Center for the Performing Arts and the Dona Emília Cafeteria.

As a Graded parent and alumnus, I thank you for the trust you place in me and my fellow Graded Board members. When our community comes together in support of Graded's vision, mission, and core values, great things happen.

Alex Malfitani '90  
President of the Board



# Message from the Superintendent

Congratulations, Graded community, on a successful 2022-23 academic year! We are more focused and more resilient than ever. Graded's institutional strength is evidenced by the fortitude of our faculty, performance of our students, enhancement of our facilities, and health of our finances.

Graded is well-positioned to continue serving a talented and diverse student body. We entered the 2022-23 year with a higher-than-anticipated enrollment of 1312 students representing 42 nationalities. **Graded's reputation for excellence has enabled us to continue attracting and retaining the world's highest-calibre educators. Our average faculty tenure is 8.7 years—well above that of our peer institutions.**

This year, as part of the school's commitment to DEI, Graded focused on inclusion and belonging. We know that the connection students feel to their teachers and peers is a critical component of their academic success; that when students are accepted, included, and valued, they perform better at school. Belonging is a foundational aspect of our ongoing institutional focus on deeper learning.

Graded is committed to continuous improvement. Your feedback is important, and we value your input as we work to enhance the student experience. To this end, in May, we administered a parent survey. While the survey results were overwhelmingly positive, we embrace the opportunity to use survey data to help identify institutional areas of strength as well as opportunities for growth.

I invite you to spend some time perusing our 2022-23 Annual Report, which outlines the school's financials, celebrates our accomplishments, and recognizes the generosity of our donors. I thank the entire Graded community for your involvement, your contributions, and your time. Your support and partnership are critical and help ensure Graded's continued success.

Sincerely,

Richard Boerner  
Superintendent



# Board of Directors

**G**raded is governed by a self-perpetuating board, whose 12 members are appointed for up to four two-year terms. The board was first established in 1931 and continues to set the school's fiduciary policies, annual budget, and fundraising goals based upon input from the superintendent and Senior Leadership Team. The board stewards the school's financial resources to provide for current needs while protecting and enhancing the endowment for the benefit of the institution's future. The board is also responsible for hiring and evaluating the superintendent.

## Welcome

### Lauren Bennett

Lauren Bennett serves as counsel for Skadden, Arps, Slate, Meagher & Flom LLP and Affiliates, where she assists Latin American and US clients in a wide range of corporate transactions, including public and private offerings of equity and debt securities, and mergers and acquisitions. In 2021, Global Legal Chronicle ranked Lauren first for Brazilian Equity Capital Markets among all practitioners in Brazil in terms of transaction value. She earned a BA from Rutgers University and a JD from the University of Pennsylvania Law School. Lauren lives in São Paulo with her Brazilian husband and their three children.

### Ricardo Veirano

Ricardo Veirano is a corporate/M&A partner at Veirano Advogados. He holds a law degree from Pontifical Catholic University of Rio de Janeiro and an LLM from the University of Chicago Law School. A former Fundação Estudar scholarship recipient, he currently sits on the organization's Fundraising Committee. Ricardo previously served as a member of the Executive Committee of the Brazilian Institute of Corporate Governance (IBGC), co-chair of the Latin American Regional Forum of the International Bar Association, and a member of the Multiplus Board of Directors. Ricardo lives in São Paulo and has three children.

## Thank You

### Ana Carla Abrão Costa

Graded would like to thank Ana Carla Abrão Costa for her four years of service on the board of directors. During her tenure, from 2019 to 2023, Ana Carla was a member of the Governance, Nominations, and Compensation Committee and the Finance Committee.

### Alexandre Malfitani '90

President



### Caroline Pinheiro Lima

Vice President



### Gustavo Junqueira

Treasurer



### Lauren Bennett

Secretary



### Ana Carla Abrão Costa

Director



### Alberto Duran

Director



### Tania Haddad Nobre '95

Director



### Jeffrey Hoberman

Director



### David Hodge

Director



### Ricardo Veirano

Director



### Carlos Zarlenga

Director



### Richard Boerner

Ex Officio





# Financials

**G**raded – The American School of São Paulo closed the fiscal year with a projected budget deficit. Still, the year-end operational result of -R\$5.14M was slightly less favorable than the budgeted shortfall of -R\$5.00M.

Rather than raise tuition to entirely offset a projected expenditure increase—the anticipated outcome of inflation and a strong USD/BRL exchange rate—the board opted to dip into reserves. The decision, determined in February 2022, was made to ease the financial burden on Graded families during a period of economic instability.

**Total operational revenue** of R\$175.75M was 5.6% above budget, representing R\$9.37M. Once more, higher-than-budgeted enrollment proved to be a key factor.

**Total operational expenses** of R\$180.89M came in R\$9.51M (5.6%) over budget. Disregarding two expense lines, which have corresponding income lines, the total net increase in operational expenses would be 1.2%.

**Personnel expenses** of R\$139.79M landed R\$3.31M (2.4%) above budget, due primarily to a union agreement reflecting a greater than 10% inflation rate versus a budgeted inflation rate of 6%.

**Discretionary expenses** of R\$41.10M came in R\$6.20M (17.8%) above

projections. Two expenses that contributed to this increase were educational trips and IB testing (R\$5.9M), which have income line counterparts, so they do not impact the result. The remaining overage was due to unforeseen maintenance repairs (R\$1.27M) as well as additional food (R\$473K), travel (R\$427K), and utility (R\$306K) expenses.

**Solid reserves have allowed Graded to remain a truly global American school with an internationally recognized, high-quality education. They ensure that we can balance the diversity of incoming students and recruit and retain first-class educators.**

Graded closed the year with **operational reserves** of R\$55.93M, amounting to 3.73 times monthly income. This amount exceeds the three-month minimum reserve requirement established by the board of directors.

**Campus Project** donations totaled R\$6.28M, with capital reserves closing at R\$8.81M. Three projects have been delivered to the community this year, funded by the generous donations of our community members as well as our capital reserve fund. Our remodeled Lower School Gymnasium serves as a sports and gathering space for our lower school students. The Lower School Library provides a modern and cozy environment for

our students to develop their passion for reading. Soon, our students and employees will enjoy dining in the remodeled Dona Emília Cafeteria. We also look forward to the opening of The Haddad Center for the Performing Arts in September 2023.

**Graded's endowment** funds ended the year with a balance of R\$37.30M. In 2022-23, the Graded Scholar Program supported eight full-tuition scholarship students. The Janet Sallouti Financial Aid Endowment provided two students with partial scholarships. The Excellence in Teaching Endowment helped fund professional learning opportunities as well as diversity workshops for faculty.

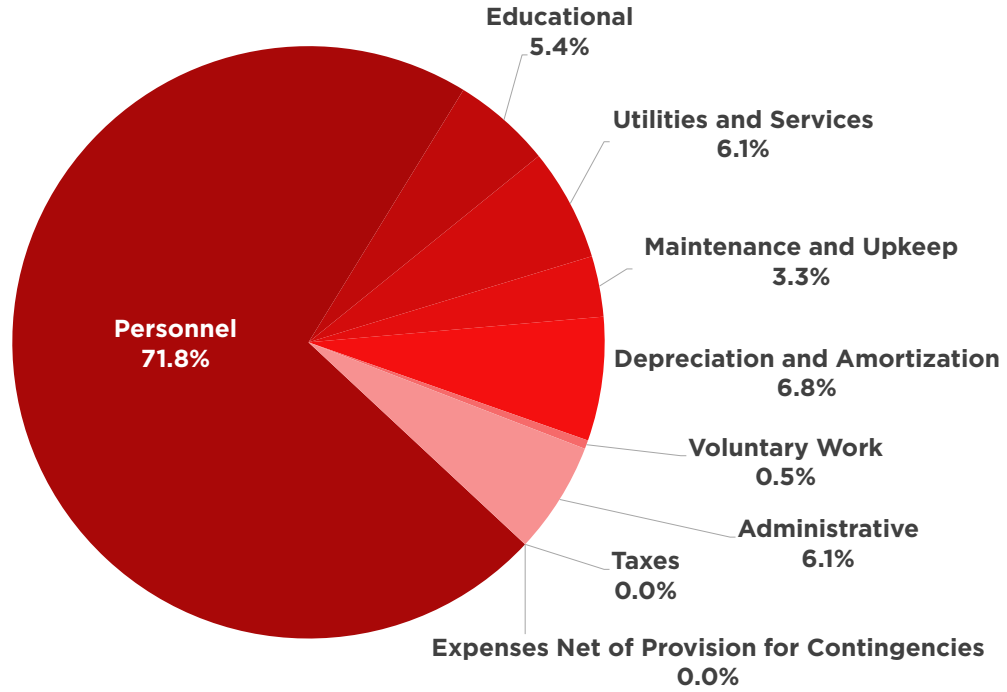
Despite a period of geopolitical and economic uncertainty, Graded has endured due to prudent financial planning, healthy reserves, and strong management.

I would like to thank my colleagues—members of the Finance Committee and fellow members of the board—for their expertise, advice, and support throughout this year.

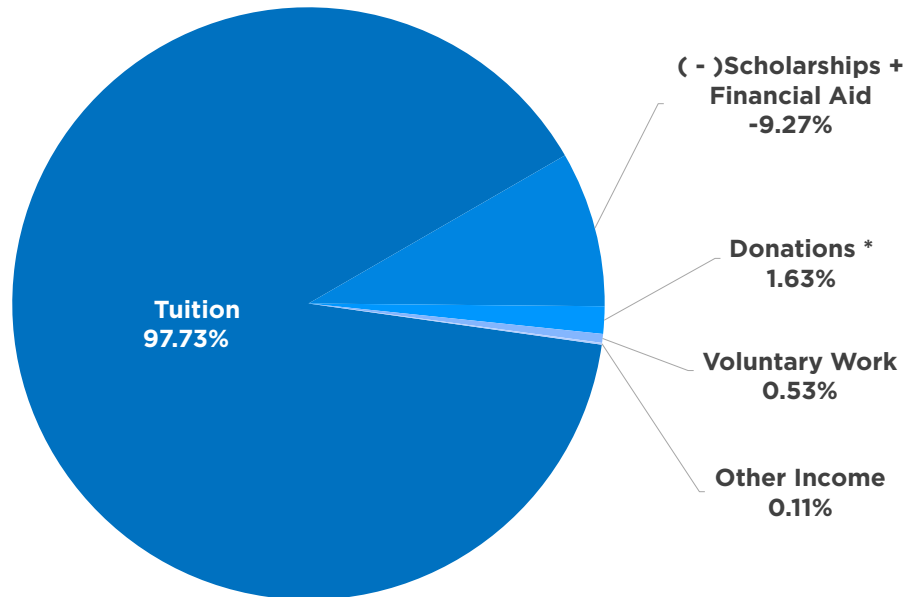
Best regards,

Gustavo Junqueira  
Board Treasurer

# Operating Costs and Expenses



# Operating Revenue

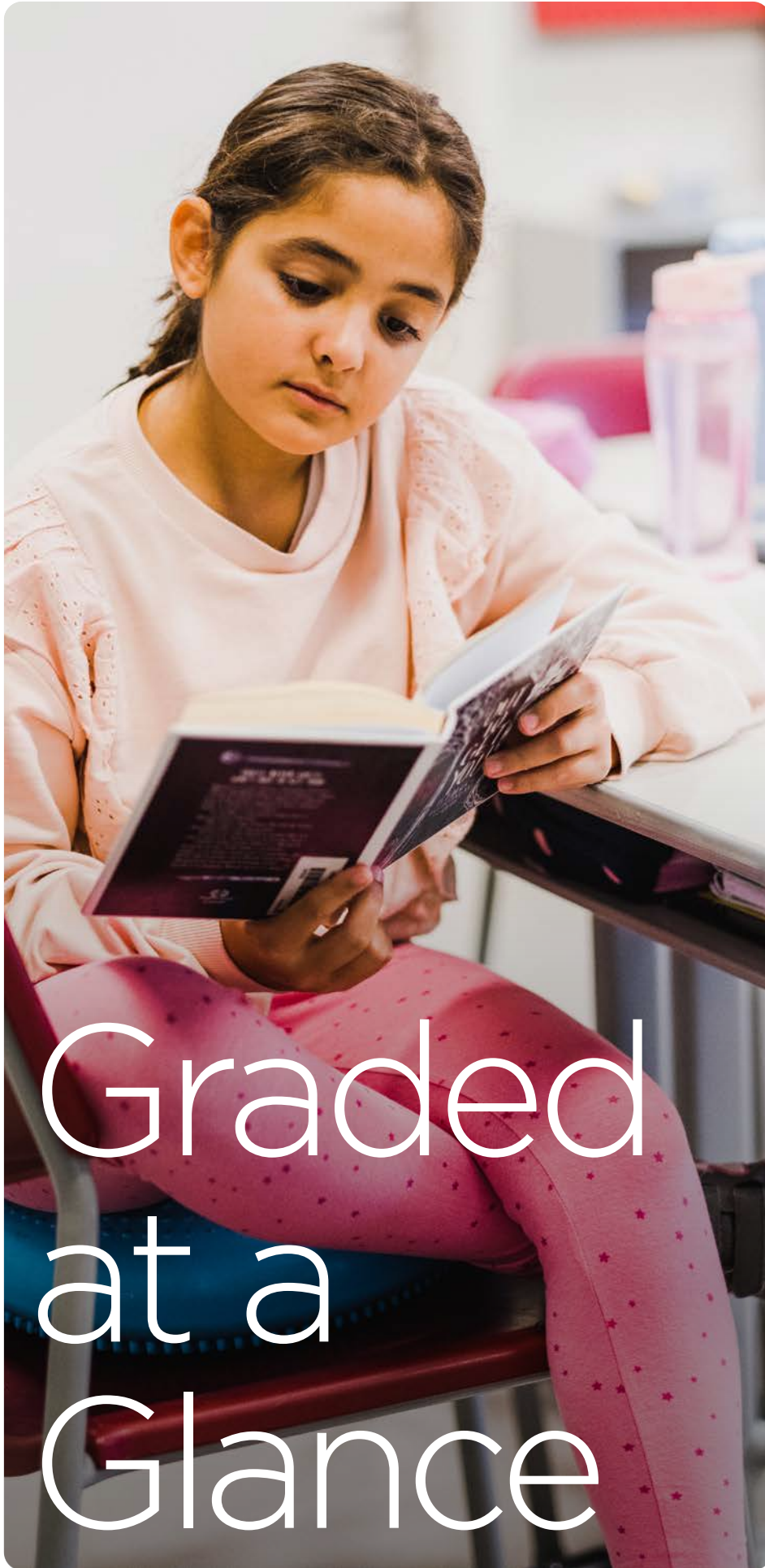


# Financial Statement

<b>June 30 (reais in thousands)</b>	<b>2022-23</b>	<b>2021-22</b>
<b>Operational Revenue</b>		
Tuition	188,057.00	170,786.00
(-)Scholarships (Staff and Partial Merit-based)	(16,293.00)	(14,440.00)
Donations*	2,865.00	2,435.00
Voluntary Work	926.00	895.00
Other Income	192.00	69.00
<b>Net Operating Revenue</b>	<b>175,747.00</b>	<b>159,745.00</b>
<b>Operating Costs</b>		
Personnel	(122,953.00)	(115,079.00)
Educational	(10,533.00)	(4,724.00)
Utilities and Services	(11,936.00)	(10,930.00)
Maintenance and Upkeep	(6,445.00)	(4,985.00)
Depreciation and Amortization	(12,873.00)	(12,410.00)
Voluntary Work	(926.00)	(895.00)
<b>Total Operating Costs</b>	<b>(165,666.00)</b>	<b>(149,023.00)</b>
<b>Gross Surplus</b>	<b>10,081.00</b>	<b>10,722.00</b>
<b>Operating Expenses</b>		
Personnel	(16,837.00)	(14,327.00)
Administrative	(11,856.00)	(15,293.00)
Taxes	(5.00)	(3.00)
Depreciation and Amortization	(281.00)	(323.00)
<b>Total Operating Expenses</b>	<b>(28,979.00)</b>	<b>(29,946.00)</b>
<b>Other Operating Income and Expenses</b>		
Admissions Fee	91.00	-
Capital Fund Donations	10,193.00	9,783.00
Net of Provision for Contingencies	599.00	1,263.00
Gain/Loss on Sales of Fixed Assets	44.00	(5.00)
Other Income/Expenses	15.00	-
<b>Total Other Operating Income and Expenses</b>	<b>10,942.00</b>	<b>11,041.00</b>
<b>Financial Income/Expenses</b>		
Income	15,219.00	7,839.00
Expenses	(12,506.00)	(6,684.00)
<b>Total Financial Income/Expenses Net</b>	<b>2,713.00</b>	<b>1,155.00</b>
<b>Surplus/Deficit</b>	<b>(5,243.00)</b>	<b>(7,028.00)</b>

\*Donations represent monies spent, as opposed to total amount raised.

These financial reports were prepared and audited by Ernst & Young auditors and represent the fiscal year ending June 30, 2023. Graded would like to thank members of the Board Finance Committee for their expertise, advice, and support throughout the intensive review process. Members included: Alex Malfitani '90, Caroline Pinheiro Lima, Gustavo Junqueira, Jeff Hoberman, and Carlos Zarlenga. Ex Officio members: Superintendent Richard Boerner, Director of Business and Operations Elaine Gabor, and Director of Human Resources Renata Romanich.



# Graded at a Glance

Graded is a nonprofit, independent, coeducational, nonsectarian school.

## Mission

**Inspire, Challenge,  
Succeed: Every Student.  
Every Heart. Every Mind.**

## Vision

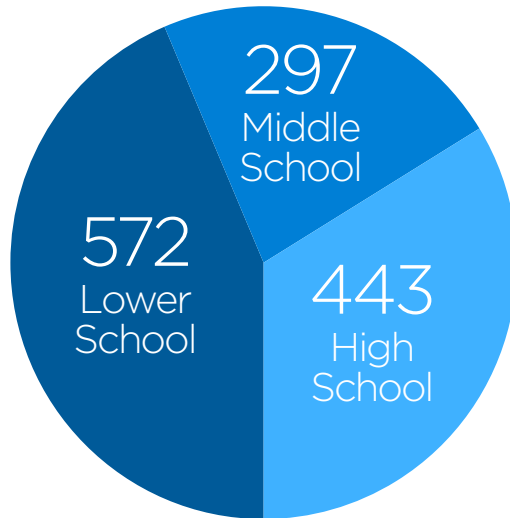
**Individuals empowered to  
reach their potential and  
positively impact the world.**

## Core Values

**Intellectual Curiosity  
Perseverance  
Respect  
Integrity  
Kindness**

# Students

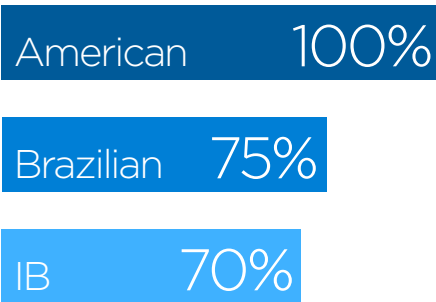
1,312 students



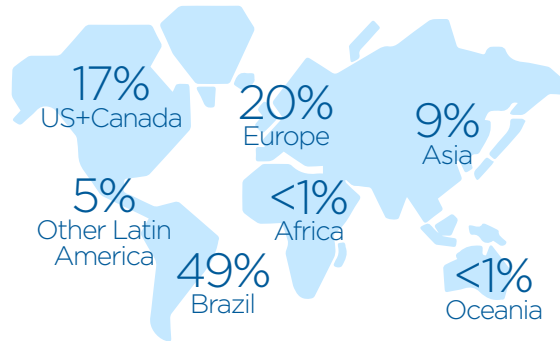
42 nationalities

- Argentina
- Australia
- Austria
- Belgium
- Brazil
- Canada
- Chile
- China
- Colombia
- Denmark
- Ecuador
- Estonia
- Finland
- France
- Germany
- Greece
- Hungary
- India
- Israel
- Italy
- Japan
- Lebanon
- Lithuania
- Malaysia
- Mexico
- Netherlands
- New Zealand
- Norway
- Panama
- Peru
- Poland
- Portugal
- South Africa
- South Korea
- Spain
- Sweden
- Switzerland
- Taiwan
- United Kingdom
- United States
- Uruguay
- Venezuela

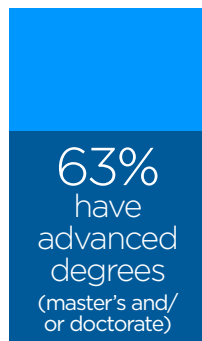
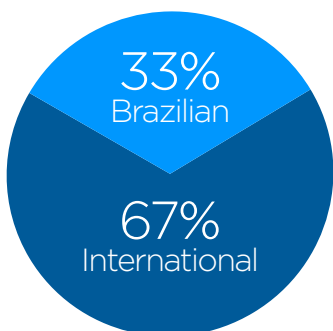
## Diplomas



## Nationalities



# Faculty



8.7 years average faculty tenure

7.5:1 student/faculty ratio

# Graded's

In commemoration of the school's history and legacy, Graded unveiled a **Centennial Garden** in March 2023. This beautiful educational space showcases a Graded timeline, the framework of which became our **Graded at 100** coffee table book.

**Graded at 100** is an engaging historical narrative brought to life by captivating images, amusing anecdotes, and compelling quotes. The school's story—from its humble beginnings to its position as a leading international institution—unfolds against the backdrop of Brazilian, American, and world history.

# History



SCAN TO PURCHASE  
GRADED AT 100 BOOK



# Year Highlights

# Academics

OCTOBER 24-25  
**Visiting Author Series:  
Muriel Johnson**

To Author and Storyteller Muriel Johnson, “a story told moves the soul.” Muriel captivated lower school students with interactive tales from around the world. As her performances unfolded, spellbound students squealed in delight.



MARCH 6-10  
**Classroom without Walls**

Graded's annual Classroom without Walls (CWW) experiential education program took upper school students to destinations throughout Brazil, including PETAR State Park, Legado das Águas Reserve, Itatiaia, Bonito, Socorro, and Paraty. Students gained cultural, historical, and environmental awareness while developing self-reliance and team-building skills.

MAY 15-19

### Lower School Brazilian Literary Week

During Lower School Literary Week, enthusiastic students welcomed visiting author Mari Bigio, an expressive children's *cordel* writer, singer, and storyteller from Recife. As the week drew to a close, students embraced the opportunity to stroll around campus, reading and gifting poems to the Graded community.



JUNE 3

### High School Graduation

On Saturday, June 3, 110 seniors turned their tassels during a beautiful commencement ceremony.



JUNE 2

### High School Bell Ceremony and Senior Awards

Graduating seniors participated in the traditional Bell Ceremony, during which they donned creative hats. They paraded around campus, cheered on by their families, students, faculty, and staff. Students were recognized at the Senior Awards Ceremony for outstanding achievement in subject areas, scholarship, community engagement, and character.



# Community Events

OCTOBER 24-31

## Halloween

Community members unleashed their creativity during Graded's iconic Halloween Parade.



NOVEMBER 19  
**Thanksgiving**

We are grateful to the PTA for organizing our annual Thanksgiving celebration, during which more than 1600 members of the Graded community gathered on campus for a day of feasting and fun.





DECEMBER 6  
**Dinner with Strangers**

Meals have a magical way of bringing people together. Graded parents stepped out of their comfort zones and into the homes of other Graded families to connect over the dinner table and forge new friendships.

MARCH 18

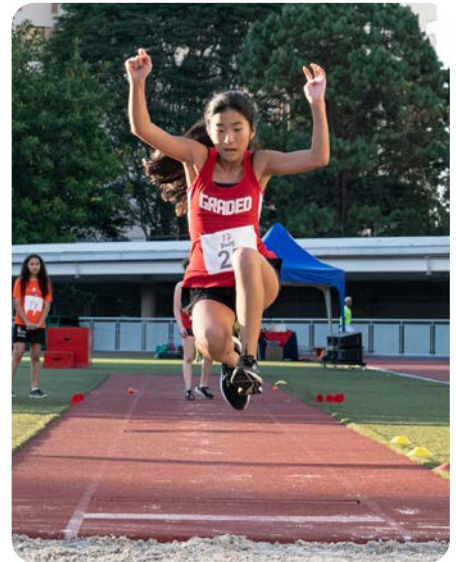
**Celebration of the World**

Graded celebrated its diversity with a festive day honoring the cultures that make up our community. The PTA-organized event began with a parade of nations, followed by performances, games, raffle baskets, a silent auction, and an international food court.



# Athletics

Graded's Athletics Program plays an important role in preparing students for the future, instilling confidence and discipline, and promoting leadership, sportsmanship, and hard work. The program includes basketball, cheer, futsal, soccer, softball, swimming, volleyball, tennis, and track and field. Throughout the year, teams competed in various leagues and tournaments, both locally and internationally. Through perseverance, our talented athletes brought home many medals and trophies.



# Arts

OCTOBER 27-28

## High School Production of *Antigone*

Theater students brought to life the tragic story of Antigone, the defiant hero of Sophocles' eponymous play.



OCTOBER 29

## Gradedpalooza

Move over, Lollapalooza! There's a new music festival in town. At Gradedpalooza, upper school choir, band, and strings students entertained audiences with an array of musical arrangements.

DECEMBER 8 AND 12

## *Skellig*

Middle school theater students performed *Skellig*, a mystical story based on the award-winning children's novel.





DECEMBER 14  
**Graded Reels Festival**  
Upper school film students showcased their work during our end-of-semester Graded Reels Audiovisual Festival.

FEBRUARY 2-4  
**Graded Jazz Festival**  
Graded students had the opportunity to work with acclaimed Brazilian jazz musicians during a three-day jazz festival.



MARCH 21  
**Strings Festival**  
Although acquiring tickets to São Paulo's March Coldplay concerts was challenging, Graded's String Orchestra made sure that our community didn't miss out on the chance to experience Coldplay's tunes live.

APRIL 27-28

### Upper School Musical: *Beauty and the Beast, Jr.*

A packed audience was swept away by the musical production of Graded Upper School Arts Disney's *Beauty and the Beast, Jr.* From the breathtaking costumes to the enchanting performances of our students, the show was a triumph.



MAY 25

### Pre-primary - Grade 11 Visual Arts Exhibition

This year's Annual Art Exhibition in Graded's Lemann-Tully Arts Center was a show-stopper. Pre-primary students presented colorful and playful pieces, while upper school artists showcased strong, highly conceptual work.



# Alumni

OCTOBER 26

## Young Alumni Brazilian Universities Panel

Recent Graded alumni met with high school students to share their experiences at Brazilian universities, including USP, Insper, and FGV. Graduates reminisced about their high school days, shared tips on studying for the *vestibular*, and discussed their decision to stay in Brazil after graduation.



NOVEMBER 5

## Graded Scholar Program Event

This gathering celebrated current and former Graded Scholar Program and Hitoshi Castro Outreach Program participants. Alumni scholars shared their Graded experiences with current students. They also spoke about the opportunities the program provided and their university and professional lives.

DECEMBER 17

## Class of 2012: 10-Year Reunion

The class of 2012 returned to Graded for their 10-year reunion. Alumni reminisced, toured the renovated campus, and reconnected with former classmates and teachers.



# Clubs, Activities, and Service

NOVEMBER 30  
**Design for Change**

Graded's Service Learning Program offers students the opportunity to venture beyond our school walls and interact with surrounding communities. Upper school participants in the Design for Change Program engaged with social entrepreneurs and learned how to apply principles of design thinking to their own service projects. Students pitched their ideas "Shark Tank"-style to a panel of experts.



MARCH 3-5  
**Graded Model United Nations Conference**

Graded hosted a successful GMUN (Graded Model United Nations) Conference for upper school delegates. More than 150 brilliant young minds from Brazilian and international schools gathered on campus in March to debate pressing global issues.



# Awards

FEBRUARY 7

## Dr. Keith Miller International Innovation Leadership Award

Superintendent Richard Boerner was the 2023 recipient of the Association for the Advancement of International Education's (AAIE) prestigious Dr. Keith Miller International Innovation Leadership Award. The award, which recognizes creative, impactful academic leadership, was presented to Mr. Boerner for the work that Graded has undertaken to institutionalize deeper learning.



## CASE Award

Graded's Advancement Communications Department received a global 2022 CASE Circle of Excellence Award from the Council for the Advancement and Support of Education for *Art Stories*, a compilation of videos showcasing the school's 2021 IB Visual Arts seniors and their capstone projects.





# College Matriculation

Between 2021 and 2023, at least one Graded graduate matriculated at each of the following institutions.  
*Please note: Acceptance to some Brazilian universities occurs only in January of the following year, thus the list of Brazilian acceptances may not be complete.*

AERES UNIVERSITY OF APPLIED SCIENCES	INSTITUT FRANÇAIS DE LA MODE	THE COLLEGE OF WOOSTER
AMSTERDAM UNIVERSITY COLLEGE	IBMEC	THE GEORGE WASHINGTON UNIVERSITY
BABSON COLLEGE	IE UNIVERSITY - MADRID	THE NEW SCHOOL
BARNARD COLLEGE	IE UNIVERSITY - SEGOVIA	THE UNIVERSITY OF TEXAS AT AUSTIN
BAYLOR UNIVERSITY	IMPERIAL COLLEGE LONDON	THE UNIVERSITY OF UTAH
BEACON COLLEGE	INDIANA UNIVERSITY BLOOMINGTON	TILBURG UNIVERSITY
BELAS ARTES	INSPER	TRINITY COLLEGE
BENTLEY UNIVERSITY	INSTITUTO DE TECNOLOGIA E LIDERANÇA	TUFTS UNIVERSITY
BERKLEE COLLEGE OF MUSIC	JOHNS HOPKINS UNIVERSITY	TULANE UNIVERSITY
BOCCONI UNIVERSITY	KOREA ADVANCED INSTITUTE OF SCIENCE & TECHNOLOGY (KAIST)	UNIVERSITY AT ALBANY - SUNY
BOSTON COLLEGE	KING'S COLLEGE LONDON	UNIVERSITY OF THE ARTS LONDON - LONDON COLLEGE OF FASHION
BOSTON UNIVERSITY	LEIDEN UNIVERSITY COLLEGE THE HAGUE	UNIVERSITY COLLEGE MAASTRICHT
BRANDEIS UNIVERSITY	LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE, UNIVERSITY OF LONDON	UNIVERSITY OF AMSTERDAM
BRIGHAM YOUNG UNIVERSITY - IDAHO	LOYOLA MARYMOUNT UNIVERSITY	UNIVERSITY OF BRITISH COLUMBIA
BRIGHAM YOUNG UNIVERSITY - PROVO	LOYOLA UNIVERSITY CHICAGO	UNIVERSITY OF CALGARY
BROWN UNIVERSITY	LOYOLA UNIVERSITY NEW ORLEANS	UNIVERSITY OF CALIFORNIA, BERKELEY
CALVIN UNIVERSITY	LYNN UNIVERSITY	UNIVERSITY OF CALIFORNIA, SAN DIEGO
CARNEGIE MELLON UNIVERSITY	MARIST COLLEGE	UNIVERSITY OF CHICAGO
CITY, UNIVERSITY OF LONDON	MCGILL UNIVERSITY	UNIVERSITY OF GRONINGEN
COLLEGE OF CHARLESTON	MCMASTER UNIVERSITY	UNIVERSITY OF ILLINOIS - URBANA-CHAMPAIGN
COLLEGE OF THE HOLY CROSS	MICHIGAN STATE UNIVERSITY	UNIVERSITY OF MICHIGAN
COLUMBIA UNIVERSITY	MIDDLEBURY COLLEGE	UNIVERSITY OF MICHIGAN - ANN ARBOR
CORNELL UNIVERSITY	NANYANG TECHNOLOGICAL UNIVERSITY	UNIVERSITY OF MINNESOTA - TWIN CITIES
DENISON UNIVERSITY	NEW YORK UNIVERSITY	UNIVERSITY OF NOTRE DAME
DEPAUL UNIVERSITY	NORTH CAROLINA STATE UNIVERSITY	UNIVERSITY OF PENNSYLVANIA
DUKE UNIVERSITY	NORTHEASTERN UNIVERSITY	UNIVERSITY OF ROCHESTER
EHL HOSPITALITY BUSINESS SCHOOL	NORTHWESTERN UNIVERSITY	UNIVERSITY OF SAN DIEGO
EMBRY-RIDDLE AERONAUTICAL UNIVERSITY	OCCIDENTAL COLLEGE	UNIVERSITY OF SOUTHERN CALIFORNIA
EMORY UNIVERSITY	PARSONS SCHOOL OF DESIGN	UNIVERSITY OF STRATHCLYDE
ERASMUS UNIVERSITY ROTTERDAM	PEPPERDINE UNIVERSITY	UNIVERSITY OF TAMPA
ESCOLA SUPERIOR DE PROPAGANDA E MARKETING (ESPM)	POMONA COLLEGE	UNIVERSITY OF TORONTO
FUNDAÇÃO ARMANDO ALVARES PENTEADO (FAAP)	PURDUE UNIVERSITY	UNIVERSITY OF VIRGINIA
FUNDAÇÃO GETULIO VARGAS (FGV)	RUTGERS UNIVERSITY	UNIVERSITY OF WASHINGTON
FORDHAM UNIVERSITY	SANTA CLARA UNIVERSITY	UNIVERSITY OF WESTMINSTER
FRANKFURT UNIVERSITY OF MUSIC & PERFORMING ARTS	SCHOOL OF THE ART INSTITUTE OF CHICAGO	UNIVERSITY OF WISCONSIN-MADISON
FRANKLIN & MARSHALL COLLEGE	SEMMELWEIS UNIVERSITY	UTAH STATE UNIVERSITY
GEORGE BROWN COLLEGE	STANFORD UNIVERSITY	VANDERBILT UNIVERSITY
GEORGETOWN UNIVERSITY	SUFFOLK UNIVERSITY	VRIJE UNIVERSITEIT AMSTERDAM
GEORGIA INSTITUTE OF TECHNOLOGY	SWARTHMORE COLLEGE	WAKE FOREST UNIVERSITY
GOLDSMITHS, UNIVERSITY OF LONDON	SYRACUSE UNIVERSITY	WELLESLEY COLLEGE
HUMANITAS UNIVERSITY	TECHNISCHE UNIVERSITEIT EINDHOVEN	WILLIAMS COLLEGE
		YALE UNIVERSITY
		YONSEI UNIVERSITY



# Giving to Graded

Looking back at the 2022-23 school year, I am once again impressed by the Graded community. When called upon, our stakeholders rally around a challenge. Our community's monetary contributions, gifts of time, and generosity of spirit are praiseworthy. You all are the Graded difference!

Every year, we embrace new challenges, each an opportunity to grow and innovate. One such challenge was the introduction of the *Lei de Incentivo ao Esporte* program, aimed at raising funds through government tax incentives. This was a new endeavor for Graded and an unfamiliar approach for most of our community. Still, together, we navigated the bureaucracy and reached our financial goal, allowing for the renovation of the Lower School Gymnasium.

In the face of challenge, we find success, and one shining example is our Design for Change Program. During this year-long workshop, young leaders were mentored and empowered to engage in service-learning projects. Witnessing students take ownership of their initiatives and contribute positively to the community has been immensely gratifying.

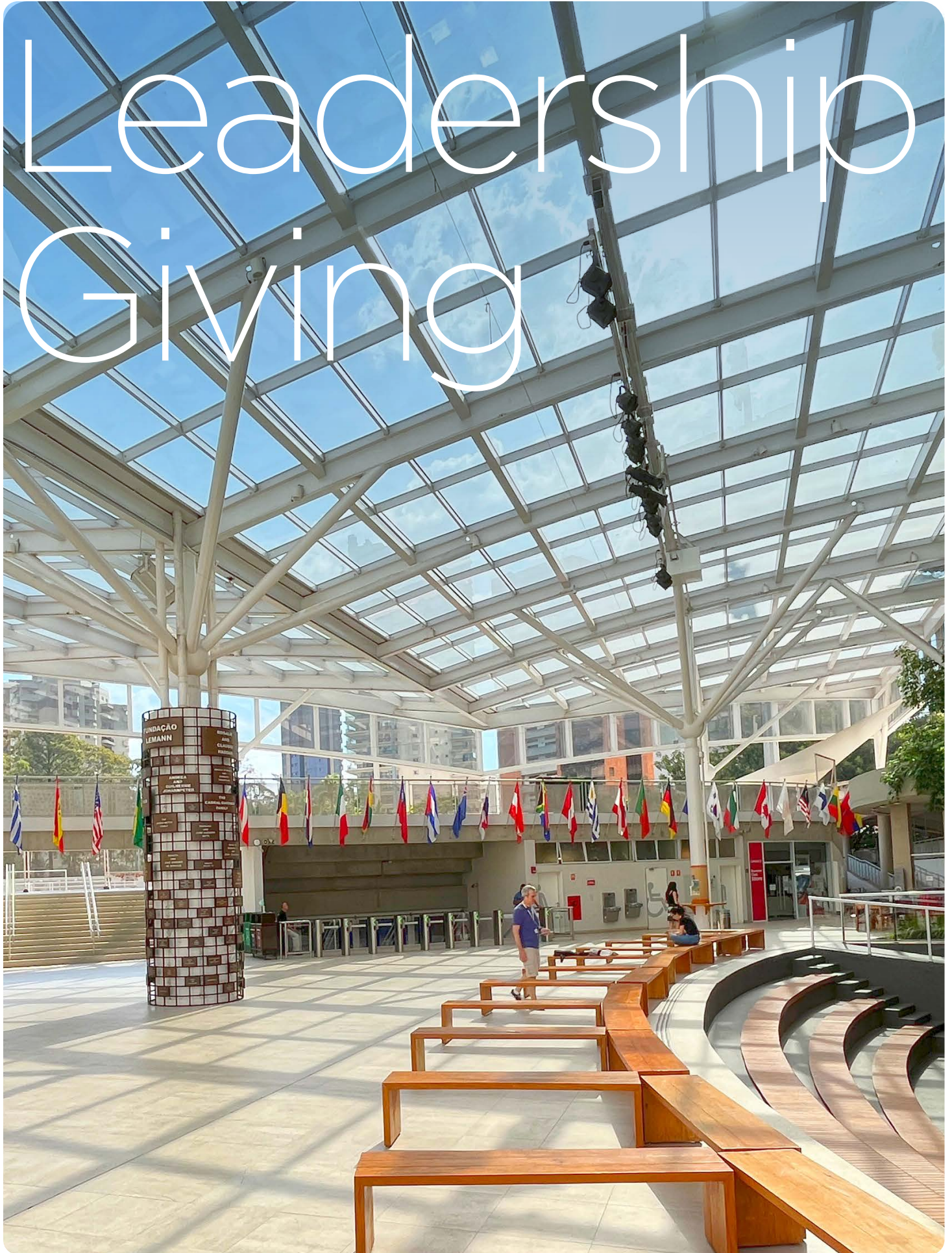
We challenged our community to help us complete the last two campus projects associated with the Centennial Campaign. With a significant additional donation from the Haddad Family, we were able to begin a major renovation of the auditorium to be renamed The Haddad Center for the Performing Arts and inaugurated in September 2023. Over the past decade, this ambitious campaign has enabled us to transform our campus, establish a scholarship program for deserving students, and create an endowment that supports the ongoing professional development of our dedicated educators. **Your unwavering support has been instrumental, and we remain committed to finishing what we started.**

We are very grateful and would like to thank all of you who have contributed to the Graded Annual Fund and supported the school as Leadership Donors. Your unwavering commitment to our mission has enabled us to continue providing exceptional educational opportunities to our students.

With gratitude,

Tracy Harrison  
Chief Development Officer

# Leadership Giving





## Graded Campus Project

A multi-year project of construction, modernization, and renewal that has transformed the Graded campus by investing in infrastructure and the school's future.

**Total Cash Received:  
R\$6,278,317 (2022-23)**



## Graded Scholar Program Endowment

Through this endowed program, Graded offers life-changing, full scholarships to economically disadvantaged and exceptionally gifted Brazilian students.

**Endowment Total:  
R\$24,544,271 as  
of June 30, 2023**



## Excellence in Teaching Endowment

This endowed fund ensures that Graded is able to recruit, retain, and develop the world's best teachers for many years to come.

**Endowment Total:  
R\$9,429,420 as  
of June 30, 2023**



## Janet Sallouti Alumni Financial Aid Endowment

The Janet Sallouti Alumni Financial Aid Endowment, established by Juliana and Roberto '90 Sallouti, supports the children of Graded alumni who show exceptional academic, artistic, or athletic merit.

**Endowment Total:  
R\$3,225,097 as  
of June 30, 2023**

## MASP Leadership Donor Event

In June 2023, Leadership Donors were treated to a private tour of the much-heralded MASP Gauguin exhibit, led by Assistant Curator Laura Cosendey. Graded parent and MASP Vice President, Board of Directors Juliana Sá offered a warm welcome.



# The Graded So

The Graded Scholar Program provides life-changing, full-tuition scholarships and supplementary support to talented, Brazilian students living in under-resourced communities. By leveling the playing field, we unleash the possibilities for driven, tenacious scholarship recipients.

## Graded Gala: *Imagine the Next 100 Years*

On May 16, more than 400 members of the Graded Community gathered at Villagio JK for the Imagine Gala, a magical evening in support of the Graded Scholar Program. Attendees raised both funds for and awareness of the life-changing institutional initiative that provides full-tuition scholarships and supplementary support to outstanding Brazilian students from under-resourced communities.

Guests enjoyed a beautiful dinner, music, and dancing, as well as a live auction. We were honored that Olivia Della Rosa '24 and Jose Jimenez Gratereaux '23 served as masters of ceremony. The Hitoshi Castro Outreach Program, the gateway to the Graded Scholar Program, was named in loving memory of parent and former Graded Board Member Carlos Hitoshi Castro, honor accepted by João Hitoshi Castro '23. The highlight of the evening was a delightful musical performance by Graded Scholar Guido Sant'Anna '23, winner of the prestigious 2022 Fritz Kreisler International Violin Competition.

# Scholar Program





## Graded Gala Committee

Co-chairs Mariana Auriemo and Renata Moraes  
 Maria Fernanda Coelho  
 Sherry Esteves  
 Luciana Gelfi '95  
 Ami Kim  
 Fernanda Valente  
 Fernanda Ingletto Vidigal

## Sponsors

### Platinum Sponsors

- Lambais Appendino Family
- Juliana and Roberto '90 Sallouti
- Maria Fernanda and Fábio Coelho, Monica and Marco Formicola, Tania and Antonio Freitas Valle, Amalia Spinardi and Roberto Thompson (shared sponsorship)

### Gold Sponsors

- Carolina Alves de Queiroz Hallack and Ricardo Hallack
- Mariana and José Auriemo, Renata and José Ermirio de Moraes (shared sponsorship)
- Andrea and Guilherme Johannpeter, Daniela and Richard Johannpeter (shared sponsorship)

### Silver Sponsors

- Ana Cabral-Gardner
- Fernanda and Gutí Vidigal
- Greice Zaffari and Edward Flammia
- Cristina Biancastelli, Nura and Giuliano Chaddoud, Fernanda Madeira and João Pedro Ramos, Carlos Mello and Pedro Lima, Marina and Bruno Vale, Paula Seabra and Gustavo Reis
- Ana Olivia Cury and Ira Liran, Mica and Renato Mimica, Ana and Daniel Vaz, Roberta Whately and Wagner Dias Coelho
- Fernanda Valente and Sergio Gordilho, Manuela Vivo and Márcio Santoro (shared sponsorship)

### Bronze Sponsors *(Sponsored tables for faculty, staff, and Graded Scholar alumni)*

- Mariana and José Auriemo
- Veridiana and Guilherme Ferreira
- Tania Haddad '95 and Alexandre Nobre '95
- Roberta and Sergio Machado





Leadership Donors are those who contribute at a level of R\$200,000\*\* and are recognized on Graded's Donor Pillar. Graded extends its deepest gratitude to our Leadership Donors whose gifts are an investment in both the future of our institution and the success of every student.

**Legacy Circle**

**R\$10,000,000+**

Rosalie and Claudio Haddad  
Fundação Lemann

**Visionary Circle**

**R\$3,000,000 - R\$9,999,999**

Juliana and Roberto '90 Sallouti

**Benefactor Circle**

**R\$1,500,000 - R\$2,999,999**

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The Cabral-Gardner Family  
The Garfinkel Family  
Andrea and Guilherme Johannpeter  
Alessandra and Ezra Safra  
The Seripieri Family

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**R\$500,000 - R\$1,499,999**

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Tania Haddad '95\* and  
Alexandre Nobre '95  
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Maria '29, Eduarda '30, and  
João '35 Machado  
Raquel Moura Borges  
Claudia and Renato Ochman  
Amalia Spinardi and  
Roberto Thompson

**Ambassador Circle**

**R\$250,000\*\* - R\$499,999**

Michele '80, Stephanie '08, and  
Chloe '10 Behar  
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A. Magalhães  
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The Formicola Family  
The Freitas Calheiros Family  
The Ioschpe Family  
The Laport Family  
Theresa Liu Choi Lei Leng

Ana Luiza '90 and Alex '90\* Malfitani  
Renato Maluli '82  
Thatiana and Leonardo '90 Mello  
The Paes de Almeida de Mello e  
Souza Family  
The Paiva Family  
The Parent Teacher Association  
The Quintella Family Charitable Fund  
The Verdi Family  
Fernanda and Alvaro Augusto Vidigal

#### **Advocate Circle**

**R\$100,000\*\* - R\$249,999**

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and Ricardo Hallack  
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Juan Giráldez  
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Suzana Cha and Jaco Yoo  
Shirley and Alex '84 Chang  
Felipe '28 and Helena '30 Chaves  
Maria Fernanda and Fabio Coelho  
Soraya and Edgard Corona  
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Regina and Gustavo\* Diniz Junqueira  
The Faugeres Family  
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The Giangrande Family  
Isabel '18 and Pedro '18 Haegler  
The Hauer Santos Family  
Lucila and Jeffrey\* Hoberman  
Denise and Patrick Hruby  
The Huang Family  
Roberto Luiz Justus '73  
Camila and David Kahn  
Mylena, Carlinhos '84, João '17, and  
Pedro '27 Kalil  
Giuliana and Marcio Kaufman  
Mônica and José Kfuri  
Juliana and Renato Klarnet  
Lily and Joe '89 Lee  
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Patricia and Marcelo Marco Antonio

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Márcia and Kasuo Miyake  
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Cristiano Biagi  
Adriana and Jose Miguel Vilela  
The von Bernuth Family  
Tânia and Arnaldo Wald

*\*Board Member*

*\*\*Leadership Donor entry level  
donation adjusted from R\$100,000  
to R\$150,000 on January 1, 2018, and  
from R\$150,000 to R\$200,000 on  
November 11, 2020.*

## Graded Giving Executive Committee

GGEC members cultivate relationships with parents, alumni, grandparents, companies, and foundations and support Graded by fostering a culture of giving. We are thankful for their extraordinary dedication and passion. It is only with the participation of all stakeholders that Graded can reach its goals and achieve its vision for the future.

**Mariana Auriemo**  
**Fernanda Cavalca**  
**Alberto Duran\***  
**Juliana Freitas Calheiros**  
**Guilherme Ferreira**  
**Andrea Johannpeter**

**Tania Haddad '95\***  
**David Hodge\***  
**Caroline Pinheiro Lima\***  
**Renata Queiroz Moraes**  
**Roberta Rolim Machado**  
**Fernanda Vidigal**

**Richard Boerner, Superintendent, Ex Officio**  
**Tracy Harrison, Chief Development Officer, Ex Officio**  
**Ursula Uelze, Associate Development Director, Ex Officio**

*\*Board Member*

*"Graded is more than a place of learning; it's a community where futures are forged. Every time we contribute to our school, we're not just supporting bricks and mortar but nurturing dreams. As the transformative power of the Graded Scholar Program has shown, by giving today we can make these dreams accessible to all."*

**Guilherme Ferreira, GGEC Member**

# Lei de Incentivo ao Esporte

Graded's Lower School Gymnasium was renovated with the support of redirected individual and corporate taxes through the Brazilian Ministry of Sports' *Lei de Incentivo ao Esporte* Program.

As part of the project, Graded has established the Graded Eagles Care Program. In accordance with the United Nation's Sustainable Development Goals (SDGs), the renovated Lower School Gymnasium will be used to host a series of sporting events and tournaments for neighboring public school children. Graded's service learning clubs will organize the athletics activities.

Graded reached its Inaugural *Lei de Incentivo ao Esporte* project goal of R\$1,574,551.11 to renovate the Lower School Gymnasium, which was inaugurated in April 2023.



## Participants

Elaine Agaton Gabor  
 Guilherme Alaga Pini  
 Roberto Balls Sallouti  
 Jose Lucio Barroso do Nascimento  
 Maria Borgneth Maringoni  
 Filipe Brickmann Areno  
 BTG Pactual Gestora de Recursos LTDA  
 BTG Pactual Resseguradora S.A.  
 BTG Pactual Servcos Financeiros S.A.  
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 Enzo A. M. Ciantelli  
 Caio César de Arruda Mesquita  
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Shana Evelyn Dowek Cohen  
 Guilherme Felicissimo A. Leite  
 Bernardo Fernandes Carsalade  
 Carlos Hitoshi Fuda Castro  
 João Pedro Guido Ramos  
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 Inservice Limpeza e Infra Estrutura LTDA  
 Frederico Carlos Gerdau  
 Johannpeter  
 Guilherme Johannpeter  
 Richard Johannpeter  
 Adriano Lima Borges  
 Guilherme Lins de Lima Menge  
 Pedro Lopes Asprino  
 Jorge Henrique Lopes da Cunha

Daniel Machado Vaz  
 Eduardo Miszputen  
 Rafael Thor Moura Rabelo Rocha  
 Joffre Munhós Saliés  
 Cynthia Nesanovis Catlett  
 Edwyn Neves  
 Julia Recio de Moraes Haddad  
 Rafael Ribeiro e Ribeiro  
 Rockspoon do Brasil Sistemas de Informática LTDA  
 Ralph Gustavo Rosenberg  
 Alex Silva e Amorim  
 Singulare Corretora de Títulos e Valores Mobiliários S.A.  
 Sorocaba Refrescos S.A.  
 Marcelo Strazzacappa Santucci  
 José Miguel Vilela Junior



# Lower School Library Renovation

Supported by Leadership donations and the Graded Annual Fund, Graded's renovated Lower School Library provides a magical learning space for K3 - grade 5 students.



# Graded Annual



Future Culinary Center



Future Lemann-Tully Arts Center Student Mural

Visiting Authors

# Fund



We reached our goal!

# R\$1,500,000

raised thanks to your generous donations, which make these projects possible.

## Scholarship Support



## Middle School STEM-A-THON



## Composting Project



Athletics  
Championship  
Banners



Wireless  
Microphones  
for the Arts



Sustainable Kiosks



# Graded Annual Fund Donors

## Platinum Circle

**R\$50,000 +**

Carolina Casañas-Giráldez and Juan Giráldez  
 The Carvalho Oliveira Family  
 The Della Rosa Family  
 The Duran\* Family  
 The Freitas Calheiros Family  
 The Merenstein Family  
 Ligia and Ralph Rosenberg  
 Yurban (Sapore S.A.)

## Centennial Circle

**R\$19,200 - R\$49,999**

Class of 2023  
 The Abdalla Foz Family  
 Maristella Ansanelli and Vitor Faga de Almeida  
 The Blay Family  
 The Geiger Family  
 The Godoy Pereira Family  
 The Hallack Family  
 Mylena, Carlinhos '84, Pedro '27, and João '17 Kalil  
 Sandra and David Liu

Ana '90 and Alex '90\* Malfitani  
 Mitsuka, Fumiha, Ayano, and Ryota Nakamura  
 The Parent Teacher Association  
 The Simões Amorim Family  
 The Xavier Family

## Trustee's Circle

**R\$10,000 - R\$19,199**

Anonymous (2)  
 Bianca and Miki '95 Bader  
 The Bellini Nolli Family  
 Stefano '23 and Nina '26 Biagi  
 Andrea and Paulo Bogosian Galvão Bueno  
 Ricardo C. Veirano\*  
 Julia and Guilherme Chapchap Haddad  
 Julia and Christian Egan  
 Sherry and Mauricio Esteves  
 Veridiana and Guilherme Ferreira  
 The Galeazzi Family  
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**R\$5,000 - R\$9,999**

Graded Scholar Bowl  
 Anonymous (3)  
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 Sophia '20 and Marc '25 Hajjar  
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 The Kakinoff Family  
 Zoe '29 and Ben '27 Klotz  
 Lygia, Konstantinos '92, Julya '23,  
 and Paulo '25 Markakis  
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 Luciana and Paulo Medicis de  
 Meira Lins  
 The Pereira Leite Family  
 The Roman Chueiri Family  
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 Ana Luiza and Victor Schmutzler  
 Eric Seonghun '23 and  
 Alex Seokhun '25 Kim  
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 Juliana Wang

#### **Eagle Club**

##### **R\$2,500 - R\$4,999**

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 Larissa and Caio Mesquita  
 Alejandra and Francisco Moya  
 Renata Romanich and  
 Henrique Buosi

#### **Gold Donors**

##### **R\$1,000 - R\$2,499**

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 Opportunities

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 Patricia '96 Correa, Stella '00 Correa,  
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 Eliza '31 and James '33 Altman  
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#### **In-kind Donors**

Carolina Alves de Queiroz Hallack  
 and Ricardo Hallack

#### *\*Board Member*

*We endeavor to ensure the accuracy  
 of this honor roll of donors. If  
 your name is incorrectly listed,  
 please accept our apologies and  
 bring the error to our attention at  
[advancement@graded.br](mailto:advancement@graded.br).*

# Senior Leadership Team

**Richard Boerner**  
Superintendent

**Shannon Beckley**  
Chief Learning Officer

**Vance Boisjoli**  
Lower School Principal

**Bryan Bordelon**  
High School Principal

**Susan Butler**  
Middle School Associate Principal

**Susan Clain**  
Chief Strategic Communications and  
Advancement Officer

**Fiona Cope**  
High School Associate Principal

**Vladmir Cruz**  
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**Elaine Gabor**  
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**Tracy Harrison**  
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**Barbara (Bobbi) Netzel**  
Lower School Associate Principal

**Renata Romanich**  
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**Robert Switzer**  
Lower School Associate Principal

**David Trajtenberg**  
Middle School Principal





# GRADED

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