



**GRADED**  
THE AMERICAN SCHOOL OF SÃO PAULO

# Annual Report 2016-2017

mission  
**inspire**  
**challenge**  
**succeed**

every student  
every heart  
every mind

An aerial photograph of a city, likely São Paulo, showing a dense urban landscape with numerous high-rise apartment buildings. In the foreground, a school sports field is visible, featuring a green soccer field, a red running track, and a blue basketball court. The sky is blue with scattered white clouds.

# Contents

<b>Message from the Board</b>	<b>10</b>
<b>Message from the Superintendent</b>	<b>12</b>
<b>Board of Directors</b>	<b>14</b>
<b>Financials</b>	<b>16</b>
<b>Graded at a Glance</b>	<b>18</b>
<b>Graded Timeline</b>	<b>20</b>
<b>College Matriculation</b>	<b>22</b>
<b>Giving to Graded</b>	<b>24</b>
<b>Centennial Campaign</b>	<b>25</b>
<b>Graded Annual Fund</b>	<b>28</b>
<b>Giving to Graded Events</b>	<b>32</b>
<b>Alumni Highlights</b>	<b>33</b>
<b>2016-2017 Leadership Team</b>	<b>34</b>



**be**

**successful**





**be**

**happy**





**be  
involved**





# Message from the Board

GRADED

# Message from the Board

The 2016-2017 school year marked my eighth and last year as a Graded Board member. My time serving Graded has involved an enormous amount of work, but it has been both tremendously satisfying and a privilege to collaborate with such an amazing group of individuals. I would like to especially thank all the present and past Leadership Team members, Board members, Centennial Campaign Executive Committee and Alumni Advisory Committee members, and parents for their unconditional support and dedication during my tenure.

As Graded approaches its centennial celebration, I am confident it will remain Latin America's leading American school serving an international community, as well as one of the world's most respected educational institutions. Even over the past three years, as Brazil faced its largest recession, Graded has remained strong. Our strategic planning has allowed us to sustain a solid financial position, which has, in turn, enabled Graded to maintain a diverse student body and the Leadership Team to recruit and retain the world's most talented teachers.

Graded's Centennial Campaign is one of Brazil's most successful school fundraising programs.

The overwhelming support demonstrated by our community will allow us to modernize the majority of our campus by 2020 and to grow the Graded Scholar Program and the Excellence in Teaching Endowments. I am convinced that in a few years, we will all be very proud of what we have accomplished and what these three initiatives have done for Graded.

With Luiz Galeazzi '81 as the new Board president, Richard Boerner as superintendent, and with Graded's current Board and Leadership Team, I am confident the school is in great hands. We have some exciting years ahead of us!

Finally, I would like to thank all of you for allowing me the chance to give back to Graded. As a Graded alumnus, this school has been instrumental in my life. My service as a Graded Board member will remain one of the things of which I am most proud. Your trust and support will never be forgotten.

Best regards,

**Roberto Sallouti '90**  
**President of the Board**



# Message from the Superintendent

# Message from the Superintendent

The 2016-2017 school year, my second at Graded, was a noteworthy one. Despite an uncertain economic climate, Graded was able to attract and retain top faculty, redefine the school's framework and direction, and secure funds for our ambitious Centennial Campaign.

The year began with the announcement of our exciting new mission, vision, and core values statement: **Inspire, Challenge, Succeed: Every Student, Every Heart, Every Mind.** The development of this anchor document was an inclusive process involving all stakeholders. Upon its completion, the Graded Board of Directors and Leadership Team began to work on a new, iterative strategic plan. "A Commitment to Every Student's Success" was unveiled in May. This plan will serve as Graded's compass for the future as we ensure our students' success and ability to thrive in an ever-changing world. The guide focuses on three areas:

- Be Successful - Personalized and Meaningful Learning
- Be Happy - A Positive and Balanced School Experience
- Be Involved - All Students Engaged in Activities, Athletics, Arts, and Service

With the support of our parent community, Graded has continued to attract and retain some of the best teachers in international education. These faculty serve as inspirational guides, delivering an innovative and high-caliber education to our students. Over the past year, we have directed additional focus and resources toward the professional recruitment, retention, and training of our faculty. As part of this initiative, Graded hosted a variety of leading conferences focusing on student wellness, learning disabilities and differences, and educational assessment.

Particularly exciting last year was Graded's infrastructural progress. In March, we celebrated the completion of Phase II of our Campus Project. This massive undertaking, finished both on time and on budget, includes a new student center, parking garage, athletic fields, and wellness gymnasium. This breathtaking construction rivals facilities at other top international schools and provides our students with the space to achieve new levels of success.

With the strong support of our parent, alumni, and grandparent community, we have raised the funds

for Phase III of the Campus Project, a new Athletics Center. Construction will begin in November 2017, with a projected completion date of February 2018. The facility will include a gymnasium, swimming pool, and roof-top tennis courts. At the same time, we have launched Phase IV of the Campus Project, the Academic Infrastructure Modernization Project, beginning with the installation of air conditioning in all learning spaces.

Thank you for your generous support and contributions throughout 2016-2017. I hope that you will take some time to review Graded's financials and the philanthropic contributions outlined in this Annual Report. I look forward to our continued partnership and to an inspiring and productive academic year.

Very best,

**Richard Boerner**  
Superintendent

# Board of Directors

**G**raded is governed by a self-perpetuating board, whose twelve 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 Leadership Team. The Board stewards the school's financial resources to provide for current needs, while at the same time protects and enhances the endowment for the benefit of the institution's future. The Board is also responsible for hiring and evaluating the superintendent.

*"I joined Graded's Board in 2014, and it has been an inspiring experience to serve the community. Facing challenging times in Brazil, the Board has worked closely with Graded's talented and dedicated Leadership Team to ensure the school's continued success and the preservation of its long-standing culture. This would not have been possible without the guidance and leadership of Roberto Sallouti '90, president of the Board through June 2017. I am looking forward to working under the leadership of new Board President Luiz Galeazzi '81, as we guide the school into its second century. Like his predecessor, Luiz embodies and represents the school and its values, as both an alumnus and a father."*

**Johann Mathias von Bernuth, Secretary**



ROBERTO SALLOUTI '90  
President



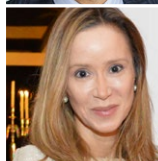
PAIGE GEIGER  
Vice President



LUIZ GALEAZZI '81  
Treasurer



JOHANN MATHIAS VON BERNUTH  
Secretary



ANA CABRAL-GARDNER  
Director



CARLOS HITOSHI F. CASTRO  
Director



FABIO COELHO  
Director



GUSTAVO DINIZ JUNQUEIRA  
Director



CAROLINE PINHEIRO LIMA  
Director



RODOLPHO PROTASIO  
Director



CLAUDIA WOODS '93  
Director



RICARDO ZUNIGA  
Director



RICHARD BOERNER  
Ex Officio

# Board of Directors

## Welcome New Members



### **Gustavo Diniz Junqueira**

Gustavo Diniz Junqueira is managing partner for BRASILPAR Investments. He previously held executive positions at Banco PINE and EZTEC. Gustavo holds a BA in Business from FAAP in Brazil and an MBA in Finance from Thunderbird School of Global Management of Arizona State University. He has two children at Graded, one in the Lower School and one in the Middle School.



### **Caroline Pinheiro Lima**

Caroline Pinheiro Lima holds a BA in Economics from the University of Chicago. She started her career in financial institutions investment banking at Bear Stearns. Caroline's executive positions included director of corporate finance and investor relations at GOL Linhas Aéreas, where she prepared the company for a worldwide IPO, structure funding, hedged alternatives, and negotiated aircraft contracts. Before moving to Brazil, she was responsible for negotiating, executing, and structuring investments at the buyout fund Kohlberg and Co. in New York. She has three children in the Lower School.

## Thank You



### **Roberto Sallouti '90**

Graded would like to thank Board President Roberto Sallouti '90 for his inspirational and visionary leadership, time, dedication, and steadfast support for the past eight years. Roberto served as a Board member for three years and as Board president for an additional five. Under his leadership, Graded elevated its commitment to excellence. Roberto Sallouti '90 leaves a lasting legacy.



### **Claudia Woods '93**

Graded would like to thank Claudia Woods '93 for her service to the school during her time on the Board of Directors.

# Financials



LUIZ GALEAZZI '81  
Treasurer

The year of 2016-2017 continued to be a challenge for us in Brazil. Although the economy has shown improvement in the past months, it is clear that the nation will still face many political, legal, and social challenges in the future.

Despite an uncertain external environment, Graded was able to reverse last year's negative performance. We closed the year with a positive result (EBITDA) of R\$6,684,449, which is encouraging because 2015-2016 closed with a negative result (EBITDA) of R\$6,324,908. This budgetary outcome is much more favorable than the one we had projected, due to a higher US dollar exchange rate than anticipated. Consequently, we closed the year with the best results in Graded's history, ending with an operational surplus of R\$10,926,018. It is

important to mention that this surplus was achieved not only because of the exchange rate, but also because of the effective cost management and fiscal discipline of Graded's Leadership Team.

The 2016-2017 operating reserves closed with R\$39,658,552 in cash, 4.27 times the monthly income. These figures are above the Board's requirement of maintaining a minimum reserve equivalent to three months' income.

In continuous cooperation with the school's Leadership Team, the Board has undertaken initiatives to guarantee that Graded remains a truly international American school. As a result, Graded has been able to remain competitive in the global school market and recruit and retain the very best educators.

In March 2017, Phase II of the Graded Campus Project was inaugurated. This included new fields, a wellness gymnasium, student center, and parking garage. Even with all this construction, the capital reserves closed at R\$7,391,410. In addition, pledges toward the Centennial Campaign - Graded Campus Project totaled an unprecedented R\$15,554,890.

We continue to enhance our campus and to make significant improvements to the facilities. Phase III of the Graded Campus Project will begin soon to replace the school's aging gymnasium with a new, world-

class Athletics Center. Simultaneously, the school is undertaking Phase IV (Academic Infrastructure and Modernization Project), which includes air conditioning for all classrooms, new flooring for the hallways, and the remodeling of laboratories and bathrooms, as well as other significant improvements to the facilities.

Our combined endowments closed with a year-end balance of R\$21,202,021, the highest in the school's history. New Leadership Gifts and an annual return on investment of ≈14.82% accounted for the increase.

The Finance Committee has also been working with auditors and advisors on different fronts to maintain and improve Graded's high-quality financial and legal reporting, accounting process, and governance.

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

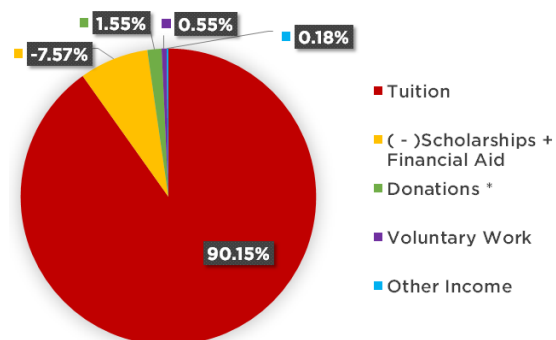
As an alumnus, current parent, and Board member, I am extremely proud to be part of this special community, and I look forward to another exciting year ahead.

Thank you very much for your support and dedication.

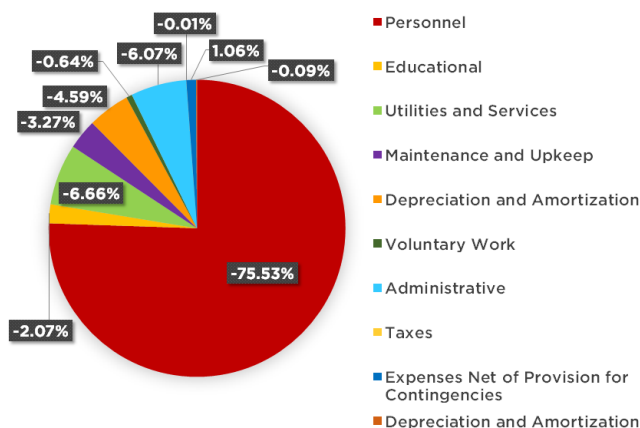
**Luiz Galeazzi '81**  
**Treasurer**

This financial report was prepared and audited by Price Waterhouse Coopers and represents the fiscal year ending June 30, 2017. Graded would like to thank members of the Finance Committee for their expertise, advice, and support throughout the intensive review process. Members included: Carlos Hitoshi F. Castro, Fabio Coelho, Gustavo Diniz Junqueira, Luiz Galeazzi '81, and Roberto Sallouti '90. Ex Officio members: Superintendent Richard Boerner and Director of Business and Operations Elaine Gabor.

### 2016-2017 Operational Revenue



### 2016-2017 Operational Costs and Expenses



<b>FINANCIAL STATEMENT</b>	<b>2016-2017</b>	<b>2015-2016</b>	<b>2014-2015</b>
<b>June 30 (reais in thousands)</b>			
<b>Operational Revenue</b>			
Tuition	110,654.00	90,433.00	83,625.00
( - )Scholarships (Staff and Partial Merit-based)	(9,288.00)	(6,742.00)	(5,409.00)
Donations*	1,905.00	1,601.00	2,148.00
Voluntary Work	674.00	525.00	483.00
Other Income	222.00	2,762.00	295.00
<b>Net Operational Revenue</b>	<b>104,167.00</b>	<b>88,579.00</b>	<b>81,142.00</b>
<b>Operational Costs</b>			
Personnel	(69,764.00)	(62,801.00)	(54,743.00)
Educational	(2,165.00)	(2,529.00)	(5,076.00)
Utilities and Services	(6,966.00)	(6,131.00)	(4,684.00)
Maintenance and Upkeep	(3,419.00)	(2,992.00)	(2,788.00)
Depreciation and Amortization	(4,803.00)	(3,580.00)	(3,376.00)
Voluntary Work	(674.00)	(525.00)	(483.00)
<b>Total Operational Costs</b>	<b>(87,791.00)</b>	<b>(78,558.00)</b>	<b>(71,150.00)</b>
<b>Gross Surplus</b>	<b>16,376.00</b>	<b>10,021.00</b>	<b>9,992.00</b>
<b>Operational Expenses</b>			
Personnel	(9,244.00)	(7,782.00)	(7,066.00)
Administrative	(6,349.00)	(5,702.00)	(4,324.00)
Taxes	(12.00)	(21.00)	(135.00)
Expenses Net of Provision for Contingencies	1,110.00	(6,423.00)	(1,514.00)
Depreciation and Amortization	(99.00)	(73.00)	(67.00)
<b>Total Operational Expenses</b>	<b>(14,594.00)</b>	<b>(20,001.00)</b>	<b>(13,106.00)</b>
<b>Other Operating Income and Expenses</b>			
Admissions Fee	1,110.72	2,848.00	1,879.00
Capital Fund Donations	3,340.28	-	-
Gain/Loss on Sales of Fixed Assets	11.00	20.00	40.00
Other Income/Expenses	-	-	28.00
<b>Total Other Operating Income and Expenses</b>	<b>4,462.00</b>	<b>2,868.00</b>	<b>1,947.00</b>
<b>Financial Income/Expenses</b>			
Income	8,769.00	13,038.00	9,795.00
Expenses	(4,087.00)	(8,181.00)	(6,211.00)
<b>Total Financial Income/Expenses Net</b>	<b>4,682.00</b>	<b>4,857.00</b>	<b>3,584.00</b>
<b>Surplus/Deficit</b>	<b>10,926.00</b>	<b>(2,255.00)</b>	<b>2,417.00</b>

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

# Graded at a Glance

## IDENTITY STATEMENT

**Graded is an American school serving an international community that instills excellence and empowers students to succeed in a global society.**

## MISSION

**inspire  
challenge  
succeed**

every student  
every heart  
every mind

## INDEPENDENT

**Coeducational, nonsectarian,  
nonprofit school**

FOUNDED IN  
**1920**

GRADES  
**Pre-K-12**

## American Curriculum Pre-K-12

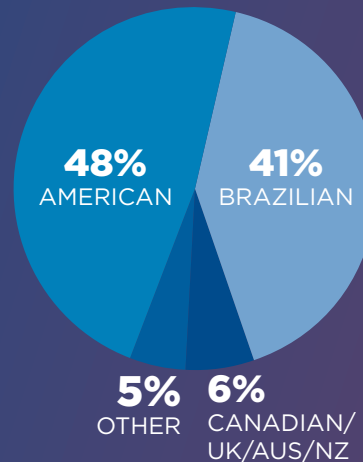


PRE-PRIMARY  
**MONTESSORI**  
SINCE 1979

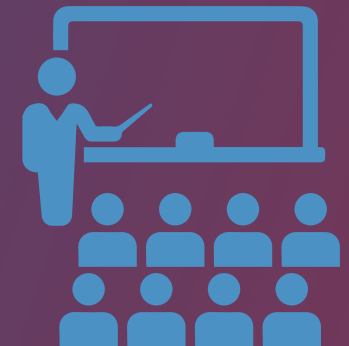


GRADES 11-12  
**INTERNATIONAL  
BACCALAUREATE**  
SINCE 1985

## Faculty






**60%**  
ADVANCED DEGREES  
(MASTER'S AND/OR  
DOCTORATES)



**8:1**  
STUDENT/TEACHER RATIO

# Students

**1260**  
STUDENTS

-  LOWER SCHOOL **562**
-  MIDDLE SCHOOL **287**
-  HIGH SCHOOL **411**



EVERY STUDENT GRADUATES WITH AN **AMERICAN DIPLOMA**

**76%**  
IB

**66%**  
AD/IB/BD



**COLLEGE**  
OUR STUDENTS GO TO:



**72%**  
USA/CAN



**8%**  
EUR

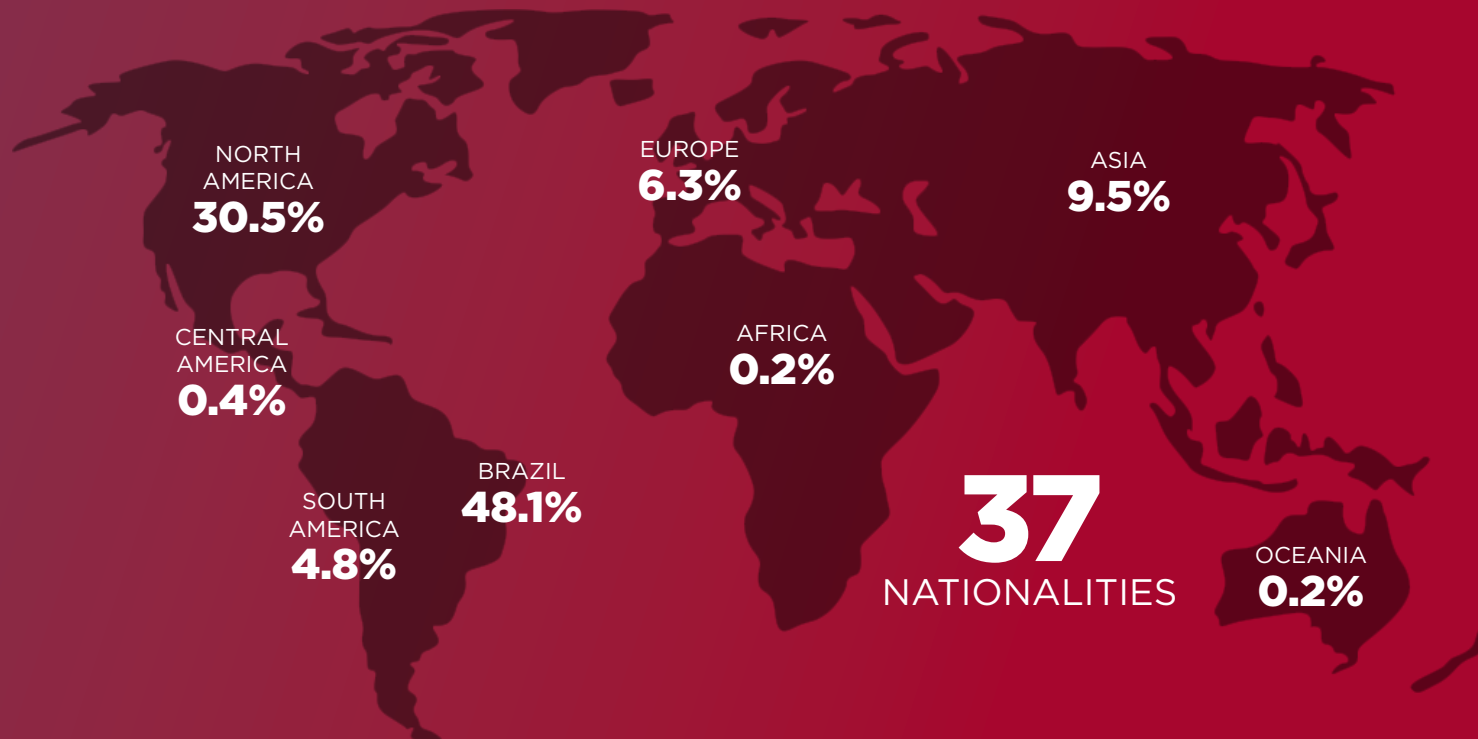


**14%**  
BRA

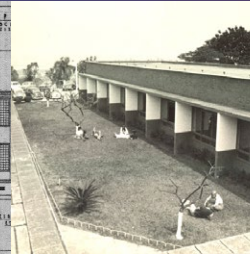
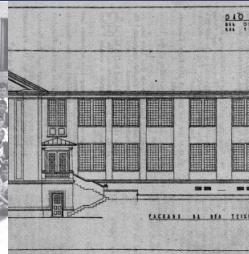


**3%**  
ASIA

GAP YEAR: 3%



# Graded Timeline



## 1920

Shortly after World War I, the American Chamber of Commerce and American companies in São Paulo envisioned a school that would prepare children for colleges and universities in the United States. It started in a two-room schoolhouse on Avenida São João, in the heart of downtown São Paulo.

## 1921

On the morning of October 17, 1920, Mrs. Ruth Kolb and Ms. Bel Ribble took attendance of six students. Enrollment increased to 35 the next year. In 1921, the school was officially established as the São Paulo Graded School - SPGS.

## 1928

A larger building was quickly constructed with Chamber of Commerce funds on Mackenzie College land on Rua Piauí 36.

## 1930

An additional site for elementary students was built on Rua Itambé.

## 1938

As the school continued to grow, the American Chamber of Commerce began a campaign to construct an even larger building. Head of School Maurice Vernon Powell "Tio Powell," moved the school to the corner of Rua Coronel Oscar Porto, close to Avenida Paulista.

## 1961

The Brazilian industrial boom of the 1950s created pressure for an even bigger school. Large fundraising campaigns were held for the construction of a new campus. Finally, in August 1961 Graded moved to Avenida Giovanni Gronchi which, at that time, was considered rural and "sitting on a hilltop with forests and pastures and rock quarries all around."

## 1977

The Lower School campus was inaugurated.

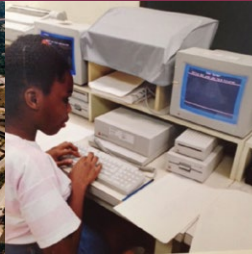
## 1979

Joyce Pickering implemented the Montessori Program on the newly built elementary campus.

## 1980s

The Big Four Tournament kicked off. Graded, Escola Americana de Brasília, Escola Americana do Rio de Janeiro, and Chapel still compete every year.

# The Graded Campus Project



## 1988

International Baccalaureate (IB) courses were introduced in 1985. Un Kyung Park earned Graded's first International Baccalaureate Diploma three years later.

## 1990s

As São Paulo expanded, Morumbi and Graded quickly grew with it.

## 1991

Graded invested in technology, including Apple II-GS computers. With the help of Universidade de São Paulo (USP), the internet arrived on campus three years later.

## 1994

The first Peer Group Connection (PGC) class was established. Since this time, PGC has been an integral part of our High School community.

## 2004

The Lemann-Tully Arts Center was completed. Since then, Graded's artists, performers, and musicians have developed and shared their talents in countless ways.

## 2011

Giving to Graded was instituted to invest in Graded's future. It was later renamed the Centennial Campaign.

## 2014

The Graded Campus Project - Phase I was inaugurated with renovated gymnasiums and playgrounds in the Lower School.

## 2016

The Graded Campus Project - Phase II was completed, including athletic fields, a student center, parking garage, wellness gymnasium, beach volleyball court, track, and maintenance building.

## 2017

Fundraising for new a Athletics Center (Graded Campus Project - Phase III) is launched. The Academic Infrastructure Modernization Project (Graded Campus Project - Phase IV) begins.



# College Matriculation



# Classes 2013-2017 College Matriculation

Between 2013 and 2017, at least one Graded graduate matriculated at each of the following institutions. Emboldened text identifies those institutions at which at least one 2017 Graded alumna/us enrolled. Acceptance to some Brazilian universities occurs only in January of the following year, thus the list of Brazilian acceptances may not be complete.

## UNITED STATES

**AMERICAN UNIVERSITY**  
**ARIZONA STATE UNIVERSITY**  
ARTCENTER COLLEGE OF DESIGN  
**BABSON COLLEGE**  
BALDWIN WALLACE UNIVERSITY  
**BARNARD COLLEGE**  
BARUCH COLLEGE OF THE CUNY  
BATES COLLEGE  
BENTLEY UNIVERSITY  
BERKLEE COLLEGE OF MUSIC  
BOSTON COLLEGE  
**BOSTON UNIVERSITY**  
**BOWDOIN COLLEGE**  
BRANDEIS UNIVERSITY  
**BRIGHAM YOUNG UNIVERSITY**  
**BRIGHAM YOUNG UNIVERSITY - HAWAII**  
BROWN UNIVERSITY  
BRYN MAWR COLLEGE  
BUCKNELL UNIVERSITY  
**CENTRAL MICHIGAN UNIVERSITY**  
CHAPMAN UNIVERSITY  
**CLAREMONT MCKENNA COLLEGE**  
COLLEGE OF CHARLESTON  
COLORADO STATE COLLEGE  
**COLUMBIA UNIVERSITY**  
**CORNELL UNIVERSITY**  
DARTMOUTH COLLEGE  
DENISON UNIVERSITY  
**DUKE UNIVERSITY**  
EMBRY-RIDDLE AERONAUTICAL UNIVERSITY  
EMERSON COLLEGE  
**EMORY UNIVERSITY**  
**FASHION INSTITUTE OF TECHNOLOGY**  
**FLAGLER COLLEGE**  
**FORDHAM UNIVERSITY**  
GEORGE MASON UNIVERSITY  
GEORGE WASHINGTON UNIVERSITY  
**GEORGETOWN UNIVERSITY**  
**GEORGIA INSTITUTE OF TECHNOLOGY**  
HAMPSHIRE COLLEGE  
**HARVEY MUDD COLLEGE**  
HAVERFORD COLLEGE  
HOFSTRA UNIVERSITY  
**INDIANA UNIVERSITY BLOOMINGTON**  
JOHNS HOPKINS UNIVERSITY  
KALAMAZOO COLLEGE  
KENDALL COLLEGE OF ART & DESIGN

LIM COLLEGE  
LOYOLA MARYMOUNT UNIVERSITY  
LOYOLA UNIVERSITY OF CHICAGO  
LYNN UNIVERSITY  
MANHATTAN SCHOOL OF MUSIC  
MASSACHUSETTS INSTITUTE OF TECHNOLOGY  
MICHIGAN STATE UNIVERSITY  
**MIDDLEBURY COLLEGE**  
NEW YORK INSTITUTE OF TECHNOLOGY  
**NEW YORK UNIVERSITY**  
NEW YORK UNIVERSITY (ABU DHABI)  
**NORTH IDAHO COLLEGE**  
**NORTHEASTERN UNIVERSITY**  
**NORTHWESTERN UNIVERSITY**  
OBERLIN COLLEGE  
OCCIDENTAL COLLEGE  
PENNSYLVANIA STATE UNIVERSITY  
PEPPERDINE UNIVERSITY  
**POMONA COLLEGE**  
**PORTLAND STATE UNIVERSITY**  
**PRATT INSTITUTE**  
PRINCETON UNIVERSITY  
PURDUE UNIVERSITY  
RENSSELAER POLYTECHNIC INSTITUTE  
RINGLING COLLEGE OF ART AND DESIGN  
ROLLINS COLLEGE  
RUTGERS UNIVERSITY - NEW BRUNSWICK  
SANTA CLARA UNIVERSITY  
SARAH LAWRENCE COLLEGE  
SAVANNAH COLLEGE OF ART AND DESIGN  
SCHOOL OF ART INSTITUTE OF CHICAGO  
SCHOOL OF VISUAL ARTS  
**SETON HALL UNIVERSITY**  
SKIDMORE COLLEGE  
STANFORD UNIVERSITY  
**SWARTHMORE COLLEGE**  
**SYRACUSE UNIVERSITY**  
**THE NEW SCHOOL**  
TRINITY UNIVERSITY  
**TUFTS UNIVERSITY**  
UNIVERSITY OF CALIFORNIA, BERKELEY  
**UNIVERSITY OF CALIFORNIA, IRVINE**  
**UNIVERSITY OF CALIFORNIA, SAN DIEGO**  
UNIVERSITY OF CHICAGO  
**UNIVERSITY OF COLORADO AT BOULDER**  
**UNIVERSITY OF FLORIDA**  
UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN  
UNIVERSITY OF MASSACHUSETTS

**UNIVERSITY OF MIAMI**  
**UNIVERSITY OF MICHIGAN**  
UNIVERSITY OF MINNESOTA  
UNIVERSITY OF NOTRE DAME  
**UNIVERSITY OF PENNSYLVANIA**  
UNIVERSITY OF ROCHESTER  
UNIVERSITY OF SOUTHERN CALIFORNIA  
UTAH STATE UNIVERSITY  
VASSAR COLLEGE  
**VIRGINIA COMMONWEALTH UNIVERSITY**  
WAKE FOREST UNIVERSITY  
WELLESLEY COLLEGE  
WESTERN STATE COLORADO UNIVERSITY  
**WHEATON COLLEGE MA**  
WICHITA STATE UNIVERSITY  
WILLIAMS COLLEGE  
WORCESTER POLYTECHNIC INSTITUTE  
XAVIER UNIVERSITY  
YALE UNIVERSITY

## BRAZIL

CENTRO UNIVERSITÁRIO BELAS ARTES  
DE SÃO PAULO  
**ESPM**  
FAAP  
**FGV**  
FIAM-FAAM  
FMU  
IFSP  
INSPER  
PUC-SP  
UNISA  
UNIVERSIDADE ANHEMBI MORUMBI  
UNIVERSIDADE PRESBITERIANA MACKENZIE

## CANADA

**MCGILL UNIVERSITY**  
MOUNT SAINT VINCENT UNIVERSITY  
**UNIVERSITY OF BRITISH COLUMBIA**  
UNIVERSITE D'OTTAWA  
UNIVERSITY OF TORONTO

## EUROPE (EU)

AMSTERDAM UNIVERSITY COLLEGE (THE  
NETHERLANDS)  
ECOLE HÔTELIÈRE DE LAUSANNE (SWITZERLAND)  
FRANKLIN UNIVERSITY SWITZERLAND  
JACOBS UNIVERSITY (GERMANY)

MAASTRICHT UNIVERSITY (THE NETHERLANDS)  
MONDRAGON UNIBERTSITATEA (SPAIN)  
ROTTERDAM SCHOOL OF MANAGEMENT, ERASMUS  
UNIVERSITY (THE NETHERLANDS)  
SCIENCES PO (FRANCE)  
THE AMERICAN UNIVERSITY OF PARIS (FRANCE)  
**UNIVERSITEIT UTRECHT (THE NETHERLANDS)**  
**UNIVERSITÉ PARIS-SORBONNE (FRANCE)**  
UNIVERSITY OF GRONINGEN (THE NETHERLANDS)  
WEBSTER UNIVERSITY (THE NETHERLANDS)

## UNITED KINGDOM

CITY, UNIVERSITY OF LONDON (ENGLAND)  
**HULT INTERNATIONAL BUSINESS SCHOOL  
(ENGLAND)**  
KING'S COLLEGE LONDON (ENGLAND)  
LANCASTER UNIVERSITY (ENGLAND)  
LONDON SCHOOL OF ECONOMICS (ENGLAND)  
LOUGHBOROUGH UNIVERSITY (ENGLAND)  
QUEEN MARY UNIVERSITY OF LONDON (ENGLAND)  
REGENT'S UNIVERSITY LONDON (ENGLAND)  
RICHMOND COLLEGE OF LONDON (ENGLAND)  
ROYAL COLLEGE OF MUSIC (ENGLAND)  
ROYAL HOLLOWAY, UNIVERSITY OF LONDON  
(ENGLAND)  
THE UNIVERSITY OF ABERDEEN (SCOTLAND)  
UNIVERSITY OF BIRMINGHAM (ENGLAND)  
**UNIVERSITY OF CAMBRIDGE (ENGLAND)**  
UNIVERSITY COLLEGE LONDON (ENGLAND)  
UNIVERSITY OF ST ANDREWS (SCOTLAND)  
**UNIVERSITY OF WARWICK (ENGLAND)**  
UNIVERSITY OF WEST LONDON (ENGLAND)

## INDIA

MANIPAL UNIVERSITY

## KOREA

CHUNG-ANG UNIVERSITY  
GHENT UNIVERSITY GLOBAL CAMPUS  
**HANYANG UNIVERSITY**

## MEXICO

INSTITUTO TECNOLÓGICO DE MONTERREY

## TAIWAN

NATIONAL CHENG KUNG UNIVERSITY

# Giving to Graded



## There Are Two Ways to Support Graded Financially

### Centennial Campaign

For the past 96 years, Graded has been recognized as an educational leader, dedicated to inspiring excellence, fostering intercultural competence, and empowering students to become engaged, ethical citizens. In anticipation of its 100th anniversary, Graded launched the Centennial Campaign, an ambitious initiative to raise funds for three strategic priorities: The Graded Campus Project, the Graded Scholar Program Endowment, and the Excellence in Teaching Endowment.

### Graded Annual Fund

The Graded Annual Fund, the school's annual giving program, is the primary vehicle for raising unrestricted funds to supplement the school's operating budget. Like most American colleges and leading independent schools, Graded relies upon philanthropic contributions to fulfill its mission. The Graded Annual Fund supports educational enrichment, professional development, scholarships, arts, athletics, community service, and campus enhancements. We encourage all members of the Graded community to participate in this important effort.

# Giving to Graded Centennial Campaign



## Graded Campus Project

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

**Total Committed:**  
R\$29,070,714 as of June 30, 2017



## Graded Scholar Program Endowment

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

**Total Endowment:**  
R\$15,089,063 as of June 30, 2017



## 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.

**Total Endowment:**  
R\$6,112,958 as of June 30, 2017

## The Centennial Campaign Executive Committee

The Centennial Campaign Executive Committee (CCEC) was formed to serve as the primary voice for the school's Centennial Campaign. CCEC members cultivate relationships with parents, grandparents, companies, foundations, and alumni and support Graded by fostering a culture of giving. We are thankful for their extraordinary dedication and passion in inspiring our community, as it is only with the participation of all stakeholders that Graded can reach its goals and achieve its vision for the future.

**Renato Ochman, Co-chair**  
**Amalia Spinardi, Co-chair**  
**Michele Behar '80**  
**Merav Bender de Safdie**  
**Ana Cabral-Gardner\***  
**Carlos Hitoshi F. Castro\***  
**Ana Garfinkel '99**  
**Andrea Johannpeter**  
**Roberto Klabin**  
**Andre Laport**  
**Caroline Pinheiro Lima\***  
**Roberto Sallouti\* '90**  
**Fernanda Vidigal**  
**Richard Boerner, Superintendent, Ex Officio**  
**Susan Clain, Chief Advancement Officer, Ex Officio**  
**Julia Oliveira, Development Manager, Ex Officio**

*\*Board Member*

*"Nothing satisfies me more than helping out my community and Graded's future. Being part of the CCEC gives me the opportunity to join many engaged parents, administrators, and staff, and together we unify forces to create the best, most innovative, and successful environment for our kids' school."*

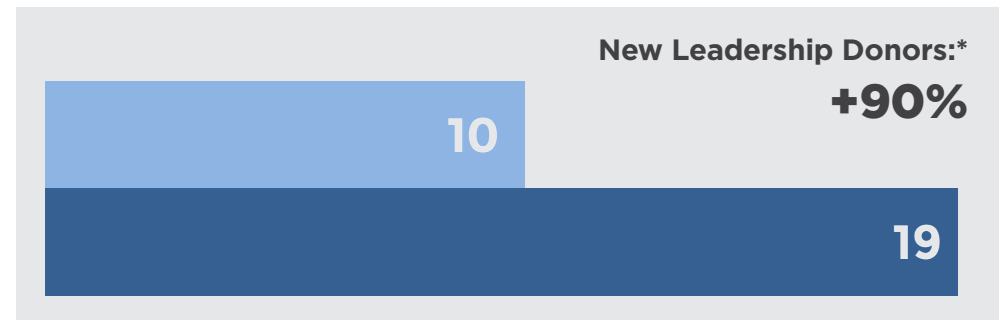
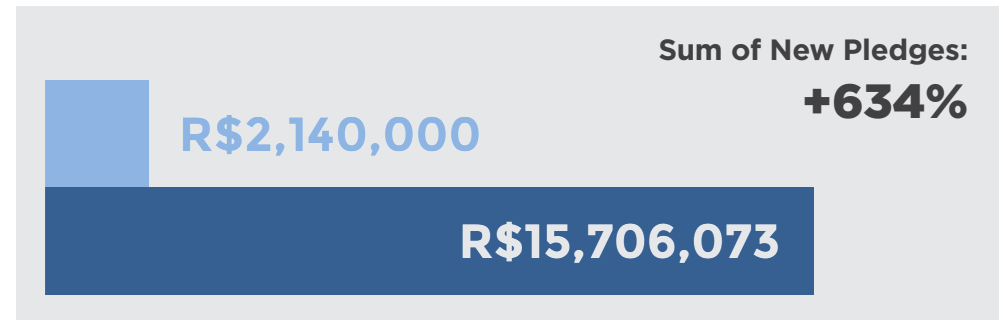
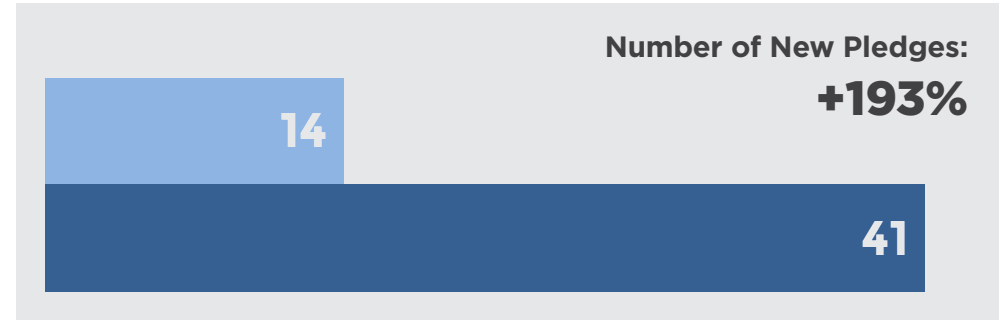
**Fernanda Vidigal, CCEC Member**

# Giving to Graded Centennial Campaign



2015-2016

2016-2017



\* Leadership Donors are those who contribute at a level of R\$100,000+ and are recognized on Graded's Donor Wall.

# Centennial Campaign Donors

## Leadership Donors

Graded is deeply thankful for the generosity of all the Leadership Donors\* whose Centennial Campaign gifts are an investment in both the future of our institution and the success of every student.

### R\$10,000,000+

Fundação Lemann

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

Juliana and Roberto\* '90 Sallouti

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

Anonymous (2)  
The Garfinkel Family  
Alessandra and Ezra Safra

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

The Blay Family  
The Galeazzi Family  
Andrea and Guilherme Johannpeter  
Maria Angela and Roberto Klabin  
Raquel Moura Borges  
Claudia and Renato Ochman  
Amalia Spinardi and Roberto Thompson

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

Michele Behar '80, Stephanie Behar '08, and Chloe Behar '10  
Renata and José Ermírio de Moraes  
The Formicola Family  
The Ioschpe Family  
The Laport Family  
Renato Maluli '82

Roberta '91 and Thomas Mello e Souza  
Thatiana and Leonardo '90 Mello  
Diana and Bernardo Paiva  
The Quintella Family Charitable Fund  
The Verdi Family  
Fernanda and Alvaro Augusto Vidigal

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

Anonymous (2)  
Ana Carolina and José Roberto Auriemo  
Graziella and Helio Beltrão  
The Biagi Family  
Ana Paula and Mauricio Bittencourt A. Magalhães  
Gabriela and Adriano Borges  
Carolina Casañas-Giráldez and Juan Giráldez  
Shirley and Alex '84 Chang  
Soraya and Edgard Corona  
Regina and Gustavo\* Diniz Junqueira  
Flavia and Antoine Faugeres  
Deborah and Paulo Haegler  
Christina and José Carlos Hauer Santos  
Denise and Patrick Hruby  
Roberto Luiz Justus '73  
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  
Patricia and Marcelo Marco Antonio  
Lucianna and Angel '88 Martinez  
Gabriella and José Miguel Neto  
Victoria '18 and Clara '19 Miranda  
The Mofarrej Fonseca Family  
Parent Teacher Association  
Caroline\* and Maximo '94 Pinheiro Lima  
Lorena Pinheiro Lima '91 and Luiz Felipe Coutinho Dias de Souza  
Fernanda and Fabio Rossi  
Camila and Jório Salgado Gama  
Paula Soares and Carlos Hitoshi\* F. Castro  
Roberta Suplicy and Phillip Bendenoun  
Veronica Sverner and Jorge Arruda  
Ana Carolina and Marc Szlezzynger  
Lucila Tchira and Jeffrey Hoberman  
Tatiana and Alexandre Thumlert  
Camila Vieira Santos and Cristiano Biagi  
Cristiane and Johann\* Mathias von Bernuth  
Tânia and Arnaldo Wald

\*Board Member

## Other Centennial Campaign Donors

### R\$10,000 - R\$99,999

Carolina and Patrice Etlin  
Veridiana and Guilherme Ferreira

### R\$5,000 - R\$9,999

Class of 2025  
Maria Fernanda and Adelino Arantes  
Fernanda and Leonardo Morari  
Charo and Ramon Sánchez  
Daniela and Abraham Weintraub

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

The Haenni-O'Callaghan Family  
Camila and David Kahn

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

Carolina '27 and Tiago '30 Mason Bruno  
Amrit H. Mohanani '04  
Carlo '01 and Marina Padovano  
Renata Romanich and Henrique Buosi

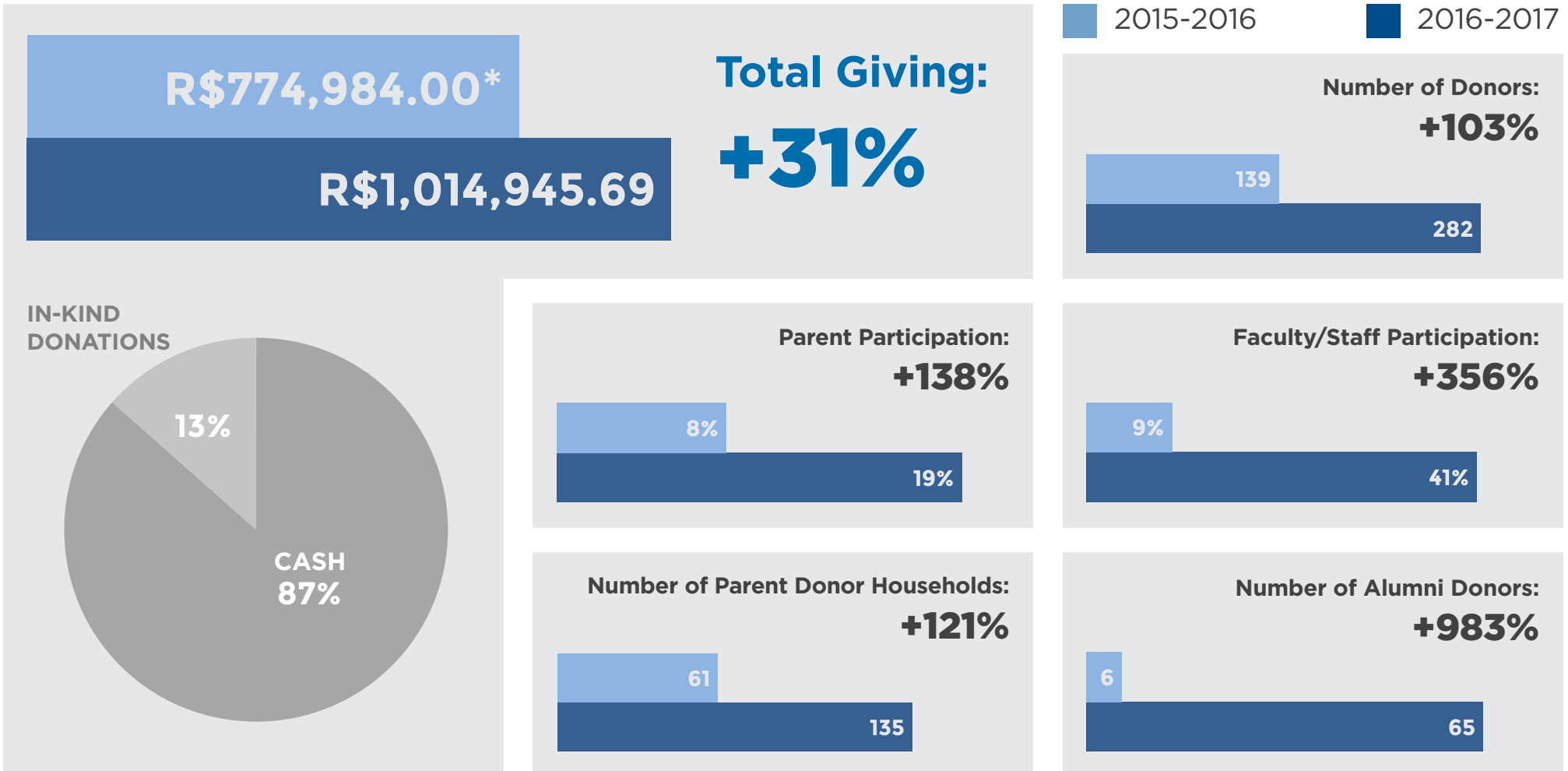
### R\$1 - R\$999

Class of 1965  
Angela Lopes  
Dr. Matheus Ribeiro Barcelos

\*Leadership Donors are those who contribute at a level of R\$100,000+ and are recognized on Graded's Donor Wall.

# Giving to Graded

# Graded Annual Fund



\* Total Graded Annual Fund giving no longer includes US State Department grant.

# A Selection of Projects Supported by the 2016-2017 Graded Annual Fund

NEWBERY AWARD-WINNING AUTHOR LINDA SUE PARK VISIT



SIX NEW CAMERAS FOR THE ARTS

BENCHES FOR THE NEW ATHLETICS FIELD

INNOVATE CONFERENCE - PROFESSIONAL DEVELOPMENT FOR GRADED FACULTY



GRADED SCHOLAR PROGRAM SUPPORT

BUSING FOR 18 STUDENTS FROM PROJETO PALCO TO ATTEND GRADED'S SHREK PRODUCTION



BRICKS UPPER SCHOOL SERVICE CLUB



FREEDOM FROM CHEMICAL DEPENDENCY (FCD) VISIT

GRADED'S RUN AGAINST CANCER

STUDENT WELLNESS INITIATIVE DURING IB EXAMS



# Giving to Graded

# Graded Annual Fund Donors

## Trustee Circle (+R\$10,000)

Anonymous (2)  
 The Aguiar de Souza Family  
 Maristella Ansanelli and Vitor Faga de Almeida  
 Filipe B. Areno and Andrea F. Andrezo  
 Mauricio Bittencourt Magalhães  
 The Brito Family  
 The Calheiros Family  
 Fabio and Maria Fernanda Coelho  
 Vânia and Arnaldo Curiati  
 William A. Franke '55  
 The Galeazzi Family  
 Alexandre Gama - Família Gama de Medeiros  
 Família Giráldez-Casañas  
 Isabela and José Luiz de Godoy Pereira  
 Guilherme and Andrea Johannpeter  
 In the name of João '17 and Pedro '27 Kalil  
 Giuliana and Marcio Kaufman  
 In the name of Fernanda '26, Julia '18, and Patricia '14 Kim  
 Família Masagão Ribeiro  
 Camila and Eduardo Mendez  
 Parent Teacher Association  
 Hae and Won Park  
 Raphael Penteado '99 and Rafaela Favorito  
 Mercedes and Gustavo Pimenta Garcia  
 Caroline and Maximo '94 Pinheiro Lima  
 Cristiana and Rodolpho Protasio  
 Juliana and Roberto '90 Sallouti  
 Eva and Bao Shilei  
 Márcio Tabatchnik Trigueiro  
 Isabel and Ricardo Veirano

## Century Club (R\$5,000 - R\$9,999)

Anonymous (2)

In the name of Lucas '23 and Amanda '24 Andrade  
 Marie F. and James Beardwood  
 The Blay Family  
 The Boranga Family  
 In the name of Beatriz '24, Maria '26, and João Pedro '28 Borges  
 Regina and Gustavo Diniz Junqueira  
 Sherry and Mauricio Esteves  
 Claudio and Paige Geiger  
 Andreia and Pedro Geyerhahn  
 Marcello and Flavia Hallake  
 The Hopp Family  
 The Lutz Family  
 Renato Maluli '82  
 Winston and Natalia Merchor  
 Máilson da Nóbrega and Rosa Dalcin  
 Fernanda Pettenati and João Rossi  
 Rosana Salles  
 Mariana and José Guilherme Sartori  
 The Seawright Lima Family  
 Keren and Eduardo Soriano  
 Lucila Tchira and Jeffrey Hoberman  
 Irma, Ronald, Marielotte '17, Florens '18, Rosanne '20, and Laurens '22  
 Van Ballegooijen  
 The Vergara Family  
 Família Vidigal Araujo  
 Fernanda and Alvaro Augusto Vidigal  
 The Vieira Family

## Eagle Club (R\$2,500 - R\$4,999)

Anonymous (2)  
 Daniel '92 and Giselle '94 Arippol  
 The Bader Family  
 Graziella and Hélio Beltrão

In the name of Ricky '17 and Gabriela '28 Bilton  
 The Boerner Family  
 The Cabral-Gardner Family  
 Tom and Jennifer Conway  
 Walter and Marisa Dissinger  
 Maria Angela and Roberto Klabin  
 Tinito Matsumoto Jr. and Isabel Figueiredo  
 Guilherme Menezes  
 Guilherme Menge '00  
 The Milo Family  
 Miya and Kasuo Miyake  
 Renato Ochman  
 Roberta Paes de Almeida '91  
 Carlos '02, Fernanda '03, and Marcos '06 Pedreira  
 Lorena Pinheiro Lima '91  
 The Porto Family  
 Felipe Rozentzvaig  
 Guillermo and Eurica Shiga  
 Amalia Spinardi  
 Rogerio Tadao Ozay '90  
 Rodrigo and Paula Tannuri  
 Luciana and Marcos Toledo de Barros  
 保士田  
 In the name of Yaoyuan Zhang '19

## Gold Donors (R\$1,000 - R\$2,499)

Anonymous (3)  
 The Abdo Family  
 The Attaluri Family  
 Daniel Bleecker Parke  
 Vance Arthur Boisjoli and Kevin James Maykut  
 In the name of Luiza Cardoso '25  
 Daniela Carolo Mizrahi

In the name of Yungyu Chen '22  
 Susan Clain  
 Antonio '00 and Renata Conceição  
 Jennifer and Ricardo Fernandez  
 The Fortes Family  
 Fabio Fuzetti '91  
 Elaine and Silvio Gabor  
 The Germinari Lee Family  
 Tatiana de Gruttola Pilão  
 The Hobbs-Beckley Family  
 Fabio Januario  
 In the name of Jiacheng Jiang '19  
 The Jurosek Family  
 Jorge and Aline Larangeira  
 In the name of Sofia Leite da Costa '30  
 In the name of Antonio Lerro  
 The Lima Family  
 Rob and Cyndy McClung  
 In the name of Lorena '28 and Bernardo de Melo Boarin  
 Larissa and Caio Mesquita  
 The Mimassi Family  
 The Morandi Brothers  
 Roberto Moretzsohn  
 Fabíola Oliveira  
 Família Oliveira  
 In the name of Zoe and Lara Owsianski  
 Tracy and Jorge Peixoto  
 Andrea Pilnik '91  
 In the name of Ernesto Provase  
 Renata Queiroz de Moraes  
 The Regen Family  
 Jair Ribeiro da Silva '77  
 The Roane Family  
 Sandra Roller Mendonça, 2nd grade teacher  
 Renata Romanich Buosi and Henrique Buosi

# Graded Annual Fund Donors

Claudio Sassaki  
Laura and Rob Schlesinger  
Oscar Segall '79 and Patricia Pavan  
Ana Paula Sestini '91  
The Shores Family  
Betina Veiga Ting '88, Peter Ting,  
Yasmin Ting '29, and Peter (PJ) '30 Ting  
Camila Vieira Santos  
Luiza von Mutius Hallack '04  
Ricardo and Christina Zuniga

## Silver Donors (R\$1 - R\$999)

Anonymous (12)  
Eliana Maria Andrade Anjo  
Lucinha Ariani  
Maria Irenilda Azevedo  
Silvano Azevedo  
Roberta B. Jafet '10  
Luciana Barbosa  
The Barreto Family  
Philippe Barros '09  
Marilene Bassani Camilo  
Siri Berman  
Susan E. Burnquist '73  
Lucca Burstin '10  
Arlindo de Carvalho Pinto '10  
Kelly de Carvalho  
Renata and Fabio "Tallman" Carvalho  
Karina and Flavio Cavalcante  
Sanjeev Chandra '13  
Stephanie Chao '10  
The Churchill Family  
Familia Clemente Santos  
Beth Coelho  
Andrea Colsato  
Aline Costa  
Rita Croce '10  
Gabriel Dias '11

Matheus Dias '12  
Patrick Dias '13  
Judy Dominick  
Claudia Fernanda Dourado de Souza  
Francisco Emidio  
Fabio Escobar '83 and Maria Saldarriaga  
Eduardo Estrada B. '11  
Maria Estrada  
Ocki Fernandes  
Anilton Flores  
Isabella Freyre '10  
Camila Germano  
Jackie Gomes '13  
In the name of Kiara '27 and  
Katalina '30 Gonzalez  
Graded Scholar Fund Razor  
Joan Halbert '57  
Carla Hillman  
Silvia Maria Holanda  
Shawn Horst  
The Hudson Family  
Maureen Jasper  
Shannon Keane  
Deco Krongold '10  
Aleksandro de Lima  
Diego de Lima Martins  
Elaine Liu  
The Lockhart Family  
Ana Luiza Loureiro  
Ianka Machado  
The Maia Family  
Maria Aparecida Marcos  
Shelley Marks  
Camila Martins  
Vivi Martins '10  
Cris Matheus  
Andrew and Sandra McDonnell  
Lucas Menendez '93

Carlos "El Capitán" Miranda '10  
In the name of Gabriela Miranda '28  
The Mofarrej Fonseca Family  
Olga and Sidney Molina  
Tammy and Felipe Montagna  
Maggie Moraes  
Eileen C. Murphy  
Neide Mussete  
Alessandra Nahús  
Marco Nascimento  
Otoniel Niccolini '91  
Gabriel da Nóbrega '12  
Dr. Antonio Nogueira  
Dan Nogueira '01, Gabriela Curi '06,  
and Family  
In the name of Jean Oliveira '30  
Julia Oliveira and Dr. Matheus Ribeiro  
Barcelos  
Luis Antonio de Oliveira  
Rita Oliveira  
Vanessa Oliveira  
In the name of Maximilian Orleans e  
Bragança  
Alicia Patrick  
Maria de Fátima Pereira dos Santos  
Graziela Pinto and Bernardo Bonjean  
Rodrigo Otávio and Laureana Piragine  
Vanessa Pizzutti Ortencio  
Mr. Pro  
M. Prosalik  
Heather Purcell and Chris Kelly  
Andre Purdie Costa '17  
Patricia Purdie '81  
Erin Rafferty and Philip Altman  
Rosana Ramos  
Bianca Ranucci  
Renata Reis  
Cecilia Ribeiro da Silva '04

Kimberly and David Russell  
Célio Sacramento  
Joaquim and Marcela Sales Leite  
Edil Santos  
Gabriela dos Santos  
Rogério Santos  
Tatiane Santos  
The Santucci Family  
Veronica Savela  
Toshiki and Atsuko Shinagawa  
Adeilton Silva  
Elaine Silva  
"The Fearless" Ms. Smith  
Maria Aparecida Souza de Silva  
Robbie Stange and Lika Kishino  
Emilia Suzuki  
Rob Switzer and Nadine Kitto  
Emily and Thomas Sze  
Suzandeise Thomé '90  
Eliane Tiemy Guibi Arimori  
Franco Torres '17  
Julia Waddington '11  
Kirsty Wilkinson  
Gabriel '19 and Joshua '22 Yamada

## In-kind Donations

Graziella Beltrão  
Guilherme Faria  
Gustavo and Andrea '99 Filgueiras  
Os Filmistas  
Ida and Claudio Lottenberg  
Juliana and Roberto '90 Sallouti  
Paula Soares and Carlos Hitoshi F. Castro  
Carolina Steinbruch '90

# Giving to Graded Events

Every year, Centennial Campaign Executive Committee members host important dinners and events to update stakeholders on the progress of the campaign and to outline priorities for the future. We would like to thank our hosts for their dedication to and generosity towards this important effort for Graded.



**Leadership Donor Cultivation Dinner**



**“What It Takes”**



**Donor Recognition Cocktail**

As we approach Graded's 100th anniversary, alumni gather around the world to celebrate their Eagle pride! This year, receptions were held in Los Angeles, San Francisco, and São Paulo.

# Alumni Highlights

## San Francisco Reception



## Wine and Cheese Reception at Graded



## Los Angeles Reception



# 2016-2017 Leadership Team

(listed alphabetically)

**Marie Beardwood**

Director of Technology Integration

**Roberto d'Erizans**

Middle School Principal

**Karen Mattos**

Director of Brazilian Studies

**Shannon Beckley**

Lower School Assistant Principal

**Ocki Fernandes**

High School Principal

**Renata Romanich**

Director of Human Resources

**Richard Boerner**

Superintendent

**Elaine Gabor**

Director of Business and Operations

**Tracey Smith**

Middle School Assistant Principal

**Vance Boisjoli**

Lower School Principal

**Tracy Harrison Peixoto**

Director of Admissions

**Rob Switzer**

Director of Athletics and Activities

**Susan Clain**

Chief Advancement Officer

**Shauna Hobbs**

Director of Teaching and Learning

**Kirsty Wilkinson**

High School Assistant Principal





**GRADED**

THE AMERICAN SCHOOL OF SÃO PAULO

Av. José Galante, 425 - São Paulo, SP - Brazil - 05642-000  
+55 11 3747 4800 - [www.graded.br](http://www.graded.br)