I believe we can work together to solve BIG problems.
In 2009, Capital One Bank and NYC Outward Bound Schools entered into a partnership to support the non-profit’s 6-12th grade Washington Heights Expeditionary Learning School (WHEELS) in Upper Manhattan. Capital One Bank has provided multiple levels of support to the school, including financial and in-kind contributions, employee involvement, and support from other non-profit organizations, to make the partnership a success.

**PARTNERSHIP Initiation**

As a local bank in New York City, Capital One Bank partners with many local non-profit organizations, community groups, and schools to invest in key building blocks of economic opportunity such as education, financial literacy, and workforce development. Through its partnerships with local non-profit organizations that support K-12 education, Capital One Bank aims to provide opportunities for children to access education and enrichment activities that prepare them for successful futures.

The company achieves its philanthropic mission by sharing the talents of its associates and helping non-profit partners increase their capacity to serve the community’s residents, and by placing its executives on non-profit boards where they can apply their business acumen and leadership skills to improve the community.

In 2009, Capital One Bank was looking to develop additional partnerships and programs to expand educational opportunities for local youth in the Washington Heights neighborhood of Upper Manhattan. NYC Outward Bound Schools had established a high-performing 6-12th grade school in that neighborhood in 2006, the Washington Heights Expeditionary Learning School (WHEELS). NYC Outward Bound Schools was interested in growing its corporate partnerships and entered into discussions with Capital One Bank to determine how the company could achieve the greatest impact, which resulted in support of NYC Outward Bound Schools’ package of professional development and student services at WHEELS.

**PARTNERSHIP Implementation**

Since the partnership’s inception, Capital One Bank has become one of NYC Outward Bound Schools’ largest corporate supporters, providing financial support that enables the non-profit to provide WHEELS with an extensive package of services, including intensive professional development for teachers and school leaders, as well as high-impact student activities designed to foster a culture of high achievement and strong character. What has made the partnership truly successful is that in addition to its generous philanthropic support, Capital One Bank has been deeply engaged at WHEELS and with NYC Outward Bound Schools since the partnership began in 2009.
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<th>COLLEGE ACCESS</th>
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<th>HIGH-DOSE TUTORING</th>
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<td>Capital One Bank connected WHEELS with the Heart of America Foundation, a national non-profit that provides schools with new or enhanced school libraries. The library makeover at WHEELS was a unique project for Capital One Bank and Heart of America, as it entailed the renovation of a classroom into a state-of-the-art College Access Room (CAR) with new furniture, computers, printers, SAT preparation materials, college guides, teen-friendly decorations, and hundreds of other college and financial literacy-themed books. Each WHEELS student also received four new books for their home libraries. The CAR also includes work space for the school’s assistant principal overseeing college readiness activities, college counselor, and new alumni counselor.</td>
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<td>WHEELS introduced Capital One Bank to one of its partners, Blue Engine. The organization supports WHEELS by placing highly trained, diverse, recent college graduates in WHEELS’ classrooms to reduce the instructor-to-student ratio, thereby accelerating students’ academic achievement in core subjects and better preparing them to be successful in college. Capital One Bank was inspired by the work of Blue Engine and its strong results, and now provides grant support to the organization to support the team of Blue Engine Teaching Assistants (BETAs) at WHEELS.</td>
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<th>Capital One Bank introduced WHEELS to Futures &amp; Options, a youth work readiness and internship program that operates throughout New York City. Futures and Options’ Career Essentials is targeted to youth who have not yet acquired the skill level or age to be placed in internship positions. This program provides basic preparation for the work world as well as the opportunity for students to practice and improve their interpersonal, communication and office skills. For the past two academic years, Futures &amp; Options has run its Career Essentials middle school program at WHEELS, offering 10 weeks of work readiness training to 40 WHEELS 8th-grade students.</th>
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<th>FINANCIAL LITERACY</th>
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<td>Capital One Bank connected WHEELS with Junior Achievement/Finance Park, a financial literacy-focused non-profit. Junior Achievement worked with 8th-grade teachers at WHEELS to implement its Finance Park program, an innovative mobile financial education program that includes four weeks of intensive in-classroom curriculum, followed by a visit to Capital One/Junior Achievement Finance Park, a mock city where students experience the challenges of making real-life financial decisions by assuming an adult’s identity for the day and budgeting based on the salary and life circumstances of that adult.</td>
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<td>1</td>
<td>STUDENT SUPPORT</td>
<td>4</td>
<td>COLLEGE MARCH SUPPORT</td>
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<td>A team of Capital One Bank associates led a financial education workshop for WHEELS’ seniors, supporting a culminating activity for a personal finance curriculum module. Volunteers worked with small groups of students to evaluate and provide feedback on their freshman year college budgets. During One Week, Capital One Bank’s annual national week of service, employees facilitated a series of three college-focused financial education workshops for the senior class. The interactive sessions focused on budgeting for college, the basics of credit cards, and financial aid.</td>
<td>Capital One Bank helped WHEELS successfully launch its first annual College Application March, during which members of WHEELS’ first graduating class marched to the local post office to mail their college applications. The March celebrated the students’ accomplishments and helped spread the message that college is accessible even in a neighborhood where only 17% of residents are college graduates. Capital One Bank helped in numerous ways:</td>
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<td>• Provided WHEELS’ Class of 2012 sweatshirts for all seniors. • Joined the community in cheering on the marching seniors. • Hired a cupcake truck to serve WHEELS-branded cupcakes to all. • Served a catered lunch to seniors back at the school. The March was so successful that NYC Outward Bound Schools expanded the idea to its full network of schools in 2012. Six hundred seniors from the non-profit’s seven high schools marched on the same day while over 3500 fellow students, teachers, family members, corporate partners, and local elected officials cheered them on. Capital One Bank employees eagerly supported WHEELS’ March as they had the year prior.</td>
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<td>ON-SITE VOLUNTEERISM</td>
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<td>BOARD INVOLVEMENT</td>
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<td>Capital One Bank associates regularly volunteer at WHEELS. During One Week, associates helped reorganize the school’s library by sorting and re-shelving hundreds of books. Employees also visited over the summer to assist in the renovation of the school’s new College Access Room, supported by the Heart of America Foundation.</td>
<td>A Capital One Bank Senior Vice President in Commercial Banking joined the NYC Outward Bound Schools Board of Directors in 2012, continuing to deepen the partnership, and Capital One Bank’s Senior Manager of Community Relations serves on the newly created Friends of WHEELS’ Board of Directors, helping to further build support and garner resources for WHEELS’ college access and college persistence initiatives.</td>
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<td>3</td>
<td>HOLIDAY CHEER</td>
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<td>After being informed that most of WHEELS’ 6th-grade students had never owned a book, a group of the company’s employees worked with a teacher to obtain a list of every student’s name, reading level, and area of interest to personally give each student a wrapped book as a gift for the holidays in 2010.</td>
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Capital One Bank-sponsored initiatives at WHEELS have garnered press from the following outlets, often including direct mentions for the company:

- Daily News
- NY1
- La Tribuna Hispana USA™
- Harlem Times
- The Harlem Times
- NUESTRA-VOZ
- Harlem News Group Inc.
- GothamSchools
- SchoolBook

“College planning has always been the main focus at this Washington Heights high school, but for years the students had no place to do it. In the past, students at Washington Heights Expeditionary Learning School were forced to meet their college counselors in the corridors. Other times, they had to wait in long lines to conduct their critical conversations in a cramped office. Not anymore. WHEELS, as the school is better known, now encourages students to handle college-related matters in a revamped classroom known as the College Access Room (better known as “the CAR”). The room, adorned with college banners and filled with books, computers and other resources, was transformed with a $65,000 grant from Capital One Bank and the Heart of America Foundation.”

— Daily News

NYC Outward Bound Schools **HONORS**

Governor
Andrew Cuomo

NYC Chief Academic Officer
Shael Polakow-Suransky

NYC Schools Chancellor
Dennis Walcott

State Assemblyman
Guillermo Linares

Public Advocate
Bill deBlasio

Executives & Board Members from
NYC Outward Bound Schools

**2013 GALA**

**TOP CHOICE!**

Capital One Bank’s Treasury Management business hosted a conference for clients and vendors during which they educated attendees about the company’s commitment to community involvement. After featuring a sampling of its New York-based non-profit partners, attendees were asked to demonstrate support of the organization in which they were most interested. WHEELS received the most support, which resulted in a small unrestricted gift to the school, while also gaining visibility for the partnership.
PARTNERSHIP RESULTS

The deep public-private partnership between Capital One Bank and NYC Outward Bound Schools has led to academic success for students at WHEELS and helped propel them to achieve far more than they thought possible.

**PROGRAMMATIC CONNECTIONS**

**EMPLOYEE ENGAGEMENT**

**VISIBILITY**

$350,000* IN TOTAL GIVING

*2009-2012

“Our experience with Capital One Bank has been that they are the very model of a good corporate partner: one that cares about and supports the communities in which it does business. They have been generous in supporting our work in one of these communities, Washington Heights, and they have been unfailingly responsive to the needs of our organization, the school they have chosen to support, and our students.”

Richard Stopol, President & CEO, NYC Outward Bound Schools

“Capital One Bank views our partnership with NYC Outward Bound Schools as an investment in both the students of Washington Heights and the future of the community where we live and work. Our multi-faceted relationship is a great example of the meaningful impact we can create when public and private sectors join together to address local community needs.”

Konrad Schwarz, Senior Vice President, Commercial Banking, Capital One Bank

Board Member, NYC Outward Bound Schools

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**WHEELS**

Washington Heights Expeditionary Learning School

**$350,000* IN TOTAL GIVING**

*2009-2012

**100%**

OF GRADUATES WERE ACCEPTED TO COLLEGE IN 2012

**AN "A" SCHOOL**

RECEIVED AN “A” ON ITS MOST RECENT NYC DEPARTMENT OF EDUCATION PROGRESS REPORT

**ANCHOR SCHOOL!**

NAMED AN ANCHOR SCHOOL BY NYC DEPARTMENT OF EDUCATION

**NATIONWIDE LEADER!**

NAMED 1 OF 16 NATIONAL MENTOR SCHOOLS BY EXPEDITIONARY LEARNING
NYC Outward Bound Schools operates a growing network of college-preparatory public schools in all five boroughs, which we run in partnership with the NYC Department of Education. Utilizing the nationally renowned Expeditionary Learning school model, our schools prepare students for college, citizenship, and the 21st-century workplace by bringing to life the central principle of Outward Bound: that combining intensive challenge with guided support leads to students achieving far more than they ever thought possible.

Capital One Financial Corporation, headquartered in McLean, Virginia, is a Fortune 500 company with approximately 1,000 branch locations primarily in New York, New Jersey, Texas, Louisiana, Maryland, Virginia, and the District of Columbia. Its subsidiaries, which include Capital One, N.A., and Capital One Bank (USA), N. A., offer a broad spectrum of financial products and services to consumers, small businesses and commercial clients. We apply the same principles of innovation, collaboration and empowerment in our commitment to our communities across the country that we do in our business. We recognize that helping to build strong and healthy communities – good places to work, good places to do business and good places to raise families – benefits us all and we are proud to support this and other community initiatives.