

# ANNUAL REPORT 2015-2016





# LETTER FROM OUR PRESIDENT

Dear Friends,

The pro-life movement has been working for over 40 years to end abortion, and our generation is now poised to build on the accomplishments of those who came before us, to learn from their strategies, and usher in an age where abortion is unthinkable – and ultimately abolished in our nation. I am so encouraged by the strides our team at Students for Life made last year, serving a generation of students who indeed were born to win.

As I reflect back on the 2015-16 school year and all of our accomplishments, thanks to your generous support, it was honestly difficult to condense it into one document.

We saw Planned Parenthood, our nation's abortion Goliath, shaken to its core as it was forced to defend its heinous business practices of selling the body parts of aborted babies.

We saw our incredible message of compassion, hope, and love be delivered by the mainstream media as they did profile after profile of young, pro-life millennials.

We saw students come out to protests and rallies to defend one of their own – David Daleiden – as baseless charges and allegations were filed against him in California and Texas.

We saw presidential candidates try to outdo each other on who was the most pro-life.

And we saw the immense growth of this pro-life generation as we reached 1,000 active Students for Life groups across the nation.

It was a quite a year to say the least, and I hope you are as astounded and encouraged by our progress at Students for Life as I was as you read through this brief report!

For Life,

Kristan Hawkins, President, Students for Life of America

# THE PRO-LIFE GENERATION IS BORN TO WIN

During the 2015-2016 school year, Students for Life...



#### Led the Women Betrayed Movement.

Building on the momentum of the unprecedented Center for Medical Progress undercover videos that revealed Planned Parenthood to be a willing partner in the buying and selling of aborted baby body parts, SFLA launched the **Women Betrayed** movement, initiating over 80 rallies in one day a mere two weeks after the first CMP video was released. That one day of rallies garnered over **\$10 million** in earned media coverage. The WB movement went on to host more rallies and placed the first-ever billboard against Planned Parenthood in Times Square.



#### Spearheaded the national Defund Planned Parenthood Campaign.

SFLA kicked off the Fall 2015 semester with a Planned Parenthood Project **National Bus Tour**, ultimately taking the campus tour to 78 college campuses in more than 26 states. During the Spring 2016 semester, our We Don't Need Planned Parenthood Campus Tour stopped at 68 colleges.



#### Built an exceptional organization.

SFLA crossed the 1,000 group mark this year, outnumbering Planned Parenthood on college campuses nearly 4-to-1. Over the last decade, Students for Life's National Field Team established more than half of those groups from the ground-up and provided support and training which allowed existing groups to grow, network, and thrive.





## BORN TO WIN: OUR MODEL OF BELONG, BELIEVE, BEHAVE

How does SFLA recruit an entire generation who is born to win, born to abolish abortion in their lifetime? Through the proven three-step evangelization method of Belong, Believe, Behave.



Students for Life reaches students during the crucial developmental years of middle school through high school and college, inviting them to belong to a movement that respects others and stands up for those who don't have a voice. We give them something of value to belong to.



Students are invited by their peers to believe that indeed we can save lives, that we can help women in crisis, and we fight against the injustice of abortion. We give students a reason to believe in the values of making abortion unthinkable.



Once students belong to the pro-life movement on their campus, choosing to believe in our mission of abolishing abortion, they then get involved in activism, taking tangible steps to be a positive voice in their schools, on their campuses, and within their communities.



#### LORI'S STORY

Lori Cascio grew up pro-life but it wasn't until she was put in charge of her church's 40 Days for Life campaign in high school that her passion for abolishing abortion was ignited. She attended the Students for Life of America National Conference, where she was inspired by the unmovable beliefs of students just like her who placed priceless value on helping women facing unplanned pregnancies to choose life for their children.

After graduating high school, Lori put her beliefs into action and became a Missionary for Life with SFLA, where she spent time working for a pro-life Congressman and at a pregnancy resource center, addition to working at the SFLA office, as she discerned her career goals.

She attended George Mason University in Virginia, where she joined the Students for Life club, becoming its president her sophomore year, where she ultimately became as an excellent example of this pro-life generation by establishing the school's *Pregnant on Campus Initiative*. The group inaugurated a program called Operation Graduation for mothers, which led to more resources for pregnant moms on campus like nursing rooms, referrals to pregnancy resource centers at the health center, and closer parking to campus.

Lori joined Students for Life upon graduation as the Capital Area Regional Coordinator and now works full-time helping students belong, believe, and behave just as she did.





# BORN TO WIN: MAKING IT HAPPEN

SFLA is the only pro-life organization in the country that has team members – Regional Directors and Coordinators - in every region of the nation. This is how we can mobilize quickly and affect the culture on campus because our team members serve students on a local level.

"I could not have asked for a better Regional Coordinator...Reagan [Barklage] helped our club get on our feet and lay a strong foundation by mentoring the officers in the club. [She] traveled several miles just to help our group run an "Exposing Planned Parenthood" display, and she was always available to guide our officers and members. In all the chaos of being a first-year club, I knew Reagan always had our back and would do anything to help us spread the pro-life message to our campus." -Alexa Birkel, University of Nebraska-Lincoln



"Our Regional Coordinator [Keri Landeche] helped our group gain confidence in ourselves before the Planned Parenthood Project came to our campus and helped us learn how to engage and dialogue with our peers. Even when we faced adversity, she helped us keep a smiling face. After the Project, we had an overwhelming pride for our mission and wanted to get more involved. We ended up driving over six hours to attend the SFLA Regional Leadership Conference in New York City that Keri put on to provide us with the resources and knowledge to become better leaders on our campus." -Student at SUNY - Geneseo



"Students for Life of America has been extremely helpful with the creation of my college club. From providing literature and handouts, to engaging students, to answering any question that I have and giving advice on how to move forward with the club. SFLA has been an awesome resource to educating our members, and the world." -Andrew at Bakersfield College

"For the past three years I have witnessed the amount of investment and dedication my Regional Coordinator, has put into our region and our campus. When I decided to lead my chapter, Lauren emboldened me, encouraged me, and gave me the tools I needed to succeed. Because of her belief in my leadership, I was able to be a Wilberforce Fellow, succeed as a president, host the first pro-life Sex Week, and continue my education as a mother. She has taught me and my chapter discipline, patience, endurance, and strategy on our liberal campus and in our state that is known as the 'Late-Term Abortion Capital.' I am thankful for her friendship and role in my life."-Sade Patterson, University of New Mexico Students for Life

# BY THE NUMBERS: 2015-16 SCHOOL YEAR



During the 2015-2016 school year, Students for Life of America had the honor of...

Starting 139

NEW GROUPS

Serving

1,043

**TOTAL GROUPS** 

Training

11,000

STUDENTS

Leading

594

**TRAININGS** 

**VISITING** 

559

INDIVIDUAL CAMPUSES

CONDUCTING

1,435

STUDENT CONSULTATIONS

**MENTORING** 

173

PREGNANT ON CAMPUS GROUPS

\*Visiting 12

Schools with our Med SFL National Speakers Tour + Hosting 20

Regional Leadership Summits with 232 schools present

\*Reaching 199

Campuses with our When Do Human Rights Begin, Planned Parenthood Project, Fetal Pain and We Don't Need Planned Parenthood tours



# BORN TO WIN: REACHING NEW AUDIENCES THROUGH OUR INITATIVES

PRO-LIFE FUTURE: Connecting & Empowering Alumni



In Boston, the PLF chapter raised awareness of the important role that abortion plays in sex trafficking, directly making the link from human trafficking to abortion and Planned Parenthood:

"Boston Pro-Life Future took awareness to the streets at Fenway Park, flyering bus stops and windshields with handouts showing the sex trafficking statistics locally and across the nation. We added the links Planned Parenthood has to the sex business, showing how they cover up abuse and commit abortions against underage girls without reporting. The night was cold, and our group was small that evening, but we handed out dozens of flyers and challenged our community to take awareness all the way."

In Chicago, the PLF chapter takes a simple approach around Christmastime to reach abortion-minded women:

"Chicago Pro-Life Future's annual Christmas caroling is my favorite event of the year. We bring peace and joy to women and men who are going through a difficult decision."

And in Louisville, KY, the PLF chapter has been lending a helping hand to a local maternity home:

"Many of the Louisville's Pro-Life Future came to help paint two bathrooms and a bedroom. Some of the residents even stopped in to say hello and check on the exciting new colors. The women were very gracious for our help and some introduced us to their children. I don't know what I expected to see when I visited LifeHouse for the first time. However, I do know that what I saw exceeded my expectations."

This is why PLF has grown faster than we could have imagined - we have tapped into a generation who wants to be an active part of the pro-life movement but hadn't had any place to go until now. They are helping their communities to become more pro-life, meeting with legislators about important pro-life bills, praying outside abortion facilities, and recruiting more pro-lifers to share in their incredible mission.







**74** chapter consultations

**10** chapters in progress

## PREGNANT ON CAMPUS: Changing Campus Culture

One of SFLA's most successful programs is our Pregnant on Campus Initiative, which works to change the culture on campuses into one that helps pregnant and parenting mothers receive the tools needed to have their child and finish their education.

As the abortion industry tells her that she can'd do it, our Pregnant on Campus groups come alongside her and tell her, "Yes, this is possible." We want to be the voice these pregnant students listen to.



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Pregnant on Campus affiliated Students for Life groups

Pregnant and Parenting
Students Assisted by
our Groups

15 Babies saved

In 2015, SFLA released the first annual Top Schools for Pregnant and Parenting Students list. It was a great way to highlight schools who make it a priority to help pregnant and parenting students. To date, the list has been viewed over 8,000 times and garnered earned media in both national and local publications.





#### Claire

Last year, Claire chose life for her son after reaching out to the Students for Life group at Mississippi State. Since her pregnancy, Claire has transformed her life. While being a student of Holmes Community College and parenting her son, Taylan, she is constantly helping women she meets in similar situations she was in a year ago. This year, she has worked with Mississippi State Students for Life (MSU SFL) to provide resources and supplies to nearly **twenty** women.

#### Baby Saved and Mother Served at Oakland University, Michigan

While Kristan Hawkins, SFLA President, was giving a presentation about Planned Parenthood's business model, a young female student overheard her in the hallway and sat down to listen. At the end of her talk, the student asked to speak with Kristan privately and shared that she just found out that she was pregnant and wasn't sure what to do. She had always considered herself pro-choice and knew her family would tell her to have an abortion. With the Students for Life group there on hand, Kristan connected the young girl to the SFL team members who were able to take her to the local pregnancy resource center the next day. A couple of months after choosing life, the Students for Life group threw her a baby shower!



#### ROCK FOR LIFE: Engaging Christian Youth

Rock for Life, SFLA's initiative that strives to reach Christian young people with the pro-life message, made headlines for taking bold stands within the faith community as well as in the secular music community this year.

In January, they were denied the right to be an exhibitor at the InterVarsity's Urbana Student Missions Conference. Meanwhile, BlackLivesMatter was given center stage, where the speaker publicly disparaged the pro-life movement during her remarks.

And during Rock for Life's National Summer Concert Tour, they were attacked by pro-abortion supporters for setting up educational exhibits at the 28 secular Vans Warped Tour Festivals. However, their plan backfired as pro-abortion opposition to Rock for Life's presence at the festival stops gained a lot of media attention not only for Rock for Life but for our pro-life message.

#### Miles Traveled: 31,822!

During the 2015-2016 school year, Rock for Life also launched the their Street Team, which engages young people on digital media to be an active pro-life voice, as well as their Band Ambassador program, which trains Christian artists to speak the pro-life message from stage.

Lastly, Rock for Life volunteers helped save a baby from abortion when a mother met us at a Christian music festival in Pennsylvania. While she was considering abortion, the young mother chose life for her child after finding our Rock for Life booth at the festival and speaking with our team!





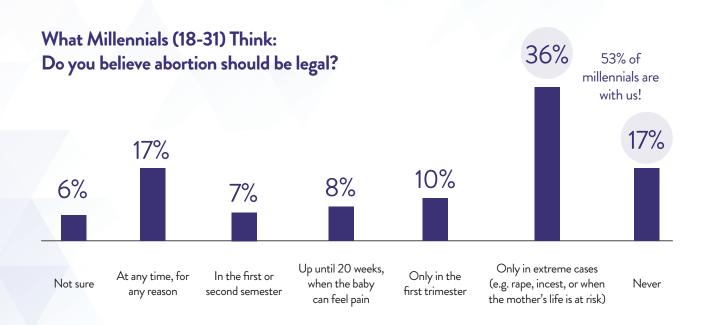
#### INSTITUTE FOR PRO-LIFE ADVANCEMENT: Research and Messaging for Millennials



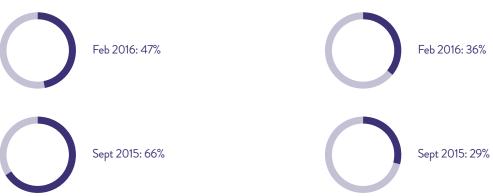
At Students for Life, we know we have to always be on the cutting edge, to reach those most targeted by the abortion industry. This includes knowing how to best tell our narrative and understand how Americans, millennials in particular, view abortion, the abortion industry, and the pro-life movement.

In June 2016, Students for Life launched the Institute for Pro-Life Advancement to understand the right words, tone and messages that are best for persuading our nation that abortion is the greatest human rights tragedy of our time and must be abolished.

During the 2015-16 school year, the IPA released its first two white papers on Millennials and their views on abortion, Planned Parenthood, and the pro-life brand. The launch and polling attracted media attention and encouraged other pro-life organizations to use our data.



# Millennials who support Planned Parenthood continuing to receive taxpayer funding: Millennials who oppose Planned Parenthood receiving taxpayer funding:





### BORN TO WIN: MOBILIZING THIS GENERATION

#### REGISTER



Women Betrayed: A New Generation Rallies Nationwide to Protest Planned

#### **WOMEN BETRAYED (SUMMER AND FALL 2015)**

Following the release of the Center for Medical Progress videos in mid-July 2015, SFLA launched the national #WomenBetrayed effort to reach Planned Parenthood clientele with the message that the abortion giant betrays women and sells them – and their preborn babies – for profit. Ten days after the videos were released, Students for Life coordinated rallies in 80 cities, even hosting presidential candidates Sen. Ted Cruz, Ben Carson and Sen. Rand Paul at our rally in Washington, DC. This one day of rallies garnered more than \$10 million alone in earned media, where press in nearly every city covered their local rally.

#### **#WOMENBETRAYED MEDIA OVERVIEW**

**84**Media
Markets

554
Total Media
Hits

324 Number of TV Hits 1,061,060,326

Estimated viewership of SFLA messages

\$10,279,506

Estimated publicity value



The #WomenBetrayed movement went on to host another rally in September 2015 in Washington, DC, where Sarah Palin made an appearance, as well as organizing a National Day of Student Action. We also ran the first-ever billboard against Planned Parenthood in Times Square.

#### **KORRUPT KAMALA PROTEST AND RALLY (April 2016)**



In April, California Attorney General Kamala Harris ordered 11 federal agents to ransack the one-bedroom apartment of David Daleiden for evidence and videos of his undercover operation through the Center for Medical Progress. Students for Life quickly organized a rally in Sacramento calling for her resignation because she was unfairly targeting pro-life activists. We chartered buses from the Northwest to bring students to the rally, which was a huge success.

#### CECILE RICHARDS SPEECH AT GEORGETOWN UNIVERSITY (April 2016)



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Planned Parenthood president Cecile Richards spoke at Georgetown University in April 2016. Our team worked closely with the Georgetown Right to Life student group to bring Abby Johnson to speak the same day, as well as host our We Don't Need Planned Parenthood campus tour display near where Cecile was speaking. The event was covered by dozens of Catholic and conservative press outlets, as well as some local secular media. Students for Life also used our digital media channels to push out tweets of one of our pro-life students who was live-tweeting the closed-to-press speech of Cecile Richards.





## HILLARY CLINTON AT PLANNED PARENTHOOD EVENT (June 2016)

The first event that Hillary Clinton chose to speak at following her essential clinching of the Democratic nomination for President was at Planned Parenthood Action Fund's annual gathering in Washington, DC. Students for Life quickly organized a joint statement from several female heads of pro-life groups, as well as a protest at the hotel where Clinton was speaking.

#### U.S. SUPREME COURT ORAL ARGUMENTS AND DECISION DAY (MARCH, JUNE 2016)

Students for Life took the lead in coordinating a rally and press conference in March during oral arguments on Whole Woman's Health v. Hellerstadt, which consisted of an allnight prayer vigil and rally with students and other pro-life organizations at the Supreme Court, including a visit from Speaker of the House Paul Ryan, who tweeted thanks to SFLA for our work. With the creative use of balloons and our large "I AM THE PRO-LIFE GENERATION" banner, multiple photos of our students appeared on front pages across the country. When the decision was handed down in June, Students for Life took center stage again, with young women holding pro-life signs appearing on front pages of newspapers like the NY Times. Even though the pro-life side did not win, the message was heard loud and clear that it is young women and men who are leading this pro-life generation.

Our President, Kristan Hawkins, was featured on an ABC News Nightline piece, interviewed on ABC News Facebook live, and was quoted in the New York Times, Reuters, the Wall Street Journal, the Washington Post, and many others.

SFLA team members were also interviewed on the world's largest Spanish media outlets, Univision and Telemundo.



#### The Washington Post









# BORN TO WIN: TAKING THE MESSAGE TO CAMPUSES



#### Planned Parenthood Project: Fall 2015

In Fall 2015, Students for Life launched our largest "Planned Parenthood Project" National Tour that we have ever done. We kicked off with a five-campus bus tour and hit close to 80 campuses in the course of just two months. SFLA was the first organization to expose Planned Parenthood's corrupt business model directly to students following the release of the Center for Medical Progress videos just a couple months prior.



**78** campuses

bus tour

43 tv + radio hits 43 print stories **\$117,000** publicity value

7.2 million
estimated
viewers/readers

#### We Don't Need Planned Parenthood: Spring 2016

Continuing to educate and inform students about Planned Parenthood was a key focus for our spring national tour, We Don't Need Planned Parenthood. Our tour compared the services offered by Planned Parenthood versus Federally Qualified Health Centers (FHQCs), which are also taxpayerfunded, provide more services than Planned Parenthood and don't commit abortions. Students could vote on whether they thought their money should go to Planned Parenthood or FHQCs. FHQCs won by a long shot at every campus.

Students for Life took our tour to 68 college campuses resulting in over two dozen news stories and countless positive conversations and conversions on campuses about why we don't need the nation's largest abortion vendor.





## **BORN TO WIN: BREAKING INTO THE** MAINSTREAM MEDIA

Students for Life had a stellar year in the media, earning media placements in hundreds of outlets from print to television to radio, all communicating key messages on Planned Parenthood, millennials and the pro-life generation, and the failure of the abortion industry to protect women.

We spent significant time educating millennials on Planned Parenthood's corrupt business practices through campus tours and called out the abortion Goliath in an enormous ad in Times Square that ran for a week.

#### PLANNED PARENTHOOD EDUCATION EARNED MEDIA 2015-2016

1,184 print/online stories

914 tv + radio hits

2.71 Billion viewers + readers

\$25.6 Million publicity value

#### Meet The Pro-Life Millennial













SFLA not only was covered by traditional pro-life and conservative media outlets but our stories of young, pro-life millennials caught the eye of many mainstream television shows and news outlets as well, including profiles of our staff on ABC News Nightline, Fusion and Refinery29, a New York Times Letter to the Editor by Kristan Hawkins, and dozens of quotes in major national publications.



Additionally, Reagan Barklage, our Midwest Regional
Coordinator, was featured in a documentary on abortion that premiered at the Tribeca Film Festival and aired on HBO.
She attended the premiere and subsequently did press interviews, which ran in New York Magazine and the Los Angeles Times.



#### **EARNED MEDIA 2015-2016**

32

Op-eds bylined by Kristin Hawkins

**463**Television hits

208

Radio interviews by SFLA staff

1,788

Print/Online stories

5.06 Billion

Estimated viewership/readership

176

Blogs posted to studentsforlife.org

\$51,307,530

Estimated publicity value of earned media in 2015-2016

**32** Op-eds bylined by Kristan Hawkins

THE WALL STREET JOURNAL.

The Washington Times











## BORN TO WIN: REACHING OUR GENERATION ONLINE

Students for Life's digital media presence is key to our work in engaging different sectors of this generation, and we tailor our messages, ads, and videos respectively. During the 2015-2016 school year, the SFLA digital team produced more videos, live feeds, and graphics than ever before. Every mobilization, campus tour, protest, or campaign has significant digital efforts alongside it, so we can reach most people where are they are: online.

#### **NETWORK STATS - FACEBOOK**

Total video views: **3,314,288 views** 

Total Facebook Likes on July 1, 2015: **65,150**  Total Reach:
42,921,622, organic
and paid

Total Facebook Likes on July 30, 2016: **96,547**  Amount paid on Reach:
\$15,366.68,
approximately 200 people
reached for
every dollar spent















### BORN TO WIN: FELLOWS WHO CHANGE THE WORLD



Students for Life's Wilberforce and Thaddeus Stevens Fellowships are key to our training of high school and college pro-life leaders. These are school-year long programs where selected fellows are mentored by current pro-life leaders and participate in trainings, projects, and monthly conference calls that form them into the next generation of pro-life leaders. This year we had 12 college Wilberforce fellows and 8 high school Stevens fellows, representing 19 schools.



#### Student group offers another UNM sex week with different services





#### Sade Patterson, University of New Mexico

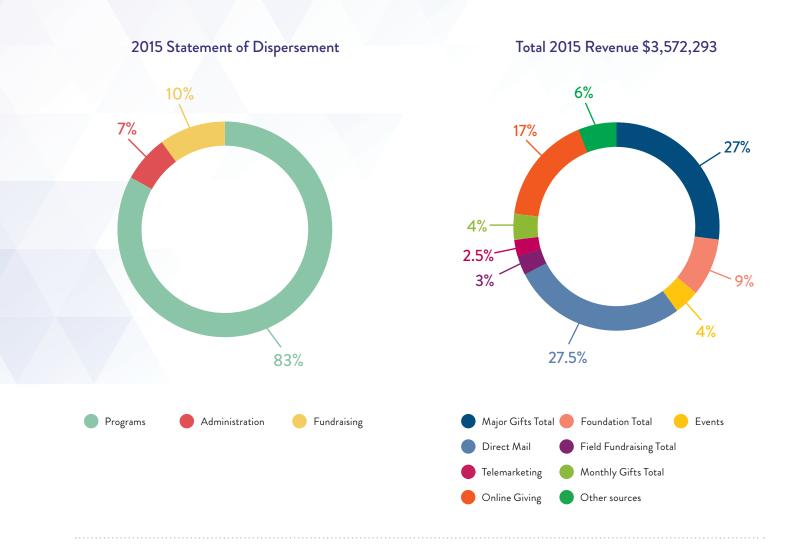
After Sade watched the widely publicized and vulgar Sex Week that her university sponsored in 2014, she was determined to create her own week-long Sex Week that focused on post-abortion and sexual assault healing, natural family planning, alternatives to abortion, and self-defense training. Over a year later, Sade worked with her Wilberforce mentor to create the "Real Sex Week" at UNM. The week was a huge success, resulting in both local and national media coverage, and was a great opportunity for her Students for Life group to recruit new students. Sade is currently working on a how-to-guide for other SFL groups across the country so they can implement a Real Sex Week at their schools.

#### Anja Schieb, Mississippi State University

When Anja founded the Pregnant on Campus group at MSU, she saw the horrible conditions of the campus nursing rooms – most were permanently locked because of previous vandalism and others were inconvenient for students to access. Anja's project was to install a key card system for campus lactation rooms, where nursing moms could easily access them quickly so they could pump or nurse before heading to their next class. Anja was successful in securing funding and lobbying the school to turn her dream into a reality!



# BORN TO WIN: BEING GOOD STEWARDS OF OUR RESOURCES



### **LEARN MORE AT**

studentsforlife.org

# BORN TO WIN: JOIN OUR GENERATION



The bottom line is that there is no way to do what we do without your support. These are the accomplishments you have allowed us to do this year. Students for Life has grown every year since we started, and we are expecting nothing less in the coming school year.

We want to have a Regional Coordinator in every state and continue to grow and foster new Students for Life groups. We want to expand access to our proven life-saving training methods and our Pregnant on Campus Initiative. We want to grow our East and West Coast National Conferences and Regional Leadership Summits. And we want to continue to grow and expand our resources for students to convince their peers to join the fight against abortion.

We have big plans, but we need the prayers, resources, and capital to make it happen.

Beyond immediate cash donations, here are additional ways you can support Students for Life:

- Transfer support from a traditional or Roth IRA (for supporters aged 70 1/2 or older).
- Donate stock
- Find a pro-life realtor with Real Estate for Life who will donate part of their commission
- Setup an annuity
- Include Students for Life in your will
- Donate real estate, cars, boats, jewelry
- Donate air miles and hotel rewards points

# WE CANNOT DO WHAT WE DO WITHOUT YOU! WE ARE SO GRATEFUL FOR YOUR SUPPORT.

#### SFLA National Headquarters

4755 Jefferson Davis Highway Fredericksburg, VA 22408 Office: (540) 834-4600 info@studentsforlife.org

### **SFLA 2016**

#### **REGIONAL COORDINATORS:**



Northwest Regional Coordinator WA, OR, ID, MT, HI, AK



CAMILLE RODRIGUEZ West Coast Regional Coordinator



JAKE SIMON Rocky Mountain Regional Director AZ, NM, CO, UT, WY



BETHANY JANZEN Rocky Mountain Regional Coordinator AZ, NM, CO, UT, WY



MADDIE SCHULTE Northern Regional Coordinator MN, WI



REAGAN BARKLAGE Midwest Regional Director



PAUL HOOD Midwest Regional Coordinator MO, IL, IA, NE, KS



JILLIAN FERGUSON Southwest Regional Coordinator TX, OK



R.J. MCVEIGH Great Lakes Regional Director MI, IN, OH



ANNA ALLGAIER Great Lakes Regional Coordinator MI, IN, OH



**BRENNA LEWIS** Appalachian Regional Coordinator KY, TN, WV



RYAN EYRICH Southeast Regional Coordinator

NC, SC, GA, FL



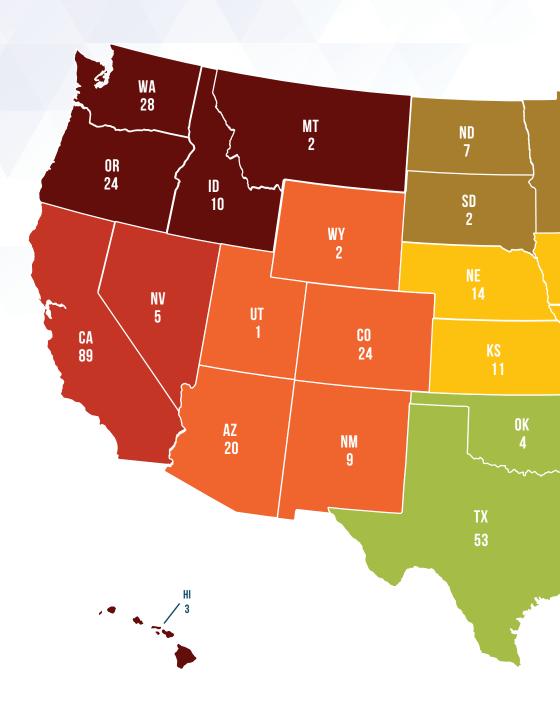
MICHELE HENDRICKSON Capital Area Regional Director MD, VA, DC, DE, PA



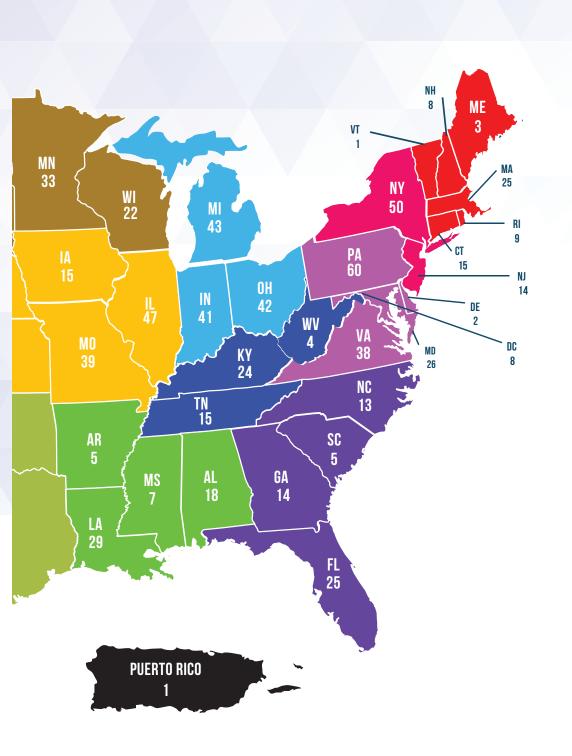
LORI CASCIO Capital Area Regional Coordinator MD, VA, DC, DE, PA



KERI LANDECHE Northeast Regional Coordinator



### PRAYER MAP



#### NATIONAL FIELD TEAM MEMBERS:



MISSY STONE National Field Director



LISA STOVER National Programs Coordinator



REBEKAH CHIEW Director of Training



BETH RAHAL Pregnant on Campus Coordinator

