WELCOME TO THE 2018 TLC LEARNING CENTER ANNUAL REPORT!

I’m excited to share the news from this past year and how fortunate I feel to be part of such a great organization that is so loved and supported by our community. Two-thousand-eighteen was an amazing year for TLC Learning Center.

Probably the most notable events were our 4th Annual Kentucky Derby party and 37th annual Christmas Tree Festival. Both were a huge success and reminds me of the supportive community we have here in the Longmont area.

We have waitlists in every classroom and are particularly experiencing long waitlists for children with special needs. To address this, we have decided to convert our activity room into another toddler/preschool room. This room is scheduled to open in the fall of 2019.

Our fundraising events, full classrooms, and therapy caseloads are major accomplishments as we seek to continue our mission which is to provide, in a fiscally responsible manner, comprehensive early childhood education and therapeutic services to assist each child in reaching his or her highest potential.

The year 2018 was also a milestone year for TLC as we maintain quality staff. Over 60% of our staff have been at TLC for at least five years! Some have been here 20+, even 30+ years!

Financially, TLC continued to exceed goals for 2018. Both our education and therapeutic services revenue exceed expenses, which has been a large focus for us in recent years. Because of this, we were able to give our staff bonuses both in the summer and at year-end as we realize our staff are what drive the quality of our programs and services. Thank you so much for a successful 2018!

For the third year in a row, we finished the year with a healthy and positive bottom line! This is in large part due to our education and therapeutic services efficiency, our two special events, and to our dedicated supporters who contributed to TLC. We recognized our donors at a special donor dinner in September of 2018, which was also a huge success. Our door is always open for a tour of the facilities and we are eager to share the message of TLC to civic groups, youth organizations, and other community partners.

We look forward to seeing many of you at in the halls at our 2019 events.

Sincerely,

Matt Eldred
TLC Executive Director
MISSION

Our mission is to provide, in a fiscally responsible manner, comprehensive early childhood education and therapeutic services to assist each child in reaching his or her highest potential.

VISION

TLC will be recognized as an exemplary community partner and group of caring and dedicated professionals who—through a commitment to our mission and core values—provide unique, comprehensive early childhood development and therapeutic services that are measured by the success of each individual child.

HISTORY

TLC was founded by local Longmont families as the United Cerebral Palsy Association of Boulder County in 1956. The name later changed to The Tiny Tim Center, and then to TLC in 2013. Pediatric therapy was added to the preschool in 1997. Today, TLC provides early childhood education for children both with and without special needs from eight weeks to six years old, and pediatric physical, occupational, and speech therapies for children from birth to 12.
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SAVE THE DATES FOR

**KENTUCKY DERBY PARTY**
Saturday, May 4th, 2019 from 1 to 5 PM at the beautiful Shupe Homestead. Join us for appetizers, mint juleps, bourbon, big hats, horse betting, and live-streamed races.

**CHRISTMAS TREE FESTIVAL**
Saturday, December 7th, 2019 at 5:30 PM and Sunday, December 8th, at 10 AM. The 38th annual Christmas Tree Festival will be held at The St. Vrain (dinner) and The Wild Game (luncheon).

**COLORADO GIVES DAY**
Join all of Colorado to donate to your favorite charities through the Community First Foundation on December 10th, 2019, online at: coloradogives.org/TLCLearningCenter.

**VOLUNTEER APPRECIATION**
In April, TLC comes together to thank all of our hard working volunteers with special treats, including a homemade breakfast cooked with love by TLC staff.
WHERE SERVICE AND QUALITY INTERSECT.

A quote from the Colorado Association for the Education of Young Children hangs in my office to remind me daily that “Quality is never an accident. It is always the result of high intention, sincere effort, intelligent direction, and skillful execution. It represents the wise choice of many alternatives.” Intentional planning, collaboration with multiple amazing community partners, sincere effort, skillful execution, and intelligent direction have resulted all of the following quality initiatives in 2018:

Continued full implementation of the Pyramid Plus Approach social-emotional curriculum, with four additional staff members receiving over 50 hours of training, and five classroom teachers receiving individualized coaching from a certified Pyramid Plus Approach coach to ensure PPA implementation program-wide.

Participation in the Farm to Early Education Program, which provides a toolkit for early education providers (teachers and therapists) to incorporate farming, gardening, and nutrition into our education program. The children plan, plant, care for, harvest, explore, and eat new and healthy foods monthly thanks to this amazing community program. Opportunities are extended to families as well through newsletter information and on-site parent training opportunities.

Receipt of an Early Childhood Health Outdoors (ECHO) grant. This grant has allowed us to work with state early childhood experts to plan a transformation of our TLC playground into a more enhanced outdoor learning environment. The improvements will improve accessibility for all children, and will provide increased access to the arts and sciences.

High quality professional development, and continued implementation of research-based curriculum resulted in impressive student growth. According to our “Teaching Strategies GOLD Pre-Kindergarten Student Growth Report” (Fall 2017-Spring 2018), 100% of TLC Pre-K students met or exceeded the expected growth in the following areas: Language, Literacy, Math, and Social-Emotional Development. 42% of these children were receiving therapy services.

TLC experienced the highest enrollment in its history in 2018, and we look forward to a third renovation in 2019 in preparation to serve additional toddlers and preschoolers in Boulder County still in need of a quality early childhood program. We are so thankful for our parents, community partners, and financial supporters! With your ongoing support and our amazing dedicated staff, we look forward to a successful and exciting 2019!

Cindy Wickham
TLC Educational Services Manager
BEST PRACTICES FOR CHILDREN AND FAMILIES.

Hello TLC Community! I am pleased to report another successful year at TLC in our Therapeutic Services Department! We continue to support children and families in the center, at home, in the community and at Longs Peak Hospital through pediatric occupational, physical, and speech therapies. Our group of therapists have made over 6500 therapeutic visits this past year reaching over 250 families.

Our therapists continue to grow and develop in different areas of expertise to better serve our community. All of our OT’s participated in an intensive feeding training. Our ST’s have continued to learn about and stay updated on current Alternative and Augmentative Communication systems. An OT completed her certification in The Listening Program and we have purchased equipment to help us meet this niche in our practice. Our Yogakids program, led by an OT, continues to benefit both the TLC and Longmont community by providing classes to all full time preschool students and an afterschool community program. We continue to work collaboratively with several community agencies and work groups. I regularly attend the ABCD of Boulder County meetings where we are working on providing education and technical assistance to early leaning programs, doctors, and other supporting agencies on the importance of early identification of children with any type of unique needs. We focused on early mental health and social and emotional development this past year.

The Pyramid Plus Approach continues to be an important and vital part of TLC. All staff who have direct interactions with children are required to attend the training. We have a leadership group which includes parents, teachers, therapists, and administration. We held six successful Parent Toolkit Nights this year, providing parents with tools for using positive language, helping children to understand expectations and other topics that were chosen by the parents.

I continue to attend Boulder County Breastfeeding Coalition meetings and be a part of educating local partners in the importance of breastfeeding and breast milk. I also facilitate the Community Infant Child Coalition where we network and educate each other on systems and agencies to better our abilities to serve children and families.

TLC Staff have the option to participate in a center-wide book club. We choose books that will have an impact on our services provided, reading about different perspectives on abilities and disabilities. This also allows for a casual learning environment.

As always with healthcare, there are changes. Changes in rates, changes in documentation, changes in billing. We have had a few glitches in our IT systems this year which have impacted us, but we are on the other side now. We have new systems in place to help us better track clients, due dates for re-authorizations, and overall general auditing. We’re looking forward to a tech-smooth, productive 2019.

Sincerely,

Shari Karmen
TLC Therapeutic Services Manager, Occupational Therapist
2018 TLC DEMOGRAPHICS*
COMMITTED TO EVERY CHILD

Demographics presented from 283 children whose parents volunteered demographic information.

Program

Ages Served

Family Income Level
Growth data from fall 2017 to spring 2018 shows that 83%-95% of TLC students made the expected growth in all areas of development (social-emotional, physical, language, cognitive, literacy, and mathematics).

- Cindy Wickham, Educational Services Manager
I love my friends from TLC.”

TLC continues to grow and change, and will open a new toddler classroom in the fall of 2019. “We would not have lasted this long without the generous support of the community, as well as the many generous donors and volunteers, like the Ludlows, who have helped over the years,” said Executive Director Matt Eldred.

Anyone in the community who wishes to support local education programs and services for children with special needs is welcomed to get involved with TLC as a volunteer or a donor. TLC hosts two major events each year, the Christmas Tree Festival in December and the Kentucky Derby Party in May, that are open to the community and provide major fundraising support for TLC programs. “It’s amazing to know the impact that you are having not only on the lives of children today but on the leaders of tomorrow,” Eldred says.

While many families have been part of TLC’s legacy, some families commit to TLC long after their child graduates preschool at six or pediatric therapies at twelve. One such family are the Ludlows, including Greg and Cathy Ludlow, Cathy’s daughter and Greg’s stepdaughter, Casey Mangan, and their son Tom Ludlow and his wife Lindsay, and their son, Rivers. Casey, born with Down syndrome, attended TLC when it was The Tiny Tim Center, from 1976-1979. Greg and Cathy firmly believed that the skills Casey learned at TLC gave her an excellent start in her education, and chose to continue supporting the center by joining fundraising committees, attending and sponsoring TLC’s major events, and serving on the TLC Board of Directors for eight years, with Greg finishing his tenure as Board President in 2017.

Today, the two youngest Ludlows are current and incoming students: Rivers, four-years-old, attends preschool at the center, and his sister Larkyn, one-year-old, will start preschool when she turns three.

“We know that early intervention is very important to all children with challenges,” Lindsay Ludlow said. “We chose to send Rivers to TLC because we knew it would give him an excellent start in his education as well as teach him compassion for students of all backgrounds and abilities.”

Rivers isn’t the only Ludlow regularly on campus. Casey volunteers in his preschool classroom once a week. Rivers loves having his aunt volunteer on campus. “I like my classroom and I like that Casey comes to my school on Thursdays,” he said. “I love our Young Athletes celebration because I like that we get to play outside on sunny days and last year I had so much fun. I like my teachers because they have cool activities.

FAMILY PROFILE:
THE LUDLOWS

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Today, the two youngest Ludlows are current and incoming students: Rivers,
## 2018 INCOME AND EXPENSES

### Revenue:

<table>
<thead>
<tr>
<th>Source</th>
<th>2018</th>
<th>2017</th>
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<tbody>
<tr>
<td>Contributions &amp; Grants</td>
<td>$435,151.00</td>
<td>$406,022.00</td>
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<tr>
<td>Program Services</td>
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<td>1,226,090.00</td>
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<td>Investment Revenue</td>
<td>9,118.00</td>
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<tr>
<td>Fundraising Revenue</td>
<td>172,579.00</td>
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<td><strong>Total Revenue</strong></td>
<td><strong>$1,970,904.00</strong></td>
<td><strong>$1,758,613.00</strong></td>
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### Functional Expenses:

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<tr>
<th>Category</th>
<th>2018</th>
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<tbody>
<tr>
<td>Program Service Expenses</td>
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<td>$72,113.00</td>
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<td>Salaries, Wages, &amp; Benefits</td>
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<tr>
<td>Management &amp; General Expenses</td>
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<tr>
<td>Fundraising Expenses</td>
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<td><strong>Total Expenses</strong></td>
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### Balance Sheet:

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<th>Category</th>
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<tr>
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<td>Accounts Receivable</td>
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<td>Prepaid Expenses</td>
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<td>Land, Buildings, &amp; Equipment</td>
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<tr>
<td>Investments</td>
<td>349,387.00</td>
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<td><strong>Total Assets</strong></td>
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<table>
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<tr>
<td>Liabilities</td>
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<td>Unrestricted Net Assets</td>
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<td>Temporarily Restricted Net Assets</td>
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<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td><strong>$2,443,647.00</strong></td>
<td><strong>$2,405,135.00</strong></td>
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</tbody>
</table>
In Early Childhood Education we are working to build a foundation that these children can use for the rest of their lives. The most important aspects of that foundation are not the academic skills of counting and phonics, but the relational skills needed to be a part of a healthy community.

Teaching children calm, kind ways to resolve interpersonal differences can have far reaching impacts. When these children grow up, they may be far better equipped to solve life’s big problems because they have learned and practiced solving problems that look small to an adult but are gigantic to a child.”

- Kathy Porter-Peden, TLC Teacher
2018 DONORS: FAMILIES & INDIVIDUALS

$5,001.00 & HIGHER

Linda Fetterman
Greg and Cathy Ludlow
Paul and Vicki Schlagel

$1,000.00—$5,000.00

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Diane Overlid
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Kate Schranz
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Ken and Karen Kanemoto
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Krista & David Stadler
Kristine and Gregg Ferrill
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Landy Skenandore
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Linda Meglemre
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Lindsey Blechle

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Lorraine Stromquist
LuAnn and Greg Billings
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Mack Moore
Margaret Russell
Marilyn and Keith Schmitt
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Mark Gralton
Mark Turner
Marley Woods
Mary Blue
Mary Clifford in memory of Helen Hanna
Mary Kerns
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Matthew Farnsworth
Megan LeSage
Meghan Hermsen
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Melissa & Michael Fisher
Melissa and Kris Ford
Melvin Green and Cindy Wood
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Michael and Paula Nelsen
Michael and Teedee Keister in memory of Patricia Vohs

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Sarah Sterkel
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Scott and Debra Dooley
Sharon and Richard Dekesthler

Sharon O’Leary and Nigel Pilling

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Longmont Community Foundation - Ken & Cathy Winter Family Field of Interest Fund
Longmont Community Foundation - Ken & Cathy Winter Fund
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Longmont Community Foundation - Merl F. and Albert J Yeager Fund
Longmont Community Foundation - Nading Family Fund
Longmont Community Foundation - Norris Family Fund
Longmont Community Foundation - Delbert & Dorothe Reddington Fund
Longmont Community Foundation - Ed & Jan Kanemoto Fund
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Longmont Florist
Longmont Times Call
Lucky's Market
Lynn and Helen Clark Fund
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Micron Technology
Mike O'Shays
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Northside Barbers
NuMotion
Pacific Auction
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Phoenix Networking Group
Play It Again Sports
Preceptor Gamma Tau in memory of Lila Jean Stewart
Premier Members Credit Union
Prime Real Estate
Qualcomm Matching Grant Program
Qualistar
Robin Event Rental
Rod & Joan Edmonds Giving Fund
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St. Vrain Valley School District
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Stewart Family Foundation
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Sun Construction
Sunrise Packaging
TBK Bank
Texas Roadhouse
The Buell Foundation
The Community Foundation Serving Boulder County
The Sam S. Bloom Foundation
TLC Staff
Tracy Ayers "Live Your Dream" Memorial Fund

**Traffic Signal Controls**
True North Insurance & Financial Strategies
United Way of The Bluegrass
United Way of Weld County
Vectra Bank
Vending 2 You
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Wagner Welding Supply
Walters & Hogsett Fine Jewelers
Wells Fargo Foundation Education Matching Gift Program
Whole Kids Foundation
William Dean Charitable Foundation
Women's Golf League
Woodley's Fine Furniture
Woodsong Coffee
WOW
Zephyr Management LLC
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THANK YOU FOR YOUR SUPPORT!
YOUR DONATION OF $250 OR GREATER TO TLC QUALIFIES YOU FOR A 50% CHILDCARE CONTRIBUTION TAX CREDIT

<table>
<thead>
<tr>
<th>Contribution</th>
<th>$250</th>
<th>$1,250</th>
<th>$2,500</th>
<th>$5,000</th>
<th>$25,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Colorado Child Care Contribution Credit</td>
<td>($125)</td>
<td>($625)</td>
<td>($1,250)</td>
<td>($2,500)</td>
<td>($12,500)</td>
</tr>
<tr>
<td>Colorado Tax Savings</td>
<td>($12 )</td>
<td>($58)</td>
<td>($116)</td>
<td>($232)</td>
<td>($1,158)</td>
</tr>
<tr>
<td>Federal Tax Savings</td>
<td>($83)</td>
<td>($413)</td>
<td>($825)</td>
<td>($1,650)</td>
<td>($8,250)</td>
</tr>
<tr>
<td>After tax cost of giving</td>
<td>$31</td>
<td>$155</td>
<td>$309</td>
<td>$619</td>
<td>$3,093</td>
</tr>
</tbody>
</table>

Figures in the table are based on a 33% Federal and 4.6% Colorado state tax bracket. This information should not be construed as tax advice. Please consult your tax advisor as individual tax situations vary.

- 100% of the credits you have accrued from donations for tax years 2015-2019 will be claimable.
- The tax credit is limited to donations up to $100,000.00 per year. The credit allowed shall not exceed the tax liability for the year. Any excess credits may be carried forward for up to five years.
- In-kind contributions, including stock, property, or any non-monetary donations, are not eligible.
- Donate easily and securely at www.LearningWithTLC.org/donate

TLC Learning Center serves children from eight weeks to six years old with early childhood education and quality care, and children from birth to 12 years old with pediatric physical, occupational, and speech therapies. TLC provides scholarship assistance to families in need through our community partners and donors. TLC was founded in 1956 by Longmont families and remains a local institution.